



REQUEST FOR PROPOSALS TO CONDUCT STRUCTURED TRADE & COMMODITY FINANCE TRAINING

1. INTRODUCTION

The Eastern and Southern African Trade and Development Bank, commonly known as Trade and Development Bank (TDB), is a specialized African multilateral financial institution serving most of the Eastern and Southern Africa. The Bank's objective is to provide short, medium and long-term financing to viable projects and structured trade & commodity finance activities in its 22-member states.

The mission of TDB Bank is to be at the forefront of extending development capital and services to advance regional growth and integration through customer focused and innovative financing instruments. The Bank operates in a competitive market in which skills and expertise in critical areas are in high demand within the financial services and the development finance sectors within the member states. Accordingly, the Bank also seeks to equip its employees on practical aspects of structured trade & commodity finance (STCF) and skills that are needed to structure trade finance transactions.

2. OBJECTIVES

Based on the above, Trade and Development Bank (TDB) is looking for a Consultant with a requisite capability to conduct a virtual STCF training for its staff in the Business Operations Complex. The consultant/company should demonstrate a proven track record of providing customized Structured Trade & Commodity Finance training in similar development finance and/or comparable multilateral banking and financial institutions. The company should possess relevant qualifications and expertise to undertake the assignment.

3. SCOPE OF WORK

The Consultant is expected to conduct a deep dive training on TDB's product set covering the key aspects and recent developments in Structured Trade & Commodity Finance including but not limited to the following areas;

- Role of structured trade and commodity finance, the markets and emerging markets
- Emerging developments in commodity finance structures, the risks and challenges these structures pose.
- How Covid19 has impacted structured trade and commodity finance.
- The impact of different lending rationales and the prospects of repayment
- Analysis of typical structures and how they work

- Components of structured commodity trade finance (SCTF) from a practitioner’s perspective with a “best practice” checklist.
- The benefits and opportunities presented by insurance and other risk mitigants
- Emerging market opportunities and the “dos” and don’ts” of emerging market domiciles
- The lessons of the 2008 financial crisis: how did trade finance structures hold up?
- Post and Pre-export finance and other relevant structures in a crisis context
- Full risk assessment and mitigation tools: is SCTF the only way forward?
- Borrowing base lending and receivables backed lending techniques.

4. EXPECTED DELIVERABLES

The expected deliverables of this engagement include:

- At least two-day training session for at most 25 employees.
- A signed Close-Out Report in Microsoft Word or Adobe Acrobat PDF format, to be received by TDB within 7 (seven) working days of completing the training sessions, that, among other things: (i) provides the curriculum of the Structured Trade & Commodity Finance training that was provided and any recommended follow up e-learning or reading material; (ii) highlights any specific needs / areas of concerns raised by staff during the training; and (iii) makes recommendations to the Management on measures that would enhance Structured Trade & Commodity Finance operations at TDB. This report must be in form and substance satisfactory to TDB, and the Consultant would need to provide TDB with a draft for review in suitable time

5. DURATION & LOCATION

The Consultant will be required to complete the virtual training component of the exercise as per TDB timelines (2) weeks of signing the contract, to be followed by delivery of the signed Close-Out Report within (2) weeks of training delivery. The training would be delivered via Microsoft Teams for TDB staff who may be based in Kenya, Ethiopia, Mauritius and Zimbabwe.

6. PROPOSAL REQUIREMENTS

Interested Consultants are requested to submit a single proposal, clearly specifying:

- Course content
- Technical competencies such as Consultant(s) qualifications, demonstrable relevant experience in similar assignments, methodology, project plan and deliverables.
- Financial cost indicating the total all-inclusive US Dollar fixed cost for the engagement, exclusive of VAT

7. SUBMISSION

Interested Consultants are requested to submit their proposals in soft copy with the requisite information, directly to rfpchecks@tdbgroup.org not later than 17.00 hours by 13th July 2020.