

REQUEST FOR PROPOSALS (RFP)

Project to support youth cooperative and businesses involved in export of pulses from the Northern Corridor (Ethiopia, Sudan and Kenya)

Technical assistance to support youth cooperative/businesses involved in export of pulses from the Northern Corridor (Ethiopia, Sudan and Kenya)

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1. Synopsis of the RFP

RF No.: CTE/RFP 009/2023

Issue date: 05/Sep/2023 Country/geographical location:

Region	Country
Eastern Africa	Ethiopia
Eastern Africa	Kenya
Eastern Africa	South Sudan

Timeline of Proposal Development:

Lot No.	Deadline	Concepts Review	Notification of successful Grant concepts	Development of Proposals	Review, Internal/External approval of Proposals	Fund Approval, Award and Inception meetings
1	06/Oct/2023	13/Oct/2023	20/Oct/2023	03/Nov/2023	24/Nov/2023	30/Nov/2023

Title:

Project to support youth cooperative and businesses involved in export of pulses from the Northern Corridor (Ethiopia, Sudan and Kenya)

Issue organization:

AGRA

Head office: West End Towers, 4th Floor

Kanjata Road, off Muthangari Drive, Off Waiyaki Way

P.O. Box 66773 Westlands, 00800 Nairobi, Kenya

2. Background

2.1 AGRA

Established in 2006, AGRA is an African-led and Africa-based institution that puts smallholder farmers at the center of the continent's growing economy by transforming agriculture from a solitary struggle to survive into farming as a business that thrives. Together with our partners, we are working to sustainably grow Africa's food systems. AGRA strengthens seed systems, develops and promotes sustainable farming practices, helps unlock trade and markets, and supports governments who lead their countries' development. We work with farmers to adapt to climate change, increase soil health, and protect the environment. AGRA believes deeply in the urgency of reducing the inequality that women face in agriculture, and to unlocking the power and innovation of youth. More information: <https://agra.org/>

2.2 Country/Region or Unit Strategy of AGRA

In the new strategy, AGRA will tackle systematic constraints in access to finance, market, and trade institutions in order to build a strong agri-food markets and trade at the domestic, regional, and continental level. This will help to ensure that increased on-farm productivity is matched by post-harvest opportunities for aggregators, traders, and processors as well as access to finance that is required to pursue these opportunities. To achieve these systematic changes, AGRA through IMT business line will seek to deliver the following by leveraging resources from its key strategic partners:

- i) Develop inclusive market systems by shaping markets based on consumer demands and increasing local capacity for safe and nutritious foods;
- ii) Facilitate stronger intra-African agricultural and food trade by reducing search and transaction costs, and improving predictability and transparency;
- iii) Enhance market actor competitiveness by enhancing market access, improving market access to finance, and enhancing capacity and incentives for agri-food system actors.

3. The Grant Funding Opportunity

3.1 Grant Intervention Areas

This is a call for proposals for projects addressing

Grantee Result Framework, Business Line: (IMT): Inclusive Markets and Trade, Business Line: SS: Seed Systems

The call is open to implementing organizations in

Region	Country
Eastern Africa	Ethiopia

Eastern Africa	Kenya
Eastern Africa	South Sudan

AGRA invites submission of grant proposals from interested and qualified organizations operating in the agricultural value chain for projects that contribute to the achievement of AGRA's stated intended outcomes.

Grant Funding Opportunity Description

IMT work will be centered around i) creating an enabling environment for inclusive markets, trade, and finance (i.e. policy reforms, implementation, trade facilitation, etc.) and ii) supporting a well-functioning private sector that will be capable of driving farmers and agri-business into a cycle of commercial growth and reinvestment. To support the implementation of Inclusive Markets and Trade work through market shaping/trade facilitation interventions, AGRA is seeking potential partners, to manage the necessary sub-awards, to deliver the three long-term Objectives of the IMT program:

SO-1: Resilient supply and demand of supported agricultural products and services;

SO-2: Inclusive market (output and finance) performance for supported value chains;

SO-3: Improved enabling environment for inclusive markets, trade, and finance especially for youth and women agri-entrepreneurship.

Key expected results from this work include the following, for which this grant applicant will also be contributing:

- At least 500,000 youth and women in work opportunities created.
- Reduction in non-tariff barriers in supported trade corridors/value chains particularly those that affect participation of women and youth in domestic and regional markets.
- Increase in the number of policies, regulations, certifications, and standards related to markets and trade that are adopted and implemented in the targeted countries.
- Increase in the number of supported countries using improved market data and information systems for supported commodities.
- Increase in the number of targeted countries adopting reforms for improving the functionality of the national Strategic Food Reserves.
- Increase in volume and value of net agricultural exports of supported commodities and corridors in the targeted countries.
- Reduction in the cost of doing business in the targeted countries particularly in the reduction of cost/time of obtaining trade documents.
- Increase in the number of new SMEs/agribusinesses established (including women and youth led) within the selected value chains in the targeted countries.
- Increase in the number of targeted smallholder farmers and SMES in the targeted countries that are able to increase volume and value of agriculture food trade.
- Increase in volume and value of off-taker sales for supported market actors.
- Increase in the number of targeted smallholder farmers/SMEs/agri-preneurs accessing and using business development services including financial and or market information services.

Interested Applicants are invited for Grant applications on this key investment area (in whole or part), as summarized below:

- Provision of technical assistance to support youth cooperative/businesses involved in export of pulses from the Northern Corridor - (Regional Grant - Ethiopia to South Sudan and Kenya).

AGRA therefore invites submissions of grant applications from interested and qualified organizations operating in the agricultural value chains (pulses and/or staple food crops especially) for projects that contributes to the achievement of AGRA's stated intended objectives and outcomes.

Note: Organizations can submit individual proposals. In addition, organizations are allowed to jointly submit grant proposals. Where applicable after receipt of proposals, AGRA has a chance to ask the organizations to jointly implement at award stage.

Grant applications made after the final deadline of 06/Oct/2023 will not be considered.

3.2 Special Conditions under the RFP

Proposals are expected to be submitted to AGRA before or by 6th October 2023.

3.3 Award Distribution

Award Distribution is not applicable

3.4 Period of Grant performance

The maximum Grant period of performance is 24 months from 01/Dec/2023 to 30/Nov/2025. Each grant application should be contextualized given the solution(s) being proposed.

4. Eligibility Requirements

4.1 Type of Organization

The potential project partners are:

NGOs or private firms providing Business Development Services and other consultancy services.

4.2. Partner capacity

Organizations contemplating submission of grant proposals in response to this request for grant applications (RFA) must determine whether they meet the following requirements to be eligible for AGRA financial assistance:

- Five (5) years of demonstrable organizations working experience in serving private sector food (pulses particularly) off-takers/anchor buyers with technical assistance in the supply chain organization through structured trade.
- In depth understanding of regional and continental level trade policies and barriers to regional markets particularly those that affect participation of women and youth in intra-regional markets.
- In-depth understanding of mainstreaming approaches for climate resilience, nutrition sensitive agriculture and participation of vulnerable groups such as women and youth in regional value chains will be considered an asset.
- Excellent understanding of agriculture food trade systems and youth and women empowerment in African context.
- Excellent grasp of markets systems analysis and design of interventions that have the potential to sustainably capture large number of smallholder farmers.
- Experience in market linkages and structured trade practices related services to off takers specific requirements in such areas as: extension systems, Warehouse Receipt System, transparent and efficient settlement mechanisms, value chain financing; insurance products, quality standards; procurement systems that allow incentives to flow to farmers among others.
- Relevant experience in at least one trade corridor/market in each of the sub-regions of east, south, and western Africa.

If an institution/organization meets the above eligibility criteria AGRA may request additional documentation to be submitted as part of the pre-award process. Organizations are advised that any funds made available are subject to AGRA's and its funding partners accountability and audit requirements. AGRA therefore invites submission of grant applications from interested and qualified organizations operating in agriculture and or related sectors. Organizations contemplating submission of applications in response to this Request for Proposal (RFP) must determine whether they meet the following requirements to be eligible for AGRA grant award:

- List of technical capacities required.
- Provide CVs of key staff proposed for this assignment.

If eligible and interested in this Request for Proposal, please submit your application by following the steps:

- 1) Request a new account from here: <https://agra.synisys.com/>
- 2) Create an account as an applicant
- 3) Log in to the system with your credentials: <https://agra.synisys.com/portfolio/requests>
- 4) Choose the request and submit your application via Create New Response section of the form before 6th October 2023

The following documents must be presented with your proposal submission:

- 1) A copy of your organization's registration certificate.
- 2) Detailed organization profile.
- 3) Most recent Audited Financial statements for last two (2) years.

Past performance: Demonstrated evidence of undertaking at least three similar assignments done. The information shall include the legal name and address of the organization for which services were provided, a description of services

provided and a current contact phone number and email address of a responsible and knowledgeable representative of the organization. Demonstrate availability of appropriate skills among staff and adequacy of staff and experience in the specific region and technical area and attach their CVs.

Technical proposal - At this stage, applicants are expected to submit detailed technical proposal. Technical proposal should state an understanding of the scope of work and elaboration of the methodology including how each of the tasks will be executed.

Financial Proposal – At this stage, applicants are expected to provide detailed budget of the project. The budget should composite of activity cost generation, the organiza

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- 1) List of technical capacities required
- 2) Provide CVs of key staff proposed for this assignment.

If an institution/organization meets the above eligibility criteria AGRA may request additional documentation to be submitted as part of the pre-award process. Organizations are advised that any funds made available are subject to AGRA's and donors accountability and audit requirements.

5. Technical Evaluation Criteria

Evaluation Criteria	Description	Percentage
Technical Approach	Description of the methodology and approach which meet or exceed the stated technical specifications or scope of work in this RFA by the grant applicant.	35.0
Management approach	The grant application should describe how the proposed team members have the necessary experience and capabilities to carry out the scope of work (attach the team member's CVs).	30.0
Past Experience	Evidence of working experience in delivering assignments in the activities stated on the Scope of work in the combination of the following given your grant application: (a) provision of technical assistance and business development services including linkages to export markets. Proven technical experience is required in serving private sector food off-takers/anchor buyers with technical assistance in the supply chain organization through structured trade as well as experience working on gender and inclusivity agenda within the market and trade system space.	35.0

6. How to Apply

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- 2) Create an account as an applicant
- 3) Log in to the system with your credentials: <https://agra.synisys.com/portfolio/requests>
- 4) Choose the request and submit your application via *Create New Response* section of the form before 06/Oct/2023
- 5) Ensure you submit your Proposal by using the submit prompt in the Action button

The following must be presented with your submission

- 1) A copy of your organization's registration certificate
- 2) Detailed organization profile
- 3) Most recent Audited Financial statement

Past performance: Demonstrated evidence of undertaking at least three similar assignments done. The information shall include the legal name and address of the organization for which services were provided, a description of services provided and a current contact phone number and email address of a responsible and knowledgeable representative of the organization.

Demonstrate availability of appropriate skills among staff and adequacy of staff and experience in the specific region and technical area and attach their CVs.