

INTERNATIONAL INSTITUTE OF TROPICAL AGRICULTURE (IITA)
TECHNOLOGIES FOR AFRICAN AGRICULTURAL TRANSFORMATION (TAAT) PHASE II/
ADDENDUM GERMANY FUND

TAAT PROGRAM MANAGEMENT UNIT (PMU)

REQUEST FOR EXPRESSIONS OF INTEREST

CONSULTANCY SERVICES

SECTOR: Agriculture

CONSULTANCY SERVICES: Selection of a Consulting Firm for Youth Agribusiness Training, Mentorship and Business Development Support

TAAT II: Financing Agreement reference: 5900155019276

Project ID. P-Z1-AA0-139

This request for expression of interest (REOI) follows the General Procurement Notice for this Project that appeared on the African Development Bank Group's Internet Website(www.afdb.org) 12th August 2022.

International Institute of Tropical Agriculture (IITA) is implementing the Technologies for African Agricultural Transformation (TAAT) Program phase II, financed through a grant from the African Development Bank as administrators of funds under the TAAT II Addendum. IITA intends to apply part of the proceeds of the grant to facilitate payment for the Selection of Firm for Youth Agribusiness training, curriculum development, mentorship, business plan preparation, and enterprise development in collaboration with project partners.

IITA and the Ministry of Agriculture and Animal Resources (MINAGRI)- Rwanda, seeks to strengthen Rwanda's seed sector through a market-driven and private sector-led approach by supporting youth agripreneurs establish profitable enterprises engaged in certified maize seed production and basic seed potato multiplication by fostering partnerships with anchor seed companies, Farmer Service Centers (FSCs), financial institutions, and other stakeholders. While technical support for seed production will be provided by anchor seed companies, there is also a need to strengthen the entrepreneurial, financial management, and business development capacities of youth enterprises to ensure their long-term sustainability.

To achieve this, IITA in collaboration with the Ministry of Agriculture and Animal Resources (MINAGRI)- Rwanda, intends to engage a qualified consulting firm to deliver structured agribusiness training, entrepreneurship learning, mentorship, and business development support, enabling youth groups to develop bankable business plans, access financing, manage loans responsibly, and operate sustainable agribusiness enterprises.

The consulting firm is expected to carry out the assignment in accordance with the Terms of Reference (ToR) specified in ***Appendix 1 below***. Among others, the consulting firm will deliver agribusiness training and capacity-building services to youth groups through a combination of in-person workshops, learning, mentorship, and business development support. Key areas of focus will include entrepreneurship, agribusiness management, financial literacy, marketing, value chain development, governance, leadership, and risk management. The provider will also develop and deliver training modules, webinars, mentoring sessions, and digital learning resources to ensure continuous learning throughout the project period.

IITA now invites eligible consulting firms to submit their Expression of Interest (EOI), including detailed information. Interested firms must be legally registered entities with a minimum year of incorporation of five (5) years, with demonstrated experience in entrepreneurship development, agribusiness training, youth enterprise development, and business incubation. Firms should have the capacity to deliver both in-person and training programs, possess qualified personnel with expertise in agribusiness and enterprise development, and demonstrate experience working with financial institutions and enterprise financing initiatives. Strong organizational capacity and a proven track record of implementing similar assignments are also required. The assignment shall be for one (1) year and half, renewable, subject to satisfactory performance and project requirements.

Eligibility criteria, establishment of the short-list and the selection procedure (***Quality and Cost Based Selection***) shall be in accordance with the African Development Bank's Procurement policy framework, October 2015, which is available on the Bank's website at <https://www.afdb.org/en/projects-and-operations/procurement/new-procurement-policy>

Interested consultants may obtain further information at the address below during office hours from 08:00-16:30

Expressions of interest should be delivered to the emails below on or before **Monday 12th October 2026** at 16:30 pm. Any proposal received after the closing date shall be rejected.

Attn: **Zozo Rachel**

Interim TAAT Program Coordinator | Program Management Unit

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Appendix 1: Terms of Reference (TOR)



TERMS OF REFERENCE FOR SELECTION OF A CONSULTING FIRM FOR YOUTH AGRIBUSINESS TRAINING, MENTORSHIP, AND BUSINESS DEVELOPMENT SUPPORT- (IITA, RWANDA & MINISTRY OF AGRICULTURE & ANIMAL RESOURCES (MINAGRI), RWANDA)

TAAT II Addendum :

Project Code : P-Z1-AA0-139

Instrument number (s): 5900155019276

Sector: Agriculture

1. BACKGROUND

The International Institute of Tropical Agriculture (IITA), a member of CGIAR, is a not-for-profit research organization dedicated to developing and promoting agricultural innovations that address Africa's most pressing challenges, including hunger, malnutrition, poverty, and natural resource degradation. Through its collaboration with governments, development partners, research institutions, and the private sector, IITA works to improve livelihoods, strengthen food and nutrition security, create employment opportunities, and promote sustainable agricultural development across sub-Saharan Africa. Under the African Development Bank (AfDB)-funded Technologies for African Agricultural Transformation (TAAT) Program, IITA is implementing interventions to accelerate the adoption of proven agricultural technologies, with a strong focus on strengthening seed systems to increase the availability and accessibility of certified seeds of improved, climate-resilient crop varieties.

As part of the TAAT Program, IITA is implementing the project "Building a Sustainable Private Sector-Led Seed Sector in Rwanda's Food Basket Sites," which seeks to strengthen Rwanda's seed sector through a market-driven and private sector-led approach. The project supports youth agripreneurs establish profitable enterprises engaged in certified maize seed production and basic seed potato multiplication by fostering partnerships with anchor seed companies, Farmer Service Centers (FSCs), financial institutions, and other stakeholders. While technical support for seed production will be provided by anchor seed companies, there is also a need to strengthen the entrepreneurial, financial management, and business development capacities of youth enterprises to ensure their long-term sustainability. To achieve this, IITA intends to engage a qualified service provider to deliver structured agribusiness training, entrepreneurship learning, mentorship, and business development support, enabling youth groups to develop bankable

business plans, access financing, manage loans responsibly, and operate sustainable agribusiness enterprises.

Within the TAAT ecosystem, IITA Rwanda, in collaboration with the Ministry of Agriculture and Animal Resources (MINAGRI)- Rwanda, intends to engage a consulting firm to deliver structured agribusiness training, entrepreneurship learning, mentorship, and business development support, enabling youth groups to develop bankable business plans, access financing, manage loans responsibly, and operate sustainable agribusiness enterprises.

2. SCOPE OF THE ASSIGNMENT

The consulting firm will deliver agribusiness training and capacity-building services to youth groups through a combination of in-person workshops, learning, mentorship, and business development support. Key areas of focus will include entrepreneurship, agribusiness management, financial literacy, marketing, value chain development, governance, leadership, and risk management. The provider will also develop and deliver training modules, webinars, mentoring sessions, and digital learning resources to ensure continuous learning throughout the project period.

In addition, the consulting firm will support youth groups in developing bankable agribusiness business plans by conducting market and financial analyses, designing investment and financing strategies, and strengthening enterprise viability. Continuous mentorship and coaching will be provided through advisory services, performance monitoring, and support in addressing operational and management challenges. The provider will further assist youth groups in establishing sound financial management systems, improving record-keeping practices, promoting responsible loan utilization and repayment, and facilitating engagement with financial institutions when required.

3. OBJECTIVES OF THE ASSIGNMENT

The overall objective of this assignment is to strengthen the entrepreneurial and business management capacity of youth groups participating in seed production enterprises supported by the project.

SPECIFIC OBJECTIVES INCLUDE:

i	Organize and facilitate workshops to train youth in agribusiness and entrepreneurship
ii	Deliver continuous entrepreneurship training programs for youth participants.
iii	Support youth groups in the development of viable and bankable agribusiness business plans.
iv	Provide mentorship and coaching to youth entrepreneurs throughout the project implementation period.
v	Strengthen the financial management and governance capacity of youth enterprises.
vi	Support youth groups in loan management and recovery mechanisms where financing is provided.
vii	Facilitate the sustainability and profitability of youth-led agribusiness enterprises.

4. ROLES AND RESPONSIBILITIES

The consulting firm will be responsible for:

a	Organizing and delivering agribusiness and entrepreneurship training programs for youth groups.
b	Developing and implementing learning and entrepreneurship training initiatives.
c	Building the capacity of youth groups in financial literacy, marketing, and enterprise management.
d	Supporting the development and refinement of bankable agribusiness business plans.
e	Providing continuous mentorship, coaching, and advisory services to youth enterprises.
f	Monitoring the performance of youth businesses and recommending improvement measures.
g	Supporting the establishment of sound financial management and record-keeping practices.
h	Promoting responsible loan utilization and repayment among youth enterprises.
i	Preparing and submitting periodic reports on training, mentorship, and enterprise development activities.
j	Participating in coordination meetings with the project coordination team and relevant partners
k	Collaborating with project stakeholders to ensure effective implementation and achievement of project objectives.

5. REQUIREMENTS

The consulting firm must be legally registered entities, with a minimum year of incorporation of five (5) years. The firm must also provide demonstrated experience in entrepreneurship development, agribusiness training, youth enterprise development, and business incubation. Firms should have the capacity to deliver both in-person and training programs, possess qualified personnel with expertise in agribusiness and enterprise development, and demonstrate experience working with financial institutions and enterprise financing initiatives. Strong organizational capacity and a proven track record of implementing similar assignments are also required.

6. EXPECTED DELIVERABLES AND KEY PERFORMANCE INDICATORS (KPIs)

The selected consulting firm will be expected to deliver the following:

- A comprehensive agribusiness training curriculum
- Organization and facilitation of agribusiness workshops
- Entrepreneurship training modules accessible to youth participants
- Bankable business plans developed by youth groups
- Continuous mentorship and advisory support
- Financial literacy and loan management training
- Periodic progress and performance reports (on quarterly basis)
- Documentation of lessons learned and best practices

7. KEY PERFORMANCE INDICATORS (KPIs)

The initiative focuses on designing the financial product and training 135 youths. The performance of the service provider will be assessed using the following indicators:

- Number of youths trained in agribusiness and entrepreneurship
- Number of agribusiness workshops conducted
- Number of youth enterprises supported to develop business plans
- Percentage of youth enterprises with viable business plans
- Number of mentorship sessions delivered
- Improvement in financial management practices among youth enterprises
- Loan repayment performance of supported youth groups
- Satisfaction of youth participants with training and mentorship services

Deliverables	Timeline
A comprehensive agribusiness training curriculum	November, 2026
Organization and facilitation of agribusiness workshops	November - December 2026
Entrepreneurship training modules are accessible to youth participants	November, 2026
Bankable business plans developed by youth groups	November-December, 2026
Continuous mentorship and advisory support	November - April 2028
Financial literacy and loan management training	November - April 2028
Periodic progress and performance reports (on quarterly basis)	November - April 2028
Documentation of lessons learned and best practices	November - April 2028

8. PROJECT MANAGEMENT & COORDINATION

The consulting firm will operate under the technical supervision of the Seed System Specialist.

The consulting firm will also work closely with:

- Anchor Seed Companies supporting youth seed production
- Farmer Service Centers (FSCs) providing extension services
- Financial institutions supporting youth enterprise financing
- Government agencies responsible for agricultural development
- Project implementation partners

Regular coordination meetings will be organized to review progress, address implementation challenges, and ensure alignment with project objectives.

9. DURATION

The selected consulting firm will be contracted for a period aligned with the project implementation timeline, approximately one year and a half, renewable, subject to satisfactory performance and project requirements.

10. EVALUATION CRITERIA AND SCORING GUIDE

Expression of Interest (EOI) will be assessed against the following criteria:

Criteria	Points	Scores/Scoring Guide
The consulting firm must be legally registered entities, with a minimum year of incorporation of five (5) years	15	Yes= 15pts No=0 pt
Relevant experience in entrepreneurship development, youth enterprise development and business incubation	35	Experience in entrepreneurship development= 15 pts . Youth enterprise development= 10 pts ; Business incubation= 10pts
Relevant experience in agribusiness training, and demonstration of capacity to deliver both in-person and virtual training programme	30	Experience in agribusiness training = 10pts ; Demonstrated capacity to deliver both in-person = 10pts and virtual training programme= 10pts
Relevant experience working with financial institutions and enterprise financing initiatives	20	Demonstrable experience in developing bankable agribusiness business plans by conducting market and financial analyses, designing investment and financing strategies, and strengthening enterprise viability= 20pts No= 0pt
Total	100	