

## EXPRESSION OF INTEREST (EOI)

FOR

**TITLE: TECHNICAL ASSISTANCE FOR TEXTILE AND APPREL FIRMS TO ENHANCE  
PRODUCTIVITY AND EXPORT READINESS**

**ISSUE DATE: 10<sup>TH</sup> SEPTEMBER 2021**

**DUE DATE: 29<sup>TH</sup> SEPTEMBER 2021**

### 1. Background and introduction

Established in 2016, Msingi is an independent, multi-decade organization that is building East Africa's industries of the future. Msingi is taking a new approach to driving economic transformation and prosperity in East Africa. Currently, Msingi focuses on two industries, Aquaculture, and Textile and Apparel. This Eoi is in relation to the Textile and Apparel program.

Msingi has identified Textile and Apparel as one of the high-potential Industries/sectors in East Africa to support its growth through direct investment, technical assistance, and transaction facilitation at the company level in addition to providing wider support to the sector on areas such as policy, regulation, technology transfer, research, human capacity, and skills development and providing support to key institutions.

Msingi East Africa is embarking up on a technical assistance program aimed at Textile and Apparel firms to help them enhance productivity, improve production methods and/or become export ready. Msingi is soliciting Expression of Interest (EOI) from Textile and Apparel manufacturers, and related supply chain service providers in East Africa to identify and shortlist potential partners. Upon selection and shortlisting of specific applicants, detailed intervention elements and a full set of activities shall be developed jointly with the support of the technical team at Msingi. Msingi seeks to include and collaborate with funds, business incubators, or regional retail platforms working to bring domestic suppliers on the global stage.

### 2. Description of the technical support intervention

The "*Technical support to Firms*" intervention is focused on facilitating increased productivity while reducing costs and promoting the adoption of higher standards of sustainability and compliance for local TA manufacturers and supply chain actors. Specifically, the intervention works across three major areas, compliance and sustainability, productive efficiency as well as training and introduction of best practices on production. The overall anticipated outcome of the intervention is to lead towards the strengthening of a domestic textile and apparel sector by enhancing skills, and production processes, compliance to social and environmental requirements, which will bridge the gap between cost and quality. In the process, the intervention will result in additional exports, investment, and eventually to new and /or sustained jobs. Applicants are expected to adhere to the overall objective of the intervention and submit areas of interest where they plan to collaborate with Msingi as per the detailed guidance in subsequent sections.

Msingi understands that each of these components may not be applicable for different manufacturers and components may also need to be customised based on context.

### 3. Purpose of the EOI

Prior to designing this intervention Msingi consulted widely with industry actors to identify areas of support, collaboration, and partnership. However, we believe that we should open the opportunity of soliciting additional partners to ensure that we can have comprehensive coverage. The EOI is developed to solicit specific interest from industry actors that are in line with the overall objective of the intervention and the three components mentioned above. Specific objectives include

- To introduce the intervention to industry actors and solicit interest along the lines of the intervention to develop them in to detailed partnerships
- To identify additional areas of intervention and innovative and sustainable solutions that can help strengthen the Textile and Apparel supply chain in the region

### 4. Target Partners

Three groups of manufacturers in the Textile and Apparel value chain across East Africa shall be targeted under the intervention.

- **Manufacturers**, either new or existing and serving the local market or currently exporting or both interested in supplying top brands or to penetrate new markets.
- **Supply chain actors**: Manufacturers of accessories and components who are interested in supplying TA sector who serve the local/export market.
- **Service providers**: Supply chain service providers such as compliance auditors, recycling or waste disposal services providers, training providers or suppliers of systems, technology or technical services related to the manufacturing process.

### 5. Application Guideline

#### Overall Guideline

Applicants will be evaluated based on their potential impact on enhancing the textile and apparel industry in the region. Applicants are expected to express their interest by briefly explaining the potential area of collaboration, their company focus and potential outcomes of the partnership. Applications should be limited to **two pages** maximum, excluding the cover page or accompanying documents. Legal business registration of the company plus a copy of the latest "public" company profile should be included as part of the EOI

#### Questions regarding the EOI

- For any questions or clarifications regarding this expression of interest, please direct them to the Industry Manager – Textiles and Apparel, Abreham Gizaw whose email is: [abreham.gizaw@msingi.com](mailto:abreham.gizaw@msingi.com) copying [TextilesandApparel@msingi.com](mailto:TextilesandApparel@msingi.com), by **17<sup>th</sup> September 2021**. Questions by phone will not be accepted.

#### Submission of the EOI

Application should be submitted electronically to Abreham Gizaw at Msingi East Africa, [abreham.gizaw@msingi.com](mailto:abreham.gizaw@msingi.com) copying [TextilesandApparel@msingi.com](mailto:TextilesandApparel@msingi.com), by **29<sup>th</sup> September 2021**