

# REQUEST FOR PROPOSALS (RFP)

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## ENHANCED ACCESS TO MECHANIZATION EQUIPMENT, INPUT AND OUTPUT MARKETS BY YOUTH LED MSMEs IN AGRICULTURE AND FOOD SYSTEMS IN MOZAMBIQUE

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## 1. Synopsis of the RFP

RF No.: PD/RFP 040/2025

Issue date: 18/Jun/2025

Country/geographical location:

Region	Country
Southern Africa	Mozambique

Timeline of Proposal Development:

Lot No.	Deadline	Concepts Review	Notification of successful Grant concepts	Development of Proposals	Review, Internal/External approval of Proposals	Fund Approval, Award and Inception meetings
1	28/Jul/2025	02/Aug/2025	07/Aug/2025	12/Aug/2025	17/Aug/2025	22/Aug/2025

Title:

ENHANCED ACCESS TO MECHANIZATION EQUIPMENT, INPUT AND OUTPUT MARKETS BY YOUTH LED MSMEs IN AGRICULTURE AND FOOD SYSTEMS IN MOZAMBIQUE

Issue organization:

Alliance for a Green Revolution in Africa (AGRA)

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## 2. Background

### 2.1 AGRA

Established in 2006, AGRA is an African-led and Africa-based institution that puts smallholder farmers at the center of the continent's growing economy by transforming agriculture from a solitary struggle to survive into farming as a business that thrives. Together with our partners, we are working to sustainably grow Africa's food systems.

AGRA strengthens seed systems, develops and promotes sustainable farming practices, helps unlock trade and markets, and supports governments who lead their countries' development. We work with farmers to adapt to climate change, increase soil health, and protect the environment. AGRA believes deeply in the urgency of reducing the inequality that women face in agriculture, and to unlocking the power and innovation of youth. More information: <https://agra.org/>

### 2.2 Country/Region or Unit Strategy of AGRA

AGRA is an African-led institution that actively supports the drive towards inclusive agricultural transformation and sustainable food systems. We do this by empowering the continent's 33 million smallholder farming households to transform their agriculture from a struggle to survive to profitable businesses. The continent's farmers regularly face challenges, and we aspire to provide uniquely African solutions that respond to their agricultural and environmental challenges, leading to increased harvests for reduced hunger and more income.

## 3. The Grant Funding Opportunity

### 3.1 Grant Intervention Areas

This is a call for proposals for projects addressing

Business Line: (IMT): Inclusive Markets and Trade, Business Line: SS: Seed Systems, Business Line: SF: Sustainable Farming, Business Line: Cross-Cutting Theme - YE: Youth Empowerment, Business Line: (SEI) : Social Economic Impact, Long-Term Outcome: GI: Gender Inclusivity

The call is open to implementing organizations in

Region	Country
Southern Africa	Mozambique

AGRA invites submission of grant proposals from interested and qualified organizations operating in the agricultural value chain for projects that contribute to the achievement of AGRA's stated intended outcomes. Priority will be given to proposals that demonstrate Program Delivery

## Grant Funding Opportunity Description

AGRA is calling for a request for proposal (RFP) from interested implementing partners to design and implement a program to enhance access to mechanization equipment, input and output markets by youth led MSMEs in agriculture and food systems in the Nacala corridor & Zambezi valley in Mozambique. The program will target youth-led MSMEs (youth aged between 18 and 35) who live in the Nacala corridor and Zambezi Valley. The program will place a particular emphasis on the gender dynamics of youth and young women in agriculture. On receipt of proposals, AGRA will shortlist highly qualified implementing partners will be notified for co-creation sessions.

Note: Organizations can submit individual proposals. In addition, organizations are allowed to jointly submit grant proposals. Where applicable after receipt of proposals, AGRA has a chance to ask the organizations to jointly implement at award stage.

Grant applications made after the final deadline of 28/Jul/2025 will not be considered.

### 3.2 Special Conditions under the RFP

Applications should be in line with the following:

Through the YEFFA program in Mozambique, AGRA aims to reduce investment risks, catalyze long-term partnerships, and promote more inclusive practices among firms including agribusiness SMEs and financial institutions. Recognizing that results can be achieved through various interconnected pathways, AGRA invites applicants to propose practical and effective approaches. To support this, AGRA will offer three separate grant-based awards aligned with the following types of interventions:

#### 1) Intervention 1: Access to mechanization equipment

Applicants are expected to work with youth-led MSMEs access to equipment that supports the delivery of mechanization services across the value chain, while creating work opportunities. For example, the applicant could be a financial institution, or other firms partnering with financial institutions in facilitating equipment access to youth-led MSMEs through financing models. Eligible applicants may include banks, MFIs, leasing firms, or manufacturers with financing arms, and should be willing to implement risk-sharing schemes and provide technical and business training. Applicants may also form consortia with equipment suppliers and financial institutions.

#### 2) Intervention 2: Scaling input credit guarantee scheme

Applicants are expected to propose how they scale their input credit guarantee schemes to include youth, in a way that lasts and can be expanded. This includes building on existing agro-dealer networks and input supply systems to link youth and young women to risk-sharing mechanisms, while also offering BDS and training to strengthen youth-led MSMEs. Applicants may include input suppliers (e.g., fertilizer, seed, or agrochemical companies, distributors) and/or their financial institution partners. Partnerships between input suppliers and financial institutions are strongly encouraged.

#### 3) Intervention 3: Commercialization credit scheme

Applicants are expected to propose financing models that enable anchor firms, off-takers, or aggregators to access working capital that supports youth- and women-led MSMEs within their supply chains. This will help increase and improve access to affordable capital for these MSMEs in the output market. The awardee will also support market actor organizations (e.g. anchor firms, producer groups, processors, trader networks) to grow and compete profitably, while including more youth and women. Anchor firms or groups of anchor firms must show how they will partner with financial institutions.

NOTE: Applicants may participate in more than one consortium.

### 3.3 Award Distribution

Award Distribution is not applicable

### 3.4 Period of Grant performance

The maximum Grant period of performance is 32 months from 01/Aug/2025 to 31/Mar/2028. Each grant concept application should be contextualized given the solution(s) being proposed.

## 4. Eligibility Requirements

### 4.1 Type of Organization

The potential project partners are:

To design the program, AGRA invites interested implementing partners to submit a maximum of 7-page proposal that sets out the following:

#### 5.1. Mechanization equipment intervention

The vendors, manufactures of equipments, financial institutions funding equipment acquisition are called to submit their proposals on best model that can allow to increase their sales of equipments to youth-led MSMEs, including women owned MSMEs, through a partnership with AGRA. This will be via grant to the applicant (vendor, manufactures, financial institutions or in a consortia model between the two) where the grant will be used as risk-sharing scheme for equipment financing. The availability of the risk sharing mechanisms for financial institutions and equipment suppliers must be conditional on the sale of equipment to young people in need.

#### 5.2. Inputs credit schemes

The input suppliers, large distributors, financial institutions and non-youth SMEs interested in developing their business models, supply chains and distribution networks to include youth MSMEs as suppliers, as service providers in their supply chains, or as employees in their business operations. The main objective of this intervention is linking youth as agro dealers and VBAs into the distribution networks of input suppliers and seed companies in input markets. Therefore, applicants are requested to submit single application or consortia (input supplier and financial institution) application. The proposed approach should also consider risk sharing mechanism in case of default from lenders, i.e, how much (%) is/are the applicants proposing to loose as part of their share and how much (%) is AGRA grant share in all the process.

#### 5.3. Capital for buying produce from farmers

This intervention is looking at linking youth MSMEs into the supply chains of larger anchor firms (processors, exporter, traders, etc.) within key output markets. Applicants (processors, exporter, traders, financial institutions or consortia of both) are invited to submit their proposal stating how are they intending to increase their demanded volumes, quality and standards of produce from farmers through a risk-shared mechanism of advanced loans to youth MSMEs with support of AGRA grant.

### 4.2. Partner capacity

Interested applicants must submit a 7-page proposal that responds to the problem and scope of work, showing they understand the key issues and outlining practical, sustainable solutions that involve local market actors and can lead to lasting change. The proposal will focus specifically on the applicant's area of specialist knowledge and experience in the geographies identified.

Those applicants who 1) demonstrate they have appropriate capability and expertise; and 2) whose initial proposal meets the minimum evaluation criteria outlined in Annex 1, will then be invited to co-creation sessions with the AGRA Mozambique.

The co-creation workshop will be designed to surface the issues that matter most to addressing the constraints identified, and design an integrated, market systems approach to supporting young people living in the Nacala and Beira corridors and Zambezi valley.

On successful completion of the program design, applicants will then be invited to submit full proposals to partner with AGRA in implementing the program. The program will be implemented through a stand-alone or a consortia-based approach involving the combination of partners with the most complimentary experience of creating work opportunities in the agri food sector in the Nacala and Beira corridors and Zambezi Valley, to:

- Target young people under the age of 35 (including reaching people living with disabilities),
- Address key gender dynamics,
- Catalyse market demand
- Stimulate the supply side response required to realise the market opportunities identified.

AGRA therefore invites submission of grant applications from interested and qualified organizations operating in agriculture and or related sectors. Organizations contemplating submission of applications in response to this Request for Proposal (RFP) must determine whether they meet the following requirements to be eligible for AGRA grant award:

- 1) List of technical capacities required
- 2) Provide CVs of key staff proposed for this assignment.

If an institution/organization meets the above eligibility criteria AGRA may request additional documentation to be submitted as part of the pre-award process. Organizations are advised that any funds made available are

subject to AGRA's and donors accountability and audit requirements.

## 5. Technical Evaluation Criteria

Evaluation Criteria	Description	Percentage
Technical Approach	<ul style="list-style-type: none"> <li>•Clear demonstration of the dynamics (including gender focus) affecting financial disadvantaged young people in the Nacala and Beira corridor and Zambezi Valley.</li> <li>•Identification of the key binding constraints that need to be addressed to create dignified and fulfilling work opportunities for youth and young women regarding access to financial services on targeted value chains.</li> <li>•Identification of interventions within each of the three proposed interventions (mechanization, input credit guarantee and commercialization credit scheme) that could be supported to unlock work opportunities for program participants.</li> <li>•An initial indication of the number of young people who could be reached, and who may subsequently realise dignified and fulfilling work opportunities from the proposed interventions.</li> </ul>	70.0
Past Experience	<ul style="list-style-type: none"> <li>•At least three-year experience working on financing agri food related programming in at least one province within the corridors.</li> <li>•At least three-year experience of working with youth-led MSMEs and smallholder farmers in provision of financial services in targeted value chains.</li> <li>•Demonstrable expertise in marketing system approach, climate resilient agriculture, gender and working with vulnerable populations.</li> </ul>	20.0
Management approach	<ul style="list-style-type: none"> <li>•Submission of organisational credentials and capability</li> </ul>	10.0

	statement •Organisation's registration details •Proposed approach and methodology in response to the agreed program design document •Management approach •Work Plan •Milestones •Supporting financial proposal	
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## 6. Environmental and Social (E&S) Management

Institutions/organizations considered/shortlisted for funding under this Call must provide an Environmental and Social (E&S) Action Plan. The purpose of the ESAP is to identify E&S impacts and associated mitigation measures of the project to minimize negative effects and enhance positive effects, as identified during the internal AGRA E&S Screening and as listed below:

- 1) Provide list of Main E&S risks as identified during the E&S Pre-Screening and description of how these will be addressed
- 2) Provide any climate related risks as identified during the Climate Adaptation Pre-Screening
- 3) Provide a description of the project Area of Influence, based on the risks identified

## 7. How to Apply

If eligible and interested in this Request for Proposal, please submit your application by following the steps:

- 1) *Request a new account* from here: <https://amisprod.agra.org/>
- 2) Create an account as an applicant
- 3) Log in to the system with your credentials: <https://amisprod.agra.org/portfolio/requests>
- 4) Choose the request and submit your application via *Create New Response* section of the form by 28/Jul/2025

The following must be presented with your submission

- 1) A copy of your organization's registration certificate
- 2) Detailed organization profile
- 3) Most recent Audited Financial statement

Past performance: Demonstrated evidence of undertaking at least three similar assignments done. The information shall include the legal name and address of the organization for which services were provided, a description of services provided and a current contact phone number and email address of a responsible and knowledgeable representative of the organization.

Demonstrate availability of appropriate skills among staff and adequacy of staff and experience in the specific region and technical area and attach their CVs.