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ABOUT THE PROGRAMME AND CALL	
1	What is the GREENTech4CE Project? An EU-funded implemented by Self Help Africa and partners, supporting micro and small medium enterprises (MSMEs) in Zambia's green, circular, and digital (GCD) economy.
2	What is the purpose of this Request for Proposals (RfP)? The purpose of this request for proposals is to invite eligible business development service providers (BDSPs) to provide business development support to startups and small businesses. Learn more about eligibility below
3	What is the financial support intended for? Approximately EUR 1.5 million will be allocated among the BDSPs. The financial support will enable BDSPs to build the capacity of businesses with the GCD economy sectors, and to develop their own institutional capacity building towards more sustainable BDS models.
4	How long is the Request to Apply? The request to apply period will run for a period of 5 weeks from the launch date (14 July 2025).
5	How long is the Call for Proposals? The call for proposals will be open for a maximum of 6 weeks from the launch date.
6	When is the submission deadline? 29 August 2025, 12:00 PM (noon) CAT
CALL APPLICATION AND EVALUATION	
7	Who is eligible to apply for this Call? This Call is restricted to eligible Zambian-registered Business Development Service Providers (BDSPs) providing business development services (BDS) to startups and small enterprises. Foreign-based and registered BDSPs, individual consultants and/or advisors are NOT eligible under this restricted RFP.
8	What Business Development Service Windows are available? This Call for Proposal has three distinct BDS windows. These include support for: <ul style="list-style-type: none"> • Green and Circular Businesses • Digital Businesses • Artisanal and Small-scale Mining (ASM) Each BDSP is encouraged to identify which window best represents their expertise and competencies.

	<p>Are Joint Ventures allowed?</p> <p>Yes. This includes partnership with an applicant applying under a different Business Development Service Window. For instance, BDS provider X applying under the Green and Circular window is in a Joint Venture with BDS provider Y applying under the ASM window.</p>
14	<p>How much financial or grant support can a BDSP apply for?</p> <p>Each applicant can apply for between EUR 60,000 and EUR 150,000. Grants requested under this Call cannot exceed the limits.</p>
15	<p>Can a BDSP apply for the full grant amount?</p> <p>Yes. However,, the grant amount awarded will depend on the strength of the proposed BDSP's technical approach, experience, and capacity to deliver the proposed services. BDSPs seeking to expand their operations to outside of Lusaka will have an added advantage in this regard. The Fund Manager retains the authority to decide how much can be awarded, notwithstanding the amount applied for.</p>
16	<p>What budget items does this financial, or grant support include?</p> <ul style="list-style-type: none"> • Institutional Capacity Building • Identification, Assessment and Onboarding Enterprises • Capacity Development Bootcamp • Incubation/Acceleration Programmes • Mentorship and Advisory Services • Market Linkages and Finance • Performance Monitoring and Reporting
17	<p>What eligible costs or actions are covered under this funding?</p> <p>Only 'eligible costs' can be covered by a grant. These include:</p> <ul style="list-style-type: none"> • Recruitment of Start-ups and MSMEs. • Technical Support & Capacity Building; Development a structured bootcamp and Facilitating customized Incubation or accelerator services • Infrastructure & Equipment; Development of tools, IT infrastructure, frameworks and systems to operate in locations outside Lusaka • Support for Learners & New Services; facilitate BDS market expansion into geographical locations outside of Lusaka • Innovative Support Modalities; conducting business innovation and pitching competitions • Event Hosting & impact Stories; Organizing pitch sessions • Subsidies for user fees for co-working spaces, internet access and tech support. • Support costs for start-up feasibility/market studies during ideation stage in incubators

9	<p>What costs or actions are ineligible covered under this funding?</p> <p>The proposed actions or activities cannot cover the following costs:</p> <ul style="list-style-type: none"> • debts and debts service charges (interest) • provisions for losses, debts or potential future liabilities. • costs declared by the Beneficiaries and financed by another action or work programme receiving European Union financial support (including through the European Development Fund); • purchases of land or buildings: • currency exchange losses. • credits to third parties • in kind contributions • salary costs
10	<p>What are the eligible sectors to be supported?</p> <p>Applicants must provide services to green, circular, or digital enterprises operating in the following sectors:</p> <ol style="list-style-type: none"> 1. Manufacturing 2. Artisanal and small-scale mining with a focus on critical raw materials 3. Services 4. Construction 5. Creative Arts 6. Digital 7. Transport and Logistics 8. Energy (including waste to energy)
11	<p>Is there any co-financing requirement for this financial support?</p> <p>This is a matching grant and the BDSP is required to meet 25% of the total funding request for those working with green, circular and digital businesses. A 15% co-financing requirement shall apply to BDSPs working with Artisanal Small-scale Miners (ASMs) in the mining sector.</p>
12	<p>What is eligible match-funding?</p> <p>Cash, credit or equity from own or third-party sources. Investment in additional rental space, system application or digital tools for data management, reporting, mentors/experts etc. to capacitate the delivery of the services requested may also be considered.</p>
ELIGIBILITY	
13	<p>What are the minimum eligibility criteria for this Call?</p> <p>Minimum key criteria of financial support and size of financial support for Call IV include:</p>

18	<table> <tr> <th>Key Criteria</th><th>Call III (BDSP)</th></tr> <tr> <td>Business Registration</td><td>Must be incorporated in Zambia as a company. (Individuals are not eligible)</td></tr> <tr> <td>Min Turnover – one of the last 2 years</td><td>Not applicable</td></tr> <tr> <td>Max Turnover</td><td>Not Applicable</td></tr> <tr> <td>Years of operations (Minimum)</td><td>2 years uninterrupted in Zambia</td></tr> <tr> <td>Audited Financial Statements (AFS)</td><td>Must have two years of financial statements including audited accounts for the most recent year (2024). The audited accounts should have been prepared in accordance with International Financial Reporting Standards (IFRS) by an accountant accredited by the Zambia Institute of Certified Accountants (ZICA).</td></tr> <tr> <td>Statutory Compliance</td><td>Must be compliant for the most recent year with all national and local laws and regulations, including meeting all obligations relating to the payment of taxes and social security contribution.</td></tr> <tr> <td>Co-finance</td><td>Must be able to contribute at least 25% of the project cost and provide the match funding as guided above.</td></tr> <tr> <td>Partnership and Innovation</td><td>BDSPs that will form co-creation and implementation partnerships will be encouraged to foster partnerships with other BDSPs, investors, or consultants to provide comprehensive technical support to MSMEs.</td></tr> <tr> <td>Track record</td><td>Deep understanding of Zambia's MSME landscape, financial environment, and regulatory requirements.</td></tr> </table>	Key Criteria	Call III (BDSP)	Business Registration	Must be incorporated in Zambia as a company. (Individuals are not eligible)	Min Turnover – one of the last 2 years	Not applicable	Max Turnover	Not Applicable	Years of operations (Minimum)	2 years uninterrupted in Zambia	Audited Financial Statements (AFS)	Must have two years of financial statements including audited accounts for the most recent year (2024). The audited accounts should have been prepared in accordance with International Financial Reporting Standards (IFRS) by an accountant accredited by the Zambia Institute of Certified Accountants (ZICA).	Statutory Compliance	Must be compliant for the most recent year with all national and local laws and regulations, including meeting all obligations relating to the payment of taxes and social security contribution.	Co-finance	Must be able to contribute at least 25% of the project cost and provide the match funding as guided above.	Partnership and Innovation	BDSPs that will form co-creation and implementation partnerships will be encouraged to foster partnerships with other BDSPs, investors, or consultants to provide comprehensive technical support to MSMEs.	Track record	Deep understanding of Zambia's MSME landscape, financial environment, and regulatory requirements.
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19	<p>How to apply?</p> <p>The application is a two-step process. Applicants need to first complete the Request to Apply Form. Eligible applicants who are successful will be invited to submit a full proposal via the online Portal.</p>																				
20	<p>How can I be assisted with further clarifications or questions regarding the Call?</p> <p>Please send enquiries to our dedicated email address not later than 7 days before the deadline helpdesk@greentech4ce.org</p> <p>The Fund Manager has no obligation to provide responses to questions submitted later. Responses will be published on the website https://selfhelpafrica.org/greentech4ce/grants-and-prizes periodically. The final set of responses will be published five (5) days before the call deadline. Individual replies will not be given to questions. It is therefore advisable for applicants to consult the above-mentioned website regularly to be informed of the questions and answers published.</p>																				

21	Where can I access more information about this Call and the project? Visit GREENTech4CE website