CALL FOR EXPRESSION OF INTEREST

CONSULTANCY: Facilitate the Linkages and Technology Acquisition to Promote Rice Processing by Small Local Commercial Parboilers

1. 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.

However, 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.

The Nigeria WAY project through its smart incentive programs have provided both Entrepreneurs and Small-Scale Businesses with access to technology and training which had greatly impacted their business capacities. Over the past 3.5 years, the Nigeria WAY project has amongst others developed the capacities of women engaged in commercial parboiling through live demonstrations at technology fairs, training, and technology. Among these clients are 12 women groups and 1 individual woman entrepreneur who were supported to acquire 14 commercial rice parboilers. With these clients and other women groups/individuals showing interest in this technology along with other rice processing technologies, the WAY project is soliciting for the services of a consultant to build a viable model for these women clients involved in commercial parboiling activities to grow their enterprise by adopting technologies needed for their next growth level. More details can be obtained from a project learning series developed by MEDA (Click here to download the Nigeria WAY Learning Series on Postharvest Processing of Rice)

2. Objective:

To assess and build a growth model for commercial women owned rice parboiling enterprise.

3. Purpose of Expression of Interest:

In pursuit of the Nigeria WAY’s objective of sustaining continuous growth of women groups who have demonstrated business growth characteristics, the WAY project solicits the services of a consultant/firm to examine these target WAY clients and build a feasible growth model for their businesses.

4. Specific Tasks:

i. Conduct preliminary research with tools developed in collaboration with MEDA on the business status and technology needs of the clients who acquired the 14 parboilers.

ii. Build a business plan for commercial women owned rice parboiling enterprise to grow their business through technology acquisition.
5. **Deliverables:**
   i. A business growth plan for MEDA clients engaged in commercial rice parboiling developed.

6. **Time frame:**

With the onset of the dry season marking increased agro-processing among entrepreneurs and small-scale businesses, the consultant is expected to commence as soon as possible with effect from November 2020. However, the Consultant or consulting firm will not be required to provide continuous assistance so involvement will be limited to providing specific services at specific times. Hence, renewal or extension of the contract will be by mutual consent.

7. **Qualifications:**

The consultant/consulting firm must have strong capacity, knowledge of, and experience in the area of agro-processing and marketing. The consultant/consulting firm should have the following minimum qualifications:
   i. Good knowledge of women and agro-processing in Bauchi.
   ii. Proven track record of engagement with entrepreneurs, micro-finance institutions, and technology suppliers.
   iii. Proven track record of successful entrepreneurship coaching and mentoring
   iv. Strong communication and interpersonal skills working with vulnerable groups especially young women with low levels of educational attainment.
   v. Familiarity with communities in the Bauchi State
   vi. Strong analytical and reporting skills to provide quarterly report
   vii. Fluent in English and Hausa Languages

8. **Instructions for submission:**

All submissions must be emailed to: nigeria@meda.org by 5:00 PM on 23rd November 2020. Please use ‘ATF Consultant’ as the subject title of your email application. Prospective consultants are expected to submit technical and financial proposals including the following:

- Profile of consultant/or firm, clear demonstration of previous experience in developing enterprise development curricula
- Understanding of the Terms of Reference
- Approach and methodology
- Work plan

Appendices to the proposal must include

- CVs of the consultant/consultancy 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