**REQUEST FOR PROPOSAL FOR CONSULTANCY TO SUPPORT DIVERSIFICATION OF THE AGRIBUSINESS PORTFOLIO**

FINCA Uganda, a member of the FINCA Impact Finance Global network, is a leading Microfinance Deposit Taking Institution (MDI) regulated by the Central Bank. FINCA Uganda provides responsible financial services to low income men and women who form the backbone of the Ugandan economy. Agricultural lending, a demand driven product in a largely agrarian country, is a major point of focus for FINCA Uganda.

FINCA Uganda in partnership with the Government of Luxembourg and the European Investment Bank (EIB) is seeking to improve access to meaningful financial services for rural and agricultural borrowers. The essence of the assignment is to increase the product offering, i.e. design, developing and implement new products under agribusiness.

**Scope of work:**

1. Creating new business partnerships along new agricultural value chains
2. Designing, developing & testing one new loan product tailored to a specific value chain
3. Conducting training for FINCA HQ and branch staff on the new product

FINCA Uganda seeks the support of a **consultant with proven track-record in partnership and product development for the financing of the agricultural value chains in Uganda**. The consultancy should result in the roll out of de-risked partnerships along value chains which are currently not served by FINCA Uganda, as well as the piloting of a new agricultural product with a strong value proposition to customers and a robust value add for the business itself.

The overall goal of this assignment is to proactively identify and de-risk business opportunities for the FINCA Uganda Agribusiness team, in line with the organization’s plan for the expansion of the Agribusiness portfolio. This will include the identification, design, development and testing of one new product offering a high value proposition to actors of one specific value chain. After piloting the partnerships and testing the new product, these shall be delivered to the Agribusiness Manager for full roll out, scale up and “business as usual”.

**Qualifications of the Consultants:**

* At least 5 years of experience relevant to the TOR (i.e., Agricultural lending, Value Chain Financing)
* Proven knowledge of the value chains targeted by FINCA and their main stakeholders
* Demonstrated experience in financial product development for the agribusiness sector
* Demonstrated experience in partnership creation & formalization mainly for the agribusiness sector.
* Demonstrated experience in working with rural and low-income communities.
* Must be able to bring strategic thought leadership and ensure transfer of knowledge while working with the FINCA Uganda team in developing and testing the partnerships and products.
* Previous work in Uganda and an excellent knowledge of the Ugandan market is required
* Previous work with FINCA is an added advantage.
* Minimum academic qualification of Master’s Degree.

All intending and qualifying consultants  can **obtain the detailed request for proposal document** with instructions from [**joel.odokolola@fincaug.org**](mailto:joel.odokolola@fincaug.org) **or** [**joram.byamatungo@fincaug.org**](mailto:joram.byamatungo@fincaug.org) and thereafter submit separate Technical and Financial proposals sealed in one big envelope to;

**The chairperson Procurement Committee**

**FINCA Uganda,**

**Plot 11 Acacia Avenue, Kololo,**

**Kampala**

Or

Submit in a soft copy to; [joram.byamatungo@fincug.org](mailto:joram.byamatungo@fincug.org) or [joel.odokola@fincug.org](mailto:joel.odokola@fincug.org).

**Note: if you are sending by soft copy, your proposal must be protected with a password. The password should be sent separately to** [lawrence.mutumba@fincaug.org](mailto:lawrence.mutumba@fincaug.org).

**Submission Deadline**

Please submit your proposal not later than close of business on **17th October 2019**