

Summary of Q&A - Call for Expressions of Interest: Capacity building programme for one Circular Economy Business Support Organisation (CEBSO) in East Africa.

Reference: BEL23009 – EoI 001

Date: 16th of February 2026

A. Questions received by email (mailbox: eucerc@enabel.be)

Question 1:

Dear,

I am working in a non-profit registered local NGO in Ethiopia working in water development or construction for rural underserved communities. Therefore, can we apply to the call that was posted recently by you?

Thank You.

Response:

Thank you for your question.

Please kindly note that we cannot assess whether a specific organisation meets the admissibility criteria prior to the evaluation process, which will take place after the deadline of the call. However, we kindly invite interested applicants to refer to the admissibility criteria outlined in section 3.1 of the guidelines which can be downloaded here:
https://www.enabel.be/grants/?in_country=1295&is_status=all#grants.

Kind regards,

Question 2:

Hello,

I am requesting guidelines to help apply for support from enabel.

Response:

Dear,

The guidelines can be accessed and downloaded at the following link:
https://www.enabel.be/grants/?in_country=1295&is_status=all#grants.

Best regards,

Question 3:

Dear Sir/ Madam,

Your announcement refers.

Allow me to take this opportunity to express interest in participating in the above programme.

I would be grateful if you could send me more information regarding the same.

Best regards.

Response:

Dear,

Thank you for your message.

Guidelines and relevant annexes can be accessed and downloaded at the following link:

https://www.enabel.be/grants/?in_country=1295&is_status=all#grants.

Please carefully read the guidelines, including the admissibility criteria, before submitting your application. Application must be submitted, before 27 January 2026, 23:55 (Brussels time), via the Submit platform using the following link: <https://submit.link/4nl>.

Please also note that an information session will be organised on 13 January 2026 at 10:00, Brussels time. You may register using the following link: [here](#).

Kind regards,

Question 4:

Greetings

Compliments of the season to you.

I write to inquire if we qualify to participate for the “Call for expression of Interest – CEBSO East Africa” based on our services below:

We are Kenya-based firm dedicated to supporting international businesses with market entry, relocation, and strategic mobility services across 10 African countries.

Founded in 2009 and rebranded in 2017, the company partners with global companies to relocate teams, manage immigration logistics, and establish operations in diverse African markets. From multinationals to regional innovators, we design mobility programs that align with each client’s strategy and values ensuring a seamless and impactful presence across the continent.

We would welcome the opportunity to explore potential areas of collaboration in:

- **Ethical Mobility:** Immigration logistics support and responsible relocation services.
- **Business Market Entry & Investment:** Strategic support for entering and investing in African markets

Looking forward to hearing from you as well as the link to join the information session on 13th January 2026

Warm regards

Response:

Thank you for your question.

Please kindly note that we cannot assess whether a specific organisation meets the admissibility criteria prior to the evaluation process, which will take place after the deadline of the call.

We kindly invite interested applicants to refer to the admissibility criteria outlined in section 3.1 of the guidelines which can be downloaded [here](#), to assess whether they qualify for the call for expressions of interest. For-profit entities are not eligible.

Kind regards,

Question 5:

Dear Enabel team,

1 The EOI indicates that an admissibility criterion requires applicant organizations to qualify as a Business Support Organization (BSO) and to demonstrate, **through their statutes or articles of association**, that business development service (BDS) delivery is among the primary objectives of the entity. Our organization was established **through a multilateral charter** by the Governments of Kenya, Uganda, and Tanzania **as a non-profit international organization**. The charter mandates the organization to provide advisory services, within which business development services are explicitly embedded, and **the organization has continuously implemented BDS programs across East Africa since its inception**. Could you kindly clarify whether an organization established through an intergovernmental charter where advisory services (including BDS) are mandated, but **not itemized as a standalone objective** meets the admissibility requirements of a Business Support Organization under this EOI?

2 In assessing admissibility, would the evaluation consider institutional mandate combined with demonstrated implementation history, such as long-standing delivery of enterprise development, advisory, and business support services across multiple countries, as sufficient evidence of BSO status, **even where the founding charter is framed at a broader advisory or capacity-development level?**

3 In cases where **the founding legal instrument is a charter rather than articles of association**, would it be acceptable to complement the charter with program documentation, strategic plans, or historical implementation evidence to demonstrate compliance **with the requirement that BDS delivery forms part of the organization's primary objectives?**

Regards,

Response:

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Dear,

Thank you for your message and for your interest in the call.

Please note that, unfortunately, we cannot assess or confirm whether a specific organisation meets the admissibility criteria **prior to the formal evaluation process**, which will take place only after the submission deadline.

The assessment of admissibility will be conducted **solely on the basis of the information and supporting documents submitted as part of the application**. In this context, applicants are expected to clearly demonstrate, through their legal and institutional documentation, that they meet the admissibility criteria outlined in the guidelines under Section 3.1.

Kind regards,

Question 6:

Good afternoon,

We operate as an Extended Producer Responsibility (EPR) Scheme, overseeing the life cycle management of post-consumer packaging materials across plastics, paper, glass, metal, and multi-layered packaging. To strengthen the waste value chain, we have piloted digital solutions leveraging ICT, and further advanced the recycling ecosystem by establishing direct market linkages within the waste business value chain.

1. Do these solutions fall under the ICT & Electronics sector (and does this classification cover systems and solutions, or only hardware)?
2. What is encompassed by the category “Other” in the list of key sectors served by an organization?

Regards

Response:

Dear,

Thank you for your question.

Please find below our clarifications:

1. Based on the information provided, the digital solutions appear as a cross-cutting enabler used to optimise your primary sector of activity, rather than a sector of activity themselves. For clarification, the ICT & Electronics sector covers all stages in the lifecycle of Electronic and ICT products, including hardware and systems, from design and manufacturing to distribution, use, and end-of-life management.
2. “Other” refers to any sector of activity that does not fall under the following key sectors: Critical raw materials, Bio-based materials, Electronics & ICT, Batteries, Machinery and

equipment, and Buildings and construction. Applicants are therefore free to specify the sector(s) in which their organization is primarily active.

I hope this clarifies your questions.

Kind regards,

Question 7:

Good Morning.

Please clarify Annex C is titled as Annex D in the document title.

Response:

Dear,

Thank you for bringing this to our attention.

We have replaced Annex C with the corrected document titled “Erratum_Annex-C” on the Enabel website (https://www.enabel.be/grants/?in_country=1295&is_status=all#grants) as well as on the Submit Enabel platform (Question 1): <https://submit.link/4nl>.

Applicants who have already submitted their application using the original Annex C will not be required to resubmit the corrected version.

Kind regards,

Question 8:

I have read the expression of interest and we would like to apply. Our company just registered in Kenya late last Year. My partner and I have been operating independently with our skills cutting across the sectors of interest. My question to you is as follows;

1. We do not have audited financials as we recently registered the company. We consider ourselves a business Support organization and have been in discussion with local county governments in an effort to support solid waste management as well as energy infrastructure support.

Kindly advise if we can proceed with the application in the absence of the financial statement for the last 3 years.

Response:

Dear,

Thank you for your question.

Unfortunately, applicants need to comply with all the admissibility criteria outlined in section 3.1 of the guidelines to be eligible for this call for expressions of interest.

Kind regards,

Question 9:

Dear Team,

My question are:

1. Can an entity that is just slightly under 3 years apply?
2. Can a profit-making ESO apply for the grant?

Response:

Dear,

Thank you for your question.

Unfortunately, applicants need to comply with all the admissibility criteria outlined in section 3.1 of the guidelines to be eligible for this call for expressions of interest.

Kind regards,

Question 10:

I am requesting clarification on the eligibility of the University as a Circular Economy Business Support Organization (CEBSO).

The University has incubation activities for enterprises. At the Business School, the Hub of Excellence in Logistics, Supply Chain and Circular Economy-Africa provides tailored support to circular businesses through advisory (including mentorship to businesses in recycling, aggregation and waste picking) advocacy (bringing together ecosystem players in support of businesses in circular economy), consultancy services and capacity building in the circular economy series with a newly launched Extended Producer Responsibility program for business and supply chain sustainability with an advisory and business support element.

Please clarify if we meet the eligibility criteria.

Response:

Dear,

Thank you for your message and for your interest in the call.

Please note that, unfortunately, we cannot assess or confirm whether a specific organisation meets the admissibility criteria prior to the formal evaluation process, which will take place only after the submission deadline.

The assessment of admissibility will be conducted solely on the basis of the information and supporting documents submitted as part of the application. In this context, applicants are expected to clearly demonstrate, through their legal and institutional documentation, that they meet the admissibility criteria outlined in the guidelines under Section 3.1.

Kind regards,

B. Questions from the Q&A session held on the 13 January 2026 during the information session

Question 1:

Most private Entity are for profit especially the Business support services. Is this criteria Ok?

Response: For-profit entities are not eligible.

Question 2:

How many partners are to be selected from each country?

Response: only 1 (one) organization will be selected as an outcome of this call for expressions of interest. The selected organization should be established and created in one of the eligible countries.

Question 3:

Could you please share this presentation with us to help us better understand the context while preparing our expressions of interest?

Response: The link to the presentation and the recording was shared on :
https://www.enabel.be/grants/?in_country=1295&is_status=all#grants and
<https://submit.link/4nl>.

Question 4:

On Initial experience supporting business in circular economy approaches – we have limited experience in this area, does this disqualify us from applying.

Response: Please refer to the admissibility criteria outlined in section 3.1 of the guidelines, to assess whether your organization qualify for the call for expressions of interest. One of the criteria is the following: *“Demonstrate **initial** experience in supporting businesses engaged in circular economy approaches. This criterion will be assessed based on the detailed information provided in the application file on Submit Enabel under section “Technical capacity and experience in business support and circular economy”.*

Question 5:

Could a consortium apply (if they include for-profit) but the lead organization is nonprofit?

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Response: no, consortium are not eligible.

Question 6:

Kindly elaborate this in your documents. "

F. be a Business Support Organisation (BSO) providing services to entrepreneurs/ companies. The BSO must, at the very least, offer support services to MSMEs in the field of trade, trade facilitation and export promotion. Some examples: Chambers of Commerce, incubators, business federations, networks of producer organisations, etc. In practical terms, the BSO provides MSMEs with, for example, preparation for accessing European markets, commercial management support, information on the requirements of export markets, preparation for participation in trade fairs, and so on. The services offered by the BSO may take the form of training, coaching, consultancy, group work sessions, matchmaking, etc. However, BSOs that only provide training are not eligible"

Response: this information does not appear in our guidelines.

Question 6:

We are a not-for-profit business support organization but we are not a CSO technically speaking. I assume we can still apply? Please confirm

Response: Please refer to the admissibility criteria outlined in section 3.1 of the guidelines, to assess whether your organization qualify for the call for expressions of interest.

Question 7:

How long is the application?

Response: Application must be submitted, before 27 January 2026, 23:55 (Brussels time), via the Submit platform using the following link: <https://submit.link/4nl>. The online form contains about 30 questions.

Question 8:

What are critical raw materials?

Response: please look at the following link: [Critical raw materials - Internal Market, Industry, Entrepreneurship and SMEs](#)

Question 8:

What's the maximum financial support that can a business get from the project?

Response: The programme does not provide direct financial support; instead, it offers in-kind support to the CEBSO, delivered by selected experts and estimated in a number of expert working days.

Question 9:

By financial statements, do you require the bank statements over two years or something? By audited financial statements what financial statements are you looking for exactly?

Response: we require the audited financial statements of the latest two years. A financial statement is a formal document (or set of documents) that summarizes the organisation's financial position and financial performance over a specific period of time.

Question 9:

Hello, if the organization is selected what will be the learning method(mode of delivery), physical or virtual?

Response: it will be a mix of online and on-site training delivery based on the identified needs, and most efficient mode of delivery.

Question 10:

Are the Regional Organizations registered in Tanzania eligible?

Response: Please refer to the admissibility criteria outlined in section 3.1 of the guidelines, to assess whether your organization qualify for the call for expressions of interest. One of the criteria is that: *the organisation should be created and established in: Kenya, Ethiopia, Tanzania or Uganda. The organisation's articles of association must show that this latter was created in accordance with the national law of the country concerned and that its registered office is situated in an eligible country (i.e. Kenya, Ethiopia, Tanzania, Uganda). Any organisation created and/or established in a different country than Kenya, Ethiopia, Uganda or Tanzania may not be considered a local eligible organisation.*

Question 11:

How long does the program will last?

Response: The programme is organised in two phases: an assessment phase (up to a maximum of 10 days) and a capacity-building phase (up to a maximum of 15 days). It will be implemented between March and June 2026, with flexible scheduling based on the availability of the CEBSO.

Question 12:

How about companies limited by shares?

Response: Please refer to the admissibility criteria outlined in section 3.1 of the guidelines, to assess whether your organization qualifies for the call for expressions of interest. Private entities are not eligible.

Question 13:

What of new starters without financial statements?

Response: applicants need to comply with all the admissibility criteria outlined in section 3.1 of the guidelines to be eligible for this call for expressions of interest.

Question 14:

I do not understand when you say that a non-profit organization but that support businesses.

Response: applicants need to comply with all the admissibility criteria outlined in section 3.1 of the guidelines to be eligible for this call for expressions of interest. Please look at the first two criteria.

Question 14:

I have my company newly registered as community based organization, does it mean am not qualified here.

Response: applicants need to comply with all the admissibility criteria outlined in section 3.1 of the guidelines to be eligible for this call for expressions of interest.

Question 15:

Are Organisations that in agribusiness emphasising generative agriculture and climate smart farming eligible?

Response: Please refer to the admissibility criteria outlined in section 3.1 of the guidelines, to assess whether your organization qualify for the call for expressions of interest. This includes:

- “Demonstrate a minimum of three (3) years of local expertise and experience in managing and delivering quality business support services to small and medium-sized enterprises. This criterion will be assessed based on the detailed information provided in the application file on Submit Enabel under section “Technical capacity and experience in business support and circular economy”.
- “Already be active, or demonstrate a clear willingness to develop expertise, in the circular economy within at least one of the following priority sectors: critical raw materials, bio-based materials, ICT and electronics, batteries, machinery and equipment, or buildings and construction”.

Question 16:

Would you consider this as supportive business? Automating book keeping to waste pickers in a dumpsite Converting voice notes in Sheng and Swahili directly into professional financial data.

Response: applicants need to comply with all the admissibility criteria outlined in section 3.1 of the guidelines to be eligible for this call for expressions of interest.

Question 17:

Do we have to pay some money during the entire recruitment process?

Response: no.

Question 18:

Where will the training be conducted for successful applicants?

Response: it will be a mix of online and on-site training delivery based on the identified needs, and most efficient mode of delivery.

Question 19:

As Trade Support Institution is there a budget allocation for implementation? What is the maximum?

Response: The programme does not provide direct financial support; instead, it offers in-kind support to the CEBSO, delivered by selected experts and estimated in a number of expert working days.

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