

## **CALL FOR EXPRESSION OF INTEREST**

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### **RECRUITMENT OF AN INDIVIDUAL CONSULTANT TO DEVELOP A PRIVATE SECTOR ENGAGEMENT (PSE) STRATEGY FOR CORAF**

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**Opening date: June 24, 2021**

**Closing date: July 08, 2021**

**CEI No. 21-2021**

The West and Central Africa Council for Agricultural Research and Development (CORAF) and its constituting National Agriculture Research Systems (NARS) have been contributing sustainable improvements towards the productivity, competitiveness, and markets of the food system in West and Central Africa (WCA). To boost the performance of smallholder agriculture and achieve food and nutritional security and high incomes in the region, there has been a multitude of response-programs involving an impressive number of development agencies and implementation organizations. CORAF continues to serve the region through the development and use of improved agricultural technologies along the value chain of key commodities and by enhancing the capacity of a range of stakeholders in the agricultural sector.

The NARS are the principal building blocks of WCA's agricultural transformation. These include (i) NARIs (national agricultural research institutes); (ii) extension services; (iii) institutions of higher education; (iv) technical departments of some ministries or development agencies that carry out some adaptive research program; and (v) non-governmental organizations (NGOs), the private sector, and producer organizations. CORAF, through its ongoing strategic plan (2018 – 2027) continues to engage the NARS in various ways including: the development of a theory of change for technology development and scaling up, fostering and promoting private sector involvement; establishing mutual benefit models between NARS and the private sector; disseminating innovative technologies through the ongoing regional programs; strengthening linkages between R&D + Private sector through incubation platforms as a channel to promote marketing of research products; as well as facilitating a conducive enabling policy environment for increased private sector involvement and effective participation along value chains in the food system.

It is becoming increasingly clear that the lackluster uptake of apparently promising agricultural technologies has been due to the inappropriate engagement and involvement of the private sector in

technology generation and use. Moreover, since the private and corporate sector drive much of the global economy, CORAF considers that they also have a specific responsibility to ensure that the natural resources and ecosystems that reinforce their business are available, accessible, and used sustainably. The private sector could be very instrumental in leading developing innovative solutions including technologies needed to drive change.

That is why, CORAF seeks to recruit a consultant to develop a tailored private sector engagement strategy and operational plan for CORAF as it provides sub-regional innovative solutions to the challenges of Agricultural Research for Development in West and Central Africa. The tasks to be performed as well as other information relating to the call are detailed in the terms of reference attached.

The Executive Director invites seasoned and highly qualified consultants and experts to express their interests for this call by providing information indicating that they are qualified to perform such services (CV detailing previous similar experience, references, etc).

In accordance with the rules contained in the CORAF Administrative, Financial and Accounting Procedures Manual, the selection will be carried out according to the method based on the qualification of Consultants with selection criteria below:

- Possess an advanced university degree in business, and administration, agriculture, economics, development studies, agro-economics, or in any other domains related to agribusiness, technology or related disciplines.
- Demonstrated experience of over 5 years in projects, roles or assignments concerning issues affecting agricultural research and technology dissemination in West and Central Africa.
- Possess 3-7 years of extensive experience in agribusiness development (entrepreneurship or business coaching).
- Possess 5-10 years of experience as a private sector practitioner or business leaders
- Demonstrated practical and theoretical knowledge and experience in successfully taking technologies and innovations to market – at least 5 case studies listed in CV.
- Proof of expertise in similar assignments – at least 3 references.
- Proficient in French and/or English (written and verbal).

5. Interested consultants can obtain additional information from the CORAF Executive Secretariat by sending correspondence to the CORAF Operations Manager/Senior Advisor to the Executive Director by e-mail to [n.amoah@coraf.org](mailto:n.amoah@coraf.org) from 9h to 16h GMT.

6. Applications must be submitted by e-mail to the following address: [procurement@coraf.org](mailto:procurement@coraf.org) on **July 8, 2021 before 10:00 AM** at the latest.

**Executive Director**  
**Dr. Abdou TENKOUANO**

## **TERMS OF REFERENCE (TOR)**

### **Individual Consultant to develop a Private Sector Engagement (PSE) strategy for CORAF**

#### **Background**

The West and Central Africa Council for Agricultural Research and Development (CORAF) and its constituting National Agriculture Research Systems (NARS) have been contributing sustainable improvements towards the productivity, competitiveness, and markets of the food system in West and Central Africa (WCA). To boost the performance of smallholder agriculture and achieve food and nutritional security and high incomes in the region, there has been a multitude of response-programs involving an impressive number of development agencies and implementation organizations. CORAF continues to serve the region through the development and use of improved agricultural technologies along the value chain of key commodities and by enhancing the capacity of a range of stakeholders in the agricultural sector. With a strong regional convening advantage, CORAF is best placed to coordinate regional research programs and projects with the NARS, international research centers and other industry players in the sub-region for technology and innovation adoption.

The NARS are the principal building blocks of WCA's agricultural transformation. These include (i) NARIs (national agricultural research institutes); (ii) extension services; (iii) institutions of higher education; (iv) technical departments of some ministries or development agencies that carry out some adaptive research program; and (v) non-governmental organizations (NGOs), the private sector, and producer organizations. CORAF, through its ongoing strategic plan (2018 – 2027) continues to engage the NARS in various ways including: the development of a theory of change for technology development and scaling up, fostering and promoting private sector involvement; establishing mutual benefit models between NARS and the private sector; disseminating innovative technologies through the ongoing regional programs; strengthening linkages between R&D + Private sector through incubation platforms as a channel to promote marketing of research products; as well as facilitating a conducive enabling policy environment for increased private sector involvement and effective participation along value chains in the food system.

Region-wide environmental, health and socio-economic challenges continue to plague the agriculture research and development sector and CORAF seeks to strengthen its approach to enhance the effectiveness of its engagement and partnerships with private sector entities, including, but not limited to, newly created and existing private sector platforms, and its role in regional mechanisms, such as the ECOWAP. The intersection between research outputs of the NARIs and the private sector are more apparent when one looks at policies including an enabling environment – seed, fertilizer policy and regulations, institutions, value chains, improving access of farmers to input and output markets, demand driven technologies, innovations, adoption, out-scaling of technologies and ensure that products and services reach more beneficiaries and on-farm economics.

It is becoming increasingly clear that the lackluster uptake of apparently promising agricultural technologies has been due to the inappropriate engagement and involvement of the private sector in technology generation and use. Moreover, since the private and corporate sector drive much of the global economy, CORAF considers that they also have a specific responsibility to ensure that the natural resources and ecosystems that reinforce their business are available, accessible, and used sustainably. The private sector could be very instrumental in leading developing innovative solutions including technologies needed to drive change. Collaboration with the private sector is a dynamic area that is rapidly developing.

### **Purpose and Specific objectives**

The purpose of this assignment is to develop a tailored private sector engagement strategy and operational plan for CORAF as it provides sub-regional innovative solutions to the challenges of Agricultural Research for Development in West and Central Africa. The specific objectives include:

- i. Identify all existing and new stakeholders, evaluate their interests, and how they may affect the implementation of CORAF's efforts to engage with the private sector.<sup>1</sup>
- ii. Document the needs and roles of stakeholders in relation to increasing CORAF's involvement with the Private Sector in West and Central Africa.
- iii. Organize consultations where necessary to assess and analyze stakeholders' interests/influences in the private sector.
- iv. Integrate the outcome of consultative dialogue and needs assessment to develop a private sector engagement strategy document tailored to CORAF's needs as an institution.
- v. Develop an action/operational plan for multi-level and multi-dimensional engagement with the private sector.

### **Role and Responsibilities**

The individual consultant is expected to:

- Develop an approach/methodology to map CORAF's key stakeholders, especially actors in the private sector whom CORAF should engage with.
- Conduct a stakeholder mapping with a focus on the private sector across the various categories (large scale, small and medium)
- Conduct a benchmark review of existing partnerships and collaboration strategies (PPPs, etc) with the private sector in CORAF's geographic and technical zone
- Identify existing gaps and key strategic areas for strengthening collaboration and engagement with the private sector.
- Collect feedback and recommendations from identified stakeholders while assessing possible risks.
- Develop a strategy document while reviewing and analyzing information, feedback, and recommendations including possible ways to measure expectations from the partnerships with the private sector.

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<sup>1</sup> This exercise should highlight CORAF's critical stakeholders within and outside of the private sector with the ability to help the organization gain resources, prioritize competing demands, clear potential roadblocks and take technologies to market. CORAF is eager to use the opinions and influence of its most powerful stakeholders to help shape the organization to be better equipped for success.

- Validate the proposed strategy for CORAF's engagement with the private sector in West and Central Africa
- Develop an accompanying action plan to operationalize and executive the strategy.

### **Expected Results/Deliverables**

The results expected at the end of the assignment include:

- An inception report detailing the proposed methodology to conducting consultative dialogues with the private sector, mapping of existing and aspirational partners and framework of the strategy.
- Outcome Report of the consultative dialogue process highlighting the existing information, gaps, feedback, and recommendations from stakeholders.
- Private sector engagement strategy developed and validated by key stakeholders.
- An operational/action plan to implement the strategy developed.
- Final Assignment report with recommendations for successful implementation in English or French

### **CORAF Inputs**

CORAF will provide all background information on CORAF's Strategic Plan and Partnerships to assist the consultant in executing the assignment. To achieve the assignment objectives, CORAF will introduce the consultant to all relevant stakeholders and request their cooperation with them for the delivery of the expected operational strategy.

CORAF will provide any other relevant documents to support the assignment and any other logistical support, as may be agreed, to ensure the execution of the assignment such as meeting consultations, virtual dialogues, partner database. The consultant is encouraged to reference the concept of implementation research as a possible outcome/recommendation of the assignment [https://www.rural21.com/english/current-issue/detail/article/closing-the-adoption-gap.html?no\\_cache=1](https://www.rural21.com/english/current-issue/detail/article/closing-the-adoption-gap.html?no_cache=1).

### **Required Experience and technical knowledge of the consultant:**

- Possess an advanced university degree in business, and administration, agriculture, economics, development studies, agro-economics, or in any other domains related to agribusiness, technology or related disciplines.
- Highly knowledgeable on the issues affecting agricultural research and technology dissemination in West and Central Africa
- Have good knowledge of agribusiness development in West and Central Africa.
- Should have demonstrated capacity to facilitate international workshops on agricultural development issues in West and Central Africa.
- Familiar with CORAF's role in West and Central African agricultural research and development and should portray virtues of integrity and confidentiality.
- This position is open for private sector practitioners, business leaders as well as seasoned researchers in AR4D.
- Proficient in French and/or English (written and verbal).

**Duration of the Assignment**

The duration of this assignment will be 30 working days spread over three months. The work shall be carried out from the first week of July 2021, to September 31, 2021.

**Location of the Assignment**

The consultant will work virtually with virtual linkages to the CORAF secretariat in Dakar.

**PS: Female applications are strongly encouraged.**

