

**General Procurement Notice  
Request for Proposals  
Reducing Waste and Spoilage in Africa Food Value Chains**

The Alliance for a Green Revolution in Africa (AGRA, [www.agra.org](http://www.agra.org)) is a not-for-profit organization working with African governments, other donors, NGOs, the private sector, and African farmers to significantly and sustainably improve the productivity and incomes of resource-poor smallholder farmers in Africa. AGRA aims to ensure that smallholders have what they need to succeed: good seeds and healthy soils; access to markets, information, financing, storage and transport; and policies that provide them with comprehensive support. Through developing Africa's high-potential breadbasket areas, while also boosting farm productivity across more challenging environments, AGRA works to transform smallholder agriculture into a highly productive, efficient, sustainable and competitive system, while protecting the environment.

AGRA seeks consultant/s or consulting firm/s to submit proposal/s to address a set of targeted research questions related to reducing waste and spoilage in food value chains. Specifically, they are requesting proposal/s from consultants/consulting firms to implement an in-depth investigation of waste and spoilage issues and challenges facing African Smallholder Farmers (SHF) in selected crop value chains, and high-potential intervention points for the reduction of waste and spoilage in Africa's food systems.

Proposals can be submitted for one or more of the following areas of investigations:

1. Ref: RWS01/2013 - An in-depth investigation of waste and spoilage issues and challenges facing African Smallholder Farmers (SHF) in selected crop value chains, and high-potential intervention points for the reduction of waste and spoilage in Africa's food systems.
2. Ref: RWS02/2013 - An in-depth investigation of the risks and opportunities for greater engagement with private sector wholesale and retail investors in reducing food waste and spoilage among smallholder farmers in Africa.
3. Ref: RWS03/2013 - An in-depth investigation of the role of innovative finance in creating conditions of scale for waste and spoilage reducing technologies and initiatives in Africa's food systems.
4. Ref: RWS04/2013 - An in-depth investigation of policy and regulatory requirements and interventions for reducing waste and spoilage in Africa's food systems.
5. Ref: RWS05/2013 - An in-depth examination of AGRA's in-house stock of knowledge on reducing food waste and spoilage in Africa's food systems.

In all the five areas of investigation, four cross-cutting approaches are to be examined: (1) **access** to promising solutions and markets; (2) **affordability** of solutions; (3) **adoption** and proper use of solutions; and (4) stakeholder **awareness**. Proposals should address these four approaches, aiming to build understanding of promising leverage points and critical tradeoffs.

In each of the areas of investigation are three overarching quandaries related to: (1) **innovation** – what is new or different from past processes or practices; (2) **scale** – what opportunities exist for greater adoption and broader impact; and (3) **risk** – what are some possible unintended consequences of various choices and options. Proposals should therefore speak directly and indirectly to these three themes, aiming to build understanding of promising leverage points and critical tradeoffs.

### Required Proposal Components

Proposals should include technical and financial components as follows:

- **Technical:** The technical component of the proposal should include study design, country and value chain coverage, proposed methodologies, likely data collection instruments, and a detailed implementation plan.
- **Financial:** The financial component of the proposal should be based on activities identified in the technical proposal, indicating expected days of technical input, fee rates or salaries, and other relevant and reasonable expenses. Bidders should include line items for travel to focus countries, in addition to two visits to AGRA HQ in Nairobi.

### Proposal submission

Proposals of not more than 20 pages in length (including technical and financial proposals, CVs, summary information on relevant experience, and any annexes) for each area of investigation should be emailed to [mande@agra.org](mailto:mande@agra.org) on or before **January 31st 2014**. Full terms of reference, technical and financial requirements for each of the five areas can be downloaded from the following link <http://www.agra.org/careers/jobs-careers/consultancy/>

Any questions on these terms of reference should be directed to [jnau@agra.org](mailto:jnau@agra.org)