

ELPS

Call for Proposals 2025

RWANDA

***Strengthening Macadamia nuts
Export Value Chain in Rwanda
through Organic Certification -
ELPS***

Deadline for the submission of proposals: 12/12/2025.

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I. Introduction

The International Fund for Agricultural Development (IFAD) is an international financial institution and a specialized agency of the United Nations that invests in rural people.

On 23 April 2023, the Government of Japan announced the launch of G7 Presidency's Initiative on 'Enhanced Linkages between Private sector and Small-scale producers (ELPS)' to be managed by IFAD. The objective of the ELPS initiative is to transform small-scale producers' farming in a sustainable manner, improve productivity and market access by catalysing private sector engagement and investment in food systems.

ELPS partners with food, agribusiness and trading companies involved in global supply chains. The objective of collaboration under ELPS is to develop the supply chain of agri and food companies that source internationally, through supporting smallholder producers to integrate into their global supply chains. Supply chain development means increasing supply volumes and quality, as well as enhancing the sustainability of the overall supply chain with due consideration for environmental impacts and human rights. Private sector partners will contribute to building sustainable agricultural and food value chains, through sourcing from various regions, which are relevant to the past or current IFAD project work. ELPS aims to forge win-win partnerships, with measured benefits both for the private sector and smallholder producers.

II. Background

The ELPS Intervention in Rwanda – Strengthening macadamia nuts export value chain in Rwanda through organic certification – is designed to boost sustainable productivity, market access, and climate resilience among smallholder macadamia nuts producers by engaging the private sector in transformative supply chain partnerships.

The ELPS intervention intends to support macadamia smallholder farmers in Rwanda in obtaining organic certification by facilitating them access to key inputs, required knowledge and infrastructure. Specifically, the project aims to:

- Increasing small-scale farmers' income by integrating them more into high-value international markets through assisting them in obtaining organic certification for their production.
- Improving yields, quality, sustainability and traceability of macadamia production through capacity building and infrastructure development.

Through direct partnerships with OSTI Japan Co. Ltd., a trading and marketing company specializing in high-end food products such as macadamia nuts in Japan, and Rwanda Nut Company Ltd. (RNut), a macadamia nut processor actively working with farmers in Rwanda, the initiative will benefit targeted farmers from IFAD's *Promoting Smallholder Agro-Export Competitiveness Project* (PSAC) producing macadamia nuts in 23 districts of Rwanda and ensure the development of a sustainable supply chain.

Location: The Project will be implemented in Rwanda, 23 districts including East, West, North and Southern Provinces

Target Groups: The project will target about 500 macadamia producers, including about 80 individual farmers or farmer groups who are regularly engaged by OSTI Group and about 420 farmers located in the Eastern, Southern, and Western Provinces of Rwanda where PSAC operates. Specifically, the project will target macadamia farmers in 23 districts with particular emphasis on small-scale farmers

who have between 10 and 300 macadamia yielding trees or farmers that have 5ha or less than 5ha. To identify interested farmers within the PSAC coverage areas, a call for expression of interest will be issued, especially targeting those seeking to obtaining organic certification.

Challenges: Agriculture is regarded as a major export opportunity for Rwanda (MINAGRI, 2024). Rwanda has an ambitious target of boosting revenues from agricultural exports and reaching up to 1 billion USD in annual exports revenues. Strategies to achieve this consist of promoting emerging export commodities (NAEB, 2019). In addition to the traditional export commodities (coffee, tea), other emerging crops, including Macadamia nuts are now attracting the private sector's attention.

Macadamia is a nascent commodity in Rwanda and was only introduced in the 1980's but did not immediately attract the attention of investors. It is just recently that Macadamia was re-introduced (early 2000's) with the support of RSSP/MINAGRI project. Rwanda offers a conducive environment for the crop, with its temperate climate and diversified soil types. Initial trials realized in the country have established that macadamia trees are suitable for the ecological conditions of most of the localities in Rwanda and all Eastern Africa, demonstrating the potential of macadamia to become one of the successful export commodities in the country (Nsabimana, 2023). Two major species of macadamia including, *Macadamia tetraphylla* and *Macadamia integrifolia* (NAEB, 2019) are grown in the country and they take about 4 to 5 years to start bearing fruits. Majority of the macadamia production in Rwanda is rain-fed and small scale. Rwanda macadamia is dominated by small-scale farmers, operating on tiny farms of about 0.3 to 1 ha on average and few medium scale farmers operating on 3 to 5 ha of land on average. Only 5% of private operators own more than 5ha of macadamia plantations. Currently, 310,000 macadamia trees are reported to have been planted on approximately 1600 ha of land, among them 200,000 are in the productive stage. The total number of trees is projected to increase to 1,300,000 trees by 2029.

In terms of export volume, the country exported over 329 tons of macadamia nuts, generating more than \$1.29 million in 2021-2022 fiscal year and these are projected to attain 8,194 MT in 2028 (NAEB, 2025). Small-scale farmers are producing less volumes of macadamia nuts which fail to meet the demands of international markets (i.e: high rate of rejections), further, they do not have access to adequate or required inputs and market information.

Macadamia growing is also expected to contribute to climate change and environmental protection, given the dominant sloppy land in the country. This is aligned with the new PSTA (Strategic Plan for Agricultural Transformation 5), which is emphasizing on Environment protection and climate change. In this context, tree integration into the farmland (agroforestry) is to be promoted in most of steep farmland. The area under conservation agriculture is expected to increase from the current 2000 ha to about 10,000 ha in 2028/2029 (MINAGRI, 2024).

The largest proportion of locally produced macadamia is sold as a conventional product, which does not provide substantial revenues to the small-scale farmers. A strategy to raise income from macadamia business would be to add value to the product and gradually move from conventional to organic macadamia with higher commercial value. Furthermore, the majority of macadamia farmers have less or no experience in developing macadamia trees, productive practices are obsolete and there is limited innovation or technologies being brought into the business to make it a vibrant sector. Also, there is a need for adequate infrastructure to support the development of a profitable and sustainable macadamia production (Nsabimana, 2023).

Despite increase in export volume from 2018, revenues from macadamia indicate a declining trend from 2019, probably due to the fall of prices during the covid time, indicating risk of price fluctuation

and the need for macadamia farmers to strategically increase productivity, add value to their macadamia and target premium markets with attractive prices.

The field visits conducted in February 2025 informed the mission about the challenges farmers are currently facing in producing sufficient and good quality macadamia, specifically:

- **Limited macadamia productivity In Rwanda**, the productivity of a macadamia tree of over 10 years is still low as it varies between 10 to 15 Kg of nuts per year while in some countries with advanced cultural methods like South Africa, Australia, the productivity varies between 30 and 50 Kg. One of the constraints is the limited size of farmland owned by individual farmers. The average land holdings are 0.45 ha per household and a big share of it is being allocated to food crops. Rwanda cannot compete on production volume due to the limited volume and efforts should rather be on producing higher quality macadamia and targeting niche markets. Shifting from conventional to organic macadamia production would give the opportunity to earn more revenue. Since small-scale farmers are unable to afford the cost of organic certification, ELPS project is to support organic certification for a number of small-scale farmers.
- **Limited knowledge of macadamia farmers**: Macadamia is quite a nascent crop in Rwanda and farmers are yet to build sufficient knowledge on the commodity. Challenges lie in the quality of seed, lack of rigorous follow-up (timely pruning, pest and disease control and post-harvest handling). Only Rwanda Nuts has established some model farms, but these are concentrated in some locations and not accessible by many other farmers.
- **Insufficient compost/organic manure**: Macadamia producers' own cattle and can easily access manure and others without livestock buy manure from neighbors. The quantity of manure isn't sufficient since a large portion of it is used to produce food. The quality of compost/manure could be an issue since few farmers regularly conduct a quality check of their compost. Training of farmers on compost making and management are planned in the project.
- **Lack of quality seedlings and post-harvest equipment**: Majority of farmers claimed to procure seed from various sources (donation, RNut or other producers). Lack of a reliable source of quality macadamia seedlings is certainly one of the constraints, affecting productivity. Also few farmers have access to drying shelves before delivery which is a major quality constraint, causing losses and rejects by buyers.
- **Lower farmgate prices**: current farmgate price stands at between 1200 and 1300 Frws/kg of macadamia nuts. Prices have significantly dropped, due to Covid effect. Such reduction has affected farmers' motivation. Strategy to overcome this challenge should be directed towards the production of high value macadamia, for instance organic macadamia, which is sold at higher price on the World market.

III. The Call for Proposals 2025 (CfP 25)

To address the above-mentioned challenges and opportunities, IFAD is seeking to engage non-governmental organizations or commercial entities through this Call for Proposals 2025 (CfP25), to implement the project activities. IFAD is responsible for providing funds to selected implementing partner for providing service described herein and to monitor the implementation of the services (project partners OSTI and RNut finance and carry out their own respective project components). This partnership between IFAD, the government of Japan and the private sector (PS) partners aims to build the foundation for a resilient macadamia supply chain that benefits Rwandan farmers and meets ethical and environmental standards for global macadamia markets.

This grant will ensure the smooth implementation of the Project by providing essential services in close collaboration with private sector partners, the Rwandan local authorities, and other stakeholders.

Call for Proposals – Specific objectives

To address needs expressed by farmers and market requirements, five components have been devised; these define the project scope and include interventions that are deemed necessary for achieving the overall and specific objectives of the project.

The text in parentheses indicates the entity responsible for carrying out each activity. To provide a comprehensive overview of the intervention, we have included activities that will be implemented by parties other than the Implementing Partner engaged through this bidding exercise. However, please note that the scope of services to be requested under this bidding exercise is limited to the activities where “Implementing Partner” is specified in parentheses.

Components and Activities

Component 1- Preparatory work to support for organic certification applications

Objective: Set up the environment for this intervention to work properly in a well-planned manner to identify the targeted beneficiary farmers as well as other potential private sector partners

- Act1: Conduct Call for Interest to select farmers from the areas covered by IFAD PSAC project, who are interested in shifting from conventional to organic macadamia production. [implemented by IFAD through the selected implementing partner, in collaboration with the PS partner(s)]
- Act2: Baseline study/Assessment of current practices to identify gaps and needs. [implemented by IFAD through the selected implementing partner]

Expected results:

- Beneficiary farmers are successfully selected from the area covered by IFAD/PSAC.
- Baseline study/Assessment of current practices is completed to serve as a basis for measuring project progress.

Component 2 – Capacity building and Training for organic certificate

Objective: Assist farmers in adopting farming and management practices that comply with organic certification requirements, while improving their productivity

- Act 1: Conduct Training-of-Trainers (ToT) on macadamia farming practices, crop history, climate suitability, record keeping, traceability and related topics for organic certification to build the capacity of the selected implementing partner. [implemented by PS partner(s)]
- Act 2: Train farmers on Good Agricultural Practices (GAPs)—including pruning, pest and disease management using organic pesticides, and organic fertilizer production and

application—to enhance productivity and support their preparation for organic certification. [implemented by IFAD through the selected implementing partner]

- Act 3: Train farmers on record keeping, traceability, and other key elements essential for organic certification. Support the development of their group management systems—specifically, the Internal Control System (ICS)—with an emphasis on internal inspections to assess farming practices and corrective actions to comply with organic production standards. [implemented by IFAD through the selected implementing partner]
- Act 4: Provide agricultural inputs for farmers—such as organic pesticides and ingredients for organic fertilizers—and equipment (e.g. various ingredients, scales, scissors) to help farmers transition to practices aligned with organic certification requirements, without compromising productivity—and potentially enhancing it. [implemented by IFAD through the selected implementing partner]

Expected results:

- At least 6 master trainers receive training on macadamia farming and other related subjects.
- 500 farmers receive solid training on Good Agricultural Practices from master trainers – including timely pruning, use of organic pesticides for effective pest and disease control, application of correct rates of organic fertilizers and adoption of other recommended methods.
- As results, macadamia productivity is substantially improved by at least 20%.
- 500 farmers receive support in terms of agricultural inputs – such as organic pesticides and fertilizers and equipment (e.g. blue tarp, scale, scissors) to support farmers transitioning from conventional to organic macadamia production

Component 3–Organic Certification

Objective: Support macadamia farmers in getting organic certification

- Act 1: Application for organic certification and facilitate the assessment process conducted by the organic certifying body, including assisting farmers in developing an Organic System Plan (OSP), that outlines how organic standards will be met, including crop, livestock and land management and record keeping, pest management and handling and processing practices. [implemented by PS partner(s)]
- Act 2: Provide incentives to farmers during the conversion period, as part of motivation to invest in organic macadamia production. Since the beneficiary farmers will be the first large cohort of farmers to specialize in organic macadamia production in the country, an incentive will be allocated to compensate for extra effort farmers will be deployed during the conversion and assessment period. [implemented by PS partner(s)]

Expected results:

- Organic certification framework is set-up with the required documentation (ICS) in collaboration with certifying body.

- Organic System Plans (OSP) are developed, describing in detail all activities to be carried out, including crop and livestock management, record keeping, and organic practices for farmers to get organic certification.
- Farmer groups apply for organic certification and the entire process is facilitated by the certifying body, OSTI Group, the implementing partner.
- Farmers produce high quality organic macadamia nuts and are able to fetch a 20% increase on farmgate prices.

Component 4 – Quality Enhancement

Objective: Enhance the macadamia producers' drying capacity at their farms

- Act 1: Conduct training of trainers (ToT) on post-harvest handling/drying techniques to build the capacity of the selected implementing partner. [implemented by PS partner(s)]
- Act 2: Training of farmers on post-harvest handling/drying techniques to enable farmers reduce post-harvest losses and produce quality macadamia meeting the international market standards. [implemented by IFAD through the selected implementing partner]
- Act 3: Construct or renovate macadamia drying tables for farmers and provide necessary equipment. [implemented by IFAD through the selected implementing partner]

Expected results:

- Farmers register reduced rejects on macadamia due to the improved post-harvest facilities.
- Farmers receive training on drying techniques, apply proper post-harvest practices, produce quality macadamia and increase their income from macadamia.

Component 5 – Project Management

Objective: Providing the required support to ensure the smooth effective and successful implementation of all project activities

- Act 1: Providing the planning, coordination, and reporting of activities carried out by various implementing partners on the ground. [implemented by IFAD through the selected implementing partner]
- Act 2: Ensuring project's visibility, communication and continuous engagement with all stakeholders by keeping them informed on the progress, identifying potential challenges, and proposing appropriate solutions. [implemented by IFAD through the selected implementing partner]

Expected results:

- The selected implementing partner makes proper planning, coordination and reporting.
- Stakeholders engaged in the project are well informed on the progress of the project's implementation, challenges and proposed solutions

- Meetings are regularly held at different levels, reports are availed and strategies are developed to ensure a successful project’s implementation.
- The selected implementing partner submits progress reports to IFAD every six months and a final report at the end of the intervention.

The ELPS intervention is expected to result in farmers’ enhanced ability to apply proper agricultural practices, maintain macadamia trees and successfully apply for organic certification. To maximize the impact of the overall intervention, the selected implementing partner is expected to work closely with the private sector partner(s) across activities and components, rather than limiting its focus to its own responsibilities.

Implementation arrangements

The implementation arrangements are meant to achieve macadamia farming systems that are productive, profitable and sustainable through connecting small-scale producers and private sector companies to instill efficient operationalization processes, facilitate organic certification, market access and support to integrate global supply chains.

Macadamia growers, beneficiaries of EPLS initiative, are expected to shift from production of conventional and low-quality macadamia to certified organic macadamia nuts, attracting higher premium prices and generating positive impact on household well-being.

Implementation Timeline: The project is expected to kick off in February 2026 and end after a two-year period, in December 2027.

For the detailed Project Timeline, please refer to the Excel file in Annex 2 – Attachments of this document.

Sharing of Responsibilities across Project Partners: The project will be implemented taking the following division of roles into consideration:

Partners Components	IFAD	Private Sector Partners (OSTI Group / RNut)	Implementing Partner
Component 1 Preparatory Work for organic certification applications	<ul style="list-style-type: none"> • Conduct Eol to select private sector partners. • Monitoring 	<ul style="list-style-type: none"> • Collaborate and contribute to the Call for Interest to identify target farmers 	<ul style="list-style-type: none"> • Conduct Call for Interest to select target farmers located in the areas covered by IFAD/PSAC project. • Baseline Study
Component 2 Capacity building and Training	<ul style="list-style-type: none"> • Monitoring 	<ul style="list-style-type: none"> • Training-of-Trainers 	<ul style="list-style-type: none"> • Train farmers on Good Agricultural Practices (GAPs)

			<ul style="list-style-type: none"> • Provide agricultural inputs and equipment
Component 3 Support macadamia farmers in organic certification	<ul style="list-style-type: none"> • Monitoring 	<ul style="list-style-type: none"> • Facilitate the organic certification assessment process • Provide incentives to farmers during the conversion period 	
Component 4 Quality enhancement	<ul style="list-style-type: none"> • Monitoring 	<ul style="list-style-type: none"> • Training of trainers (ToT) on macadamia post-harvest handling 	<ul style="list-style-type: none"> • Training of farmers on post-harvest handling and drying techniques • Construct drying tables/provide necessary equipment and material
Component 5 Project Management	<ul style="list-style-type: none"> • Monitoring 		<ul style="list-style-type: none"> • Planning, coordination, and regular reporting • visibility, communication and engagement with stakeholders.

**IFAD will be supervising the project implementation through ISMs*

The recipient of this grant is expected to implement the above-mentioned activities for which IFAD is responsible as its implementing partner, in close collaboration with the private sector partners.

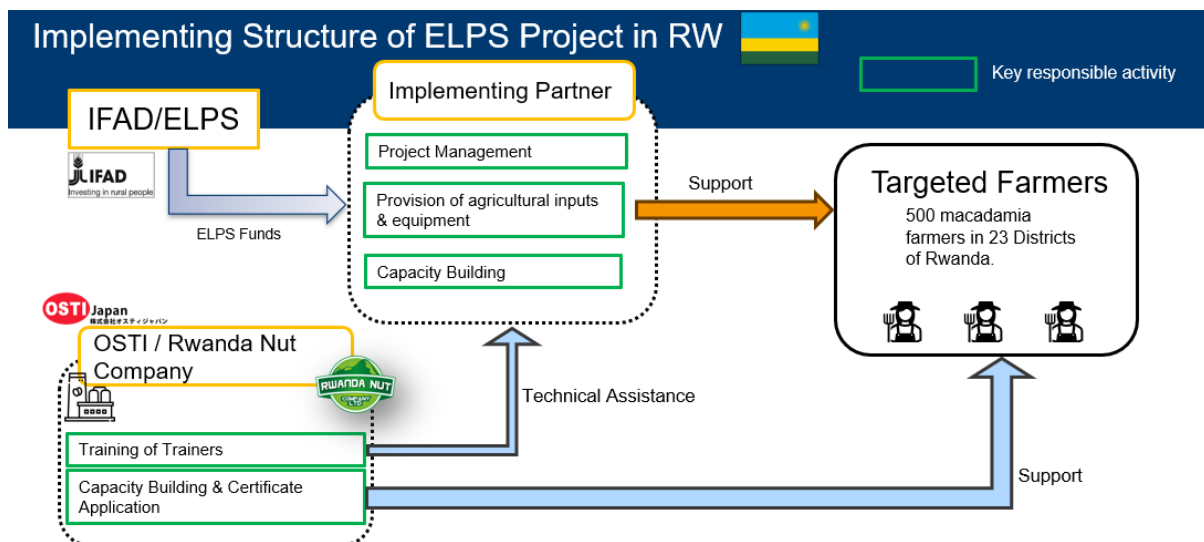
Monitoring & Evaluation: The intervention will maintain strict quality control systems to ensure that activities deliver the intended results and provide value for money. Regular monitoring will track both quantitative outputs—such as the number of farmers obtaining organic certification, inputs and equipment distributed, and drying tables constructed—and qualitative outcomes, including improvements in farmers’ knowledge, macadamia quality, and household incomes.

Monthly progress reports submitted by the implementing partner will detail activities completed, challenges faced, and plans for the coming period. In addition, annual implementation supervision missions (ISM) by IFAD’s PMI, in collaboration with the IFAD Country Office in Rwanda, will independently verify progress and identify any issues requiring timely resolution.

Building on the data collected through a field survey and a workshop, a simple baseline survey will be conducted at the start of the intervention, and an end-line impact assessment will be carried out by the implementing partner to evaluate changes in the volume of organically certified macadamia produced for export, farmer incomes, and overall value chain performance. These assessments will apply rigorous methodologies to determine the extent to which observed changes can be attributed to intervention activities rather than external factors.

The implementing partner is expected to submit impact assessment at the end of the intervention.

Implementation structure



Reporting and Management

Overall project management will be coordinated by the recruited implementing partner in close collaboration with IFAD. The management will consist of planning, coordination and reporting of the activities to be executed by various Private Sector partners on the ground and regularly informing the project progress to the project manager. The selected implementing partner will be regularly reporting to IFAD.

The project manager will provide all the support to ensure a smooth and successful implementation, keeping in loop all stakeholders and informing them about the progress, eventual challenges and proposed remedies.

As mentioned above, on a monthly basis, the implementing partner will provide detailed information about activities completed, challenges encountered, and plans for upcoming work. The implementing partner is required to submit both the half-year progress reports and the final report to IFAD in written format. Yearly implementation support missions and supervision missions by IFAD PMI in conjunction

with IFAD Country Office in Rwanda will provide independent verification of progress and opportunities to address any problems quickly.

The detailed reporting deliverables are outlined below.

1. Half-yearly Progress Reports (aligned with Results Framework, covering activities completed, challenges, and corrective measures).
2. Annual Consolidated Reports (covering achievements, outputs delivered, financial utilization).
3. Final Completion Report, including:
 - Summary of all activities and outputs delivered
 - Assessment of outcomes achieved (with reference to indicators, but focused on evidence from deliverables)
 - Lessons learned
 - Sustainability and scaling-up recommendations
 - Impact assessment
 - Annexes: training materials, agreements, case studies, success stories, and photos

Expected Deliverables

To achieve the above-mentioned results, the selected implementing partner will deliver concrete outputs aligned with the following key performance indicators:

- Number of farmers trained on macadamia farming and organic production
- Quantity of agricultural inputs and other equipment distributed to farmers
- Number of farmers trained on adequate use of the drying bed
- Number of macadamia farmers who apply for macadamia organic certification
- Number of farmers who successfully got an organic certification
- Increase in volume of organic macadamia production
- Number of drying tables installed
- Quantity of organic macadamia nuts sold on the international market
- Average price premium achieved by target farmers
- Average increase in annual household income

The implementing partner is expected to detail out the actual deliverables in their proposal.

Expected Outputs and Outcomes

The project will deliver towards achieving the following outcomes and benefits:

- Farmers acquire skills from the training on macadamia farming and subsequently apply good agricultural practices, including appropriate use of inputs and equipment provided by the ELPS/IFAD project,
- Macadamia productivity is increased significantly and the % of reject is reduced due to enhanced post-harvest handling
- 500 either successfully obtain organic macadamia certification or are in the process required to apply for certification

- Farmers are able to produce at least 230 kg of organic macadamia nut-in shell of good quality and able to sell on premium markets that reward their production and processing efforts.

Visibility

The implementing partner will aim at increasing the project's visibility through formal acknowledgment of the donor and host of the project. Events such as project launch will be coordinated in collaboration with other partners and relevant communications to be made to enhance visibility and awareness of the ELPS project. Meetings, and other communication channels will be used to reach out to various partners and stakeholders to create useful networks, collaboration and partnership.

IFAD, in collaboration with the implementing partner will engage with the local Government Officials, other local NGOs and stakeholders, involving them in the project activities such as a project kick-off event and other initiatives, meant to create more visibility and branding for the project. As part of visibility efforts, ELPS project will use various channels, including social media outlets, printed materials (leaflets and flyers) and technical reports.

Periodic project reports, highlighting the project's progress will be produced and shared with the local leaders, e.g. District leaders and NAEB, IFAD/PSAC project to ensure everyone stays aligned and informed.

Value and cofinancing

The Project has total financing of up to US\$ 366,127 from the supplementary funds provided by Japan, available for project implementation.

The selected service provider Organization is expected to execute the activities mentioned above with the allocated ceiling of US\$ 339,127. A detailed payment schedule will be included in the grant agreement, indicating the flow of funds through installment payments tied to the achievement of agreed deliverables and milestones.

It is recommended that the recipient contribution (in-kind or cash) be at least 20% of the IFAD grant amount.

There will be no financial transaction between the service provider Organization and the private sector partners for the implementation of the project's activities. Its interventions will target the same beneficiary groups as those for which the partners will independently execute and fund their field activities.

Who is eligible to apply?

Local non-profit, non-governmental organizations and commercial entities are welcome to apply.

Requirements for applicants are as follows:

- ✓ Must be legally constituted and duly registered as non-governmental organizations or commercial entities in accordance with the laws of their country of registration.

- ✓ must show the license required to offer services in compliance with regulations in jurisdictions where it will operate;
 - Certificate of Incorporation or Business Registration issued by the competent government authority;
 - Trade License authorizing provision of agricultural development, training, and/or construction services within Rwanda;
 - Relevant professional or sectoral licenses or permits, if required for construction of small-scale infrastructure, provision of agricultural training, or equipment distribution;
- ✓ must have the capacity to enter into financial and legal agreements with IFAD, and comply with the procurement guidelines of IFAD (see IFAD procurement guidelines¹);
- ✓ may not act as an intermediary, but be directly responsible for the preparation and management of the proposed project;
- ✓ must have solid experience in agricultural value chain development, with at least 5 years of previous development work in Rwanda;
- ✓ must present annual audited financial statements in accordance with international standards;
- ✓ all applicant organizations should demonstrate organizational and financial stability, with the capacity to continue operations beyond the duration of the project, and must have a proven track record in the area of expertise proposed for the project.

Weighted Evaluation Criteria

Proposals from eligible applicants will be evaluated on the basis of the below criteria.

- **Technical (40%):** this dimension considers (i) the proposal's alignment with the strategic priorities and intended objectives of this intervention; (ii) the consistency of the proposal with the challenges, opportunities and expected project activities identified in this document; (iii) whether the proposal clearly describes the detailed operational arrangements and partnerships that have been and will be developed to implement the project activities; (iv) whether the project activities, workplan, and budget are feasible.
- **Financial (30%):** this dimension considers (i) the proposal's value for money (ii) the budget (at least one work package with specific budget for each of the required deliverables).
- **Institutional (30%):** this dimension considers (i) General experience: Service Provider Organization has been in existence for 10 years and has experience working with international organizations or the Government of Rwanda; (ii) the financial, managerial, and technical proven experience of proponent and implementation partners in the priority area and in the specific project activities, especially related to the infrastructure development (i.e. the construction and facilitation of post-harvest facilities), and in the regions/countries where the intervention will be implemented. Prior experience in working in the macadamia sector together with the private sector, particularly with international macadamia companies, and in supporting farmers in obtaining organic certification will be considered valuable assets. Applicants must also provide evidence of interest and/or commitment from its partners to implement these activities; (iii) implementation capacity, both technical and for financial

¹ [IFAD Project Procurement Guidelines.](#)

management; (iv) whether the proposal presents the resources to be maintained over time, and fosters a durable relationship between small-scale producers and the private sector partners, ensuring it continues beyond the duration of this intervention.

How to apply

Applicants are requested to submit their proposal in the form of IFAD Grant Concept Note (item 1), based on which a competitive evaluation and decision takes place. The proposal must be aligned with the Grant Proposal Identification Note (item 2).

Additionally, applicants must compile the Self-certification of eligibility for IFAD grant financing (item 3), filled out and signed by an authorized representative of the recipient.

A detailed budget must be submitted, using the activity-based budget template (item 4).

The selected applicant will be required to fill in the Financial Management Self-Assessment Questionnaire (FMAQ) (item 5).

Submissions must be sent in unchangeable format (pdf) to elpscfrw2025@ifad.org, including the IFAD Grant Concept Note and the Self-certification of eligibility for IFAD grant financing filled in, according to the indications provided in the documents.

The deadline for the submission of proposals is 12/12/2025.

Resources for applying

Resources for applying are available [here](#).

- item 1: IFAD Grant Concept Note - Template
- item 2: Grant Proposal Identification Note
- item 3: Applicants' self-certification of eligibility for IFAD grant financing - Template
- item 4: Detailed Activity-based Budget – Template
- item 5: Financial Management Self-Assessment Questionnaire (FMAQ)
- item 6: General Provisions Applicable to IFAD Grant Agreements

IV. Annex 1. Selection Criteria

Proposals from eligible applicants will be evaluated on the basis of the below criteria.

	Weighed Evaluation Criteria	Description	Supporting documents/evidence	Points	Max
1	Technical	this dimension considers (i) the proposal's alignment with the strategic priorities and intended objectives of this intervention; (ii) the consistency of the proposal with the challenges, opportunities and expected project activities identified in this document; (iii) whether the proposal clearly describes the detailed operational arrangements and partnerships that have been and will be developed to implement the project activities; (iv) whether the project activities, workplan, and budget are feasible.	Concept Note, Self-certification of eligibility for IFAD grant financing, activity-based budget, FMAQ	0-40	40
2	Financial	this dimension considers (i) the proposal's value for money (ii) the budget (at least one work package with specific budget for each of the required deliverables).	Self-certification of eligibility for IFAD grant financing, activity-based budget, FMAQ	0-30	30

3	Institutional	<p>this dimension considers (i) General experience: Service Provider Organization has been in existence for 10 years and has experience working with international organizations or the Government of Rwanda; (ii) the financial, managerial, and technical proven experience of proponent and implementation partners in the priority area and in the specific project activities, especially related to the infrastructure development (i.e. the construction and facilitation of post-harvest facilities), and in the regions/countries where the intervention will be implemented. Prior experience in working in the macadamia sector together with the private sector, particularly with international macadamia companies, and in supporting farmers in obtaining organic certification will be considered valuable assets. Applicants must also provide evidence of interest and/or commitment from its partners to implement these activities; (iii) implementation capacity, both technical and for financial management; (iv) whether the proposal presents the resources to be maintained over time, and fosters a durable relationship between small-scale producers and the private sector partners, ensuring it continues beyond the duration of this intervention.</p>	<p>1. Certificate of incorporation 2. List of relevant past assignment, clearly showing relevance to agricultural value chains. Include project titles, locations, years, brief descriptions and name of client. Evidence shall include: - successful experience in development project work in Rwanda in collaboration with international organizations or the Gov. of Rwanda during the last 10 years. - Experience managing development projects in which a private sector partner is involved as one of the main implementing partners - Experience in supporting farmers in obtaining organic certification - Experience in working in the macadamia sector 3. Organizational Chart, CVs or bios of senior management and technical staff, company profile, audited financial statements, portfolio of similar projects</p>	0-30	30
TOTAL TECHNICAL SCORE					100
Minimum Qualifying Score					70

V. Annex 2. Attachments

For the detailed Project Timeline, please refer to the accompanying Excel file.

