

## **Scope of Work**

### **Africa Food Security Fund's Technical Assistance Facility (AFSF TAF)**

### **Strategy Consultant for Projects Design**

**Position Location:** Remote support to the AFSF TAF, and potentially in Nairobi, Kenya

**Anticipated start date:** 3 October 2022

**Estimated Duration:** 3 October 2022 – 3 December 2022

#### **About TechnoServe**

TechnoServe is an international, non-profit economic development organization founded in 1968 out of a conviction that a vibrant private sector is an essential foundation for economic growth and poverty reduction. TechnoServe undertakes targeted, catalytic technical assistance and other programming to increase the competitiveness of entrepreneurs, businesses and industries that in-turn provide sustainable employment, inclusion of the poor and increased incomes. TechnoServe operates in 29 developing countries with over 1,000 employees. A substantial portion of our work is in agriculture, enhancing farm productivity and commodity quality and addressing gaps in processing and other agribusiness capacities. Our programs increase smallholder access to new technologies, aggregation and storage mechanisms, markets, critical information and finance. TechnoServe also undertakes structured programs to identify and support high potential entrepreneurs in various sectors through leadership and mentoring networks, formalization support, access to capital and development of sustainable business services such as accounting, finance, marketing and human resource management.

#### **Project Overview**

TechnoServe is the implementing agency for the Africa Food Security Fund's (AFSF) Technical Assistance Facility (TAF). The AFSF is a second-generation fund managed by Zebu Investment Partners (ZIP) and targets high-growth Small, Medium Enterprises (SMEs) across the food value chain in Africa. Africa's food requirements are expected to double in the next 30 years with a food import bill estimated to reach USD 50 –70 billion per annum. Food value chains remain weak and under developed, while agriculture is the main form of economic activity for most people on the continent. Private investment in the agriculture sector is critical for Africa's food security and growth. The AFSF will target deal sizes of USD 2–8 million, with the goal of investing in a minimum of 10-12 agribusiness SMEs over the next 8 years. This segment of SMEs often faces challenges related to business skills, weak accounting and management systems, poor visibility and/or limited bandwidth to take advantage of market opportunities. And yet, SMEs are able to pivot and scale quickly, when the right resources are provided.

TechnoServe works alongside ZIP to implement the AFSF TAF alongside the AFSF. This is a \$1.9m grant-based facility tasked with supporting the capacity building of AFSF portfolio companies and deepening the development impact of the AFSF investments. The facility is tasked with providing TA to AFSF portfolio companies that receive investment through the AFSF, promoting new opportunities for smallholder farmers, farmer business groups, rural communities and enhancing local economic development. This will be achieved by linking private equity investments to economic opportunities for smallholder farmers (including women and youth) and micro-enterprises; promoting uptake by AFSF investee companies of inclusive business models thereby increasing beneficiary incomes and thus enhancing economic access to food. Moreover, the TAF will support AFSF investee companies with their growth objectives by providing them with expertise and support that drive best practice and innovation.

The AFSF TAF is able to support projects in and around portfolio companies under the following components:

#### *Inclusive Business Technical Assistance*

Inclusive business TA supports investee companies to plan and pilot new business models that improve commercial and broader community (or development) impact often demonstrating the business case for smallholder sourcing and supporting SMEs to integrate more farmers into their supply chains and micro-retailers into their distribution chains.

#### *Core Business Support*

The Core Business TA is intended to enable AFSF portfolio companies to attract and take full advantage of capital investments from the AFSF, realising their potential as high-growth companies, creating jobs and contributing to the agricultural and economic development of Africa.

### *Ecosystem Development Technical Assistance*

Ecosystem Development projects will seek to strengthen market systems around AFSF portfolio companies and will be measured by quantitative indicators such as finance mobilised as well as qualitative indicators for market development such as policy change, industry influence and stakeholder learning. This component will serve as an important knowledge sharing conduit emphasizing key thematic and common areas/issues identified through the scoping, design and execution of TA.

### **Assignment scope**

TechnoServe seeks a suitably qualified Strategy Consultant to assist with the following:

#### *TA Projects Scoping and Design for AFSF portfolio companies*

- Rapid scoping and design of multiple TA projects across the different programme components at selected AFSF portfolio companies with additionality, scale and sustainability in mind
- Identify potential service providers for designed TA projects; develop scopes of work for each project
- Ensure strict compliance with TNS's objectives, strategies, policies and procedures

### **Deliverables**

- TA recommendation scoping report and memorandum for submission to the program governance committees for approval
- Weekly progress reports detailing progress against deliverables - report due on 11 November 2022 serves as the final completion report that will be reviewed and refined.

### **Skills & Requirements**

- Experienced Management Consultant with diverse experience across the food value chain in Africa
- Familiar with the operational intricacies of Technical Assistance Facilities an added advantage
- At least ten (10) years of relevant experience required at the company or individual consultant level
- Proven track record and experience working within the private sector
- Self-starter (proactive, can work with limited direction)
- Proven expert critical thinking and problem solving skills; including quantitative analytical skills.
- Excellent written and verbal communication and interpersonal skills.
- Demonstrated ability to work with a diverse team and to deliver results in a time-bound manner
- Results oriented, with proven track record of working to achieve project targets
- Strong skills in business software (including MS Word, PowerPoint, and Excel).
- Ability to adapt to changing working conditions.
- Ab

### **Logistics**

Travel to the focus portfolio companies expected. Travel will be expensed at the programme level.