



13 October 2023

REQUEST FOR PROPOSALS

Using Evidence-Based Learning to Drive Policy Measures and Government Strategies for Effectively Managing Input Price Spikes

AFAP, on behalf of Sustain Africa, is seeking a reputable consultancy to initiate, carry out and report on consultations with African governments and other stakeholders in the input supply and finance chain on evidence-based recommendations for responding to fertilizer price spikes. The assignment is part of a research project in support of Sustain Africa's learning agenda. This initiative is funded by the Alliance for a Green Revolution in Africa (AGRA) through a grant from the UK Foreign,

OVERVIEW:

The project's core goal is to support an improved response by national governments and the private sector in Sub-Saharan Africa to fertilizer price spikes through implementation of evidence-based policy and investment decisions to support farmer resilience. The project will provide governments and other stakeholders in countries in Sub-Saharan Africa with models, best practice and pragmatic policy and investment recommendations to pre-empt / mitigate the impact on food security of fertilizer price spikes.

International wholesale input price spikes have different levels of impact at national level on food security and the farmer business case, depending on a range of factors including farming models, input market structures, macroeconomic conditions and government policies. The project aims to provide a better understanding of the causal and correlational relationships between these factors in order to understand which levers are particularly instrumental in mitigating the impact of input price spikes on food security and building longer-term resilience at farmer- and at input-market level. The consultant appointed to the project will work with governments to develop concrete steps building from the research recommendations that are expected to be integrated into National Development and other plans resulting from the AU African Fertilizer and Soil Health Summit (AFSHS).

The project comprises two components:

1. **A research project** (subject of a separate RFP, no longer open for bidding) that will include a review and analysis of market structures, government policies and fertilizer procurement processes as well as responses by government, private sector, NGOs and multilateral institutions to the fertilizer price crisis. In addition, the research organization will model the causal and correlational relationships between input prices, food prices, fertilizer market structures, subsidies and other market mechanisms, macroeconomics – in particular food import dependency and means to finance - farming business models and farmer profitability. The output of the research project will be:



- Economic model(s) demonstrating the impact of national conditions on a) national retail fertilizer price from international price and b) impact on food security of an increase in fertilizer prices
 - Report summarizing the findings and recommendations from the research
 - Six country-specific reports
2. Consultancy to develop and facilitate the execution of concrete steps building from the research recommendations that are expected to be integrated into National Development and other plans resulting from the AFSHS.

ROLE OF THE CONSULTANT:

The consultant will develop an engagement programme to consult with governments and other relevant stakeholders on the research outputs building on these, and on outputs of the AFSHS and additional workshops and consultations with government bodies, the consultant will develop and agree an action plan at national government level. Six countries will be chosen for engagement, based on findings from the research and government willingness to engage.

Specifically the consultant will:

- Develop an engagement and communications plan of government engagement encompassing Ministers of Agriculture and Finance as well as any other relevant government bodies that would be instrumental in executing on the research recommendations.
- Review and provide a summary of all government measures and donor or private-sector initiatives in existence or development that are in support of the research recommendations for the six chosen countries. The report will include an overview of government decision-making structures on fertilizer and food security.
- Review the research recommendations at the interim report stage in the context of National Plans in development from the AFSHS and other national policies in order to provide guidance on the feasibility of implementing the recommendations in the national context.
- Consult with a number of governments at the interim report stage to ascertain interest in actively engaging on the report recommendations. The aim is to identify six interested countries, for which country-specific reports will be developed.
- Support the development by the research organisation of the 6 country plans, specifically in terms of nationally-relevant and feasible, pragmatic policy and investment recommendations.
- Engage with appropriate regional bodies where the research recommendations determine regional policy and investment measures.
- Execute the engagement plan including:
 - Conducting initial consultations with relevant government stakeholders (national and regional) of a longlist of potential countries to ascertain interest.
 - Organizing workshops or other appropriate engagement formats to present the final research findings and recommendations to government stakeholders and other relevant stakeholders in-country in the six chosen countries.
 - Developing a joint action plan with government and – where appropriate – form a committee of stakeholders that will convene on a regular basis to review progress



- Facilitating and initiating contact to other stakeholders (e.g. private-sector input suppliers) with the support of Sustain Africa and its members where appropriate in order to execute on the action plan.
- Ensuring integration of the agreed-on activities with other government initiatives on policy and investment related to fertilizer and food security.

DELIVERABLES

- Summary of all government measures and donor or private-sector initiatives in existence or development that are in support of the research recommendations for the six chosen countries and of government decision-making processes for fertilizer and food security.
- Engagement and communications plan for the research recommendations.
- Written feedback on feasibility of implementation of initial recommendations by the research organization that includes an assessment of complementarity with other existing and proposed measures resulting from and supporting the outcomes of the AFSHS. Participation in the interim report review process.
- Report on consultations with governments on the interim report research recommendations
- Organization and facilitation of workshops in 6 chosen countries to present the findings to relevant stakeholders and report on outcomes.
- Action plan developed in collaboration with government as part of National Plans.
- Monthly reports on progress against the action plan and against National Plans resulting from the AU Fertilizer and Soil Health Summit.
- Final project evaluation report.

The consultancy runs from November 2023 to end August 2024.

PROJECT DEADLINES

1. Summary of all government measures and donor or private-sector initiatives in existence or development for the six chosen countries and of government decision-making processes for fertilizer and food security by **November 30th 2023**.
2. Engagement and communications plan for the research recommendations by **December 30th 2023**
3. Longlist of up to 10 potential countries for national engagement (in consultation with the research organisation and Project Committee) by **January 30th 2024**
4. Consultations with longlist country government stakeholders and shortlist of 6 interested candidates by **February 28th 2024**
5. Government workshops conducted based on interim country reports, report on outcomes, and action plans developed by **April 30 2024**
6. End-of-project report on the status of government implementation against policy commitments resulting from the recommendations and consultations by **August 31st, 2024**

Research deadlines (for reference)

1. Interim report (summarizing the learnings from analysis of market structures and government policy and the causal and correlational results from the economic / econometric modelling): **February 28th 2024**
2. Draft recommendations for government and other stakeholders building on the learnings: **March 31 2024**



3. Final report (this will address comments and feedback from the Advisory Board and Project Committee) **June 30 2024**
4. Interim country specific reports (x 6) **March 31 2024**
5. Final country specific reports **June 30 2024**

REQUIRED COMPETENCIES:

- Proven existing understanding of agricultural supply chains (understanding of fertilizer supply chains and market structures helpful)
- Proven experience in developing policy and investment recommendations in agriculture / food security
- Proven experience in working with government to deliver concrete outcomes against agreed commitments
- Ability to engage stakeholders at all levels and chair project groups
- Proven track record in delivering to deadline and budget



ABOUT SUSTAIN AFRICA

Sustain Africa is a crisis response and resilience initiative to improve availability, affordability and effective and sustainable use of fertilizers while avoiding market distortion. Fertilizer supply, and prices, have been severely disrupted by COVID 19 and the Russia / Ukraine war, contributing to an acceleration of food insecurity in Sub-Saharan Africa. Sustain Africa was founded by AFAP, Bill & Melinda Gates Foundation, International Fertilizer Association and Rabobank, with the support of AGRA.

Sustain Africa works as a coordination mechanism to enable private-sector input companies to provide rebated or donated fertilizer, that is blended and distributed by Sustain Africa partners, to farmers with relevant extension services – focused on agronomically-specific farming practices – market linkages for farmers and credit guarantees for working capital to agro-dealers and suppliers. Fertilizer, seeds and services are provided through appropriate government or private-sector distribution channels and are monitored and evaluated as part of the programme. A key remit in Sustain Africa's country selection and models of working with private-sector input suppliers is to alleviate potential market distortion.

In 2022-2023, Sustain Africa coordinated the provision of affordable fertilizer to approximately 1.5 million farmers in Uganda, Ghana, Mozambique, Malawi and Madagascar. In 2023-2024, Sustain Africa aims to reach 530,000 farmers with 88,000 MT of fertilizer in Burkina Faso, Ghana, Uganda and Zambia. In addition, Sustain Africa is providing advisory services to the Kenyan and Nigerian governments on fertilizer supply and is co-funding a scoping study on liming in Tanzania. By mid-2024, Sustain Africa aims to have supported the supply of just under 200,000 MT of fertilizer to just over 2 million farmers, in 7 countries.

Sustain Africa focuses specifically on sustaining and improving the productivity of food crops (the most prevalent in the country, primarily maize, rice, soy, together with fruit & vegetables for diversification / farmer resilience) needed to ensure food security. The initiative does not focus on cash crops for income generation.

A key component of Sustain Africa's remit is a learning agenda. The focus is on identifying effective (and ineffective) measures to mitigate impact of input price hikes on food security and farmer profitability.

<https://sustainafrica-initiative.org>



**Partnerships.
Productivity.
Prosperity.**



www.afap-partnership.org

ABOUT AFAP

The African Fertilizer and Agribusiness Partnership (AFAP) is an independent non-profit organization founded in 2012 by a partnership of African development organizations. It was built on the work of the Comprehensive African Agriculture Development Program (CAADP), a framework for achieving ambitious agriculture development goals set in place by African nations and leaders.

AFAP has since evolved into a social enterprise and service provider to the public and private sectors on sustainable development projects and policies focused on market-driven business solutions in the agriculture inputs and agribusiness value chain. AFAP combines technical expertise with entrepreneurial innovation.

AFAP adds value to the agriculture inputs and agribusiness value chain by building the capacity and linking African Hub-Agrodealers and smallholder farmers to global inputs and output market companies, promoting the use of high quality and affordable balanced crop nutrition products, partnering with technology and equipment providers, and facilitating trade finance for fixed assets and inventory via the Agribusiness Partnership Contract (APC) mechanism.

Since 2012, AFAP has implemented projects/programs and advised public, private sector clients, NGOs, and donors in: Ghana, Tanzania, Mozambique, Malawi, South Africa, Cote d'Ivoire, Nigeria, Senegal, Rwanda, Kenya, Ethiopia, Democratic Republic of Congo, and Uganda. AFAP is committed to furthering social inclusion and gender equality throughout all its intervention with strategic partners across Africa.



PROPOSAL REQUIREMENTS, DEADLINE AND CONTACT

Proposals must include:

- List of and links to credentials for specified required competencies
- Names and brief bios of team, indicating which are permanent employees of the organisation and which would be contracted. Note that AFAP retains the right to approve any contracted staff whose bios are not available at time of submission. For contractors, please specify previous engagements with this contractor.
- Outline of proposed approach and list of open questions
- Quotation giving costs and time to be spent by each relevant team member for each of the activities detailed in the section Role of the Consultant with a summary cost for each deliverable listed in the section Deliverables.
- Payment and quoted prices in US\$
- Please direct enquiries regarding this RFP to Frances Bell at fbell@afap-partnership.org.

APPLICATION INFORMATION

If your organization is well-equipped to take on this challenge, we kindly request you to submit your Proposal to fbell@afap-partnership.org. The deadline for application submission is **Friday, 3 November 2023**.