Request for Independent Consultants (RFIC)

Issuing Date: 17/08/2026 **Offer Deadline**: 04/09/2026; 5:00 PM EAT
Solicitation Number: **KEN/TECH/1133/030**

Counterpart International (hereinafter Counterpart) is soliciting Offers for consultancy services as described in this Request for Independent Consultant (RFIC). These services are required under the Livestock Innovation and Feed Transformation (LIFT) project in Kenya (hereinafter "the Award" or "LIFT") funded by the United States Department of Agriculture's Food for Progress Program (hereinafter USDA Food for Progress).

Counterpart hereby invites Independent Consultants (hereinafter "Offerors") to submit offers (hereinafter "Offers") for the services described in the attached scope of work. Offerors should put forward their qualifications and price quote to support COUNTERPART for a consulting service. As a result of this RFIC, COUNTERPART anticipates issuing a fixed price independent consulting agreement (ICA).

INSTRUCTIONS TO OFFERORS

Offers Validity Period

Offers shall remain valid until 27/11/2026 which is sixty (60) business days after the offer deadline. An offer valid for a shorter period shall be rejected as non-responsive.

Counterpart's Rights and Notification of Award

1. Only shortlisted Offerors will be contacted.
2. Counterpart reserves the right to conduct additional selection process steps as needed, such as interviews, presentations, site visits, request copies of previous contracts, paystubs…etc.
3. Counterpart reserves the right to accept or reject:
   i. Any Offer
   ii. Late Offers
4. Counterpart may cancel this RFIC at any time.

Contents of Offer/Submission Requirements

The following Documents must be included in the Offer

1. Offeror's resume (CV)
2. Offeror's financial proposal (budget), including a clear breakdown of all proposed costs and a brief description or justification for each cost line.
3. Two recommendation letters from previous employers/consultancy within the past two years **or** contact information for references
4. Technical Approach for implementing the requested SOW. This should be a maximum of two pages that demonstrate clearly how the consultant will deliver the assignment.
5. Signed cover letter with the following statement:

"I hereby certify that, to the best of my knowledge and belief:

- I have no close, familial, or financial relationships with any Counterpart or LIFT project staff members.
- I have no close, familial, or financial relationships with any other offerors submitting proposals in response to the above-referenced RFIC; and
- The prices in my offer have been arrived at independently, without any consultation, communication, or agreement with any other offeror or competitor for the purpose of restricting competition.
- All information in my offer and all supporting documentation is authentic and accurate.
- I understand and agree to Counterpart' prohibitions against fraud, bribery, and kickbacks.

I hereby certify that the enclosed representations, certifications, and other statements are accurate, current, and complete."

All Offers must be submitted to [procurement.ke1133@counterpart.org]

Qualifications

1. 15 Years Work Experience in the Kenyan financial sector.
2. Master's degree in finance, business administration, agribusiness, international trade, or a related field.
3. Extensive experience in the banking sector with a background in agribusiness development including deep knowledge of tailored loan products in the agriculture/livestock sector in Kenya.
4. Must be legally authorized to work in Kenya.
5. Demonstrated working knowledge of a broad range of financial products and lending instruments across international trade finance, commercial banking, and retail/smallholder finance, including letters of credit, bank guarantees, supplier credit, agricultural lending, microfinance, digital lending, working capital facilities, asset finance, and value chain finance.
6. A track record of facilitating and/or knowledge of international trade finance instruments and structuring international trade deals in the agriculture sector is a highly preferred.

Evaluation Criteria

Counterpart anticipates awarding an Independent Consultant Agreement (ICA) to the responsible applicant(s) whose Offer is deemed acceptable based on the evaluation criteria below:

Criterion	Description	Points
Technical approach	Clarity, feasibility, and relevance of the proposed technical approach.	30
Relevant experience	Demonstrated relevant experience in Kenya's financial sector, agribusiness/livestock finance, trade finance, blended finance, and financial product analysis; quality and relevance of prior assignments	40
Cost competitiveness	Reasonableness and competitiveness of the overall budget.	30
	Total:	**100**

Scope of Work

These services will be implemented over a two-month period with an expected start date of 14/09/2026.

A. Objective of the Assignment

The objective of this assignment is to conduct a comprehensive assessment of the financial landscape serving Kenya's agricultural sector, with a particular focus on identifying and evaluating financing products available to livestock feed importers, feed manufacturers, feed retailers, and livestock producers. The assessment will examine the relevance, accessibility, and suitability of existing trade finance, working capital, and other lending products in meeting the operational and growth needs of the sector actors. The assessment will serve as an internal resource for the LIFT team to inform future activity design.

The assignment will identify opportunities for financial institutions to enhance, adapt, or develop financing solutions that are better aligned with the business models and cash flow realities livestock feed importers, feed manufacturers, feed retailers, and livestock producers. This includes assessing the potential for leveraging de-risking instruments and blended finance mechanisms, such as credit guarantees and concessional capital, to expand access to affordable financing for mid-sized and emerging market participants.

In addition, the assignment will identify constraints and bottlenecks within the financing ecosystem including product design, lending processes, information gaps, and institutional practices that may limit access to finance for the listed market actors.

B. Scope of Work

The Offeror is anticipated to provide the following core services/tasks:

1. **Attend a kickoff meeting with the LIFT project team** to develop a shared understanding of the program, its objectives, and the purpose and scope of the assignment. It will also provide an opportunity to clarify the consultant's proposed approach, confirm priority research questions, agree on initial stakeholder categories to be consulted, and establish expectations for the inception report, workplan, communication cadence, and deliverables.

2. **Conduct a financial sector landscape analysis** to identify and map financial institutions providing formalized/relevant Agri finance products for animal feeds, including trade finance providers, commercial

banks, development finance institutions, microfinance institutions, SACCOs, digital lenders, and other relevant financial service providers.

3. **Map and categorize financing products and services** available to livestock feed importers, feed manufacturers, feed retailers, and livestock producers, including trade finance instruments, import financing facilities, de-risking and blended finance products, supplier credit, working capital loans, asset finance, inventory finance, agricultural lending products, and digital finance solutions.

4. **Assess the relevance, suitability, and accessibility of existing financial products** to the needs of large and medium sized feed importers and manufacturers, taking into account their business models and financing needs, comparing collateral requirements, loan tenors, pricing, and repayment structures.

5. **Analyze financing constraints and market gaps** affecting feed livestock feed importers, feed manufacturers, feed retailers, and livestock producers, including barriers related to eligibility requirements, collateralization, cost of financing, foreign exchange exposure, transaction costs, information asymmetries, and lending procedures.

6. **Identify LIFT Project-relevant opportunities for the enhancement, adaptation, or development of financing products** that better align with the operational and cash flow realities of livestock feed importers, feed manufacturers, feed retailers, and livestock producers.

7. **Assess the applicability of de-risking and blended finance mechanisms to the LIFT Project**, including credit guarantees, concessional capital, risk-sharing facilities, and other instruments that could support expanded lending to the livestock feed importers, feed manufacturers, feed retailers, and livestock producers. The lending will assess the financial arrangements required to support aggregated raw materials purchases from international markets.

C. Place of Performance, and Other Conditions

Place of Performance: The assignment will be primarily conducted in Nairobi, Kenya, with clearly proposed travel plans to the project's other proposed counties of focus (Kiambu, Uasin Gishu, Kajiado, Nakuru) as will be necessary and required to engage critical stakeholders, including financial institutions, livestock feed manufacturers, importers, industry associations, development partners, and government agencies. The proposed approach should demonstrate adequate market coverage and diversity of perspectives according to the LIFT project's geographic and thematic scope; it is not expected for the Offeror to include all relevant institutions within each stakeholder category.

Ownership of Work: Any Work Product developed in the course of or as a result of the Offeror's performance of this Agreement, whether by Consultant alone or in collaboration with others, will be and remain the exclusive property of Counterpart.

Confidentiality: The Offeror agrees to keep confidential and not to disclose or use outside of Counterpart, without the prior written approval of LIFT Project staff, including but not limited to, any trade secrets, information proprietary to Counterpart, or other information or data that Consultant should reasonably expect Counterpart would consider confidential.

Return of Property: At the end of the assignment, or any time upon Counterpart's request, the Offeror will return all documents or other materials, however stored, that belong to Counterpart, contain Counterpart confidential or proprietary information or Work Product, or relate in any way to Counterpart, its activities or operations, or any of its employed, and any other Counterpart property in the Consultant's possession.

Taxes: Payments under this Agreement shall be subject to withholding tax and any other statutory deductions required by applicable law. Counterpart shall deduct and remit such amounts to the relevant authorities and shall provide the appropriate withholding tax certificate or other supporting documentation.

D. Deliverables

The Offeror and Counterpart will observe the following milestones in the delivery of this assignment which will provide the key stages to track and monitor progress for this activity:

Deliverable	Description
1. Inception Report	A detailed inception report outlining the Offeror's understanding of the assignment, refined methodology, stakeholder engagement plan including a proposed list of stakeholders to be engaged, data collection tools, workplan, and reporting schedule. The report shall include the proposed framework for mapping financial institutions and financing products, stakeholder categories, key research questions, and a schedule of consultations. **The inception report shall be submitted for review and approval by LIFT before commencement of fieldwork.**
2. Preliminary Financial Landscape Mapping Matrix	Submission of a preliminary mapping of financial institutions, financing products, lending criteria, target market segments, and relevant de-risking mechanisms. The matrix shall identify initial findings regarding product suitability and financing gaps affecting feed importers and manufacturers.
3. Draft Financial Landscape Assessment Report	**Submit a draft report outline for review and agreement with the LIFT team.** Based on the agreed upon outline, submit a comprehensive draft report presenting findings from the financial landscape assessment. The report shall include an overview of relevant financial institutions operating in the market, mapping of available financial products, analysis of product relevance and accessibility, identification of financing constraints, assessment of de-risking, aggregation, and blended finance opportunities, and preliminary recommendations. **The consultant shall request feedback from the LIFT project team.**
4. Validation Workshop	Conduct a stakeholder validation workshop (in-person) to present findings and recommendations. Prior to delivering the validation workshop, the consultant will submit a proposed plan for the facilitation of discussions to validate findings, collecting stakeholder feedback, and building consensus around priority recommendations.
5. Final Financial Landscape Assessment Report	Submission of a final report incorporating feedback from LIFT and stakeholders. The report shall provide a detailed analysis of the financial ecosystem supporting the livestock feed sector, identify financing gaps and opportunities, and present project-actionable recommendations targeting financial institutions, industry stakeholders, and development partners. Alongside the final financial landscape assessment report, the consultant should submit all supporting documents including: presentation slides, stakeholder consultation summaries, financial institution/product mapping database, interview notes (where appropriate), and any supporting analytical tools developed during the assignment.

Deliverable	Description
6. Financial Product Enhancement and Market Development Recommendations Brief	A concise implementation-oriented briefing note (no more than 3 pages) outlining priority opportunities for financial product adaptation, process improvements, and potential use of de-risking, and blended finance mechanisms to improve access to finance for feed importers and manufacturers. The brief shall include practical recommendations and proposed next steps for LIFT-project engagement with financial institutions.

E. Management and Reporting

The Offeror will report directly to the Private Sector and Investment lead. The Offeror will make arrangements to provide frequent written updates to the LIFT project throughout the implementation of the technical assignment. The assignment will also be supported by key LIFT project staff including the Chief of Party (COP) and the Deputy Chief of Party (DCOP).

F. Timeline and Budget

To complete this assignment, the Offeror's work plan shall not exceed eight (8) weeks. In addition, the proposed budget shall not exceed KES 1,274,000/=, and will include all professional fees, travel, taxes and all related expenses. It is anticipated that the level of effort required to complete this assignment will not exceed thirty (30) working days.