

BIDREADY · INTELLIGENCE WEEKLY

Issue 19 - Week of 11 May 2026

Client: **Aqualis Water Engineering** (sample profile) · Sector: Water / Wastewater EPC · Geography: Sub-Saharan Africa, MENA, EU

47	89	12	3	5
Databases scanned	New opps this week	Matched profile	Real-time alerts >75%	Funding windows open

§1 · NEW SCORED OPPORTUNITIES — TOP 10 THIS WEEK

AfDB · KENYA · USD 42M · EPC / PPP

Wastewater Treatment PPP — East Africa Region

82%

FIT SCORE

■ Local-content 30% — partner needed

× Audited financials required

■ **Conditional GO** — Strong fit; 3 compliance items to close. Deadline: 19 days. *Audit recommended.*

HORIZON EUROPE · EU · €3M GRANT

AI-Enabled Water Quality Analytics

94%

FIT SCORE

✓ Eligibility confirmed

■ 3-partner EU consortium

✓ **GO** — Excellent fit. Confirm 3-partner EU consortium and proceed. Deadline: 38 days.

ISDB · JORDAN · USD 35M · EPC

Aqaba Desalination Pre-Treatment Module

84%

FIT SCORE

✓ Eligibility confirmed

✓ ESG framework aligned

✓ **GO** — Excellent technical and ESG fit; competitive field. Recommend immediate pursuit. Deadline: 21 days.

GREEN CLIMATE FUND · EGYPT · USD 18M · CONCESSIONAL

Industrial Water Reuse — Nile Delta Cluster

88%

FIT SCORE

✓ Eligibility confirmed

✓ ESG framework aligned

✓ **GO** — Direct alignment with circular-water capability. Submit EOI within 14 days.

KfW · TUNISIA · EUR 16M · WORKS

Sfax Industrial Effluent Treatment Facility

81%

FIT SCORE

✓ Eligibility confirmed

✓ Existing KfW track record

✓ **GO** — Strong donor relationship; capability match. Deadline: 24 days.

WORLD BANK · MOROCCO · USD 28M · WORKS

Coastal Desalination Plant — Tier 2 Expansion

76%
FIT SCORE

✓ Eligibility confirmed

■ Local JV required (51% Moroccan)

■ **Conditional GO** — Strong capability; local JV partner identified in network. Deadline: 27 days.

EBRD · UZBEKISTAN · EUR 22M · DBO

Tashkent Wastewater Network Upgrade — Phase II

73%
FIT SCORE

✓ Eligibility confirmed

■ DBO model — O&M needed

■ **Conditional GO** — Technical fit strong; ops-phase capability is gating. Deadline: 33 days.

AFD · SENEGAL · EUR 12M · DESIGN-BUILD

Rural Water Distribution — Casamance

69%
FIT SCORE

■ French-language submission

× Prior West Africa references

■ **Conditional GO / PAUSE** — Eligibility marginal; pursue only with Senegalese partner. Deadline: 41 days.

GEF · GHANA · USD 8M · GRANT + CO-FINANCE

Lake Volta Catchment Pollution Reduction

65%
FIT SCORE

■ Co-finance 1.5x required

■ Multi-stakeholder consortium

■ **Conditional GO** — Strong ESG fit; co-finance complexity. Deadline: 52 days.

WORLD BANK · ETHIOPIA · USD 11M · WORKS

Addis Ababa Sewerage Rehab — Lot 3

58%
FIT SCORE

× Past performance threshold

× Single-source pre-qual

× **NO GO** — Pre-qualification gates not met. Monitor Lot 4 (expected Q3 2026).

§1.1 · ADDITIONAL MATCHES THIS WEEK (TAIL)

Source	Opportunity	Country	Value	Score	Verdict
EIB	Western Cape water reuse cluster	South Africa	EUR 14M	67%	AMBER
FMO	Lagos industrial effluent — DBO concession	Nigeria	USD 19M	62%	AMBER
DBSA	Limpopo bulk-water transfer — Phase IV	South Africa	ZAR 280M	71%	AMBER
UNOPS	Yemen humanitarian WASH framework	Yemen	USD 6M	44%	RED
EU Tenders	Greek islands desalination — service contract	Greece	EUR 5M	55%	AMBER

§2 · REAL-TIME ALERTS TRIGGERED THIS WEEK

Three opportunities crossed the 75% fit threshold since last issue and were delivered to your inbox in real-time. Each alert includes deadline, source link, and recommended next action.

Triggered	Opportunity	Source	Score	Action taken
Mon 11 May · 09:14	Aqaba Desalination Pre-Treatment	IsDB	84%	Alert sent · EOI in progress
Wed 13 May · 14:42	Industrial Water Reuse — Nile Delta	GCF	88%	Alert sent · Audit scoped
Fri 15 May · 11:08	AI-Enabled Water Quality Analytics	Horizon EU	94%	Alert sent · Consortium forming

§3 · FUNDING INTELLIGENCE — CAPITAL OPENING THIS QUARTER

Five funding windows are accepting applications or expressions of interest right now. Family offices, blended-finance vehicles, and concessional pools that align with your sector and geography. Use these for project co-finance, equity stakes, or grant-funded pilots.

Source	Type	Ticket	Geography / Sector focus	Window	Path
Climate Investor Two (CIO)	Blended finance · Equity	USD 5–25M	SSA + MENA · Water, sanitation, climate-resilient infra	Open	Direct application
Aqua for All — Innovation Window	Grant + TA	EUR 0.5–2M	Africa · Water reuse, circular, off-grid	Closes 30 Jun 2026	Online portal
The Coca-Cola Foundation — Replenish Africa	Grant	USD 0.5–3M	SSA · Watershed restoration, WASH, smallholder ag	Open Q2	Concept note
EIB Africa Climate Adaptation Facility	Concessional debt + TA	EUR 5–30M	SSA · Water security, urban resilience	Open	Through host bank
FOCALIS Family Office Network — Water Pool	Equity / Patient capital	EUR 2–15M	MENA + EU · Water tech, desalination, IoT	Quarterly review · next 30 Jun	Warm intro available

BidReady can broker introductions to all five sources. Reply to this issue with the funder name to scope an intro pathway.

§4 · PEOPLE & CONTACTS — TARGETED INTRODUCTIONS

Decision-makers and partners relevant to this week's opportunities. Procurement leads at awarding institutions, prequalified consortium candidates in your target markets, and donor focal points with hiring/RFP authority.

Name	Role / Org	Why relevant	Connection path
Dr. Wanjiru Ngigi	Head of Procurement, AfDB Kenya Country Office	Lead on the USD 42M Wastewater PPP. Decisions on prequalification list close in 8 days.	Warm intro via Mara Engineering
Hassan Ait Bourkia	Senior Adviser, Moroccan Office National de l'Électricité et de l'Eau Potable (ONEE)	Local-content gatekeeper for the Coastal Desalination Tier 2 Expansion.	Direct outreach (LinkedIn warm)
Dr. Markus Werner	Director, KfW Water Sector Coordination — North Africa	Held the Sfax Tunisia portfolio for 7 years. Relationship-driven decisions.	Existing relationship — 2024 Tanzania project
Eva Markovi	Programme Officer, Horizon Europe Cluster 6 — Water	Final review on the AI Water Quality Analytics call.	Cold but receptive — Brussels visit week of 25 May
Mara Engineering Ltd. — leadership team	Kenya engineering JV candidate (AfDB-prequalified)	Top-shortlisted partner for the USD 42M Kenya PPP per separate Audit.	Direct intro available — meeting offered
Ramy El-Khoury	Investment Director, FOCALIS Family Office Network	Decision-maker for the Water Pool — actively deploying USD 30M+ this quarter.	Warm intro via prior CDC contact

Each introduction includes a one-line briefing for the contact and pre-cleared consent. Reply to this issue with names to action.

§5 · DONOR & POLICY RADAR — WHAT SHIFTED THIS WEEK

Source	Signal	What it means for you
AfDB	New African Water Facility funding round (USD 100M) announced 14 May. Focus on urban sanitation in fragile states.	Adds 2-3 likely opportunities to next month's pipeline. Aqualis profile is well-positioned.
EU Global Gateway	EUR 3.4B Africa connectivity package adopted 12 May. Water-energy nexus highlighted as Tier-1 priority.	Expect Horizon Europe and EU Tenders flow to lift in Q3. Aqualis should attend the Brussels gateway summit (3-4 Jun).
GCF	Board approval of new Project Preparation Facility — up to USD 1.5M per concept.	Use this to fund preliminary studies for the Egypt Nile Delta opportunity (lowers your at-risk capital).
UK FCDO	Strategic shift: more funding through MDB co-finance, less direct bilateral grant.	Expect fewer direct UK opportunities; more EBRD/AfDB volume with UK trust-fund top-ups.
South Africa Treasury	Section 27 procurement guidelines updated 9 May — local content threshold raised from 35% to 45% on infrastructure.	DBSA Limpopo opp (in §1.1) now requires reassessment. Lower fit score expected next week.

Your monthly pipeline call is scheduled for **Tuesday 26 May, 14:00 CET**. Calendar invite sent. Agenda: AfDB Kenya pursuit decision, Horizon Europe consortium status, FOCALIS family-office intro, and Q3 pipeline planning.