

# Expression of Interest (Eoi)

## Private Sector Development for Agribusiness Project

The Food Security Through Agribusiness in South Sudan Project (FSABSS) is a five-year project that runs from Mid-August 2018 to July 2023 funded by the Embassy of the Kingdom of the Netherlands (EKN) in South Sudan. The overall goal of the project is to improve food security, income, and employment of 10,000 farming households in selected counties namely Yambio, Torit and Bor. Through Making Market's Work for the Poor (M4P) approach, the project largely supports the strengthening of market functions and market players to make the local markets more inclusive and more enabling for agribusiness.

The project has planned to identify and contract **five (05) viable Private Sector in agribusiness**, mainly on **Maize, Sorghum, Groundnut, Cassava, and Vegetables sectors** that could be linked with the FSABSS project target beneficiaries in Bor South, Torit and Yambio Counties.

### The purpose of the Private Sector Development Support in the project are:

- ✓ To stimulate the Private Sector Engagement in backward and forward market linkage on selected Value Chains (Maize, Sorghum, Groundnut, Cassava, Honey, Poultry and Vegetables sectors)
- ✓ To promote a stronger and more integrated business to business (B2B) linkage between producers and private sectors in Bor, Torit and Yambio Counties
- ✓ To upscale and expand their businesses in a view of creating sustainable (long-term) markets to the SSADP-II beneficiaries in Bor, Torit and Yambio Counties

The project would like to invite Private Sector Business Firms, Organized Farmer's producer groups and Cooperatives and other Agribusinesses registered in South Sudan, to engage them as partners in a competitive basis through a grant's mechanism, supplemented by partner contributions. We are looking for an agribusiness enterprise that can demonstrate significant engagement in the afore-mentioned value chains with meaningful investment and expansion plans in Bor, Torit and Yambio. The major and potential business ideas we are looking for engagement and support are the following but not limited to this:

- ✓ Category 1: Value Addition and Processing of the afore-mentioned value chains
- ✓ Category 2: Aggregators (Buying, bulking, distributing, exporting)
- ✓ Category 3: Agro-Input dealers (Improved seed supply, Agricultural equipment suppliers, Hermetic storage technology supply (PICS, GrainPro, AtoZ...),
- ✓ Category 4: Scale up/replication of small/medium technologies and innovations to improve smallholder productivity and income.

### How to submit your Expression of Interest.

If you are interested to partner with the project, kindly submit **Your Business Idea and Plan** by email to [tendercordaidsouthsudan@cordaid.org](mailto:tendercordaidsouthsudan@cordaid.org) by no later than **5:00 PM on Friday, Feb 4<sup>th</sup>, 2022**. The subject line should read: **EOI\_PSE\_2022\_ your company name**

### Eligibility and Requirement

In the **Business Idea and Plan Proposal** include the following information in **three pages**, any submission beyond this limit will not be considered.

1. Full Information and documentation about the company (firm) to include the following:
  - a. The year established and ownership details [including the Article & Memorandum of Association/Constitution
  - b. Profile of Directors/key management with the credentials and certified copies of identification certificates,
  - c. provide reference details of the company or the firm with whom you partnered or collaborated with in the past 3 years
  - d. provide details of the authenticated physical address.

- e. Valid Registration and license to operate the company in South Sudan
  - f. Valid Registration with the Tax Regulatory
2. Short and precise description of the firm (type and size of the firm, experience on business ideas listed above, location of field activities/businesses, targets working together as an input supplier or customers,
3. Summary on your business plan
  - a. What is the business idea?
  - b. Explain how it is effective, efficient, and sustainable.
  - c. How the project can partner and support your company.
  - d. How your company create linkage with the project targets and support them.
  - e. The anticipated impact to smallholder farmers and to your company or firm.
4. Brief description and summary of the required budget on
  - a. your company contribution
  - b. how your company will utilize the grant

**Based on the submitted Business Idea Proposal, the Project Panel will assess the proposals to select Companies or firms for Private Sector Development in Agribusiness Sector and invite them through Email for 7virtual briefing on Business Plan Preparation for final assessment on Feb 17<sup>th</sup> 2022**

**Note:**

1. Business ideas that do not match the selected Value Chains (Maize, Sorghum, Groundnut, Cassava, and Vegetables sectors) or those not covering Bor, Torit and Yambio Counties will not be considered
2. The grants mechanism is not intended for large-scale capital or infrastructure investments and the grant financing mechanism will be in the ratio of 6:4 (**maximum contribution from Cordaid is 20,000 USD**). If the Private Sector does not have co-funding, then it can be linked with the financial institution such as RUFU to access loan.
3. This Call for Expression of Interest does not legally obligate CORDAID to award the grants. No commitment is made, either expressed or implied, to compensate the company or the firm (Private Sectors) for costs incurred in the preparation or submission of their Expression of Interest.
4. Companies who participated in 2020 and 2021 and won the competition are not **ALLOWED** to apply.