



## **REQUEST FOR PROPOSAL (Consulting Firms)**

### **PROVISION OF CAPACITY BUILDING SERVICES ON INDEX BASED LIVESTOCK INSURANCE, ETHIOPIA**

Pastoralists represent between 33 and 65 percent of the population in the Horn of Africa (HoA). Overreliance on rain-fed agricultural activities makes them particularly vulnerable to climate shocks, including droughts, and they are one of the poorest communities in the region. Pastoralists tend to keep large herds as protection for anticipated drought shocks.

Yet when drought hits, the animals either die, lose value, or are sold at rock bottom prices to fund immediate needs. Emergency response can be subject to leakages or arrives too late after the animals have perished. Furthermore, pastoralists are currently at the bottom of the livestock value chains and are not providing livestock in the required quality and quantity to livestock processors/exporters.

In this context, the World Bank Group (WBG) is supporting De-Risking, Inclusion and Value Enhancement of pastoral economies in the Horn of Africa Project (DRIVE), a regional International Development Association (IDA) project implemented in Djibouti, Ethiopia, Kenya, and Somalia. The Project will support the climate adaptation of pastoralists and help them extract greater value addition from their livestock. It will protect them against drought with enhanced access to financial services, strengthen their inclusion in the livestock value chain, and facilitate the regional livestock trade.

The Project Development Objectives (PDO) are to enhance pastoralists' access to financial services for drought risk mitigation, include them in the value chains, and facilitate the livestock trade in the Horn of Africa.

#### **SCOPE OF WORKS:**

The overall goal of this consultancy assignment to conduct training of Community Mobilisers and government officials drawn from various institutions and partner organizations involved in the implementation of the HoA DRIVE project. Specifically, the assignment aims to enhance the understanding of index-based livestock insurance (IBLI) among the project stakeholders as well as the Community Mobilisers/distribution Community Mobilisers to equip them with the necessary knowledge and skills to cascade IBLI education/extension to the target clients (pastoralists).

It is expected that private sector actors i.e., insurance companies, insurance brokers, Associations, Cooperatives, Pastoralist Groups, Banks etc. shall work along with ZEP- RE on various capacities like risk carriers, banking partners, or aggregators to ensure the last mile delivery of DRIVE components i.e., insurance and savings to interested pastoralist groups. The participating partners shall provide individuals to be trained by the selected consultant as IBLI ToTs or as IBLI Community Mobilisers. Once trained, the ToTs, Community Mobilisers shall then be expected cascade the training to grassroot level targeting eligible groups of pastoralists to be enrolled to the DRIVE project.

The main capacity needs to be addressed under this assignment include:

- Knowledge of the main components of DRIVE project (IBLI and savings) and how they can be accessed under DRIVE project.
- Training/facilitation skills as well as communication (ability to translate concepts into the local language)
- Where necessary review/update training materials i.e., PPT slides, training manuals, reference guides etc.
- Post-training evaluation to gauge understanding of core IBLI concepts.

**GEOGRAPHICAL SCOPE:** The DRIVE Project capacity building will be conducted in the current three DRIVE countries: Kenya, Somalia, and Ethiopia. This proposal mainly focuses on the delivery of Index-Based Livestock trainings in Oromia, Somali, South Ethiopia, Southwest region and Afar in Ethiopia.

ZEP-RE team will guide on the specific regions that the consultant(s) will undertake the assignment based on the prevailing capacity building needs.

ZEP-RE will award the assignment to one or more consultant(s) based on the cultural diversity, envisioned workload and the speed of execution required. The maximum joint venture firms allowed are three.

The lead consultant firm will work collaboratively with the Zep-Re (Academy) team to ensure effective planning, coordination, and delivery of training. ZEP Re (Academy) shall be expected to provide timely input to ensure quality control as well as monitoring of the training activities.

## **QUALIFICATION AND EXPERIENCE**

The key staff of the selected firm or the lead firm of the joint venture firms should meet the following qualifications:

### **Education and Experience**

- Must have a university degree in a relevant field for the project.
- A minimum of 5 years of hands-on experience in insurance or reinsurance, preferably in Agriculture
- An in-depth understanding of how index insurance works and hands-on experience in delivery of similar trainings for similar or related products or services.
- Delivered capacity-building programmes set for a diverse set of stakeholders.
- Experience with various training mediums for different audiences, especially digital platforms
- Able to work effectively and productively with internal and external stakeholders across seniority levels, particularly with experience in strong engagement with government and financial services providers.
- Excellent IT skills, including using Microsoft Suite of Applications, comfortable with data analytics and good experience with data manipulation for impact assessments.
- Advanced fluency in written and spoken English and knowledge of any local languages in the HOA region are an added advantage.
- Impactful communication style
- Excellent writing, proofing, and editing skills for the curriculum development and report developments.
- Experience working in multi-lingual, multi-cultural, multi-geographical teams is desirable.

## **OTHER REQUIREMENTS**

- Must have the right to work in Ethiopia and the HOA.
- Have the will and the ability to travel frequently in the region.
- Attention to cultural sensitivity, commitment to professional responsibilities, and equal opportunities.
- Ability to work outside normal office hours occasionally when required.

## **SUBMITTALS REQUIRED**

The firm or joint venture firms must submit the following:

- A technical proposal outlining the approach, methodology, and work plan for completing the assignment.
- CVs of key personnel
- Financial proposal detailing staff remuneration (number of man-days and rate per person) and reimbursable expenses. Reimbursable expenses include accommodation and transportation (car hire and/or in-country flights) for each night the consultant is away from their duty station. The consultant's actual documentation will serve as the basis for paying reimbursable expenses however, the estimated rate for reimbursable expenses will be negotiated prior contracting.

Proposals should be submitted to this Email: [procurement@zep-re.com](mailto:procurement@zep-re.com) by December 13, 2023, at 05:00 PM East Africa Time.

DRIVE Project Office  
Zep-Re (PTA Reinsurance Company)  
Address: 1<sup>st</sup> Floor, ZEP-RE Place  
Longonot Road, Upper Hill,  
P.O Box 42769-00100,  
Nairobi, Kenya