REQUEST FOR PROPOSALS

<table>
<thead>
<tr>
<th>RFP No.</th>
<th>RFP-EAGC-2018-001</th>
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<tbody>
<tr>
<td>Issue date</td>
<td>Wednesday, February 7th 2017</td>
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<tr>
<td>Title</td>
<td>Consultancy Services for Market Survey and Regulatory Gap Assessment for Hermetic Storage Technologies for Grain Commodities in Kenya</td>
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<tr>
<td>Email address for submission of questions</td>
<td><a href="mailto:kmhando@eagc.org">kmhando@eagc.org</a></td>
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<td></td>
<td>The email address in the synopsis is the sole point of contact at EAGC for any questions.</td>
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<tr>
<td>Email address for submission of proposals</td>
<td><a href="mailto:procurement@eagc.org">procurement@eagc.org</a></td>
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<td>Deadline for Receipt of Proposals</td>
<td>Friday, February 16, 2018 at 1700hrs East African Time</td>
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<td>Anticipated Award Type</td>
<td>Fixed Price Purchase Order. EAGC anticipates awarding an LPO to the successful bidder for the provision of specific the services or deliverables and is not adjusted if the actual costs are higher or lower than the fixed price amount. Offerors are expected to include all costs, direct and indirect, into their total proposed price.</td>
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<td>Basis for Award</td>
<td>An award will be made based on the experience of the consultant to offer similar services. The award will be issued to the responsible and reasonable offeror who provides the best value to EAGC using a combination of technical and cost/price factors.</td>
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1. **INTRODUCTION:**
Eastern Africa Grain Council (EAGC) is a not for profit limited by guarantee Regional private sector membership organization representing stakeholders in the grain value chain in Eastern and Southern Africa with a vision to be the leading voice of the grain sector in Africa.

The mandate of EAGC is to develop, promote, and influence structured grain trading system in the Eastern Africa region including Tanzania, Rwanda, Kenya, Uganda, Burundi, Ethiopia, South Sudan, Zambia, Malawi and the Democratic Republic of Congo. Some of our program interventions include: Promotion of Regional Structured Grain Trade including Warehouse Receipt Systems; Promotion of Market Information Services through our Regional Agricultural Trade Intelligence Network, RATIN; Capacity building & strategy of stakeholder; Policy advocacy to create an enabling environment for the grain sector to develop and thrive. For more information please visit [www.eagc.org](http://www.eagc.org), [www.ratin.net](http://www.ratin.net)

2. **BACKGROUND TO THE ASSIGNMENT:**
Post-harvest losses are a major challenge facing the grain sector in Kenya. An estimated 20 to 30% of grain production is lost within 6 months due to inadequate post-harvest handling and storage. This equates to over 1 million tons of maize annually (more than 11 million bags), worth over Kshs 33.5 billion. This means that post-harvest losses of food commodities, particularly grains, translate to lost revenue for farmers, traders and processors, and weaken food security in the country. Inadequate post-harvest handling also presents food quality and food safety risks by increasing the risk of spoilage and aflatoxin contamination, which presents a public health concern.

Appropriate post-harvest solutions are required to address the above mentioned problem. The private sector has responded by developing a suite of post-harvest storage solutions, which include hermetic storage technologies (HSTs). Hermetic storage is the process by which oxygen in a storage container is depleted and replaced by carbon dioxide, thus controlling grain storage pests without insecticide. HSTs include plastic containers, metal silos and specially designed plastic grain bags (typically referred to as hermetic storage bags). HSTs are generally safer and potentially more affordable option to eliminate pest infestation compared to using chemical compounds and fumigants, which may again pose a health risk if not applied correctly.

HSTs, particularly hermetic grain bags are a relatively recent development in Kenya. As such, proponents of the technology (including manufacturers and development projects) are investing significantly to promote awareness of hermetic storage as a suitable alternative to traditional storage means and solution to post-harvest losses. To date, approximately 1.5 million hermetic storage bags have been sold to date (USAID KAVES, 2017).
Unfortunately, as popularity and awareness of hermetic storage solutions increases, there is an increasing risk of sub-standard products being developed to cater for market demand. This is exacerbated by the absence of product standards for HSTs in Kenya, which makes it difficult to regulate sub-standard products. Therefore, there is need to develop product standards for HSTs in order to regulate their quality and protect users from poor quality products that will undermine efforts to minimise post-harvest losses. This requires two broad things: (1) an understanding of the HST market in Kenya; and (2) understanding the regulatory gap and building a case for development of HST standards.

With this in mind, EAGC with support from the Business Advocacy Fund seeks the services of a consultant to conduct a market survey and regulatory gap assessment for HSTs in Kenya, which is expected to generate evidence that justifies the need for HST standards in the country.

3. **OBJECTIVE OF THE RAPID ASSESSMENT:**

The general objective of this assignment is to provide evidence that will support the development of product standards for hermetic storage technologies (HSTs) in Kenya. It is expected to document the range of HSTs on the market today in Kenya and assess the regulatory gap for HSTs.

Specific objectives are:

i. To document the range and varieties of HSTs currently in the market

ii. To identify the main players in the HST market and map out the distribution chain (from manufacturer to end user)

iii. To assess demand trends for the most popular HSTs in the market

iv. Assess perceptions of quality and suitability of available HSTs by users (particularly farmers)

v. Assess the policy and legal framework which the proposed HST standards may be expected to complement.

4. **SCOPE OF THE ASSIGNMENT:**

The assignment is expected to cover the following activities:

i. Field visits and stakeholder engagements to collect information related to the above mentioned objectives

ii. Review of relevant national and regional policies, strategies, laws and regulations to ascertain the policy gaps that could be filled by the

iii. Preparation of the assignment report and present findings to stakeholders

iv. Development of a policy position paper at the conclusion of the assignment
The Consultant is expected to conduct field visits to key grain production regions of Kenya (Central Rift, North Rift, Lower Eastern and Upper Eastern areas) as part of the assignment. The Consultant is also expected to engage relevant government ministries, departments and agencies, relevant research institutions as well as industry players (particularly manufacturers and distributors of HSTs) to obtain relevant information and perspectives relating to HSTs in Kenya and the case for HST standards.

5. DELIVERABLES:

The Consultant is expected to deliver the following:

i. An inception report within 1 week of signing a contract for the assignment and for processing 30% advance payment
ii. A draft report 2 weeks after acceptance of the inception report
iii. A final report and policy position paper 2 weeks after stakeholder validation.

6. DURATION OF ASSIGNMENT:

The assignment is expected to take 20 man-days from the commencement date that shall be specified in the Contract.

7. QUALIFICATION REQUIREMENTS:

The Consultant is expected to possess:

i. An advanced qualification in economics, business administration, agribusiness or related discipline
ii. At least 10 years’ practical and progressive experience in business management, agribusiness, economic research, market research or related field. Experience in the agricultural sector in Kenya is preferred
iii. Excellent understanding of the agriculture and agribusiness environment in Kenya, particularly the grains sector
iv. Excellent written and oral communication skills in English

8. SUBMISSION OF PROPOSAL:

Interested individual consultants or consultancy firms shall submit detailed technical and financial proposal covering the following:

i. Capability statement
ii. Demonstrated understanding of the terms of reference
iii. Proposed methodology within the specified number of days
iv. A detailed work plan
v. Evidence of concluded similar assignments in the last five years.
vi. The financial proposal should be adequately detailed to enable evaluation inclusive of tax applicable, indicating the number of days, daily rate and other operating expenses.