



## **Request for Proposals: Evaluation of the Sustain Africa initiative and recommendations for structuring multistakeholder coordination mechanisms to build resilience and mitigate the impact of high fertilizer market volatility**

### **Overview**

Sustain Africa seeks a qualified agency to:

1. Conduct an evaluation of the Sustain Africa initiative and make recommendations on structuring multistakeholder coordination mechanisms for mitigating the impact of high fertilizer market volatility going forward with particular emphasis on recommendations for ensuring private-sector engagement.
2. Produce a report summarizing:
  - The objectives, output and impact of the Sustain Africa initiative, comprising in-country programmes and four pieces of commissioned research and associated stakeholder engagement that make up the Sustain Africa Learning Agenda
  - The evaluation (point 1) of the programme
  - Recommendations on structuring multistakeholder coordination mechanisms for mitigating the impact of high fertilizer market volatility going forward.

Sustain Africa was established in 2022 to mitigate the impact of the fertilizer price spike. Founding and Board member organisations are the African Fertilizer and Agribusiness Partnership (AFAP), AGRA, Bill & Melinda Gates Foundation, International Fertilizer Association (IFA), International Fertilizer Development Corporation (IFDC), Rabobank and USAID.

Sustain Africa works as a coordination mechanism among public and private sector partners to help smallholder farmers access affordable fertilizer. Fertilizer that is donated or discounted by private-sector input suppliers is blended and distributed by Sustain Africa partners and made available to farmers with relevant extension services, focused on sustainable farming practices. To date, Sustain Africa has supported the supply of 126K MT of fertilizer to 1.6 million farmers in Ghana, Madagascar, Malawi, Mozambique and Uganda. Suppliers have donated or rebated fertilizer to a value of USD 23,4 million. In total, Sustain Africa aims to support the supply of just under 200K MT of fertilizer to just over 2 million farmers, in 7 countries (Burkina Faso, Ghana, Madagascar, Malawi, Mozambique, Uganda and Zambia). In addition, Sustain Africa is providing advisory services in Kenya and Nigeria.

Sustain Africa programmes will close by end June 2024. The Sustain Africa Fertilizer Monitor – whose Board will initially comprise the current Sustain Africa Board members – will thereafter monitor and respond to future fertilizer crises. The Monitor Board will meet on a quarterly basis or more frequently if required and will review fertilizer availability and affordability in Sub-Saharan Africa, determine whether a crisis is in motion or impending, and collectively decide on coordinated action where this is deemed necessary. The evaluation specified in this RFP is intended to inform decisions on the most effective business model to apply in these circumstances.

### **Evaluation Objectives**

The evaluation should address the following key questions:

1. How successful was Sustain Africa in meeting its stated objectives and impact targets? What were the principle challenges?
2. How successful was Sustain Africa in engaging private sector input suppliers in providing rebated fertilizer in support of the programme? What were the challenges in engaging private sector partners? Could these have been addressed and if so, how?
3. Did Sustain Africa country programmes have any unanticipated, negative impacts on the fertilizer supply chain at national level (negative externalities). If so, what were these, could they have been avoided and if so how?



4. What are the recommendations for structuring multistakeholder partnerships to address input price crisis in the future?

## Scope of Work

The evaluation agency will:

1. Design an evaluation model that will be approved by the Sustain Africa Board. The model should detail the criteria that will be used for the evaluation of the Sustain Africa business model, operational and governance structure and impact in-country and the framework and indicators for recommendations.
2. Conduct literature and desk review, including the Sustain Africa country end-of-project reports, auditing the impact assessment conducted by the implementing partner and verified by the Sustain Africa M&E lead.
3. Conduct primary data collection through key informant interviews, focus group discussions, surveys, secondary data sources, or other methods. Key informants include key suppliers, implementing partners, Sustain Africa Board members and Sustain Africa partners (donors and multilateral institutions).
4. Conduct qualitative interviews with suppliers who did not participate in the Sustain Africa initiative.
5. Produce an evaluation report (including a review round and revision) with recommendations on structuring a multistakeholder fertilizer crisis-response mechanism in future.
6. Produce a full report (for publication, including review rounds and revision) that incorporates:
  - The objectives, output and impact of the Sustain Africa initiative, comprising in-country programmes and four pieces of commissioned research and associated stakeholder engagement that make up the Sustain Africa Learning Agenda
  - The evaluation of Sustain Africa (summary and appropriate detail from the evaluation report, deliverable 5.)
  - Comment from the Sustain Africa Executive Director and the Sustain Africa Board on the evaluation.
  - Recommendations on structuring multistakeholder coordination mechanisms for mitigating the impact of high fertilizer market volatility going forward (summary and appropriate detail from the evaluation report, deliverable 5.)
  - Links to full documents (where published).

## Deliverables

- Evaluation design (see Scope of Work first point). This should follow the standard USAID evaluation design template
- Detailed report on feedback from qualitative interviews (these may be anonymised at the request of the respondent). This is separate and in addition to the main evaluation report.
- Draft and final evaluation report (see Scope of Work 5.)
- Draft and final full report (see Scope of Work 6.)

## Timeframe and Budget

- Evaluation model and recommendations framework by March 15th 2024
- All stakeholder interviews to be completed by end April 2024
- Interim report to be completed by end May 2024.
- Final report to be completed by end June 2024
- The budget ceiling for this project is USD 200,000 including any occurred expenses



## Capabilities

- Proven experience in developing and executing evaluation frameworks in the food security /agriculture space in Sub-Saharan Africa.
- Ability to access and engage senior stakeholders (for interviews with suppliers that did not participate in the Sustain Africa initiative).
- Proven track record of delivering projects to time and budget.
- Proven ability to structure and write concise and compelling reports.
- Knowledge of the fertilizer market in Sub-Saharan Africa would be advantageous.

The deadline for submissions is February 16 2024. Please submit proposals to Frances Bell at [fbell@afap-partnership.org](mailto:fbell@afap-partnership.org)