

## **CALL FOR EXPRESSIONS OF INTEREST**

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### **Recruitment of a group of consultants to carry out a baseline study of the TARSPRO II project**

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**Opening of the call: 15 May 2026**  
**Call closes: May 25, 2026**

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**CEI N° 08-2026**

The West and Central African Council for Agricultural Research and Development (CORAF) is a sub-regional organization created in 1987. It currently has 23 National Agricultural Research Systems (NARS) in 23 countries: Benin, Burkina Faso, Cameroon, Cape Verde, Central African Republic, Chad, Congo, Côte d'Ivoire, Democratic Republic of the Congo, Gabon, Gambia, Ghana, Guinea, Guinea-Bissau, Liberia, Mali, Mauritania, Niger, Nigeria, Sao Tome and Principe, Senegal, Sierra Leone and Togo.

The Agricultural Technologies and Innovations for Increasing the Resilience of Production Systems and Family Farms in West and Central Africa (TARSPRO Phase II) project, funded by the Swiss Agency for Development and Cooperation (SDC) and implemented by CORAF, is part of the regional priorities for agricultural transformation, in particular those supported by the ECOWAS Agricultural Policy (ECOWAP) and the National Agricultural Investment Programmes (NAIP) of partner countries.

In a context marked by increased pressure on agricultural production systems, linked to climate variability, degradation of natural resources, as well as economic and security shocks, family farms continue to face low levels of productivity and persistent vulnerability. In addition, although many proven agricultural technologies and innovations (T&I) are available within national agricultural research systems and technical partners, their level of adoption remains limited, due to constraints related to access to information, advisory services, financing, as well as markets.

In this perspective, TARSPRO Phase II aims to promote a massive, inclusive and sustainable scaling up of T&I, through a systemic approach combining: (i) the strengthening of innovation platforms and multi-stakeholder consultation frameworks, (ii) the development of strategic partnerships with private operators, (iii) the improvement of access to agricultural services (financing, insurance, advice), and (iv) the integration of cross-cutting dimensions, including gender, youth, nutrition and climate resilience.

The project thus aims to contribute to measurable results, including: (i) an increase in the adoption rate of T&I to reach at least 60%, (ii) an increase in the number of active users of agricultural technologies and innovations to 975,000 beneficiaries, of which at least 40% are women and 60% are youth, and (iii) an improvement in the yields of family farms by at least 30%.

In this context, the implementation of a robust monitoring and evaluation system is a strategic requirement to ensure the effective management of the project, accountability to technical and financial partners, as well as the capitalization of the knowledge produced. However, at the start of

Phase II, the baselines of the main indicators of the logical framework are not yet established in a harmonized manner at the level of the countries of intervention (Benin, Burkina Faso, Mali, Niger and Chad), which limits the project's ability to measure progress and document its effects in a rigorous manner.

Carrying out a baseline study is therefore a critical step. It will not only establish the initial values of the project's indicators, but also generate disaggregated and comparable data between countries, better characterize production systems and beneficiary profiles, and identify structural constraints and opportunities for T&I adoption. In addition, this study will contribute to feeding CORAF's knowledge management system, providing empirical evidence useful for the strategic orientation of the project and the dissemination of good practices at the regional level.

The results of the baseline study will thus constitute a fundamental basis for monitoring performance, evaluating the effects and impacts of the project, as well as for the continuous adjustment of implementation strategies, in a logic of learning and continuous improvement. This is what justifies the present call for applications for the recruitment of a consultant to carry out this study in the five countries of intervention of the project.

It is in this context that CORAF is looking for a group of consultants to conduct a baseline study of the TARSP II project.

The Executive Director of CORAF invites groups of consultants meeting the qualification criteria, to express their interest in this call by providing information indicating that they are qualified to perform such services (Understanding of the terms of reference, methodology, references for the execution of similar contracts in the last 5 years, CVs of the proposed key experts, diplomas and certificates of work, etc.).

The shortlist of groups of consultants will be established according to the rules contained in the CORAF Manual of Administrative, Financial and Accounting Procedures for the selection of Consultants according to the Selection Based on a Specified Budget (SFBD) method. A request for proposals will be sent to the selected groups of consultants for consultation.

Eligible interested groups of consultants may obtain additional information from the CORAF Executive Secretariat via [a.tchango@coraf.org](mailto:a.tchango@coraf.org) and copy to [procurement@coraf.org](mailto:procurement@coraf.org).

Applications must be submitted by email to the following address: [procurement@coraf.org](mailto:procurement@coraf.org) no later than **25 May 2026 at 17:00 GMT**.

**Dr Moumini SAVADOGO**  
**Executive Director**

# TERMS OF REFERENCES

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## **Recruitment of a group of consultants to carry out a baseline study of the TARSPro Phase II Project**

**Countries:** Benin, Burkina Faso, Mali, Niger, Chad

### **1. Background and Rationale**

The Agricultural Technologies and Innovations for Increasing the Resilience of Production Systems and Family Farms in West and Central Africa (**TARSPro Phase II**) project, funded by the Swiss Agency for Development and Cooperation (SDC) and implemented by CORAF, is part of the regional priorities for agricultural transformation, in particular those supported by the ECOWAS Agricultural Policy (ECOWAP) and the National Agricultural Investment Programmes (NAIP) of partner countries.

In a context marked by increased pressure on agricultural production systems, linked to climate variability, degradation of natural resources, as well as economic and security shocks, family farms continue to face low levels of productivity and persistent vulnerability. In addition, although many proven agricultural technologies and innovations (T&I) are available within national agricultural research systems and technical partners, their level of adoption remains limited, due to constraints related to access to information, advisory services, financing, as well as markets.

In this perspective, TARSPro Phase II aims to promote a massive, inclusive and sustainable scaling up of T&I, through a systemic approach combining: (i) the strengthening of innovation platforms and multi-stakeholder consultation frameworks, (ii) the development of strategic partnerships with private operators, (iii) the improvement of access to agricultural services (financing, insurance, advice), and (iv) the integration of cross-cutting dimensions, including gender, youth, nutrition and climate resilience.

The project thus aims to contribute to measurable results, including: (i) an increase in the adoption rate of T&I to at least 60%, (ii) an increase in the number of active users of agricultural technologies and innovations

975,000 beneficiaries, of which at least 40% are women and 60% are youth, and (iii) improved yields on family farms by at least 30%.

In this context, the implementation of a robust monitoring and evaluation system is a strategic requirement to ensure the effective management of the project, accountability to technical and financial partners, as well as the capitalization of the knowledge produced. However, at the start of Phase II, the baselines of the main indicators of the logical framework are not yet established in a harmonized manner at the level of the countries of intervention (Benin, Burkina Faso, Mali, Niger and Chad), which limits the project's ability to measure progress and document its effects in a rigorous manner.

Carrying out a baseline study is therefore a critical step. It will not only establish the initial values of the project's indicators, but also generate disaggregated and comparable data between countries, better characterize production systems and beneficiary profiles, and identify structural constraints and opportunities for T&I adoption. In addition, this study will contribute to feeding CORAF's knowledge management system, providing empirical evidence useful for the strategic orientation of the project and the dissemination of good practices at the regional level.

The results of the baseline study will thus constitute a fundamental basis for monitoring performance, evaluating the effects and impacts of the project, as well as for the continuous adjustment of implementation strategies, in a logic of learning and continuous improvement.

This is what justifies the present call for applications for the recruitment of a consultant to carry out this study in the five countries of intervention of the project.

## **2. Objectives of the study**

### **❖ General objective**

This study aims to determine the reference values of the key indicators of the TARSP Phase II project in the countries of intervention.

### **❖ Specific objectives**

More specifically, these are:

- Determine the initial values of the indicators of the project's logical framework;
- Analyze the current level of adoption of agricultural technologies and innovations;
- Identify the constraints of access, use and dissemination of T&I;
- Propose a methodological system for the monitoring of indicators;
- Produce a reliable and actionable database for the M&E system;
- Analyze the economic profitability of the production systems and technologies promoted;
- Assess the costs of accessing and using T&I for family farms;
- Measure the income levels of family farms;
- Analyze producers' access to financial services (credit, insurance);

- Establish benchmarks on the economic performance of farms.

**NB:** Integrate the **gender, climate and nutrition** dimensions into the various analyses

### 3. Expected results

- A methodology validated by CORAF and stakeholders;
- Reliable, disaggregated and representative data;
- A complete, documented and usable database;
- An in-depth analysis of the project's indicators;
- Revenue and productivity analysis:
  - ✓ *Average agricultural income per household*
  - ✓ *Revenue by sector*
  - ✓ *Average yield by crop/activity*
  - ✓ *Production Value*
- A cost-effectiveness analysis:
  - ✓ *cost of production by speculation;*
  - ✓ *gross margin;*
  - ✓ *Benefit/Cost Ratio (B/C);*
  - ✓ *T&I profitability (comparison of adopters and non-adopters)*
- An analysis of access to finance:
  - ✓ *% producers with access to credit;*
  - ✓ *average amount of agricultural credit;*
  - ✓ *Access to agricultural insurance*
  - ✓ *Constraints in accessing finance*
- An analysis of the T&I market access:
  - ✓ *% marketed production;*
  - ✓ *average selling price;*
  - ✓ *types of marketing channels;*
- An analysis of economic inclusion:
  - ✓ *Women's income*
  - ✓ *Youth income*
  - ✓ *Differentiated access to economic resources*
- Cost of production per speculation
- A reference report validated at the regional level.

#### 4. Expected methodology

The group of consultants will have to propose a rigorous methodological approach including:

##### 4.1 General Approach

- Mixed approach : quantitative and qualitative,
- Systematic triangulation of data sources.

##### 4.2 Mandatory Requirements (Elimination Criteria)

Any methodology must imperatively include:

- A **detailed and justified sampling plan**, including:
  - ✓ Sample size by country,
  - ✓ Method of draw,
  - ✓ Level of representativeness.

NB: *Any submission that does not present these elements will be rejected.*

- A clear description of the **multi-country collection system**, including:
  - ✓ Organization of national teams,
  - ✓ Regional Oversight Mechanism,
  - ✓ Development of a harmonized questionnaire for countries.
- A **data quality assurance system**, including:
  - ✓ Training of investigators,
  - ✓ Field control,
  - ✓ Back-checks,
  - ✓ Validation procedures.

##### 4.3 Definition of statistical units and articulation with sampling

In order to ensure consistency of analysis and comparability of results across countries, the group of consultants will need to clarify and justify the choice of statistical units for each component of the study. This definition directly determines the sample size, the method of selection and the weightings to be applied. The following units will be distinguished:

- **Agricultural household** : basic socio-economic unit for demographic characteristics, income, consumption and access to services;
- **Farm** : production unit for surface areas, yields, cultivation practices, adoption of T&I and production costs;
- **Individual (within the household)**: for analyses disaggregated by sex, age and status, including economic inclusion, decision-making and nutrition.

The relationship between these units will have to be explained in the sampling note, in particular to determine whether the surveys cover the three levels or whether certain modules are administered to specific sub-samples.

#### **4.4 Quantitative Data Collection**

- Surveys of family farms,
- Statistically representative sampling in each country,
- Mandatory data disaggregation:
  - ✓ Gender
  - ✓ Youth
  - ✓ Agro-ecological zones
  - ✓ Types of technologies
  - ✓ Types of Operations

The mandatory economic variables to be collected as part of this study:

- Detailed production costs
- Volumes produced and sold
- Sale price
- Farm and non-farm income
- Access to credit
- Access to inputs
- Level of investment

#### **4.5 Qualitative collection**

- Semi-structured interviews
- Focus groups
- Case Studies

#### **4.6 Collection Tools**

- Mandatory use of digital tools (KoboCollect),
- Setting up automatic checks (consistency, outliers).

#### **4.7 Specific analyses**

- Gender and social inclusion analysis;
- Climate risk analysis;
- Nutritional analysis related to production systems;

#### **4.8 Data management and quality (mandatory requirement)**

The consultant will:

- Provide a **cleaned and documented database**;
- Describe data cleaning procedures ;

- Provide a dictionary of variables;
- Guarantee data traceability;

**N.B:** *The data must be delivered in usable formats: **Excel**.*

#### **4.9 Economic Analysis (Mandatory)**

The consultant will have to integrate a structured economic analysis including:

- **Cost-benefit analysis**
  - ✓ Calculating margins by activity
  - ✓ T&I vs. Traditional Practices
- **Value Chain Analysis**
  - ✓ Identification of margins by player
  - ✓ Analysis of economic constraints
- **Affordability Analysis**
  - ✓ Producers' investment capacity
  - ✓ Financing needs
- **Economic typology of holdings**
  - ✓ Segmentation (small, medium, emerging)
  - ✓ Level of commercialization

#### **4.10 Validation**

The report will be validated during a regional workshop.

#### **5. Area of intervention**

This study will take place in the five countries where TARSPro operates: Benin, Burkina Faso, Mali, Niger and Chad.

#### **6. Deliverables and timeline**

During the conduct of the study, the various deliverables expected from the consultant and their timeline are recorded in the following table:

Deliverable	Deadline	Observation
<b>Start-up report</b>	D+7	<b>J:</b> represents the date of signature of the contract between CORAF and the consultant
<b>Validated tools</b>	D+10	
<b>Interim Report</b>	D+30	
<b>Atelier validation</b>	D+35	
<b>Final Report + Basis</b>	D+40	
<ul style="list-style-type: none"> <li>➤ Actionable economic database</li> <li>➤ Profitability tables by sector</li> <li>➤ Economic profiles of farms</li> </ul>		

## 7. Organization of the mission

The consulting group will work closely with:

- The Regional Project Unit (CORAF);
- The national teams (INRAB, INERA, IER, INRAN, ITRAD);
- Business operators.

## 8. Consultant Profile

The **Lead Consultant** must constitute a group of qualified consultants available to carry out the assignment in a suitable manner.

The consultants proposed in the study countries (Benin, Burkina Faso, Mali, Niger, Chad) must have a good knowledge of the country's agricultural sector and the mechanisms for scaling up agricultural technologies and innovations, a good practical experience on conducting baseline and endline data collection.

The group of consultants to carry out the mission will include:

- **A Senior Consultant, Head of Mission.**
- **And at least one qualified consultant in each country of the study.**

### The Principal Consultant or Head of Mission will have:

#### Qualifications

- Master's or PhD in Economics, Agricultural Economics, Public Policy Evaluation, Statistics or related field.

#### Experience

- Minimum 10 years of experience in agricultural studies,
- Proven experience in multi-country baseline studies,
- Proven experience in monitoring and evaluation,

- Experience in cost-benefit analysis,
- Experience in value chain studies,
- Experience in West and Central Africa.

### **Key Competencies**

- Sampling design,
- Advanced statistical analysis,
- Gender/climate/nutrition integration,
- Coordination of multi-country field teams.

## **Other qualified consultants in the study countries will have:**

### **Qualifications**

- Master's degree in Economics, Agricultural Economics, Public Policy Evaluation, Statistics or related field.

### **Experience**

- Minimum 5 years of experience in agricultural studies,
- Proven experience in multi-country baseline studies,
- Proven experience in monitoring and evaluation,
- Experience in cost-benefit analysis,
- Experience in value chain studies,
- Experience in West and Central Africa.

### **Key Competencies**

- Sampling design,
- Advanced statistical analysis,
- Gender/climate/nutrition integration,
- Coordination of multi-country field teams.

## **9. Duration and budget**

- **Duration:** 40 days of fees (*i.e. 8 weeks without Saturday or Sunday*).
- **Budget:** 20,000,000 FCFA

In relation to the study budget, the lead consultant will be expected to demonstrate the ability to mobilize national teams to optimize costs.

## **10. Data ownership**

All data collected as part of this mission is the exclusive property of CORAF. The consulting group may not use it without prior authorization.

## 11. Submission Terms

Applications should include:

- A complete methodology including the sampling plan;
- A detailed timetable;
- CVs of key experts;
- References from similar missions.

## 12. Deadline for submission of tenders

Applications will be received electronically in PDF format at the following address: [procurement@coraf.org](mailto:procurement@coraf.org) with a copy at [a.tchango@coraf.org](mailto:a.tchango@coraf.org) no later than **May 25, 2026**. Any bids submitted outside of this period will not be considered.

### **FRAUD, CORRUPTION, CONFLICTS OF INTEREST, EXPLOITATION, SEXUAL ABUSE AND SEXUAL HARASSMENT**

**Fraud, corruption:** bidders, suppliers, contractors and their subcontractors must observe the strictest rules of professional ethics when awarding and performing contracts. In particular, they must avoid any act of corruption and any fraudulent, collusive, coercive or obstructive maneuvers with the aim of awarding or obtaining a contract awarded by CORAF. Any deviant behavior will be subject to appropriate sanctions (cancellation of the contract, exclusion from future contracts awarded by CORAF, dismissal of CORAF staff guilty of these acts).

**Conflicts of interest:** CORAF's rules require that any company that participates in a procurement procedure must not be in a situation of conflicts of interest. Two scenarios can be envisaged:

- The enterprise provides goods, works or services (other than consulting services) that follow or are directly related to consulting services for the preparation or execution of a project that it has provided or that an affiliated company has provided;
- The company (including its staff) has a close business or family relationship with a member of CORAF's staff: i) who is directly or indirectly involved in the preparation of the tender documents or contract specifications, and/or in the evaluation process for the said contract; or (ii) who may be involved in the performance or supervision of the same contract.

The term "**Sexual Exploitation and Abuse (SEA)**" includes the following meanings:

- "**Sexual Exploitation**" (SE), defined as abusing or attempting to abuse a state of vulnerability, differential power, or trust for sexual purposes, including, but not limited to, profiting monetarily, socially, or politically from the sexual exploitation of another person;
- "**Sexual Abuse**" (SA), defined as any physical intrusion or threat of physical intrusion of a sexual nature, either by force or under unequal conditions or by coercion;
- "**Sexual Harassment**" (HS) is defined as any unwelcome sexual advance, request for sexual favours or any other verbal or physical behaviour with sexual connotations by Contractor's personnel towards other Contractor's or Owner's personnel;

Any company that is found to be in a situation of conflict of interest or exploitation, abuse or sexual harassment will not be able to obtain a contract from CORAF.

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