

Terms of Reference

Consultancy to conduct a mapping and assessment exercise in Regenerative Agriculture (RA) and Productive Use of Renewable Energy (PURE).

About SNV

SNV is a mission-driven global development partner, rooted in the contexts and societies where we work. And that mission is to strengthen capacities and catalyse partnerships that transform the agri-food, energy, and water systems to enable sustainable and more equitable lives for all. We are one team of over 1,600 people, the vast majority of whom come from the contexts where we work, in more than 20 African and Asian countries.

SNV has been at the forefront of national development in Kenya, working with the government, local development partners, knowledge institutes, the private sector, and low-income communities since its establishment in Kenya in 1967. SNV seeks to continuously develop and strengthen partnerships with organizations and initiatives that help build local capacity and empower communities to break the cycle of poverty.

The Power for Food Partnership

The Power for Food Partnership is a regional initiative by the IKEA Foundation, SNV, and partners to transform agri-food and energy systems across Ethiopia, Kenya, Rwanda, and Uganda. Building on years of in-country collaboration and engagement—through projects that have improved agricultural livelihoods and expanded renewable energy access—the partnership seeks to move from scattered “islands of change” to coordinated, scalable impact across Eastern Africa. By aligning national programmes under a shared regional vision, Power for Food Partnership aims to tackle systemic barriers, catalyse innovation, and support communities to build sustainable, climate-resilient futures.

The Power for Food Partnership in Kenya seeks a transition toward regenerative, resilient, and inclusive agri-food systems by harnessing the power of regenerative agriculture and the productive use of renewable energy. Through this nexus approach, the programme will support the emergence of farmer-led coalitions, scale bundled RA–PURE solutions, and drive systemic transformation through coordinated policy influence, evidence generation, and strategic investment. Our collaborative model—LEARN, LINK, LEVERAGE—brings together local actors to create impact that lasts.

Background and motivation

Kenya’s food system faces mounting pressure. Land degradation, erratic rainfall, and overdependence on rainfed agriculture continue to reduce soil fertility and undermine productivity. At the same time, agricultural energy use remains low and inefficient—renewable energy solutions for irrigation, processing, and storage are underutilised, exposing smallholder farmers to climate and market shocks. These dual constraints weaken rural livelihoods, exacerbate food insecurity, and limit Kenya’s ability to build climate resilience.

Access to affordable, reliable energy is a critical enabler for agricultural transformation, yet most smallholder farmers (SHF) remain off-grid. Over 12 million Kenyans still lack electricity¹, and rural farmers rely heavily on traditional biomass or costly, inefficient fuels.

Energy access is essential not only for irrigation but also for processing, drying, cold storage, and value addition. However, energy-for-agriculture solutions – such as solar pumps, biodigesters, or cold rooms – remain largely unavailable to those who need them most. While Kenya’s national grid is over 80% renewable (powered mainly by thermal, geothermal, hydro, solar and wind)², this progress has not extended to productive uses of energy in off-grid regions.

PURE markets are still emerging, and energy-agriculture interdependencies remain poorly addressed. Although globally agri-food systems are responsible for about 30% of greenhouse gas emissions, Kenya’s agri-sector accounts for a disproportionate 71%³. Meanwhile, awareness and uptake of regenerative practices and PURE technologies remain low, with most programs and advisory services still delivered in sectoral silos.

The Power for Food Partnership is strategically focused on Western Kenya due to the region’s ecological, economic, and demographic significance. The region lies between two important Kenya’s key water towers—Mount Elgon and the Mau Forest Complex—making it a critical zone for environmental restoration. Unsustainable farming practices such as overreliance on chemicals and pesticides, monocropping have led to land degradation, threatening food production and agrobiodiversity. The region experiences a rapidly growing population facing increasing food insecurity, underscoring the need for regenerative solutions. The project seeks to address these challenges through the promotion of RA and PURE technologies, which have high potential but remain underutilized due to underdeveloped market systems and limited farmer access.

The 7 **focal counties** are Bungoma, Busia, Kakamega, Kericho, Nakuru, Nandi and Uasin Gishu.

1. Objectives of the assignment/consultancy

The objective of this assignment is to conduct a mapping and assessment exercise in Regenerative Agriculture (RA) and Productive Use of Renewable Energy (PURE) in the 7 focal counties.

The assignment will anchor our work in supporting ecosystem actors to form a movement of like-minded partners who will continuously jointly plan, act and address key barriers to RA–PURE adoption by strengthening connections between farmers, SMEs, technology providers, financial institutions, and advocacy networks.

Ultimately, this will involve improving last-mile distribution, reinforcing agro-dealer and supplier networks, and expanding consumer demand for regenerative and energy-smart solutions. The Power for Food Partnership will also enable SMEs to scale through business development services while expanding financial access via Village Saving and Loans Associations (VSLAs) and partnerships with formal institutions.

¹ ESMAP, Kenya – *Tracking SDG7: The Energy Progress Report*, accessed April 30, 2025

² Energy and Petroleum Regulatory Authority (EPRA), *Energy and Petroleum Statistics Report: Financial Year 2023/2024* (Nairobi: EPRA, 2024), 18,

³ CIFOR-ICRAF, *Energizing Agri-Food Systems: Integrated Approaches for Transformative Change* (Nairobi: CIFOR-ICRAF, 2023), 1

2. Scope of Work

The scope of work for the Consultant will include, but not be limited to:

- Mapping of existing and potential Local Distribution Hubs (LDHs) - Farmer organizations such as Farmer Field Schools (FFS), FFBS, Co-operatives - and assessing their capacity on distribution reach and efficiency, technical and knowledge on RA-PURE, financial strength and access to credit and scaling and replication opportunities with recommended strategies to reinforce these networks and increase consumer demand for RA-PURE solutions etc.
- Map and assess agro-dealers and PURE supplier networks with a focus on distribution channels and last mile delivery systems, coverage and accessibility of outlets across the counties, challenges and opportunities for improving efficiency and competitiveness.
- Undertake an assessment of financial products/services offered to LDHs - farmer organisations, agrovets, PURE/RA products and services suppliers, by other financial institutions- co-operatives, VSLAS, and not limited to RBF, RBR, bundled financing etc, and gaps in accessibility, affordability, and suitability for smallholder farmers and SMEs and recommend strategies to expand financing options for farmers and SMEs adopting RA-PURE solutions.
- Develop an action plan based on the findings from the mapping and assessments, outlining practical steps, responsibilities, timelines, and resources required to strengthen RA-PURE distribution ecosystems and financial access.

3. Timeline & Deliverables

This assignment is expected to be carried out for 30 professional days for the lead consultant, beginning October 2025. The table below highlights the anticipated deliverables.

- ❖ Inception report outlining the methodology, work plan, tools, and stakeholder engagement strategy.
- ❖ A verifiable database of common interest groups, LDHs, agro-dealers, RA/PURE suppliers, including technologies being promoted and financial products available per county. List of sub-counties to be provided as a reference.
- ❖ A needs assessment report for the LDHs, agro-dealers and RA/PURE suppliers and the action plan.
- ❖ Participatory validation workshop for validation and strengthening of preliminary findings and recommendations with key stakeholders
- ❖ Final report summarizing activities, findings, scaling and sustainability recommendations.

	Task	Consultant Professional Days
1	Phase 1- Inception Inception report detailing the methodology to be used, tools, activity plan and stakeholder engagement plan.	5
2	Phase 2- Verifiable Databases, Needs Assessment Report and Action Plan Develop the database of common interest groups, LDHs, agro-dealers, RA/PURE suppliers including technologies being promoted and financial products available per county including the detailed action plan anchored on the validation workshop engagements	20

3	Phase 3- Final Reporting Final report summarizing activities, findings, scaling and sustainability recommendations.	5
	Level of Effort (days) for the lead consultant	30

4. Criteria for Evaluation

Technical proposal including:

- Individual Consultant or firm experience in previous similar assignments and reputation – Past performance, references for the work performed in the last five years with at least 2-3 assignments in Kenya (20%)
- Demonstrate past work in regenerative agriculture, agricultural development, energy access, productive use of renewable energy, and working knowledge of data analysis in Kenya or East Africa (20%)
- Clear comprehension of the ToR, detailed methodology and workplan (20%)
- Directly relevant team academic qualifications and competencies in agriculture, data analysis, renewable energy or another technical field (20%).

Financial Proposal (20%)

- Must be inclusive of all applicable taxes in Kenya (WHT/VAT).

5. Qualifications of lead consultant/firm of consultants

a) Academic Qualifications

At least a master's degree in a relevant field in agriculture, renewable energy, with a good understanding of RA/PURE nexus.

b) Experience

- ❖ A proven track record of operations in the focal counties esp on smallholder farming systems.
- ❖ Prior experience working on projects in agricultural development, agroecology, energy sector, PURE, or similar contexts.
- ❖ Expertise in data collection and analysis, social-economic research and location-based services.
- ❖ Familiarity with county frameworks and institutional requirements.

c) Skills and Competencies

- ❖ Clear demonstrated understanding of RA and PURE concepts
- ❖ Designing and implementing participatory surveys.
- ❖ Project management and stakeholder engagements.
- ❖ Ability to work with minimal supervision.
- ❖ High level written and oral communication skills in English and Kiswahili
- ❖ Must be result-oriented, a team player, exhibiting high levels of enthusiasm, tact, diplomacy, and integrity.
- ❖ Evidence of having undertaken similar assignments
- ❖ Experience in research, market analysis, stakeholder engagement and programming-related work.

6. Proposal submission.

Interested and qualified firms/individuals are required to submit separately, a technical and financial proposal that includes the following:

Technical Proposal

- The lead consultant/firm and support team's qualifications and experience for task execution.
- Comprehension of the task, showcasing relevant background knowledge.
- Proposed strategy and methodology for task execution, emphasising how the applicant will meet the requirements of this Terms of Reference (ToR).
- Past involvement in similar assignment(s).
- Comprehensive work plan detailing the activities.

Financial proposal

- Total budget (in Kenya shillings) aligned with the work plan.
- Breakdown of daily costs for the lead consultant and other team member(s).
- Individual consultant/expert's PIN Certificate copy.
- Valid Tax Compliance Certificate copy.

Payments will be based on the phased deliverables, i.e. upon delivery of the services specified in the ToRs. Phase 1 – 30%, Phase 2 – 40% and Phase 3 – 30%.

The consultant is expected to have operational/ satellite office/s in the focal counties and only related costs shall be paid, as the tasks are specific to the western region. SNV will provide any information required during execution of the assignment

7. Submissions

Separate technical and financial proposals should be sent by email to Kenya Procurement-ProcurementKenya@snv.org and should be received by 20th October 2025 EAT with the subject line **Request for a consultant - mapping and assessment exercise in Regenerative Agriculture (RA) and Productive Use of Renewable Energy (PURE).**

Proposals received after the submission deadline will not be considered. Applicants are responsible for ensuring their proposals are submitted according to the instructions stated herein.

SNV will notify all applications via email. SNV may reach out to request additional information or clarification.