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REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

INDIVIDUAL CONSULTANCY SERVICES – (ICS)

Individuals Only

**Assignment Title:** Consultancy Services for the Business Analytical Study on Financial Viability, Competitiveness, and Policy Regimes in Maize and Sunflower Value Chains in Ethiopia, Kenya, and Tanzania.

**Procurement No**: 78/AUDA/DAFSES/ART/ICS/2024

1. **INTRODUCTION**

Developing a profitable and thriving agribusiness sector is paramount to the Africa Union Development Agency (AUDA-NEPAD). The African Development Bank (AfDB) noted that by 2030, the African Agribusiness shall be worth US$1 trillion. This is against the backdrop of the African Continental Free Trade Area (AfCFTA), which has created a nearly US$3.4 trillion market. Processed foods and food commodities shall make the bulk of traded commodities within the AfCFTA. It is, therefore, critical for all stakeholders and interested parties in this sector to deliberately work towards putting measures in place that increase the competitiveness of processed foods and food commodities in the markets.

Much research has been conducted in the field of competitiveness. Farming competitiveness involves producing commodities at a lower cost per unit than competitors. Alternatively, a farming business can add value to its produce to achieve higher prices. By combining these two aspects, a farming business can generate even greater profits. Being able to do this sustainably over time makes a farming business truly competitive. To achieve this, costs of production factors need to be maintained or reduced while growing revenue. This required Constant innovation, business analyses, and the creation of an interface between business, policy, and politics. Food systems entail the moment of food, and like any business, this incurs various costs that are offset by revenue at various transaction points. Some costs are carried out cumulatively throughout the value chain, recuperated from the end markets, and allocated via a trick-down method.

In the presence of market barriers, production and transaction costs must be minimized as critical functions of profitability and efficiency of agribusiness. The competitiveness of the agricultural products and food trade refers to the ability of the country’s agricultural products/ value chains to continue to make profits in the national and international markets and maintain the competitive advantage of developing local and international trade. Creating competitive value chains requires cost implication of natural capital, cost of finance, availability and affordability of farm input, crop and livestock pest controls, availability and demand of the market, costs of moving goods, opportunity cost, and Government/ NSA interventions, support, and programmes. Another important aspect is the environment created by governments for businesses and investors.

1. **THE MAIN OBJECTIVES OF THE CONSULTING SERVICE**

To attain competitiveness in priority value chains in the National Agriculture Investment Plans (NAIP), looking beyond farm-level productivity and taking this across the value chain is important:

1. To conduct a financial viability study of maize and sunflower value chains, by engaging with agribusiness actors in the respective value chains with the aim of understanding the cost and profitability at different transaction points in the farm to fork model.
2. To isolate and analyze the costs profit margins at different transaction points in the farm to fork model, make recommendation through cost analysis on the implications of cost variabilities and profitability on the preceding and subsequent segments of the value chains.
3. Develop business models that demonstrate the relationships between costs, profitability, associated policy, subsidies, opportunity costs, and taxation regimes at different transaction points in the farm to fork model. This objective should give an understanding of the variables that can adjusted or introduced to increase profitability and competitiveness of maize and sunflower value chains.
4. Assess the findings against a national or REC-based Agribusiness/ Agriculture Competitiveness Index and make recommendations for public and private sector on interventions that will increase competitiveness of the maize and sunflower value chains.
5. **SCOPE OF WORK, ACTIVITIES AND TASKS**

The consultant shall:

1. Detail the costs and profitability structure at various transaction points of the maize and sunflower value chains.
2. Design tools that capture data on costs and profitability gathered from stakeholder interviews and through the analysis of current information from the private sector, public sector, and agribusinesses.
3. Create dynamic business models using appropriate software that that demonstrates the relationships between costs (fixed and variable), profitability, associated policy, subsidies, opportunity costs, and taxation regimes at different transaction points in the farm-to-fork model.
4. Assess the findings from this study against recognized competitiveness indices used by Member states or RECs.
5. **QUALIFICATION AND WORK EXPERIENCE REQUIRED FOR THE CONSULTANT**
6. At least a Master’s Degree in Business Administration, Agricultural Economics Management, or related fields from a recognized institution. A PhD in any of the relevant qualifications is highly desired.
7. At least ten (10) years progressively responsible for business administration, business development, value chain development, or agriculture economics with an excellent understanding of Agenda 2063 and the CAADP Framework.
8. Extensive knowledge and experience in business performance, analysis, and policy.
9. Experience working in a multilateral or bilateral agency where programs or initiatives required diplomatic coordination between governments and domestic and private sector investment actors.
10. Proven similar projects in developing agribusiness in Africa, especially experience managing multi-level projects and analyzing regional integration policies, including trading conditions and opportunities, access to capital for business/investments, and value chains in the Agricultural sector.
11. Proven experience in structuring public and private partnerships and investment in agriculture. Sound
12. Knowledge of the African Union’s goals and strategies, including the Agenda 2063 and CAADP Framework
13. **THE SUMMARISED SHORTLISTING CRITERIA ARE**

For evaluation of the expressions of interest, the following criteria will be applied with a pass mark of 70 points:

1. Qualifications - Education and Relevant Training (30 points);
2. Experience related to the Assignment (40 points);
3. Similar previous projects related to the Assignment (20 points); and
4. Knowledge and experience of the region & local conditions (10 points).

A Consultant will be selected in accordance with the Individual Consultant Selection method set out in the Procurement Regulations Article 4.9.17.1 of the African Union Procurement Manual Version 2.0 – 2016.

Interested candidates are requested to submit the following documents for AUDA-NEPAD consideration:

1. Cover letter;
2. Signed declaration of undertaking (downloadable from AUDA-NEPAD website and attached as Annex 1 below);
3. Curriculum Vitae (CV); and
4. Proof of stated qualifications in the form of copies of the degrees obtained.

The detailed Terms of Reference (TOR) for the assignment can also be found at the following website: (<https://www.nepad.org/corporate-procurement#tenders>).

Expressions of interest with supporting documents must be delivered in written form to the address below by email on or before **May 24, 2024 - 14:00hrs (South African Time)**. All EOIs must be marked **“Consultancy Services for the Business Analytical Study on Financial Viability, Competitiveness, and Policy Regimes in Maize and Sunflower Value Chains in Ethiopia, Kenya, and Tanzania - 78/AUDA/DAFSES/ART/ICS/2024”** in the email’s subject line.

**The Chairperson Internal Procurement Committee (IPC)**

Africa Union Development Agency - New Partnership for Africa’s Development (AUDA-NEPAD)

230, 15th Road, P. O. Box 218 Midrand,

1685 Johannesburg, South Africa

Email: [procurement@nepad.org](mailto:procurement@nepad.org)and cc [nhamos@nepad.org](mailto:nhamos@nepad.org)

**In Attention of Procurement Division**

1. ***Privacy Policy****: AUDA-NEPAD Procurement office collects and uses your personal information for the “Procurement Process” when you intend to compete and deliver any service or goods for the organization either individually or as a firm based on your consent. Your personal data is our highest security and is kept for a period strictly necessary for the purpose set out. This privacy notice supplements the AUDA-NEPAD standard privacy notice and should be read in conjunction with the same available on the AUDA-NEPAD website.*

**ANNEX 1 – DECLARATION OF UNDERTAKING.**

**DECLARATION OF UNDERTAKING.**

{*Location, Date*}

To: **The Chairperson Internal Procurement Committee (IPC)**

AUDA-NEPAD

230, 15th Road, P. O. Box 218 Midrand,

1685 Johannesburg, South Africa

**Attention of**: Head of Procurement Division

1. I, the undersigned, offer to provide the services for {insert *Title and Procurement Number*} in accordance with your Request for Expression of interest dated {insert *Date*}
2. I declare that I:
3. Have no conflict of interest in relationship to performance of this assignment;
4. Am not subject to, and not controlled by any entity or individual that is subject to, a temporary suspension or a debarment imposed by the African Union, World Bank or any other multilateral development bank and being listed on the website ***http://www.worldbank.org/debarr*** or respectively on the relevant list of any other multilateral development bank. Further, are not ineligible pursuant to a decision of the United Nations Security Council;
5. Have not been convicted by a final judgement or a final administrative decision or subject to financial sanctions by the African Union, United Nations or Country for involvement in a criminal organisation, money laundering, terrorist-related offences, child labour or trafficking in human beings; this criterion of exclusion is also applicable to legal Persons, whose majority of shares are held or factually controlled by natural or legal Persons which themselves are subject to such convictions or sanctions;
6. Am not being bankrupt, wound up or ceasing our activities, having our activities administered by courts, having entered receivership, reorganisation or being in any analogous situation;
7. Have not been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to the AUDA-NEPAD financial interests;
8. Have not been declared guilty of gross professional misconduct proven by any means which AUDA-NEPAD can justify;
9. Are not involved in corruption: offering, giving, receiving or soliciting, directly or indirectly, anything of value to influence improperly the actions of another party;
10. Comply with their national tax and social security laws.
11. I, the undersigned, certify that to the best of my knowledge and belief, that my CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged;
12. I hereby declare that at any point in time, at AUDA-NEPAD’s request, I will provide certified copies of all documents to prove that I have the qualifications and the professional experience which are attached to this CV as photocopies;
13. By signing this statement, I also authorize the AUDA-NEPAD’s to contact my previous or current employers indicated in my CV, to obtain directly reference about my professional conduct and achievements.

We remain,

Yours sincerely,

Authorised Signature:

Name and Title of Signatory:

Name of Firm:

Address: