

Consultancy for Capacity Building Training on Value Chain Upgrades and Value Addition for RURALSS Project Staff REQUEST FOR PROPOSAL (RFP)

Project: RURALSS – Resilient Agricultural and Livelihood Systems for South Sudan

Location: Torit (Eastern Equatoria State) with field excursions

Duration: 1 days

Expected Start Date: 8th December, 2025

Reporting to: RURALSS Chief of Party, AVSI Foundation – South Sudan

1. Background

AVSI Foundation is an international non-profit organization established in 1972, committed to promoting human dignity through sustainable development initiatives. In South Sudan, AVSI supports community resilience by strengthening livelihoods, nutrition, education, and health systems.

The AVSI Foundation in South Sudan is implementing a project titled “Rural Upgrade of Resilience of Agribusinesses and Livelihoods in South Sudan (RURALSS)”, funded by the Embassy of the Kingdom of the Netherlands. The RURALSS Project (Rural Upgrade of Resilience of Agribusinesses and Livelihood in South Sudan) aims to contribute to increased resilience of South Sudanese communities to shocks affecting their nutritional well-being and socio-economic growth. It is designed to transition **smallholder farmers (SHFs)** from subsistence agriculture to market-driven farming.

It focusses to improve access to **nutrient-rich foods**, enhance **household nutrition**, and increase **farm incomes** through integrated agricultural and livelihood support interventions.

1.2. Project Specific Objectives

- **SO1:** Enhance availability of nutrient-rich food by reducing post-harvest losses among 4,800 SHFs.
- **SO2:** Improve household nutrition through safer, prolonged food storage.
- **SO3:** Increase income from agriculture through improved produce quality and access to high-value markets.



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Approved

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12/11/2025





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To realize this goal, AVSI seeks the services of a qualified **consultant or consulting firm** to design and conduct a **comprehensive 6-day training on Agriculture Value Chain development and Value Addition** for **65 RURALSS project staff** in **Torit Municipality, Eastern Equatoria State**.

The training will build staff capacity to cascade practical knowledge and skills in agricultural value chain upgrading and value addition to smallholder farmers, agribusinesses, cooperatives, and value chain actors across project locations.

2.0. Purpose of the Assignment

The purpose of the consultancy is to **develop and deliver a hands-on, practical training program** to equip AVSI RURALSS project staff with technical and business skills in **Agricultural Value Chains (AVC) upgrading and value addition**, enabling them to facilitate sustainable agribusiness development and market competitiveness among beneficiaries.

2.1. Objectives of the Consultancy

2.2. Overall Objective

To enhance the capacity of RURALSS project staff in facilitating value addition and value Chain upgrading processes for increased income, product competitiveness, and resilience of smallholder farmers

2.3. Specific Objectives

1. To build the technical and conceptual capacity of 45 project staff in designing and implementing agribusiness value chain upgrade activities.
2. To enhance participants' skills in processing, product diversification, and quality assurance in selected commodities (vegetables, honey, and milk).
3. To strengthen participants' ability to train and support cooperatives, processors and smallholder farmers in value addition and entrepreneurship.
4. To improve understanding of market access strategies, product branding, packaging, and certification processes.

3.0. Scope of Work

The consultant/firm will be responsible for the following key tasks:

3.1. Preparation and Training Design

- ✓ Develop a **detailed training curriculum and facilitation plan** aligned to the RURALSS project objectives and contextual agricultural development priorities.
- ✓ Prepare training modules and materials, including manuals, presentations, and case studies, covering:



- Concepts and principles of value addition and value chain upgrading.
- Process efficiency, product differentiation, and quality control.
- Market mapping, pricing, and branding strategies.
- Quality standards and certification requirements and processes
- Practical demonstration on processing and packaging methods for **honey, vegetables, and milk products.**

3.2. Training Delivery

1. Facilitate **four (4) days** of participatory and practical training sessions for 45 RURALSS staff in Torit Municipality.
2. Use a mix of **lectures, group work, case studies, role plays, and field demonstrations** to ensure hands-on learning.
3. Conduct theoretic **pre- and post-training knowledge assessments** to measure learning outcomes.
4. Lead **three field-based practical sessions** on:
 - Vegetable processing and packaging
 - Honey processing and packaging
 - Milk processing and product diversification (e.g., yoghurt, ghee, cheese)

3.3. Field Demonstration

- ✓ Facilitate **three field visits** to relevant agribusiness processing sites for experiential learning.
- ✓ Demonstrate proper handling, hygiene, and equipment use in value addition.

3.4. Reporting

- ✓ Prepare and submit a **comprehensive training report**, including:
 - Summary of methodologies used
 - Participant evaluation results (pre/post-test)
 - Key lessons learned and recommendations
 - Photo documentation of training sessions

4.0 Expected Deliverables

S/N	Deliverable	Description	No days	Timeline
1	Inception Report	Detailed training plan, curriculum, methodology, and work schedule	1	Within 3 days after signing contract
2	Training Materials	Manuals, PowerPoint slides, practical guides	2	3 Before training begins
3	Training Delivery	4 days of theoretical and practical sessions + 3 field demonstrations inclusive travel	6	As per schedule
4	Evaluation Report	Pre & post-test results and participant feedback		End of training
5	Final Report	Comprehensive report summarizing content, process, and outcomes	2	Within 7 days after training

5.0 Duration and Location

- **Duration:** 11 days (Inception report, Training material organizations, 4 days training, reporting + 2 travel days)
- **Location:** Torit Municipality, Eastern Equatoria State
- **Proposed Dates:** 1st – 6th December 2025

6.0 Participants

A total of **45 RURALSS project staff** from AVSI's operational counties (Ikotos, Torit, Magwi, Cueibet, and Wulu) will attend.

Participants include technical staff in **Nutrition, FSL (Food Security and Livelihood), and Agribusiness sectors, Gender** and MEAL

7.0 Consultant Qualifications

The consultant or firm must demonstrate the following:

- Minimum of **Master's degree** in Agribusiness, Food Science and Technology, Agricultural Economics, or related field.
- At least **7 years of experience** in value addition, Agri-processing, agribusiness development, or value chain upgrading.
- Proven experience in **training or curriculum development** for capacity building in agribusiness.
- Demonstrated experience in **practical processing and product development** (especially vegetables, honey, and dairy).
- Strong communication, facilitation, and report-writing skills.
- Experience working in **fragile or post-conflict contexts** (preferably in South Sudan or East Africa).

8.0. Budget and Payment Schedule

Payment will be as agreed at contract agreement.

8.1. Payment Terms

- 30% upon approval of the inception report and training plan.
- 70% upon successful delivery of training and submission of final report accepted by AVSI.





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8.2. Logistics and Support

AVSI Foundation will:

- Provide logistical support (venue, transport arrangements, stationery, meals).
- Facilitate access to participants and relevant field sites.
- Provide any necessary project background materials.

The consultant will:

- Be responsible for training content, facilitation, and reporting.
- Bring any specialized tools, training aids, or sample equipment for demonstration.

9.0. Proposal Submission Requirements

Interested consultants or firms are invited to submit **technical and financial proposals** containing the following:

A. Technical Proposal

- Understanding of the TOR and approach to the assignment
- Proposed methodology and work plan
- Detailed training content and session outline
- Curriculum vitae (CVs) of lead trainer(s)
- Evidence of previous similar assignments (attach sample reports or client references)

B. Financial Proposal

- Detailed cost breakdown, including consultancy fees and any additional expenses (if applicable)
- All costs must be in **USD** and inclusive of applicable taxes.

9.0. Evaluation Criteria

S/N	Criteria	Weight (%)
1	Understanding of TOR and proposed methodology	30%
2	Relevant experience in Value Chain development, value addition/Agri-processing	20%
3	Experience in training facilitation and curriculum design	10%
4	Qualifications and expertise of the trainer	20%
5	Financial competitiveness and clarity	20%
	Total	100%





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10. Submission Deadline and Contact

Proposals must be submitted electronically in **PDF format** to: HR.Southsudan@avsi.org
cc: felicityvacan@avsi.org

Subject Line: “RFP – Consultancy for Training in Agricultural Value Chain Upgrades and Value Addition (RURALSS Project)”

Deadline for submission: No later than 1st December 2025, 5:00 PM (Juba time).

Only shortlisted consultants will be contacted.

11.0 Confidentiality and Ownership

All materials, reports, and data produced during this consultancy shall remain the property of AVSI Foundation.

11.1. Ethical Considerations

The consultant shall adhere to AVSI Foundation’s **Code of Conduct**, **Child Protection Policy**, and **Safeguarding Standards**. Any misconduct will lead to immediate termination of the contract.

Issued by:

AVSI Foundation South Sudan

Juba, South Sudan

Date: November 2025

