



CALL FOR PARTNERSHIPS

REQUEST FOR PROPOSALS

RFP No: KCIC/2025/190

Enterprise Support And Development Spoke Pillar

Client: Kenya Climate Innovation Center

Country: Kenya

Issued on: 24th March 2025



Terms of Reference (TOR)

Enterprise Support And Development Spoke Pillar

1. Background

The Kenya Climate Innovation Center (KCIC), with funding from the Mott Foundation, is implementing a Distributed Renewable Energy Ecosystem Model (DREEM) HUB and Spoke Model project in Kenya over a three years period, aimed at reducing Greenhouse gas emission that causes climate change by facilitating the increased adoption of solar energy for Productive purposes within Key agricultural value chains while enhancing community livelihood transformation through youths and women Agri solar entrepreneurship development, skill development, deploying innovative financing and enhancing market access opportunities.

The DREEM Hub operates under a Hub-and-Spoke model, where KCIC serves as the central coordinating unit (Hub), while various spoke partners provide specialized services, including access to finance, skills development, enterprise support, community impact, and research & knowledge management. The program is being implemented in **four counties (Kitui, Isiolo, Makueni, and Laikipia)** and targeting 15 dairy and horticulture farmers cooperatives/groups, with a long-term vision to expand to other counties and value chains.

2. Objective

As part of the DREEM Hub and Spoke Model, KCIC is seeking a competent partner to support the implementation of the Enterprise Support and Development Spoke Pillar, which is essential for ensuring the long-term sustainability of participants, including farmers' cooperatives, groups, and their members, beyond the program's implementation. This partnership aims to;

- provide business development services and entrepreneurship training to cooperatives/groups
- offer guidance on governance, financial management, and accountability
- facilitate policy and regulatory compliance
- enhance market readiness by preparing participants for export and investment opportunities, and support product marketing initiatives for agrisolar-based enterprises.
- Strengthen the sustainability of Farmer cooperatives/groups, positioning them for funding, partnerships, and trade opportunities



- leverage ecosystem networks in Kenya and across Africa to grant program participants access to technical support, networking opportunities, and value-added benefits.

3. Scope of Work

The partner will be responsible for the following tasks:

a) Business development support

- Conduct business diagnostics and develop tailored enterprise growth strategies.
- Design a mentorship plan to provide business advisory services to the participants and deliver structured coaching sessions tailored to participants' specific needs and challenges.
- Support cooperative formation and formalization processes.
- Provide targeted training and mentorship to strengthen Farmer cooperatives'/groups organizational capacity, focusing on leadership, governance, financial management, and accountability.
- Organize immersive bootcamps to provide focused learning, share expertise, and facilitate networking opportunities for business expansion.
- Business and strategic modeling; Assess existing business models in the dairy and horticulture sectors and support the participants develop or adapt models to enhance business sustainability and scalability

b) Ensure compliance

- Offer regular training on compliance standards, including food safety, environmental impact, pesticide handling, and customer-facing regulations such as labeling.
- Guide participants in meeting local and international quality and safety standards.
- Ensure compliance with regulatory frameworks governing Agrisolar enterprises.

c) Marketing linkages and Access

- Develop marketing strategies to enhance product accessibility while maintaining profitability.
- Identify relevant agricultural fairs and events to promote value-added products.
- Leverage digital platforms and technology to market cooperative products.



- Identify market opportunities and establish linkages.
- Promote value-added processing and branding to enhance competitiveness.
- Support cooperatives in executing product marketing initiatives.

d) investor readiness

- Develop financial literacy training programs for participants.
- Assist in accessing affordable financing and managing financial risks.
- Provide advisory services on fundraising, including grant writing and investment pitching.
- Recommend models for attracting private and public-sector investments to strengthen the dairy, horticulture, and other agricultural value chains.

e) Sustainability and Climate Resilience

- Evaluate the environmental sustainability and climate resilience of existing practices in dairy and horticulture. And, propose strategies for enhancing climate-smart practices and sustainable resource management.
- Establish knowledge-sharing networks among participants.
- Submit quarterly reports and contribute to KCIC's monitoring and evaluation framework.

4. Expected Deliverables

The partner is expected to deliver the following outputs :

- a) Gap analysis and needs assessment reports-Comprehensive assessments identifying the specific needs and challenges of each participant.
- b) Enterprise Support and Development Strategy-A detailed strategy aligned with DREEM Hub objectives, including a rollout work plan, business capacity-building training materials, and a training schedule.
- c) Quarterly progress reports-Regular updates on enterprise development activities, key milestones achieved, and outcomes.
- d) End-of-project impact assessment report-final evaluation highlighting achievements, lessons learned, and recommendations for future sustainability.

5. Duration and Location



This DREEM Hub enterprise development Spoke pillar will be implemented over a period of **18 months**, commencing on the date of signing of partnership agreement, with the possibility of extension based on performance and funding availability.

6. **Qualifications and Experience**

The ideal Spoke Partners' must meet the following criteria:

- a) A registered organization with a minimum of five years of experience in enterprise development, agribusiness support, or business incubation.
- b) Proven expertise in SME development, strengthening farmer cooperatives/groups, and delivering financial literacy training.
- c) Demonstrated ability to provide high-quality business advisory and mentorship services.
- d) Experience in supporting agrisolar entrepreneurship or engaging in the renewable energy sector.
- e) Strong technical knowledge of agrisolar technologies and their practical applications. Preferably in the dairy and horticulture value chains.

7. **Application deadline and Submission Details**

The submission for both technical and financial proposals on two different zip folders should be submitted to this official email: procurement@kenyacic.org by **4:00pm on Wednesday 16th April 2025**.

Any proposal received after the deadline will not be opened, and no amendments to the technical or financial proposals will be accepted after the deadline. Proposals submitted in contrast to the instructions given above will not be accepted by the KCIC.

All inquiries relating to the TOR shall be communicated in written form to the above-mentioned email address.

Evaluation Criteria

- Technical proposal (15-page):
 - Approach and methodology
 - 18- months Implementation plan
 - Evidence of previous relevant work/ similar tasks
 - Profiles of the key project team that would work on this project
- Financial proposal (KES).



- Provide a Budget breakdown
- Propose a payment schedule (Grant disbursement will be structured around milestone-based deliverables)

The Technical and financial proposal will be assessed based on Methodology, experience in enterprise support and development, preferably in the agricultural sectors; Expertise of the team; Strong understanding of energy nexus in agriculture value chains (dairy and horticulture) in Kenya; Cost-effectiveness of the proposed budget.