



Expression of Interest (EOI)

Title and Targeted Beneficiaries of the Consultancy Services

Mentor and Coach UCFA in Direct Trading and Export Marketing of Coffee

aBi Company Requesting Procurement

aBi Development Ltd

Summary of Background and Main Objectives for the Procurement

The Agricultural Business Initiative (aBi) is a multi-donor Social Enterprise jointly founded by the Governments of Denmark and Uganda in 2010 with an objective of promoting private sector agribusiness development to enhance wealth creation. The aBi consists of two entities - aBi Development and aBi Finance. The focus of aBi Development is extending matching grants and Business Development Services (BDS) to Agri-SMEs and support institutions for strengthening the competitiveness of private sector agribusinesses.

aBi Finance expands access to business finance for agricultural producers and agribusinesses by offering to Financial Institutions (FIs), financial incentives and infrastructure that make lending to the agricultural sector more attractive and less risky. In line with its mandate, aBi Development is supporting Uganda Coffee Farmers' Alliance (UCFA) to become more competitive, viable and sustainable by strengthening its business focus. aBi seeks services of a consultancy firm to mentor UCFA into market development of its members coffee and to provide management support.

The Uganda Coffee Farmers Alliance (UCFA) was incorporated in 2010 as a permanent farmer apex organization. It was established through a 5-year project that began in 2005 in the districts of Mityana and Mubende. UCFA aims to achieve improved livelihoods of coffee farmers in Uganda through provision of efficient and innovative support services that enhance business case for coffee production. The support services include access to inputs, finance, value addition and marketing.

UCFA membership consists of 84 Cooperatives that started as Depot Committees with about 50,000 coffee growing households in 4 coffee growing sub regions of Uganda. Leaders from these 84 Cooperatives constitute UCFA General Assembly, which elects a Board of Directors. The Board in turn recruits and supervises a management team that is headed by an Executive Manager. UCFA also has an Advisory Board made up of coffee industry experts and representatives from government and development agencies.

The purpose of this assignment is to offer mentorship and technical assistance to UCFA secretariat and participate in direct trading and export marketing of coffee to niche markets.



Specific Goals and Objectives for the assignment

The purpose of this assignment is to offer mentorship and technical assistance to UCFA secretariat and participate in direct trading and export marketing of coffee to niche markets.

The project objectives are to:

- i. Establish 2 profitable and viable regional value addition and processing centers in 2 coffee growing agro ecological zones that are owned and professionally managed by farmer organizations.
- ii. Establish direct trading of branded coffee from Uganda to specialty and niche markets.
- iii. Provide ToTs in Good Agronomic Practices (GAPs), Post-Harvest Handling (PHH), Farming as a Business (FaaB) and Financial inclusion.
- iv. Offer institutional capacity building of 50 Depot Committees (DCs) under this project that are currently transitioning into primary cooperative societies and Regional centers

Key experts and required expertise Team Leader and Associate Consultants

The Consultant must demonstrate:

- i) Experience in mentoring coffee organizations into marketing to the export markets.
- ii) Experience in linking organizations to appropriate financing.
- iii) Experience in promoting business joint ventures between firms and final buyers/importers/roasters of coffee that provide further value addition opportunities.
- iv) Experience in working with coffee organizations and in financial management

7.1 Required qualification

- i. Post-graduate training and experience in any of the following areas: Business Administration, International Business, Value Chain Development will be an added advantage.
- ii. At least 10 years of conducting related assignments and demonstrated capacity to work within stipulated deadlines.
- iii. Strong analytical and reporting skills.
- iv. Good knowledge of the coffee export markets.



Submission of EOI

Soft copy of EOI should be sent to procurement@abi.co.ug or a sealed hard copy clearly marked: "Expression of Interest to Clean Technology Fund", delivered at the aBi offices, Umoja House 2nd floor, Plot 20 Nakasero Road, Kampala by 19th September 2019, before 12:00 pm.

EOI Submission Format:

Please fill in the following template:

1.	Cover letter: Please outline your company (or Individual) profile indicating relevant sector, experience, key competencies related to the assignment, and key qualified staff on proposed team:
2.	Bio summaries of key staff:
(a)	Documentation Specialists:
(b)	Data analysis expert
3.	CVs: detailed CVs below for the experts :
4.	Experience in similar assignment from reputable firms /companies with reference letters and recommendations. Any relevant certification is an added advantage
5	Team's availability: please confirm availability of your team for the assignment

PLEASE NOTE:

Notification of applicants and Submission of Full Proposals:

The results of the bid will be communicated to applicants not later than two weeks after the deadline for submission.

After the evaluation of EOIs, successful finalists will be invited with full TORs to submit full proposals.