



REQUEST FOR PROPOSAL

[BUSINESS DEVELOPMENT CONSULTANT]

RFP DOCUMENT [157 _]

RFP ISSUE DATE: [APRIL 2, 2026]

PROPOSAL SUBMISSION DEADLINE: [APRIL 9, 2026, 4:00PM]

CARE AFGHANISTAN
HOUSE# 26, ST. #02, CHARAHI ANSARI SHAHR-E NAW, DISTRICT 04, KABUL – AFGHANISTAN

CONFIDENTIAL DOCUMENT

PREPARED BY
CARE®

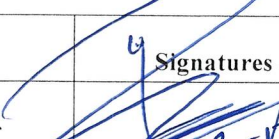
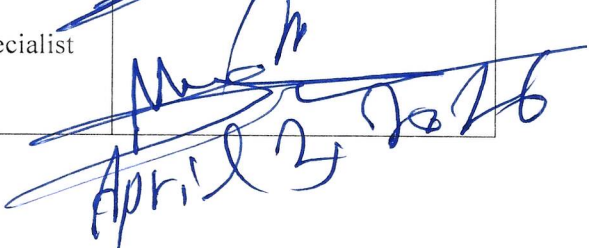
Certified by	Name	Designation	Signatures & Date
Requesting Officer	Abdul Wasi Fanae	Procurement Officer	 29-APRIL-2026
Certifying Officer	Mohammad Naeem Arbab	Procurement Specialist	 April 3 2026



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1. ABOUT CARE

At CARE, we seek a world of hope, inclusion, and social justice, where poverty has been overcome and people live with dignity and security.

This has been our vision since 1945, when we were founded to send lifesaving CARE Packages® to survivors of World War II. Today, CARE is a leader in the global movement to end poverty. We put women and girls in the center because we know we cannot overcome poverty until all people have equal rights and opportunities. In 2019, CARE worked in 100 countries and reached 70 million people with an incredible range of life-saving programs.

For more information about CARE and our work, visit: <https://www.care.org/our-work/>

2. GENERAL CONDITIONS AND CLAUSES

2.1. CARE's GENERAL CONDITIONS

The enclosed document is not an offer to contract, but a solicitation of a vendor's proposed intent. Acceptance of a proposal in no way commits CARE to award a contract for any or all products and services to any vendor.

CARE reserves the right to make the following decisions and actions based on its business interests and for reasons known only to CARE:

- To determine whether the information provided does or does not substantially comply with the requirements of the RFP
- To contact any bidder after proposal submittal for clarification of any information provided.
- To waive any or all formalities of bidding
- To accept or reject a proposal in whole or part without justification to the bidder
- To not accept the lowest bid
- To negotiate with one or more bidders in respect to any aspect of submitted proposal
- To award another type of contract other than that described herein, or to award no contract;
- To enter into a contract or agreement for purchase with parties not responding to this RFP
- To request, at its sole discretion, selected Vendors to provide a more detailed presentation of the proposal



- To not share the results of the bids with other bidders and to award contracts based on whatever is in the best interest of CARE.

Any material statements made orally or in writing in response to this RFP or in response to requests for additional information will be considered offers to contract and should be included by vendor in any final contract.

2.2. CONFIDENTIALITY/ NON-DISCLOSURE

All information gained by any vendor concerning CARE work practices is not to be disclosed to anyone outside those responsible for the preparation of this proposal. Any discussion by the vendor of CARE's business practices could be reason for disqualification. CARE, at their discretion, reserves the right to require a non-disclosure agreement.

Reciprocally, CARE commits that information received in response to this RFP will be held in strict confidence and not disclosed to any party, other than those persons directly responsible for the evaluation of the responses, without the express consent of the responding vendor.

Finally, the information contained within this RFP is confidential and is not to be disclosed or used for any other purpose by the vendor.

2.3. PUBLICITY

Any publicity referring to this project, whether in the form of press releases, brochures, or photographic coverage will not be permitted without prior written approval from CARE.

2.4. LIABILITY

The selected vendor(s) will be required to show proof of adequate insurance at such time as CARE is prepared to procure the services. The participating vendor will also be required to indemnify and hold harmless CARE for, among other things, any third-party claims arising from the selected vendor's acts or omissions, and will be liable for any damage caused by its employees, agents or subcontractors.

2.5. FORCE MAJEURE

- a. Neither Party shall be responsible for a performance that is delayed, hindered, or is rendered inadvisable, commercially impracticable, illegal, or impossible by a "Force Majeure Event." A Force Majeure event includes, without limitation, an act of nature, a pandemic, emergency, civil unrest or disorder, actual or threatened terrorism, war, fire, governmental action or interference of any kind, power or utility failures, strikes or other labor disturbances, a health warning issued by the Center for Disease



Control (or similar agency), any other civil or governmental emergency and/or any other similar event beyond a Party’s reasonable control.

- b. The Party that seeks to invoke this Force Majeure provision (the “Affected Party”) shall provide the other Party (the “Unaffected Party”) with a written notice within ten (10) days of the date the Affected Party determines a Force Majeure Event has occurred.

2.6. ERRORS AND OMISSIONS

CARE expects the vendor will provide all labor, coordination, support, and resources required based on the vendor’s proposal and corresponding final SOW. No additional compensation will be available to the vendor for any error or omission from the proposal made to CARE. The only exclusions are add-ons, deletions, and/or optional services for which the vendor has received written authorization from CARE.

2.7. OWNERSHIP OF WORK

All work created during this evaluation must be original work, and no third party should hold any rights in or to the work. All rights, title and interest in the work shall be vested in CARE.

2.8. CONFLICT OF INTEREST

CARE encourages every prospective Supplier to avoid and prevent conflicts of interest, by disclosing to CARE if you, or any of your affiliates or personnel, were involved in the preparation of the requirements, design, specifications, cost estimates, and other information used in this RFP.

3. BIDDER’S DECLARATION

Yes	No	
<input type="checkbox"/>	<input type="checkbox"/>	Ethics: By submitting this Proposal/Quote, I/we guarantee that the bidder has not engaged in any improper, illegal, collusive, or anti-competitive arrangements with any competitors; has not directly or indirectly contacted any buyer representative (aside from the point of contact) or gather information regarding the RFP; and has not attempted to influence or offer any type of personal inducement, reward, or benefit to any buyer representative.
<input type="checkbox"/>	<input type="checkbox"/>	I/We affirm that we will not engage in prohibited behavior or any other unethical behavior with CARE or any other party. We also affirm that we have read the general clause and conditions included in this RFP and that we will conduct business in a way that avoids any financial, operational, reputational, or other undue risk to CARE.



<input type="checkbox"/>	<input type="checkbox"/>	Conflict of interest: I/We warrant that the bidder has no actual, potential or perceived Conflict of Interest in submitting this Proposal/Quote; or entering into a Contract to deliver the Requirements. CARE Procurement's Point of Contact will be notified right away by the bidder if a conflict of interest occurs during the RFP process.
<input type="checkbox"/>	<input type="checkbox"/>	Bankruptcy: I/We have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal issues that could hinder the ability to conduct business.
<input type="checkbox"/>	<input type="checkbox"/>	Offer Validity Period: I/We confirm that this Proposal/Quote, including the price, remains open for acceptance for the Offer Validity.
<input type="checkbox"/>	<input type="checkbox"/>	I/We understand and recognize that you are not bound to accept any proposal you receive, and we certify that the goods offered in our Quotation are new and unused.
<input type="checkbox"/>	<input type="checkbox"/>	By signing this declaration, the signatory below represents, warrants and agrees that he/she has been authorized by the Organization/s to make this declaration on its/their behalf

Supplier Name:	
Title/Designation:	
Company Name:	
Date:	
Signature	

4. CONDITIONS AND GUIDELINES FOR SUBMISSION OF PROPOSAL

4.1. PROPOSAL GUIDELINES

This Request for Proposal represents the requirements for an open and competitive process.

All vendors must provide written notification via email to (procurement staff's active email address) of their **intent to participate, or not to participate in the bidding process by [N/A].**

Proposals will be accepted until **4:00 PM [April 9, 2026]**, delivered via email solely to **[Abdul Wasi Fanae] (afg.procurement@care.org)**, no later than the above specified date.

Any proposals received after this date and time will not be accepted. All proposals must be signed by an official agent or representative of the company submitting the proposal.



If the organization submitting a proposal must outsource or contract any work to meet the requirements contained herein, this must be clearly stated in the proposal. Additionally, all costs included in proposals must be all-inclusive to include any outsourced or contracted work. Any proposals which call for outsourcing or contracting work must include a name and description of the organizations being contracted.

All costs must be itemized to include an explanation of all fees and costs.

Contract terms and conditions will be negotiated upon selection of the winning bidder for this RFP. All contractual terms and conditions will be subject to review by the CARE legal department, and will include scope, budget, schedule, and other necessary items pertaining to the project.

Any verbal information obtained from, or statements made by representatives of CARE shall not be construed as in any way amending this RFP. Only such corrections or addenda as are issued in writing by CARE to all RFP participants shall be official. CARE will not be responsible for verbal instructions.

4.2. PROJECT PURPOSE AND DESCRIPTION

CARE is issuing this RFP (Request for Proposal) soliciting qualified bidders to submit proposals intended for the [provide requirement description and any other requirements].

This RFP is an invitation to bid, not an offer of contract. Bidders must submit a response that complies with the minimum requirements contained herein.

4.3. PROJECT OVERVIEW

CARE is seeking a provider to submit proposals intended for the [The consultant will work closely with the Country Director, the Sr Regional Advisor PQ & Impact, and relevant programmed and technical teams to support strategic resource mobilization efforts. The consultant will engage both internal and external stakeholders to ensure alignment with CARE’s strategic priorities and Afghanistan’s humanitarian needs and response plan for 2026.]

Requirement & Specs	Qty.	Unit of Measurement	Required Delivery Lead Time	Delivery Address	Contract Period
Please refer to attached ToR	1	Consultant	Please refer to attached ToR	Please refer to attached ToR	Please refer to attached ToR

4.4. PROJECT TIMELINE

All bidders are advised to strictly follow the timeline below as noted.



Any technical questions arising during the preparation of your response to this RFP should be submitted in writing via email to [Abdul Wasi Fanae] (afg.procurement@care.org) no later than [April 9, 2026].

Schedule of Activities/ To-do	Date of the Activity/ Deadline of Submission	Responsible	Remarks
RFP Issued	[April 2, 2026]	CARE	
Supplier to notify CARE of intention to participate in bidding	[April 4, 2026]	Supplier	Deadlines must be strictly observed.
Deadline for submission of clarification questions to CARE	[April 4, 2026]	Supplier	Deadlines must be strictly observed.
CARE to answer all clarifications	[April 5, 2026]	CARE	
Supplier's Deadline of Submission of Proposal	[April 9, 2026]	Supplier	Deadlines must be strictly observed.
Evaluation of Proposal	N/A	CARE	
Vendor presentation (if required)	N/A	Supplier	
Finalists selected	[N/A]	CARE	Upon notification, the contract negotiation with the winning bidder will begin immediately.

4.5. EVALUATION CRITERIA

CARE will evaluate all proposals based on the following criteria. To ensure consideration for this Request for Proposal, your proposal should be complete and include all of the following criteria:

- **Overall Proposal Suitability:** proposed solution(s) must meet the scope and needs included herein and be presented in a clear and organized manner
- **Previous Work and Awards:** Bidders will be evaluated on examples of their work pertaining to the requirement as well as client testimonials and references
- **Technical Expertise and Organizational Experience:** Bidders must provide descriptions and documentation of staff technical expertise and experience. Bidders also need to provide their experiences as an organization which include



but not limited to years of experience, financial stability, expertise, and edge to other competitors.

- **Value and Cost:** Bidders will be evaluated on the cost of their solution(s) based on the work to be performed in accordance with the scope of this project.

Note for Country Offices (CO): The specific criteria must closely represent the objective and scope given the nature of the procurement required. Evaluation criteria reflected above can be added and or adjusted depending on the requirement and the type of purchase. The final evaluation criteria must be reflected above prior to releasing of this RFP.

Profile of the Consultant

The consultant should possess the following qualifications and experience:

- Minimum 10 years of experience in programme development, business development, proposal design, and resource mobilization within the humanitarian and development sector.
- Proven track record in developing successful proposals for major institutional donors, including ECHO, EU, FCDO, UN agencies, GCC donors and foundations.
- Experience of working in Afghanistan is essential.
- Strong understanding of global funding trends and donor priorities in Asia and Afghanistan
- Experience engaging with Middle East-based donors/GCC, foundations, or private sector actors will be an advantage
- Experience of working with the UN and the Humanitarian Needs and Response Plan in Afghanistan and similar fragile and conflict-affected contexts is desirable.

CARE will review proposed budgets and pricing after the initial review of the criteria above.*

Terms of Reference (ToR)

Business Development Consultant

CARE Afghanistan

CARE International in Afghanistan seeks expression of interest from a qualified consultant to carry out the following tasks. Consultant is requested to submit their expression of interest including top budget line by **COB April 9th, 2026**.

The deliveries/task need to be submitted by **June 30th, 2026**. It is expected that the identified consultant will travel to the country to meet the relevant stakeholders. Roughly 75% of her/his time the consultant will spend inside the country and work closely with all the relevant stakeholders

1. Background

CARE Afghanistan is seeking a Business Development Consultant to support the country office in strengthening its strategic resource mobilization and donor engagement efforts in a rapidly evolving humanitarian and development funding landscape.

The consultant will support the development of a business development strategy, expand CARE Afghanistan's engagement with institutional and non-institutional donors/philanthropies, and lead the development of high-quality proposals targeting priority funding opportunities.

The consultancy will contribute to positioning CARE Afghanistan as a strategic partner for donors supporting humanitarian response, women's economic empowerment, health, and education programmes in Afghanistan.

2. Objective of the Consultancy

The overall objective of this consultancy is to strengthen CARE Afghanistan's resource mobilization and donor engagement capacity by:

- Developing a strategic business development and donor engagement framework
- Expanding the donor pipeline, particularly in the Middle East and GCC markets
- Supporting the development of quality project proposals aligned with donor priorities
- Strengthening CARE Afghanistan's competitive positioning for upcoming donor funding calls (EU and FCFO call for proposal)

3. Scope of Work

The consultant will work closely with the Country Director, the Sr Regional Advisor PQ & Impact, and relevant programme and technical teams to support strategic resource mobilization efforts.

The consultant will engage both internal and external stakeholders to ensure alignment with CARE's strategic priorities and Afghanistan's humanitarian needs and response plan for 2026.

4. Key Deliverables/Outputs

A. Business Development Strategy and Donor Mapping: April – June 2026

Business Development Strategy

- Develop a Business Development Strategy for CARE Afghanistan, aligned with CARE's country strategy and emerging donor priorities.

Donor Landscape Analysis and Database

(i) Produce a structured donor database of at least 10 potential donors including middle east/GCC-based donors/foundations/HNIs, including key information such as:

Donor priority sectors

- Geographic focus
- Funding mechanisms
- Typical grant size
- Upcoming funding opportunities
- Recommended engagement strategy

(ii) Develop donor-specific capacity statements and pitch materials for five priority donors, including:

- Value proposition for CARE Afghanistan/ relation cultivation with the donor by CARE Afghanistan, and with suggestions for donor engagement and entry points.

B. Concept note bank Development

- Lead the design and development of two (2) project concept notes/pitches focusing on: women economic development, health, and education.

C. Lead and design and development of a proposal for UNDP call scheduled in April 2026

5. Profile of the Consultant

The consultant should possess the following qualifications and experience:

- Minimum 10 years of experience in programme development, business development, proposal design, and resource mobilization within the humanitarian and development sector.
- Proven track record in developing successful proposals for major institutional donors, including ECHO, EU, FCDO, UN agencies, GCC donors and foundations.
- Experience of working in Afghanistan is essential.
- Strong understanding of global funding trends and donor priorities in Asia and Afghanistan
- Experience engaging with Middle East-based donors/GCC, foundations, or private sector actors will be an advantage
- Experience of working with the UN and the Humanitarian Needs and Response Plan in Afghanistan and similar fragile and conflict-affected contexts is desirable.

6. Guidelines for submitting Expression of interest

- The EOI should contain a detailed profile/CV of the consultant outlining previous experience related to the above deliverables and professional fee charged in previous assignments.
- A topline budget that includes fee for each delivery/output in USD-

Please send your EOI by COB April 9th, 2026.