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| RFP No. | RFP-EAGC-2026-001 |
| Issue date | Wednesday, 8 th April 2026 |
| Title | Request for proposal for a consultant to undertake Cost-Benefit Analysis and Business Modelling for Food Loss Reduction Solutions (FL-RS) |
| Email address for submission of questions | procurement@eagc.org The email address in the synopsis is the sole point of contact at EAGC for any questions. |
| Email address for submission of proposals | procurement@eagc.org |
| Deadline for Receipt of Proposals | April 16 th 2026 at 1700hrs East African Time |
| Anticipated Award Type | Fixed Price. EAGC anticipates awarding a contract to the successful bidder for the provision of the specific 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, in their total proposed price. |
| Basis for Award | 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. |

1. Background

The Eastern Africa Grain Council (EAGC) is a membership not-for-profit organization whose mandate is to develop and promote structured grain trading systems that stimulate backward and forward linkages between the various levels of value chain actors resulting in increased opportunities for the smallholder farmers to participate in formal structured grain markets. To achieve these objectives, EAGC implements interventions intended to achieve a more organized marketing system that include developing markets institutions, provision of market information, capacity building and policy advocacy.

EAGC implements multiple development programs and fee-based services defined in the different projects. As part of our development programs in Kenya, EAGC is implementing a project funded by GCF through AGRA called RE-GAIN project. The RE-GAIN Project aims to reduce post-harvest losses (PHL) among smallholder farmers by strengthening last-mile advisory and service delivery systems and accelerating adoption of climate-resilient Food Loss Reduction Solutions (FL-RS). The project contributes to improved food security, farmer incomes, and climate resilience.

A range of FL-RS technologies have been identified, including:

- Mechanical multi-crop threshers.
- Moisture meters.
- Communal storage facilities.
- Hermetic storage bags.
- Polypropylene (PP) bags.
- Tarpaulins and plastic sheets.
- Crop protectants and control agents (biological and chemical fumigants, fungicides, pesticides).
- On-farm storage solutions (metal and plastic silos).

Viable business models need to be developed in collaboration with manufacturers, financial institutions, and distributors to enable supply of these technologies to farmers through farmer groups, agro-dealers, Village Based Advisors (VBAs), youth and women-led enterprises.

To support scaling and financing, there is a need to conduct cost-benefit analyses (CBA), develop business model(s), and validate the commercial viability of these models for both users i.e. maize and beans farmers, FL-RS solution service providers, and financial institutions.

2. Objective of the assignment

The overall objective is to:

- Undertake cost-benefit analyses of prioritized FL-RS technologies and service delivery models.
- Develop and refine viable business models for individual farmers, farmer groups/cooperatives and VBAs to enable uptake of FL-RS solutions from manufacturers and distributors.

- Generate evidence to support access to finance, including bankability assessments.

3. Specific Objectives

The consultant will:

1. Conduct Cost-Benefit Analysis of selected FL-RS technologies across maize and beans value chains and agro-ecological contexts.
2. Develop and evaluate financial and economic viability of business models for:
 - Farmers and farmer organizations.
 - Village Based Advisors (VBAs).
3. Assess affordability and return on investment (ROI) for smallholder farmers.
4. Develop bankable business cases and financing models for farmers acceptable by financial institutions.
5. Identify constraints, risks, and enabling factors affecting adoption and scaling.
6. Provide actionable recommendations for scaling FL-RS delivery models.

4. Scope of Work

The consultant will undertake, but not be limited to, the following tasks:

4.1. Inception phase

- Review project documents, FL-RS technologies, and relevant existing business models.
- Develop an inception report including methodology, work plan, and analytical framework.

4.2. Cost-Benefit Analysis (CBA)

- Stakeholder engagements and data collection from manufacturers/ FL-RS suppliers, agro-dealers, financial institutions, VBAs, and farmer groups.
- Conduct financial and economic CBA for each technology:
 - Capital expenditures (CapEx) and Operational expenditures (OpEx) analysis.
 - Payback period, NPV, IRR.
- Compare scenarios:
 - With and without subsidy.
 - Different scales of adoption.

4.3. Business model assessment

- Analyse existing models for:
 - Supply chains (manufacturer to distributor to agro-dealer to farmer).
 - Last-mile delivery mechanisms for maize and beans farmers.
- Assess margins, pricing structures, and incentives across actors.
- Evaluate sustainability and scalability of each model.

4.4. Farmer-level analysis

- Assess affordability and willingness to pay among maize and beans farmers.
- Analyse gender and youth inclusion aspects.
- Evaluate adoption drivers and behavioural constraints.

4.5. Financing and bankability assessment

- Develop financing models for:
 - Individual farmers, farmer groups/cooperatives.
 - Village Based Advisors (VBAs).
 - Agro-dealers and SMEs.
- Assess risk profiles and mitigation strategies.
- Provide recommendations for financial institutions (loan structuring and options).

4.6. Stakeholder engagement and validation

- Conduct stakeholder consultations (manufacturers/ suppliers, agro-dealers, financial institutions, VBAs, and farmer groups).
- Facilitate a validation workshop.

4.7. Final Reporting

- Prepare comprehensive and summary reports.
- Develop decision-support tools (e.g., cost calculators, investment briefs).

5. Key Deliverables

1. Inception Report (methodology, tools, workplan).
2. Cost-Benefit Analysis report for all selected FL-RS technologies.
3. Business model assessment report.
4. Bankable investment cases/financing models.
5. Strategy briefs targeted to farmers, manufacturers, and distributors of FL-RS solutions and financial institutions.
6. Final consolidated report with recommendations.
7. Presentation materials for stakeholders.

6. Methodology

The consultant is expected to apply a mixed-methods approach including:

- Quantitative financial modelling (NPV, IRR, sensitivity analysis).
- Value chain analysis.
- Market assessment.
- Data collection through a survey.
- Scenario and risk analysis.

7. Annotated outline of the final report

The final report should include:

- a) Executive summary**
 - Key findings, business cases, and recommendations
- b) Introduction and context**
 - Project background and objectives
- c) Methodology**
 - Analytical framework and data sources
- d) Overview of FL-RS technologies**

- Description and use cases
- e) Cost-Benefit Analysis results**
 - Financial and economic performance
 - Comparative analysis across technologies
- f) Business model analysis**
 - Models for farmers, VBAs, and supply chain actors
 - Profitability and scalability
- g) Farmer-level insights**
 - Affordability
 - Adoption drivers and barriers
 - Gender and youth considerations
- h) Financing and bankability**
 - Investment cases
 - Risk analysis
 - Financing structures
- i) Scenario and sensitivity analysis**
 - Key variables affecting viability
- j) Key risks and mitigation measures**
- k) Recommendations**
 - Scaling strategies
 - Financing recommendations
- l) Conclusion**
- m) Annexes**
 - Data tools
 - Financial models

8. Duration of the assignment

The assignment will be executed for a maximum of **20 man-days** starting from the date of contracting, running between **April and May 2026**.

9. Required qualifications and core competencies of the required consultant

The consultant is expected to meet the following mandatory requirements shown below:

- Advanced degree in Agricultural Economics, Agribusiness, Finance, or related field.
- Minimum 7-10 years of relevant experience.
- Proven experience in:
 - Cost-benefit analysis in agriculture.
 - Agribusiness/value chain development.
 - SME financing and investment analysis.
- Strong understanding of post-harvest management and loss reduction technologies.
- Experience working with financial institutions and developing bankable models.

Additional advantage:

- Experience in climate-resilient agriculture.

- Gender and youth inclusion expertise.
- Regional experience (specify country/region if needed).

10. Reporting and coordination

- The consultant will report to the GBI manager.
- Regular progress updates will be required.
- Key deliverables will be reviewed and approved by the project lead.

11. Evaluation criteria

Proposals will be evaluated based on:

| Criteria | Description | Weight (%) |
|--------------------------------------|---------------------------------------------------------|-------------------|
| Technical approach and methodology | Clarity, robustness, and appropriateness of methodology | 30% |
| Relevant experience | Experience in CBA, agribusiness, financing models | 25% |
| Understanding of assignment | Demonstrated understanding of TOR and context | 15% |
| Qualifications | Skills and expertise of proposed consultant or team | 10% |
| Financial proposal (value for money) | Cost-effectiveness and justification | 20% |
| Total | | 100% |

12. Application requirements

Interested consultants/firms should submit:

- Technical proposal.
- Financial proposal.
- CV(s) of key personnel.
- Examples of similar assignments.
- References.

13. How to submit applications

Interested consultants are required to submit an Expression of Interest (EOI) proposal detailing how they will execute the assignment, their capacity, experience in similar assignments and the costing of the assignment to EAGC through the email: procurement@eagc.org by **16th April 2026** at 1700hrs East African Time.