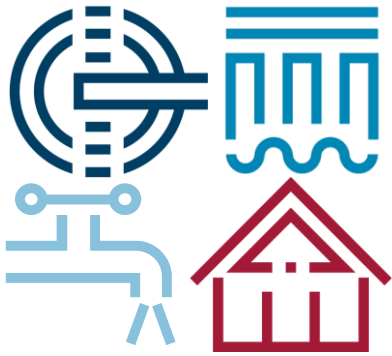




MINISTRY OF AGRICULTURAL DEVELOPMENT

KfW DEVELOPMENT BANK

CES CONSULTING ENGINEERS SALZGITTER

**SOMALILAND**

**SUSTAINABLE LAND, WATER AND SOIL  
MANAGEMENT IN SOMALILAND**

PROJECT REFERENCE: BMZ NO 2020 67 247

**EOI FOR SELECTION OF NGOS FOR C4W  
29/08/2026**



**KfW**

**CES**



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## **ANNEXES**

**Annex 1 - List of NGOs**

# 1. Background

The Ministry of Agricultural Development (MoAD) of Somaliland, acting as the Project Executing Ministry (PEM), is implementing the Sustainable Land, Water and Soil Management Project (SLWSM) in the Togdheer and Sahil Regions with financial support from Federal Republic of Germany through KfW Development Bank (KfW).

The Project aims to improve sustainable land management practices, restore degraded landscapes, enhance soil and water conservation, and strengthen the resilience of rural communities in arid and semi-arid environments. As part of project implementation, labour-intensive Cash-for-Work (C4W) interventions will be undertaken to construct and rehabilitate soil and water conservation (SWC) structures and related watershed management measures.

MoAD, supported by CES Consulting Engineers Salzgitter GmbH (the Consultant) in association with Horn-Aquatech (HAT), hereby invites eligible and qualified Non-Governmental Organizations (NGOs), including national and international NGOs legally operating in Somaliland, to submit Expressions of Interest (EOI) for selection as Implementing Partners for the delivery of Cash-for-Work activities under the Project.

The selection process will be conducted in accordance with the applicable KfW Procurement Guidelines and the principles of transparency, fairness, competition, economy, efficiency, integrity, and equal treatment.

## 2. Objective of the Assignment

The objective of this assignment is to engage one or more qualified NGO implementing partners to support the planning, mobilization, implementation, supervision, monitoring, and reporting of community-based Cash-for-Work activities related to soil and water conservation and sustainable watershed management.

The selected NGO(s) shall work closely with MoAD, the Consultant, local authorities, Village Development Committees (VDCs), and beneficiary communities to ensure timely, technically sound, socially inclusive, and accountable implementation of project activities.

## 3. Scope of Services

The selected NGO(s) will be expected to perform, inter alia, the following tasks:

### A. Community Mobilization and Planning

- Support participatory identification and prioritization of intervention sites.
- Facilitate community consultations and stakeholder engagement processes.
- Establish and strengthen collaboration with Village Development Committees (VDCs).
- Conduct transparent beneficiary identification, selection, and registration processes.
- Ensure inclusion of women, youth, vulnerable households, internally displaced persons, and other marginalized groups.
- Assist in the preparation of implementation schedules and work plans.

### B. Implementation of Soil and Water Conservation Measures

The NGO(s) shall supervise and facilitate labour-intensive implementation of SWC interventions, which may include:

- Contour ploughing;
- Contour earth bunds and stone bunds;
- Farm bunds;
- Half-moon structures (eye-brows) and micro-catchments;
- Infiltration trenches;
- Hillside terracing;
- Gully rehabilitation works;
- Small check dams;
- Gabion structures;
- Vegetative stabilization measures and associated restoration activities.

All works shall be implemented in accordance with internationally recognized technical standards and the specifications provided by the Consultant and MoAD.

### **C. Cash-for-Work Management**

- Establish and manage transparent beneficiary payment systems using mobile money or equivalent approved mechanisms.
- Maintain beneficiary databases, attendance records, and work verification systems.
- Verify completed works prior to payment authorization.
- Ensure compliance with approved wage rates and targeting criteria.

### **D. Monitoring, Reporting, and Accountability**

- Collect baseline and progress monitoring data.
- Submit technical and financial reports in formats acceptable to MoAD, the Consultant, and KfW.
- Establish and operate an accessible Feedback and Complaints Mechanism (FCM).
- Participate in joint monitoring missions, audits, evaluations, and verification exercises.

## **4. Eligibility Requirements**

Interested organizations must satisfy all of the following minimum eligibility requirements:

1. Be legally registered and authorized to operate in Somaliland.
2. Have an established operational presence and demonstrated implementation capacity in Togdheer and/or Sahil Regions including adequate staffing, logistics and access arrangements to implement project activities.
3. Possess a minimum of five (5) years of relevant development or humanitarian programming experience in Somaliland.
4. Demonstrate previous experience in implementing donor-funded projects related to natural resource management, soil and water conservation, watershed management, land restoration, or comparable sectors.
5. Demonstrate experience in implementing Cash-for-Work or other cash-based interventions.
6. Possess adequate technical capacity to supervise physical SWC works.
7. Provide audited financial statements or equivalent financial reports covering the previous three fiscal years.
8. Not be subject to any debarment, sanctions, suspension, or exclusion by KfW, multilateral development banks, United Nations agencies, or other major donors.
9. Maintain safeguarding, anti-fraud, accountability, and integrity policies.
10. Demonstrate the ability to mobilize qualified personnel within thirty (30) days following contract award.
11. Commit to compliance with KfW procurement, anti-corruption, sanctions, environmental and social safeguard, and reporting requirements.
12. **Integrity and Sanctionable Practices:** Applicants shall comply with KfW requirements relating to integrity, transparency, ethical conduct, and sanctions compliance. Any applicant

found to have engaged in fraud, corruption, collusion, coercion, obstruction, money laundering, terrorist financing, sanctions violations, or any other sanctionable practice may be excluded from the procurement process, rejected during evaluation, or declared ineligible for contract award. Furthermore, applicants may be required to provide information and supporting documentation necessary for KfW integrity, sanctions, and compliance screening. Failure to cooperate with such verification requirements may result in disqualification from the procurement process.

13. Provide evidence of previous experience working with MoAD or other Somaliland line ministries
14. Demonstrate willingness to coordinate closely with MoAD and relevant government institutions.

Failure to satisfy any of the above requirements may result in exclusion from further evaluation.

## 5. Evaluation and Shortlisting Criteria

Eligible applicants will be evaluated based on their demonstrated qualifications and institutional capacity.

The selection process shall be conducted in accordance with the principles of transparency, fairness, equal treatment, value for money, and proportionality, and in compliance with the applicable KfW Procurement Guidelines.

The evaluation of Expressions of Interest shall comprise the following stages:

1. **Eligibility Screening (Pass/Fail):** Verification of compliance with the mandatory eligibility requirements set out in Section 4. Only eligible applicants will proceed to the technical evaluation.
2. **Technical Assessment and Shortlisting:** Eligible applicants will be assessed against the organizational, technical, project management, financial management, community engagement, and safeguarding criteria described in this Section. Only applicants demonstrating sufficient institutional and technical capacity will be shortlisted. Applicants will be ranked based on the results of the technical assessment, and the five (5) eligible applicants with the highest rankings will be shortlisted.
3. **Invitation to Submit Proposals:** Shortlisted applicants will be invited to participate in the subsequent Request for Proposals (RfP) stage under the Limited Competitive Bidding procedure, where detailed technical and financial proposals will be requested.
4. **Subsequent Selection Process:** The RfP stage will include technical and financial evaluation under the Quality- and Cost-Based Selection (QCBS) method, due diligence, KfW No-Objection where applicable, contract negotiations, and contract award in accordance with the procurement documents issued to shortlisted applicants.

The assessment will consider, among others, the following areas:

### Organizational Capacity

- Legal status and institutional governance.
- Operational presence in Somaliland and target regions.
- Years of relevant experience.
- Organizational structure and human resource systems.

### Technical Capacity

- Experience in soil and water conservation and watershed management.
- Experience in dryland restoration and natural resource management.
- Experience implementing labour-intensive Cash-for-Work programs.
- Technical expertise in planning, supervision, and quality control of physical works.

### **Project Management Capacity**

- Experience managing projects of comparable scale and complexity.
- Monitoring, evaluation, accountability, and learning systems.
- Community mobilization and participatory implementation approaches.
- Logistical and operational resources required for field implementation.

### **Financial Management**

- Financial systems and internal controls.
- Donor-funded project management experience.
- Financial transparency and anti-fraud mechanisms.

### **Community Engagement**

- Established relationships with local communities and authorities.
- Gender-responsive and socially inclusive programming.
- Conflict-sensitive and do-no-harm approaches.

### **Safeguards and Compliance**

- Environmental and social safeguards.
- Child protection and prevention of sexual exploitation and abuse.
- Feedback and complaints mechanisms.
- Readiness to comply with KfW institutional requirements.

Only the five (5) eligible applicants achieving the highest technical assessment scores and demonstrating sufficient technical and organizational capacity will be shortlisted and invited to submit full technical and financial proposals under the subsequent Request for Proposals (RfP) stage under a Limited Competitive Bidding Procedure.

## **6. Required Documentation**

Interested organizations shall submit the following information as part of their Expression of Interest:

### **Organizational Information**

- Certificate of registration or incorporation.
- Authorization to operate in Somaliland.
- Organizational profile and history.
- Organizational chart.
- Details of key management personnel.
- Office locations and field presence.
- Signed Declaration of Undertaking (KfW template attached)

## **Experience and References**

- Description of relevant assignments undertaken during the last five years.
- Details of at least two comparable projects including:
  - Client/donor;
  - Project value;
  - Implementation period;
  - Scope of services;
  - Contact references.

## **Financial Capacity**

- Audited financial statements or equivalent financial reports for the last three fiscal years.
- Information on financial management systems and procedures.

## **Compliance Documentation**

- Anti-corruption and anti-fraud policies.
- Safeguarding and PSEA policies.
- Child protection policy.
- Environmental and social safeguard policies or procedures.

## **KfW Due Diligence Information**

Shortlisted organizations may subsequently be required to provide additional information including:

- Governance and ownership structures;
- Information on directors, trustees, and senior management personnel;
- Banking information;
- Signature of KfW's Declaration of Undertaking (with template attached)
- Sanctions screening documentation; and
- Any other information required under KfW due diligence procedures.

# **7. Important Conditions**

Participation in this EOI process does not constitute a commitment by MoAD, the Consultant, or KfW to award any contract.

The Contracting Authority reserves the right to:

- Reject any or all submissions;
- Request clarifications or supplementary information;
- Conduct reference checks and due diligence assessments;
- Undertake organizational capacity assessments and field verification visits;
- Cancel or modify the selection process at any stage without incurring liability.

## **Due Diligence**

Prior to contract award, the highest-ranked applicant(s) may be subject to organizational, financial, governance, procurement, safeguarding, integrity, sanctions, and institutional capacity due diligence. Such due diligence may include desk reviews, interviews, reference checks, site visits, assessment

of governance arrangements, review of financial management systems, compliance verification, and sanctions screening.

Failure to satisfactorily complete the due diligence process or to provide the requested information may result in rejection of the applicant and consideration of the next-ranked applicant, in accordance with the applicable procurement procedures.

## **8. Submission of Expressions of Interest**

Interested organizations shall submit their Expression of Interest electronically in PDF format.

The submission shall clearly indicate:

**“EOI – NGO Implementing Partner for Cash-for-Work Activities under the SLWSM-TOG Project”**

Submissions shall be made no later than: [30/September/2026]

Applications received after the deadline may not be considered.

Requests for clarification may be submitted in writing no later than [20/September/2026].

Submission address:

Attention:

**Ministry of Agricultural Development (MoAD)**

**Representative's Name: Mohamed Mohamoud Ibrahim**

**Tel.: +252 63 4215353**

**E-Mail: mohamed.gacalle@gmail.com**

Only shortlisted applicants will be contacted and invited to participate in the next stage of the procurement process. MoAD reserves the right to accept or reject any EOI submission and to annul the selection process at any time without incurring any liability to applicants.