REQUEST FOR EXPRESSION OF INTEREST

CONSULTANCY: MFI to support the acquisition of technologies through provision of green finance

Background and Rationale:

Mennonite Economic Development Associates (MEDA) is an international economic development organization whose mission is to create business solutions to poverty. The Youth Entrepreneurship and Women’s Empowerment in Northern Nigeria (Nigeria WAY) is a five-year project which seeks to assist economically active women and youth to increase their income in agro-processing in the rice, soybean and groundnuts value chains. In addition, the project works with communities and families to improve the environment where girls grow up and become economically active.

The potential of women and youth entrepreneurs engaged in agro-processing in Bauchi State is inhibited by time and labour-intensive processing techniques, limited access to technology and enabling factors like loans facilities from financial institutions. These along with other cultural barriers limits the efficiency and effectiveness of businesses for women resulting in low productivity, reduced quality and ultimately low income.

To support the acquisition of technology by women and youth clients, the Nigeria WAY project sponsored the formation of savings and loans groups among women and youth which has provided members of the groups with access to finance to grow their businesses. With the success of the savings and loans groups, the Nigeria WAY project is embarking on a graduated finance approach to support some of the growing entrepreneurs (enterprising entrepreneurs) with access to more corporate financial products to support the growing clients acquire technologies.

With the growing interest of women entrepreneurs in buying technologies especially grinders, rice parboilers, and rice milling machines. The WAY project is soliciting the services of a financial institution to support these women entrepreneurs with facilities that will enable them acquire these technologies.

Objective:

To support rural and urban women entrepreneurs to purchase productive technologies in support of their agro-processing business using microcredit.

Purpose of Expression of Interest:

In pursuit of the Nigeria WAY’s objective of sustaining continuous growth of women entrepreneurs, some of which have shown potential of graduating from the savings and loans groups to demanding corporate financial sources, the WAY project solicits the services of a Bauchi domiciled microfinance institutions to serve rural clients with the acquisition of technologies to support their agro-processing businesses.

Deliverables of the work include:

i. Develop a business plan to support women entrepreneurs or women cooperatives to acquire productive technology that supports their processing businesses.

ii. Develop financial products to support the acquisition of productive technologies such as rice parboiler, rice milling machines, grinders etc.
**Time frame:**

With the onset of the dry season marking increased agro-processing among entrepreneurs and small-scale businesses, the MFI is expected to commence as soon as possible with effect from January 2021.

**Qualifications:**

The financial institution must have strong capacity, knowledge of, and experience in the area of agro-processing and marketing. They should also have the following minimum qualifications:

i. Good knowledge of gender/social obstacles for women in business and agro-processing in Bauchi.
ii. Proven track record of financing women entrepreneurs especially around technology.
iii. Proven track record of successful entrepreneurship coaching and mentoring
iv. Strong communication and interpersonal skills working with rural women
v. Familiarity with communities in the Bauchi State
vi. Strong analytical and reporting skills to provide regular report
vii. Fluent in English and Hausa Languages

**Instructions for Expression of Interest submission:**

Nigeria WAY is looking for expressions of interest from microfinance institutions to develop a plan to service rural women clients to purchase productive technologies. All submissions must be emailed to: [nigeriaway@meda.org](mailto:nigeriaway@meda.org) by 5:00 PM on 14th December 2020. Please use ‘Green Finance’ as the subject title of your email application. Prospective applicants are expected to submit a 4-page document expressing interesting in this work to include:

- Profile of microfinance institution clear demonstration of previous experience in developing enterprise development curricula
- Understanding of the Terms of Reference
- Approach and methodology

Appendices to the 4-page document could include:

CVs of the team to be involved with responsibility area and level of efforts required during the assignment: - The resume shall reflect the most important and relevant trainings delivered by the individual/organization, and the beneficiaries of these trainings.

- Three references from similar projects undertaken by the consultant, including e-mail contacts and phone numbers.
- Brief narrative report of similar activity carried out

**KINDLY NOTE:** This is an expression of interest; qualified candidates will be further contacted to submit technical and financial proposals.