

REQUEST FOR PROPOSAL FOR CONSULTANCY SERVICES TO SUPPORT THE DEVELOPMENT OF A POLICY ADVOCACY PAPER AND FACILITATE POLICY DIALOGUES WITH KENYAN AQUACULTURE INDUSTRY

1. Introduction

Msingi is an independent industry development organization that supports the transformation of high potential industries in East Africa (Kenya, Uganda, Tanzania, and Rwanda) through a range of initiatives such as investment in pioneer businesses, technical assistance, policy support, or development of key industry institutions. One of Msingi's focus industries is aquaculture; Msingi aims to develop a competitive, inclusive, and resilient aquaculture industry over the long term.

Msingi has identified key intervention areas that we believe will drive the transformation of aquaculture and support the achievement of sector objectives. These areas range from environmental management of Lake Victoria to ensure it remains productive; mitigating bio-security risks, particularly a disease outbreak, that would lead to losses in the sector; understanding and working with different lake users to ensure peaceful co-existence; working with different actors on improving genetics of farmed fish to increase productivity; access to finance for fish farms; improving the technical capacity of farms and supporting an enabling regulatory environment that facilitates investments into the sector.

A key component of Msingi's support is to the industry as organized through associations. Aquaculture associations are an important part of the sector ecosystem. They are created to bring together aquaculture farmers for the purpose of providing a platform for addressing common issues, sharing information, building capacity of farmers and most importantly engaging country governments on key policy and legislative issues affecting the sector.

2. Objectives of this assignment

1. To facilitate industry stakeholders to come together to agree on a set of priorities for dialogue with government
2. To facilitate this dialogue with the government (including through research support where appropriate and agreed with Msingi).

3. Scope of Work

The consultant will be expected among other things to;

1. Facilitate meeting(s) between industry stakeholders to identify, discuss and clarify policy and regulatory priorities for dialogue with government
2. Research and development of policy advocacy papers on issues identified by the industry, as needed (the industry has already identified taxation issues as one area; there may be further areas identified that need research)
3. Facilitate engagement on these issues between the industry and government

4. Expected Deliverables;

1. Industry meeting(s) well facilitated and priority issues identified and clarified
2. Research papers developed on priority issues as needed
3. Productive engagement established between the industry and government (likely in the form of meeting(s) between the industry and key government officials including the PS for Fisheries)

This is naturally a project where the exact activities and scope of work will need to evolve and adapt in response to how the project develops. This will be reviewed, discussed and agreed with Msingi, in consultation with industry stakeholders.

5. Requirements for Consultant/Firm

1. Demonstrated experience in undertaking analytical research in a range of policy and technical areas e.g., tax, regulations, industry policy etc
2. Facilitation capabilities: evidence of ability to manage meetings with different stakeholders (that may have different incentives and perspectives) to achieve the objectives of this assignment.
3. Demonstrated ability to facilitate policy processes with public sector stakeholders.
4. Ability to analyse and present data/information in a simple and straightforward manner

6. Proposals

Completed proposals must include the following information:

- A technical proposal responding to the scope of work for this assignment. This should include a detailed implementation approach to achieving this assignment's overall objective, highlight previous experience undertaking similar assignments and provide contact information of previous task managers that can provide references on the same.
- A financial proposal indicating daily consulting rates for the team of consultants undertaking this assignment
- A brief profile of the consultant(s) that will be undertaking the scope of work, including their qualifications, capabilities and experience on assignments of a similar nature.
- Limit proposals to 1500 words

Proposals must be received no later than **Friday 7th May 2021 at 1700 hrs East Africa Time** at the email addresses below.

7. Evaluation Method and Criteria

The consultant will be selected by a team in Msingi and a representative from the industry. The consultant/firm will be contracted by Msingi East Africa. Msingi East Africa will bear the costs of the assignment and the consultant will be required to adhere to the contractual obligations of Msingi.



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The award of the contract shall be made to the individual consultant or firm whose offer has been evaluated and determined as having received the highest score out of a pre-determined set of weighted technical and financial criteria specific to the solicitation:

- Technical criteria weight; - 70%
- Financial criteria weight; - 30%

8. Msingi contacts

Inquiries and clarifications regarding this RfP are welcomed and should be directed in writing to the email address below.

To: Lucy Kimani, Government Relations Manager, Msingi East Africa Ltd
Lucy.Kimani@msingi.com

To: Jimmy Delyon, Senior Industry Manager, Msingi East Africa Ltd
Jimmy.Delyon@msingi.com