



NEPAD PLANNING AND COORDINATING AGENCY

REQUEST FOR EXPRESSIONS OF INTEREST (ReEOI)

CONSULTING SERVICES – INDIVIDUAL CONSULTANT (ICS)

UNLOCKING AGRIBUSINESS PRIVATE SECTOR INVESTMENT FOR GROW AFRICA TECHNICAL EXPERT PROCUREMENT NUMBER: 39/NPCA/NRG/GA/ICS/2019

1. INTRODUCTION

The New Partnership for Africa's Development (NEPAD) is a programme of the African Union adopted in 2001 in Lusaka, Zambia, aimed primarily at poverty alleviation and promotion of economic growth and sustainable development in Africa. Because of the integration of NEPAD into the structures and processes of the African Union, the NEPAD Planning and Coordinating Agency (NPCA) has been established by the Decision of the 14th AU Assembly of February 2010 as the technical body of the African Union, in replacement of the NEPAD Secretariat.

The mandate of the NEPAD Agency is to:

- Facilitate and coordinate the implementation of continental and regional priority programmes and projects;
- Mobilize resources and partners in support of the implementation of Africa's priority programmes and projects;
- Conduct and coordinate research and knowledge management;
- Monitor and evaluate the implementation of programmes and projects; and
- Advocate on the AU and NEPAD vision, mission and core principles/values.

Grow Africa was founded jointly in 2011 by the African Union (AU), NEPAD and the World Economic Forum (WEF) to increase private-sector investment in agriculture and accelerate the execution and impact of investment commitments. The goal is to enable countries to realize the potential of their respective agricultural sectors for economic growth and job creation, particularly among farmers, women and the youth. Grow Africa brokers' collaboration between governments, international and domestic agriculture companies, and smallholder farmers in order to lower the risk and cost of investing in agriculture and improve the speed of return to all stakeholders

Based on the above, the Grow Africa country teams have expressed the need for expertise to assist with the delivery of their 2019 outputs.

2. OBJECTIVES

The key objectives and outcomes of Grow Africa and expected outcomes of the consultancy include:

1. Advising National Governments to deploy CAP-F in the countries whilst also developing policies to improve the agri-business environment for Public Private Partnerships by:

- a) Working with multi-stakeholder platforms representing farmers and the private sector in country to engage Government in policy formation;



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- b) Supporting chambers of commerce to develop agribusiness policies, develop agribusiness indices, etc; and
- c) Acting as transaction advisers between Government and the private sector on specific public private partnerships.

Expected Outcome: CAP-F Deployed in 4 countries by the end of 2019

2. Focusing on priority integrated value chains aligned with CAADP goals and national agricultural agendas. Grow Africa will identify and address value chain gaps and use the analysis to identify areas needing intervention by national Governments and development partners to address the gaps and thereby unlock potential private sector investments in that value chain. Including:

- a) The development of agro-poles and agro-processing zones;
- b) The development of agro-allied industrial zones and agricultural corridors;
- c) The development and promotion of robust value chains for key commodities in pre- selected geographies.

Expected Outcome: Value Chains prioritized and business development studies undertaken in key countries

3. Working under a partnership with the African Development Bank, Grow Africa aims to unlock financing focused on developing priority value chains. This is key to expanding markets, job creation – especially among youth – and smallholder income improvement. Grow Africa will:

- a) Identify and work with its private sector partners to invest in these value chains in partnership with farmer organizations and national Government;
- b) Use the CAP-F process to identify interventions in priority value chains that can be addressed by private sector investments identifying which public and private sector investments and policy support systems are the most cost-effective in developing these value chains).
- c) Work with its private sector partners to build effective public-private partnerships in smallholder inclusive agricultural value chains; and
- d) Build effective multi-stakeholder platforms to aggregate smallholder farmers into groups to link producers with off-takers to help achieve economies of scale along value chains

Expected Outcome: At least 4 deals development by the end of 2019

3. Long Term Strategic Goals

This consultancy will work with country teams to deliver specific outputs required to deliver on the long-term strategic goals. The long-term strategic goals to be delivered by 2020 and the annual outputs required to be achieved in 2019 are as follows:

- i. CAP-F Deployment in the following fifteen countries: Ghana, Malawi, Kenya, Tanzania. Under this deliverable, the consultant is working with the Grow Africa country teams through each CAP-F zone lead to deliver the following outputs by December 2019:



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- a) Agree CAPF implementation process with the relevant Government department(s) and key stakeholders in each of the 4 countries;
 - b) Obtain an official letter from the Minister of Agriculture or her/his designee requesting support for CAP-F implementation in the country;
 - c) Identify jointly with each government the country's resource requirements for CAP-F deployment in the country;
 - d) Obtain a signed commitment from Government to implement the CAPF Roadmap in its country;
 - e) Produce an annual progress report and disseminate it as appropriate
- ii. Prioritization of the following five value chains: Rice, Cassava, Maize, Potatoes and Pulses, in the 4 priority countries. The consultant will help the Grow Africa country teams through each zone lead to deliver the following outputs by December 2019:
- a. Produce at least one business case development study in each of the 5 priority countries;
 - b. Use the business cases to identify tangible investment opportunities;
 - c. Connect investors with the opportunities and develop deals to term sheet stage
- iii. Four agribusiness deals developed to Term Sheet stage across the four countries listed in paragraph (i) above. The consultant will help the Grow Africa country teams through each zone lead to deliver the following outputs by December 2019:
- a) Develop at least 3 term sheets per country between investors, government and other value chain actors as appropriate; and
 - b) To the extent possible push the term sheets through the CAP-F process to signing stage.

4. MAIN RESPONSIBILITIES AND DESCRIPTION OF THE SERVICES

This is a short-term consultancy aimed at giving the NEPAD Agency access to specialized expertise technical backstopping support in the planning, execution and evaluation of NEPAD's Grow Africa Agribusiness Programme. The expert support will be specific to defined and agreed on a quarterly basis, as per the specific needs at the time within the context of the Grow Africa Agribusiness Programme.

1. Provide expert input and technical support on the development and rolling out of the Grow Africa Country Agribusiness Partnership Frameworks (CAP-F) as a critical flagship in advancing the NEPAD Agency's value addition in the area of agribusiness development in Africa (both national and regional value chains including deliberate attention to interests and needs of SME's and smallholder farmers)
2. Provide technical backstopping support towards enhanced relevant and country and value chain - specific interventions to develop and/or strengthen effective in-country multi-stakeholder platforms as public-private platforms for enhanced dialogue, learning and brokering of collaborations and partnerships for increased investments in agribusiness
3. Provide strategic advice and guidance to the Grow Africa program on private sector engagement and collaborations including helping understand their investment needs and challenges and brokering



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investment collaboration. The specific deliverables include support to “closing deals” of investment financing with increased private sector financing into the agriculture and food systems value chain

4. Expert input and support to NEPAD Grow Africa programme on development of innovative strategies to catalyse and foster responsible, inclusive and sustainable business models and investments in priority value chains in and across member states
5. Perform any other duties as may be assigned with the framework of the assignment and scope of work, vis vis, Unlocking potential Investment in Agribusiness.

5. EXPECTED OUTPUT AND DELIVERABLES

- A. Assist the overall work of the Grow Africa country teams around CAP-F deployment and investment facilitation;
- B. Assist Grow Africa country teams to develop at least 4 Term sheets (public private partnership)
- C. Assist Grow Africa country teams to unlock at least 100 Million USD investments into Agriculture in Africa.
- D. Attend key meetings approved in Grow Africa mobility plan meetings to do with unlocking investments including where necessary the Africa Green Revolution Forum (AGRF) Partner's Meetings, the Chicago Council's Annual Food Systems Summit, the African Development Bank's (AfDB's), Annual Meetings and Africa Investment Forum (AIF) and prepare briefing notes appropriately for the same;
- E. Undertake various missions to develop private sector agribusiness deals specifically with The Coca-Cola Company, ABInBev and Nestle amongst others; and prepare back to mission reports.

RESOURCE REQUIREMENTS

The NEPAD Agency now invites eligible consultants to express their interest in undertaking the Expression of Interest for Consultancy Services for “**UNLOCKING AGRIBUSINESS PRIVATE SECTOR INVESTMENT FOR GROW AFRICA**” - **PROCUREMENT NUMBER: 39/NPCA/NRG/GA/ICS/2019**

Interested Consultancy firms with proven experience and track record in similar assignments.

The consultancy firm should be able to undertake the assignment within Six (6) months. Consultancy firms will be required to submit the following documents which will also form as shortlisting criteria;

1. **An Official signed Letter expressing interest of the consultant to participate in the Consultancy.**



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2. **Certified & signed Curriculum Vitae indicating their Qualifications, Experience and Number of records undertaken for similar assignments**
3. **Key Consultants must have at least a Master's Degree in Business Administration (MBA), MSC in Agriculture Economy and/or Agriculture Science.**
4. **At least 15 years' experience in Business Development and Policy frameworks.**
5. **Experience in the private sector will be an added advantage.**

A Consultant will be selected in accordance with the Individual Consultant (ICS) method.

Interested Individual Consultants are therefore required to submit their Expression of Interest.

NEPAD Agency reserves the right to verify any information provided by prospective entities/individuals and false information will lead to disqualification. The NEPAD Agency reserves the right to reject any or all EOIs without stating any reason.

The NEPAD Agency will evaluate the Expressions of Interest and will notify the short-listed candidates. Request for Financial Proposal (ReFP) Forms will be made available only to the short-listed candidates.

Any documents submitted with this EOI will not be returned and all expenses related to participation in this Expression of Interest shall be borne by the applicants.

The NEPAD Agency reserves the right to request submission of additional information from applicants in order to clarify aspects of Expression of Interest, if required.

Interested Candidates may obtain further information at the address below during office hours (08:00-17:00). Expressions of interest must be delivered to the address or submitted by email below by the **8th March 2019 by at 15:30 hours (SA Time)** and the outer enveloped must outline **"Consultancy Services for Unlocking Agribusiness Private Sector Investment For Grow Africa" - PROCUREMENT NUMBER: 39/NPCA/NRG/GA/ICS/2019**".

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