



Consultancy

Market Mapping, Value Chain Analysis, and Stakeholder Assessment – South Sudan

1. Introduction and Background

Since 2021, NEF has supported conflict, displacement, and climate change-affected communities in South Sudan to improve food security and self-sufficiency through agricultural production as well as health and wellbeing through community-led initiatives in water, sanitation, and hygiene (WASH). In Lakes State, NEF is launching a project to localise the supply chain for essential agricultural and fishing inputs. The project aims to support local production of agricultural tools for immediate markets; and support vulnerable households to procure tools for crop production.

NEF seeks a local consultant to work closely with its staff to conduct market analysis targeting 4 payams in Rumbek County, Lakes State. The analysis will present NEF with a demographic profile of households engaged in agriculture and fishing and describe the characteristics of the livelihoods of households. Specifically, the study will provide information on access to inputs, access to markets and access to finance for these populations. Further, the report will elaborate on key constraints related to access to inputs, markets and finance and conclude with practical, concrete, and holistic recommendations for market-based interventions to localize the supply chain for essential agricultural and fishing tools.

2. Audience and Use

The key audiences of the study are the Near East Foundation. The study will support targeting of project activities and strengthening understanding of local market dynamics, opportunities, and risks. Information from the assessment report (or results) will also be shared with potential funders and may also be shared with other stakeholders such as local decision makers and public policy makers.

3. Research Objectives

The assessment has several key objectives, which apply to current and potential geographic areas of NEF's work. The assessment will **analyse, describe, and provide concrete recommendations** to identify and analyse specific high-potential agricultural value chains and associated supply chains for essential agricultural and fishing tools and inputs, services, and processing in Lakes State. Specifically, the assessment will:

- Map, analyse, and prioritize high potential local and regional markets and value chains (within each of the agriculture, livestock and fishing sectors) in terms of type, size and volume of market, supply chain, access and growth barriers, and commercialization and growth potential;
- Identify community assets and concrete potential community investments that can contribute to value chain growth.
- Analyse opportunities and access barriers to inputs, markets, and finance to enable vulnerable households to better engage in priority value chains.
- Assess the existing potential and capacity of inputs vendors, traders, processors, and service providers and identify and map associated linkages with potential clients (project beneficiaries).
- Describe the demographic profile of households engaged in priority value chains with conflict and gender sensitive analysis of livelihoods at the household level.
- Assess the existing potential and capacity of financial institutions to deliver access to finance for vulnerable households engaged in priority value chains.



- Based on analysis of household constraints related to access to inputs, markets and finance, assess opportunities for market based interventions with concrete recommendations for smallholder farmers to effectively engage in priority value chains, further grow those value chains, and localise the supply chain for essential inputs, tools, processing, and services.

Further, the assessment will include stakeholder analysis focusing on:

- a. **Landscape analysis** and recommendations for synergy and unique/niche programming related to international, national and local organizations active in the targeted areas (and description of their activities and areas of collaborations and cooperation), and donor-supported projects and partners in these areas;
- b. Recommendations for potential private sector and civil society **local partners** to support: CSO capacity building, facilitation for livelihoods opportunities, complementary services, access to finance and markets, delivery of cross cutting themes (e.g., combating gender-based violence, gender quality, youth positive development, disability inclusion, protection programming), and other operational considerations;
- c. Analysis of market dynamics and potential for new or expanding **innovative partnerships**, especially with the private sector and economic operators for (1) improved market access, (2) improved delivery methods (e.g., in time of disruption, options for reaching scale, inclusivity, and peer mentorship), and (3) increased potential for sustainability and enhanced value for money (increased efficiency, cost-effectiveness).

4. Research Methodology

The methodology and research tools should elicit opportunities, constraints, risk, and recommendations for market-based interventions. Tools to be employed include, but are not limited to:

- **Desk Analysis**

The consultant will review recent documents related to the following: (1) existing market assessments in the target areas; (2) market regulatory and policies, laws and mechanisms, (3) relevant documents on market trends, where available; and (4) other relevant documents, resources, and data sources.

- **Market Mapping and Value Chain**

The consultant will provide a general map of high potential local and regional markets and value chains in terms of type, size and volume of market, supply chain, women- and youth-led businesses/trades, main access barriers, key trade organizations, and security arrangements, especially for women, youth, and PWDs.

- **Interviews with Key Informants and Focus Groups**

The consultant will interview key informants in each location. These will include mainly women and youth, aspiring entrepreneurs, membership bodies (e.g., chambers of commerce, syndicates), suppliers, wholesalers, producers, farmers, vendors, consumers, financial institutions, and other relevant market and policy actors. The consultant also will conduct at least one focus group discussion in each community involving individuals who represent the targeted demographic for project beneficiaries.



5. Final Report

The consultant will document the assignment in a final report, which will be completed in English by the final day of the assignment. The report will be written in English and submitted electronically in a MS Word document. The consultant is responsible for polishing and proofreading the final report.

The **recommendations** will be practical, concrete, and holistic, and will cover:

- a. opportunities to **address** gaps related to the three priority areas of stakeholder competencies, market and value chain opportunities, and supporting environment;
- b. be **impactful**;
- c. be **practical** and present good **value for money**;
- d. work **in partnership** with existing actors;
- e. market-informed and **market-based**;
- f. rooted into **inclusive development** programming;
- g. **protection** and risk-informed;
- h. cover **cross-cutting** themes (e.g., gender-based violence, gender quality, disability);
- i. be based on **best practices** (both local and international best practices, particularly in relation to programming in conflict, complex, and displacement programming); and
- j. be based on **innovation and sustainability**.

6. Time Schedule

The consultant shall prepare a brief inception report – outlining the proposed approach and workplan for conducting research activities for conducting the assessment. The period of consultancy should not exceed 20 working days, between the date of signature of the agreement and 30 November 2023.

7. Deliverables and Payment

The payment will be made upon receipt of invoices as 25% in advance, 50% on submission of the draft report and 25% on approval of the final report. NEF will not be responsible for any further expenses incurred by the consultant during the consultancy visits or for any loss or damage to the consultant.

Activity	Date	Payment
Submission and approval of inception report	13 October 2023	25%
First draft and 1-page summary	17 November 2023	50%
Final report submitted to and approved by NEF	30 November 2023	25%

8. Selection Criteria

Research proposals will be selected based on:

- a. Evidence of the researcher's in-depth knowledge of the sector / issue and relevant geography
- b. Previous studies and written publications in this or relevant fields: 1-3 samples must be provided
- c. Clarity of analysis and written expression
- d. Fluency in English and Arabic
- e. Skills in research methodology



- f. Access to data and information sources, including contacts within relevant private sector and government entities

9. To Apply

Please submit the following information to procurementsouthsudan@neareast.org by 01 October 2023.

1. Curriculum Vitae
2. Cover Letter, including examples of prior work, a proposed work plan, a cost proposal (detailing proposed staffing, levels of effort, and associated costs), and a company profile (if applicable)

Technical questions related to this call for proposals may be sent to procurementsouthsudan@neareast.org by 29 September 2023. Only shortlisted applicants will be contacted.

Applicants are strongly encouraged to familiarize themselves with the Near East Foundation and its affiliates by visiting the NEF website (www.neareast.org).