

Request for Expression of Interest (RFEOI)



RFEOI Name: Savings Groups Agent Channel Development, Training and Deployment		Ref No: 002
Location: (Nairobi, Kenya)	Correspondence Language(s): English	
Brief Summary Description of Project: This is a Request for Expression of Interest of qualified and reputable research consultancy firms, to support Mercy Corps Agrifin in an upcoming engagement. The engagement aims to develop and deploy a network of young female rural private service providers (PSPs) as a strategic channel to support the training and enrollment of rural savings groups members into aggregated risk pools (Insurance mutuals) developed in partnership with private sector actors. The development of this channel is expected to deliver gainful employment to the identified PSPs directly from their participation in an insurance mutual initiative as well as other income-generating activities supported by the channel development and management firm.		

Available from: (12thFebruary, 2025)	RFEOI Package Pickup Location: www.mercycorpsafa.org ; or Interested bidders can submit a request for the RFEOI documents to this email address agrifinprocurement@mercy Corps.org
Deadline for Offer Submission: (10th March 2025; 5 pm EAT)	Submit your EOI to: tendersmca@mercy Corps.org quoting the RFEOI Reference Number and Name in the subject line

Mercy Corps reserves the right to accept or reject any late offers

Questions and Answers (Q&A)	
If any, Submit Questions in writing to: agrifinprocurement@mercy Corps.org	
Last Day for Questions: 1 st March 2025 5 pm EAT	Questions will be answered by: 5 th March, 2025; 5 pm EAT
Questions will be answered through: www.mercycorpsafa.org or agrifinprocurement@mercy Corps.org	

TERMS OF REFERENCE

Mercy Corps Background

Mercy Corps is a leading global organization powered by the belief that a better world is possible. In disaster, in hardship, in more than 40 countries around the world, we partner to put bold solutions into action—helping people triumph over adversity and build stronger communities from within. Now, and for the future. As a global organization

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with programs in over 40 countries, we focus much of our advocacy on influencing governments, multi-lateral institutions as well as foundations and the private sector to improve relevant policies, practices and decisions in order to better help vulnerable communities lift themselves out of poverty.

Program Context

Mercy Corps works in the world's toughest places, helping communities to emerge from crisis in the face of conflict and climate change, and build towards a more inclusive, resilient future. Financial inclusion works to increase people's access to and use affordable financial services. It is not an end, but it enables people to make quick and easy payments; borrow to invest in their farms and businesses; save for the future; and insure against shocks. With the support of Remitly Foundation Grant, the Mercy Corps Agrifin Financial Inclusion Program intends to support financial inclusion initiatives to help rural women, youth, and people on the move improve and protect incomes and assets and manage risk. In doing so, we support stronger, more inclusive and resilient economic opportunities.

Purpose of Engagement

This is a Request for Expression of Interest of qualified and reputable research consultancy firms, to support Mercy Corps Agrifin in an upcoming engagement. The engagement aims to develop and deploy a network of young female rural private service providers (**PSPs**) as a strategic channel to support the training and enrollment of rural savings groups members into aggregated risk pools (Insurance mutuals) developed in partnership with private sector actors. The development of this channel is expected to deliver gainful employment to the identified PSPs directly from their participation in an insurance mutual initiative as well as other income-generating activities supported by the channel development and management firm.

Scope of Work

The contracted consultant firm will generally be expected to conduct the following key activities. After the **RFEOI**, the Request For Proposal including **final** Scope of work will be shared with potential qualified consultants.

The firm selected will work closely with Mercy Corps AgriFin staff to deliver the following scope, building on research conducted on the development of rural insurance mutual funds.

- Identification, profiling and recruitment of female PSPs with savings groups implementation experience in targeted regions as directed by Mercy Corps.
- Development and delivery of tailored training for PSPs aligned to the program needs.
- Management of PSPs including supervision and remuneration for onboarding of savings groups members into insurance mutual fund.
- Collaborating with MCA on channel strategy development for expansion of the network of PSPs across selected regions and countries.
- Supporting monitoring, evaluation and learning activities including field visits to targeted locations.

Consultancy Skills and Experience

The expected competencies and capacities:

1. Extensive experience in the areas of agriculture and ICT in the countries of focus for this program.
2. Extensive experience in financial services and digital financial services for development
3. Extensive experience working with rural savings groups and savings groups methodology.

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4. Demonstrated experience in training and capacity building for savings groups
5. Experience in managing rural sales channels.
6. Demonstrated business modeling and business strategy experience in digital financial services for development.
7. Proven expertise in working with development organizations, INGOs, NGOs, Donors, Researchers and other related institutions.
8. Demonstrated ability to successfully project manage, coordinate and manage information flow and data sharing across range of institutions.
9. Demonstrated capacity around learning output development, excellent communication skills and a proven ability to establish and maintain interpersonal and professional relationships.

RFEOI Submittals

The following information must be included in the EOI:

- Brief proposed approach and methodology of conducting the scope.
- Budget proposal
- Work plan
- Qualifications of the consultant/firm-attach CVs.
- Highlight of previous related assignments.