



LAO PEOPLE'S DEMOCRATIC REPUBLIC
Peace Independence Democracy Unity Prosperity

Ministry of Industry and Commerce
MSME Promotion Agency

MSME Access to Finance Emergency Support and Recovery Project - MSME A2F-ESR
Project no. P174169

REQUEST FOR EXPRESSIONS OF INTEREST
Assignment Title: National Consulting Firm for Conducting Micro, Small and
Medium Enterprise Survey 2024
Reference No. LA. DOSMEP-3.3.17.B-CS-CQS

The Government of Lao PDR received financing from the World Bank Group's International Development Association (IDA) for the project to assist Micro, Small and Medium Enterprises (MSMEs) and the Financial Sector, specifically Participating Financial Institutions (PFIs). The project's development objective is to provide long-term funding sources for banks to provide long-term credit to small and medium enterprises (MSMEs) to overcome the impact of the COVID-19 pandemic. Negative impacts of the global COVID-19 pandemic are expected to exacerbate Lao PDR's weak fundamentals and lead to a deterioration in the macroeconomic situation, including the SME and Financial sectors. The project aims to strengthen the capacity of financial institutions and MSMEs to sustain operations and recover from the COVID-19 emergency. The project is to support the recovery and growth of privately-owned MSMEs by increasing the supply of long-term finance provided by commercial banks and by strengthening the capability of Micro, Small and Medium Enterprise Promotion Agency (MSMEPA) to formulate and implement public policies that promote access to finance for MSMEs and strengthen the banking sector to recover from the effects of the COVID 19 Pandemic.

The project includes three components: (i) Emergency and Recovery Line of Credit to MSMEs; (ii) Strengthening BOL Capacity to Supervise PCG Facility; (iii) Technical Assistance (TA) and Project Management which notably support capacity building of MSMEs, PFIs and MSMEPA. Particularly, a subcomponent of TA is to support MSMEPA to formulate and improve the SME development strategy, relevant legislations by engaging consultants. A national consulting firm shall be selected by MSMEPA according to the "World Bank Procurement Regulations for IPF Borrowers" dated July 2016, revised November 2017, and August 2018 edition".

The MSME Development Plan 2021-2025 had been developed in accordance with the Law on SME Promotion and aligned with multiple national development plans, particularly with the 9th Five-Year National Social-Economic Development Plan (2021-2025).

The MSME Development Plan 2021-2025 consists of seven policy areas including Entrepreneur development, Access to Finance, productivity, technology and innovation, Access to Business Advisory Services, market access and expansion, creating an enabling environment for business establishment and operation and Policies on customs, tax and finance. Since the plan has various policy areas, it is significant to understand the situation, challenges, and potential of MSMEs periodically in order to accurately implement the supporting measures for MSMEs.

As a result, under the Component 3 of the project, MSMEPA intends to recruit an experienced National firm to support MSMEPA in carrying out a Micro, Small and Medium Enterprise Survey to reflect the circumstance of MSMEs, focusing on their performance, challenges, and potentials. The results of the MSME Survey will be utilized as a reference in implementing the MSME

Development Plan 2021-2025 as well as preparing for formulating MSME Development Plan 2026-2030.

The MSMEPA now invites eligible consulting firms (“consultants”) to indicate their interest in providing the services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the services.

Interested Consulting Firm shall have at minimum the following qualification, and experiences:

- At least 6 years of experience in statistics, data collection, database development etc., including planning, coordination, technical and field surveys;
- At least 3 years of experience in statistic and data collection for MSMEs related Development Projects;
- Having at least one similar assignment successfully performed for the Government/Donor funded projects is an advantage;
- Experience in designing strategic measures to promote information access by Government and MSMEs sector will be an advantage.

The attention of interested consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016, Revised November 2017, August 2018, and November 2020 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

A consultant will be selected in accordance with the Consultants’ Qualifications Selection (CQS) method set out in the World Bank’s Procurement Regulations for IPF Borrowers.

The MSME A2F-ESR Project now invites eligible consulting firms (“consultants”) to indicate their interest in providing the services. Interested consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the services. Interested firm may obtain further information at the address below. Expressions of interest must be delivered to the address below or no later than **March 20, 2024, 16:00 o’clock** (submissions via email are also acceptable). The detailed Terms of Reference (TOR) for the assignment can be accessed at the MSMEPA’s website: <https://MSMEPA.org/vacancies/> or can be obtained at the address given below:

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Yours Sincerely,



Dr Bounpheng SIBOUNHEUNG

Director General of MSMEPA/
Project Director of MSME A2F-ESR