



1. Background

Vi Agroforestry is a Swedish development organization dedicated to improving the livelihoods of smallholder farmer families through agroforestry and Sustainable Agriculture Land Management (SALM). With over 40 years of experience, Vi Agroforestry has made a significant impact in the East Africa region, focusing on areas around the Lake Victoria Basin in Kenya, Uganda, and Tanzania. The organization, headquartered in Stockholm, Sweden, has positively transformed the lives of more than 2.8 million people and contributed to the planting of over 156 million trees. Through its commitment to sustainability, Vi Agroforestry works to enhance food security, increase incomes, and build resilience against climate change.

2. Objectives of the Consultancy

The consultancy seeks to provide technical expertise in agribusiness, financial literacy, value chain development, private sector engagement, and trade facilitation. The aim is to strengthen the capacity of smallholder farmers and member-based farmer organisations to promote sustainable economic growth and development.

3. Scope of Work

The consultant will provide services on a need basis, addressing the following key areas:

1. Agribusiness Development

- Offer technical guidance to improve agribusiness operations, including market analysis, enterprise development, and business planning.
- Conduct capacity-building sessions tailored to smallholder farmers and member-based farmer organisations.

2. Financial Literacy Training

- Develop and deliver user-friendly training modules on financial management, budgeting, and record-keeping.
- Empower farmers with the skills needed to access financial services, manage credit effectively, and enhance financial planning.

3. Value Chain Development

- Undertake value chain assessments to identify existing gaps and untapped opportunities.
- Design and implement strategies to strengthen critical value chains and establish robust market linkages.

4. Private Sector Engagement

- Facilitate partnerships between the private sector and producer groups, improving access to reliable and profitable markets.
- Provide strategic advice on public-private partnership models and their practical application.

5. Trade Facilitation

- Identify and assess trade opportunities, supported by comprehensive market intelligence reports.
- Guide smallholder farmers in meeting trade compliance requirements and adhering to standards for both domestic and international markets.

4. Deliverables

The consultant will deliver the following outputs:

1. Detailed assessment reports with actionable recommendations.
2. Comprehensive training materials and reports for capacity-building sessions.
3. Partnership agreements or Memoranda of Understanding (MoUs) between key stakeholders.
4. Regular progress updates on tasks performed.
5. Partner action plans with clear milestones and timelines.
6. A final consultancy report summarising activities, outcomes, and lessons learned.

5. Duration and Location

- The consultancy will be engaged on a need basis for a period of 10 months, from March 2025 to December 2025.
- The consultant will primarily work remotely, with occasional travel to project locations as required.

6. Qualifications and Experience

The ideal consultant or firm should meet the following criteria:

- Be a registered entity specialising in agribusiness, economics, finance, international trade, or a related discipline. An advanced degree will be an added advantage.
- Have at least five years of proven experience in agribusiness development, financial literacy, value chain enhancement, private sector engagement, and trade facilitation.
- Demonstrate a strong track record in conducting training, capacity-building initiatives, and stakeholder engagement.
- Possess excellent analytical, communication, and facilitation skills.
- Have a deep understanding of the East African socio-economic and agricultural landscape.

7. Application Process

Interested applicants should submit the following documents:

1. A cover letter expressing interest and suitability for the consultancy.
2. A detailed CV highlighting the qualifications and relevant experience of key personnel.
3. A technical proposal outlining the approach, methodology, and expected outcomes.

4. A financial proposal detailing the consultancy fee structure and associated costs.
5. Contact details for at least three professional references from similar assignments.

Applications must be submitted via email to **tanzania@viagroforestry.org** with the subject line: **“Consultancy Application – Agribusiness and Value Chain Development”** by **10 February 2025**.