



## EXPRESSION OF INTEREST

# Ulimi ndi Chilengedwe m' Malawi (UCHI) Strengthening Agriculture Commercialisation Project in Malawi

## Off taking and Mentorship

EOI/MWI/001-2026

The United Nations Development Programme (UNDP) Malawi Country Office invites interested growth-oriented firms/businesses and individuals to submit Expressions of Interest (EOI) for the provision of mentorship (both individuals and firms) and off-taking (firms/businesses only) services to be prequalified under the Ulimi ndi Chilengedwe (UCHI) Strengthening Agricultural Commercialisation Project in Malawi.

### 1. Background about the UCHI Strengthening Agricultural Commercialisation Project

Through close collaboration with private sector entities building on relevant past experiences, UNDP Malawi is implementing the UCHI Strengthening Agricultural Commercialization Project to provide technical expertise, resources, and networks required to effectively tackle challenges related to agricultural commercialization and generate market opportunities for smallholder farmers (SHF). The project advocates for market-oriented business practices and stimulates market and financial opportunities within the project's priority value chains of soybean, rice, banana, aquaculture and apiculture.

The five-year project is targeting farmer organisations (FOs) and small and medium enterprises (SMEs) ensuring that their technical and business capacities are enhanced (productivity and competitiveness); their market access and value addition are strengthened; their financial access is empowered; and that the enabling environment is strengthened including development of ICT based market-oriented services for them. The project will be implemented in the districts of Thyolo, Chiladzulu, Mulanje, Salima, Nkhosakota, Kasungu, Mzimba, Nkhatabay, Karonga and Chipita. Some of the targeted and supported FOs and MSEs are in production while others are into both production and processing/value addition.

It is with the above background information that the UCHI project management unit (PMU) invites eligible growth-oriented firms or businesses to express interest in partnering with Farmer Organizations as Mentors, Off-takers, or both. Individuals are also eligible to express interest as mentors and not off takers. Shortlisted firms and individuals will be contacted for further engagement.

### 2. Scope of Engagement

- Mentorship role: Technical and business support.
- Off-take role: Structured purchasing and market linkage.
- Combined role: Integrates both functions.

### 3. Eligibility Criteria

Firms must be legally registered, have relevant value chain experience, demonstrate capacity, and commitment to inclusive agribusiness.

Individuals must have relevant value chain experience, demonstrate capacity, and commitment to inclusive agribusiness.

### 4. Benefits of participation

Access to FOs, expanded supply chains, facilitation support, enhanced profile and visibility, exposure to agribusiness challenges and solutions, enhancing sector expertise, expanded networking and partnerships, positioned as experts in agribusiness development and value chains, etc.

### 5. Submission Requirements

Firms: Company profile, experience, preferred engagement role, preferred value chain, geographic coverage and contact details.

Individuals: Profile, Resume/Curriculum Vitae, preferred engagement role, preferred value chain(s) and contact details.

### 6. EOI process and timeline

Prospective firms/business and individuals who are willing to participate in this call, should make their submissions via the following email address: [procurement.malawi@undp.org](mailto:procurement.malawi@undp.org) with cc to [titus.kavalo@undp.org](mailto:titus.kavalo@undp.org).

For any clarifications regarding this call for EOIs, prospective firms/businesses and individuals can seek that from the UCHI Project Manager and Project Specialist respectively via the following email addresses: [jeandamour.nkundimana@undp.org](mailto:jeandamour.nkundimana@undp.org) and [titus.kavalo@undp.org](mailto:titus.kavalo@undp.org)

All EOIs must be submitted no later than Wednesday, 30th June 2026.