

**СК «РЭСПУБЛІКАНСКІ
МІКРАФІНАНСАВЫ
ЦЭНТР»**

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**ПК «РЕСПУБЛИКАНСКИЙ
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CALL FOR PROPOSALS

“Increasing Access to Finance for the Rural Population of Belarus” Project, implemented by Republican Microfinance Center (Belarus) with support of USAID, (hereinafter – Project) is required to conduct 2-day training course on microfinance for economically active rural population and microenterprises in rural areas" (16 academic hours) for the Belarusian leasing and non-profit microfinance institutions on the following topics:

- specific microfinance marketing in rural areas (target groups, search and attracting clients etc.);
- pre ratings (preliminary scoring);
- enhanced ratings (advanced scoring);
- customer support after the delivering of the loan/lease;
- reduce risks of default;
- pre-trial and post-trial debt collection;
- cooperation with distribution networks for agricultural machinery, equipment and materials (raw materials) for the economically active population and microenterprises in rural areas.

Republican Microfinance Center will conclude an agreement with the company under the following conditions:

- Contractor must be a resident of one of the following countries: Republic of Belarus, USA or one from the following list <https://www.usaid.gov/sites/default/files/documents/1876/310maa.pdf> with successful experience of teaching similar courses for leasing and non-profit microfinance organizations at least 5 years;
- Contractor will conduct the training in Russian in Minsk, Belarus with the issuance of certificates to students after successful completion of the course;
- Contractor will provide in electronic and printed training materials in Russian before the course starts.
- All costs associated with the preparation, flight and accommodation of trainers should be included in the total cost of services.

Handouts copies will be made by the Project.

Number of students: 7-15.

Payment: Upon provision of services in US dollars by Bank transfer.

Training venue: Minsk, Republic of Belarus

Period of services: Up to June 22, 2017
Customer: Republican Microfinance Center,
16-213 Smolyachkova Street
Minsk, 220005, Republic of Belarus.

Please send your commercial proposals on the above services in US dollars **until June 5, 2017** to Republican Microfinance Center.

Fax: +375 17 233 98 80; e-mail: info@brmc.by

Sincerely,

Project Manager

_____ Yury Malafey