Project VIE/039

Finance for Resilience

NOTICE OF INVITATION TO TENDER N° A-VIE/039-2026-0094 (Services)

Title: Consultancy services for business coaching, mentoring and capacity building for SMEs and cooperatives

Maximum available budget: VND 1,380,000,000 - Performance period of 7 months

In the framework of Project VIE/039 receiving financial resources from the Governments of the Grand Duchy of Luxembourg and the Socialist Republic of Vietnam

LuxDev, the Luxembourg Development Cooperation Agency launches a tendering process for the acquisition of services for Consultancy services for business coaching, mentoring and capacity building for SMEs and cooperatives on behalf of project VIE/039 receiving financial support from the Governments of the Grand Duchy of Luxembourg and the Socialist Republic of Vietnam.

Participation is open on equal terms and without distinction of origin to any economic operator, subject to their compliance with the conditions of eligibility detailed in the General regulations (GR).

Description of the contract:

Project VIE/039 – Finance for Resilience aims to enhance the climate and economic resilience of smallholder farmers and entrepreneurs, particularly women, in Hue, a central province of Vietnam. The Project focuses on strategic interventions to strengthen small and medium-sized enterprises (SMEs) and cooperatives' business development capacity, financial resilience, market access and competitiveness.

To support this objective, the Project intends to engage a qualified consulting service provider with appropriate expertise and capacity in Vietnam to deliver integrated business coaching, mentoring and capacity-building services to selected SMEs and cooperatives.

The selected service provider will be responsible for designing and delivering the general training programme, conducting enterprise assessments, providing tailored coaching and mentoring, mobilising relevant specialists, monitoring progress and supporting appropriate market and financial linkages.

The services provider will work directly under the guidance of the Chief Technical Advisor (CTA) and report to the CTA , ensuring alignment with project objective.

General information on the tender:

The performance period is **7 months** , from December 2026 to July 2027.

The total budget available for this contract, all inclusive, is **VND 1,380,000,000**. Any tender exceeding the indicated available total budget will be rejected. The contract is for lump sum price with obligation of results, firm and non-revisable. Prices are inclusive of taxes (VAT and/or PIT).

This tender consists of one lot only. No variants shall be taken into account.

The language of the procedure is English. The currency for the tenders and the contract is VND.

How to obtain the Tender dossier (TD):

The TD (including the administrative and technical evaluation criteria and the full Terms of reference) may be obtained free of charge via the following email address:

Email: procurement.vie039@luxdev.lu

The tenders must be received no later than **17h00 (Vietnam local time)** on **10.12.2026.**

Requests for clarifications are to be made in writing to the following e-mail address at least **eight days** before the deadline for submitting the tenders. The contracting authority will reply no later than **four days** before the tender submission deadline.

Email: procurement.vie039@luxdev.lu

Tenderers are bound by their tenders for a period of **120 days** following the deadline for submission.