The Sustainable Private Sector in Forestry (SPSF) Programme, supported by SIDA and UNDP, hereby invites eligible entities to submit Expressions of Interest (EOI) for the Roundwood Market Development Challenge Fund.

- Posted Date: Wednesday 28th, October 2026 (29 Days)
- Closing Date: Friday 20th, November 2026 5:00 pm (closed)
- Bid Bond:
- Location:Addis Ababa
- Bid Document Price:
- Bid Opening Date:
- Category: Water Works Construction/ Engineering Related Consultancy/ Organizational Consultancy/

CALL FOR EXPRESSION OF INTEREST (EOI)

Roundwood Market Development Challenge Fund, Ethiopia

Overview

The Sustainable Private Sector in Forestry (SPSF) Programme, supported by SIDA and UNDP, hereby invites eligible entities to submit Expressions of Interest (EOI) for the Roundwood Market Development Challenge Fund.

This initiative aims to stimulate innovative, market-driven solutions that strengthen roundwood value chains, bridge wood supply gaps, enhance climate resilience, and power green industrial growth across target areas in Ethiopia. Target regions and areas include Oromia Region (Asela and Adama), Amhara Region (Dessie and Kombolcha), Tigray Region (Endomohoni), and the Central Ethiopia Region (Buee).

Key Tender Details

- Issuance Date: October 28, 2026
- EOI Submission Deadline: November 20, 2026
- Target Value Chain: Roundwood (Production, sorting, grading, sizing, and processing)
- Submission Email: ilriettender@cgiar.org
- Email Subject Line Requirement: Must state Round Wood Market Development Challenge Fund without modifications

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Funding Windows & Cost-Sharing Requirements

The fund operates under three competitive grant windows:

Grant Window	Funding Amount (USD)	Target Applicants	Indicative Focus	Minimum Co-Financing Requirement
Micro Grant	Up to $10,000	Start-ups, Cooperatives, MSMEs	Piloting & validating innovations; proof-of-concept strengthening	30% of total project cost
Medium Grant	$10,001 – $20,000	Growing MSMEs, Private Firms, Consortia	Scaling tested innovations; expanding market reach; strengthening operations	50% of total project cost
Large Grant	$20,001 – $30,000*	Established Enterprises, Lead Firms, Anchor Buyers, Processors	Systemic innovations with strong crowd-in potential; market transformation	50% of total project cost

**Under special circumstances with international partners, higher amounts may be considered under separate criteria.*

Disbursement Schedule

Grants are performance-based and disbursed across three tranches within 12 months of signing:

1. Tranche 1 (30%): Disbursed upon contract signing and proof of matching fund availability.
2. Tranche 2 (40%): Disbursed upon reaching agreed mid-term milestones (e.g., equipment purchased/installed or 50% of staff hired).
3. Tranche 3 (30%): Disbursed upon completion and submission of an impact report demonstrating market traction or sales.

Eligibility Criteria

1. Eligible Applicants

- Registered Micro, Small, and Medium Enterprises (MSMEs)
- Cooperatives and Unions
- Legally registered producers, processors, and traders’ associations
- Private companies (national or international)

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- Consortia led by a private sector or market-oriented organization
- Social enterprises and startup innovators

2. Minimum Eligibility Requirements

- Legal Status: Must be a legally registered entity.
- Geographical Focus: Must have a concrete plan to implement the project within the designated programme districts and value chains.
- Job Creation & Income: Must demonstrate how the innovation creates jobs and increases income levels within the community.
- Proof of Concept: Must be piloted or tested with demonstrable results (primarily required for Medium and Large grant windows).
- Commercial Viability & Systemic Impact: Clear business model with a pathway to financial sustainability and broader market system transformation.
- Inclusion & Environment: Practical measures to integrate women and youth, coupled with full compliance with national environmental and forestry regulations.

Evaluation Criteria

Submissions are reviewed by a Selection Committee using the following weighted scoring system:

Criteria	Description / Focus Area	Weight (%)
Inclusion and Social Impact	Jobs and income enhancement for youth, women, and marginalized groups	20%
Innovation and Technical Soundness	Feasibility, robustness, novelty, and relevance of the solution	15%
Commercial Viability & Market Systems Impact	Business case, profitability, and systemic change potential	15%
Experience & Team Track Record	Technical capacity and organizational track record	15%
Sustainability	Post-grant continuity, adoption incentives, and scalability	10%
Co-Investment	Proportion of matching funds committed by the applicant	10%
Environmental Impact	Promotion of forest conservation and climate benefits	5%
Budget Realism	Cost alignment with proposed activities and outputs	5%

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Criteria	Description / Focus Area	Weight (%)
Financial Sustainability	Long-term financial viability model	5%
Total		100%

Application Process & Timeline

- Stage 1: Expression of Interest (EOI)
  - Deadline: November 20, 2026
  - Length: Maximum 3–5 pages.
  - Requirements: Completed EOI form, brief description of innovation, proof of concept/early sales evidence, estimated budget, co-financing plan, organizational registration documents, and key project indicator framework.
- Stage 2: Full Proposal (Invitation Only)
  - Shortlisted candidates will be invited to submit a detailed 10–15 page proposal including a comprehensive business plan, financial model, and environmental/social safeguards plan.

Submission & Contact Information

- Submission Email: Send applications electronically to ilriettender@cgiar.org.
- Subject Line: Must be exactly Round Wood Market Development Challenge Fund.

For Inquiries & Application Support:

- Management Team Lead: B. Teshome
- Email: b.teshome@cgiar.org
- Phone: +251 911 93 45 84
- Office Address: Gurdshola, Addis Ababa, Ethiopia

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