

EXTERNAL EVALUATION OF THE STRENGTHENING NUTRITION IN PRIORITY STAPLES (SNIPS) PROJECT IN NIGERIA (KADUNA, OYO, AND BENUE STATES)

REQUEST FOR PROPOSALS

**Issued by
The Global Alliance for Improved Nutrition (GAIN)**

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I. PROJECT BACKGROUND AND SCOPE OF WORK

1. ABOUT GAIN

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people.

At GAIN, we believe that everyone in the world should have access to nutritious and safe food. We work to understand and deliver specific solutions to the daily challenge of food insecurity faced by poor people. By understanding that there is no “one-size-fits-all” model, we develop alliances and build tailored programmes, using a variety of flexible models and approaches.

We build alliances between governments, local and global businesses, and civil society to deliver sustainable improvements at scale. We are part of a global network of partners working together to create sustainable solutions to malnutrition. Through alliances, we provide technical, financial and policy support to key participants in the food system. We use specific learning, evidence of impact, and results of projects and programmes to shape and influence the actions of others.

Headquartered in Geneva, Switzerland, GAIN has representative offices in Denmark, The Netherlands, the United Kingdom, and the United States. In addition, we have country offices in Bangladesh, Benin, Ethiopia, India, Indonesia, Kenya, Mozambique, Nigeria, Pakistan, Rwanda, Tanzania and Uganda. Programmes and projects are carried out in a variety of other countries, particularly in Africa and Asia.

2. BACKGROUND

The Global Alliance for Improved Nutrition (GAIN) is issuing this Request for Proposal (RFP) and will be the administrative lead organisation for this RFP.

The purpose of this RFP is to engage services of a Service Provider to design and conduct an evaluation of the Strengthening Nutrition in Priority Staples (SNiPS) project in Kaduna, Oyo, and Benue states in Nigeria. It will be decided at a later stage whether all three or just two of the states will be covered.

2.1. THE SNIPS PROJECT OVERVIEW

The SNiPS project¹ is implemented in four focal states (i.e., Oyo, Kaduna, Benue and Nasarawa). It began in January 2021 and will be implemented until December 2025. The project was developed to add a nutrition lens to and deliver an integrated suite of activities to support GIZ’s Green Innovation Centre (GIC) in Nigeria. This nutrition project aims to strengthen the GIC priority value chains and improve food and nutrition security through improved diets for farmers, farm workers, other workers in businesses in these value chains, and among the wider population in Nigeria.

The broad objectives for the SNiPS project are to:

- Increase consumption of nutritious foods by smallholder farmers, their families, and the wider population.
- Strengthen cassava, maize, sweet potato, and rice value chains in Nigeria which provide more, safe nutritious foods to consumers.
- Increase use of nutritious (biofortified) crop varieties of the target staples in processed foods.
- Improve productivity & efficiency of farmers and other businesses to improve the production of nutritious foods in the cassava, maize, sweet potato, and rice value chains.

¹ <https://www.gainhealth.org/media/news/gain-unveils-strengthening-nutrition-priority-staples-snips-project-nigeria>

To achieve the overarching goal of improving nutrition through improved diets, the project builds on the increased consumption of the staple crops, which is the primary focus of the GIC, through the following related interventions:

- A workforce nutrition programme to support farmers and workers in the target crop value chains to improve their diets.
- Business support services to make nutritious and safe foods more accessible, affordable and desirable.
- Increased production and consumption of biofortified varieties of maize, cassava, and orange flesh sweet potato (OFSP).

A social behavior change communication (SBCC) campaign that aimed at increasing the demand for biofortified crops and other nutritious crops was rolled out in four selected local governments (LGAs) per state across the four project states, i.e., Benue (Gboko, Otukpo, Gwer East and Makurdi LGAs), Kaduna (Lere, Giwa, Chikun and Kauru LGAs), Nasarawa (Doma, Lafia, Awe and Kokona LGAs, and Oyo (Afijio, Iseyin, Ido, and Oyo West LGAs). Various audiences and activities were carried out across the three components of the project. Various audiences across the three components of the project were targeted: Biofortification (farmers and farm workers), Workforce Nutrition (farmer's households and processor employees, and Business Support (retailers, wholesalers, processors and aggregators).

2.1.1. WORKFORCE NUTRITION

Farmers' nutritional health is directly linked to their productivity and overall economic productivity in their own households, farms and businesses, and contribution to national wealth. However, farming families and households have limited knowledge and awareness of the nutritional content and benefits of the foods they produce and consume. Further, their awareness of the importance of consuming diverse diets is low.

Farmers engaged in the production of the priority staples in focus may be able to access foods that meet their energy needs but even earning good income from their business does not usually translate to accessing a sufficiently diverse diet. The costs of poor nutrition on lost revenues to businesses in a context like Nigeria, where underweight, stunting and anaemia are prevalent in rural areas, and obesity rates are growing could mean as much as 2.7% of GDP is lost from lower worker productivity (Chatham House, 2020).

The Workforce Nutrition (WFN) component of the project is focused on improving the diets of farmers and workers within the rice and maize value chains, ranging from smallholder farmers to food processing employees and is being implemented in Benue, Kaduna and Nasarawa States. This will be done through workforce nutrition initiatives that aim to improve the consumption of nutritious foods as a vital part of a healthy and diverse diet for all involved. Additionally, it aims to engage business owners in these crops supply chains, as well as local and state authorities on the significance of adequate nutrition for enhanced resilience and productivity. This will be done through regular advocacy and engagements with them to underscore the importance of workforce nutrition for both workers and farmers.

2.1.2. BUSINESS SUPPORT

Small and medium enterprises (SMEs) handle most of the food that is produced, transported, marketed, and consumed in low-income countries such as Nigeria. These SMEs are however hindered by a lack of business knowledge and skills and often lack the resources to take advantage of the opportunities around them to innovate and secure higher value from their smallholder investments. Lack of awareness of food safety regulations, good practices, and compliance, also means that many consumers are exposed to contaminated or otherwise unsafe foods.

The business support component of the SNiPS project focuses on empowering women and young, tapping into their creativity and energy to bolster their families, thrive in agri-business, and address malnutrition, food, and social insecurities and is being implemented in all four states (i.e., Benue, Kaduna, Nasarawa and Oyo). The initiative sought to amplify the involvement of women and youth in value-added agriculture and

entrepreneurship, particularly addressing key challenges that they face in the project's four focal states. It aims to tap into opportunities by leveraging the political will across local, state, and national levels in Nigeria to create economic opportunities for women and youth in the production, processing, and sale of nutritious and safe food. This was achieved through amplifying the knowledge and information available to women and youth regarding nutrition and enhancing their involvement in decision-making processes. Furthermore, business support and investments were directed towards innovations. These efforts not only aimed to improve the livelihoods of participants but also infused nutrition sensitivity within the GIC value chains. This was pursued through three interlinked approaches:

- Improving the nutritional quality of staple foods produced by SMEs and farmers involved in GIC activities.
- Improving the capacity of food safety and value chain actors to adhere to standards and regulations on best practices.
- Supporting technical innovations for supply chains through innovation challenges and innovation clinics.

2.1.3. BIOFORTIFICATION

Micronutrient deficiencies are acute in countries like Nigeria and among farming families who grow and eat their own food and diets are overly reliant on staple foods, lacking in the diversity of foods needed to meet multiple nutrient requirements. Nearly two-thirds of Nigerian children are at risk of vitamin A deficiency due to inadequacy in their diets (NDHS 2018) and generally limited access to diverse foods at the household level due to rising levels of poverty. Micronutrient deficiencies can constrain work performance resulting in slower economic growth and lead to severe health outcomes including poor growth and development and increased mortality.

The biofortification component of the SNIps project is working with farmers and farming households to promote the adoption, cultivation, and utilization of biofortified crop varieties of staples (i.e., Vitamin A Cassava (VAC) in Oyo state, Vitamin A Maize (VAM) in Kaduna and Orange Fleshed Sweet Potato (OFSP) in both Oyo and Benue states by farming households and other food processors.

2.2. PROGRES TO DATE

The project has been regularly tracked through monitoring data, some collected by third party monitoring consultants. The following is a review of our estimated progress based on those monitoring data. To date the project provided technical support and productive inputs to a total of 5,144 farmers between 2022 and 2023. Of those, 4,080 farmers harvested biofortified crops during this period.

Looking ahead to the second half of-2024, and based on the cassava cropping season, we expect that more of the farmers supported in the VAC value chain in 2023 to harvest their crops. A combined total of 9,635.40 metric tonnes of biofortified crops were harvested between 2022 and 2023, comprising 9,469.99 metric tonnes of VAM, 98.86 metric tonnes of VAC, and 66.55 metric tonnes of OFSP.

Furthermore, some of the farmers sold a portion of their harvested biofortified crops, resulting in a total of 2,094.44 metric tonnes of VAM, 48.06 metric tonnes of VAC, and 32.43 metric tonnes of OFSP entering the market between 2022 and 2023.

From a sustainability assessment we conducted, we found that many of the farmers supported under the project in 2022 continued to produce VAM in 2023, harvesting a total of 3,257.9 metric tonnes.

The processed volume for biofortified crops among businesses supported between 2022 and 2023 increased from Quarter 1 to Quarter 4 of 2023.

During this period, the proportion of processors of biofortified foods increased. Regarding processing volumes, there was an increase over the period with biofortified crops making up about 98.2% of the average annual processing volume for all crops contained in the processed biofortified food products by the businesses involved in the project.

As part of the work to improve access to a wider variety of nutritious foods, 5,446 households were supported to set up home gardens. A total of 5,267 households, representing 94.3%, 97.8%, and 96.89% of households supported in Benue, Kaduna, and Nasarawa states, respectively, planted the targeted crops in their home gardens within the stipulated period, namely tomato, amaranthus, and OFSP.

The project's SBCC activities directly engaged over 12,900 nutritious crops value chain actors in the focal states through community-led initiatives. Additionally, the project extended its reach to over 2 million individuals via various media programs, based on data from our communication partner.

Project documents, detailed monitoring data and results will be availed to the successful partner at inception.

3. SCOPE OF WORK AND DELIVERABLES

3.1. OBJECTIVES

As the project reaches its final year of implementation, GAIN is commissioning an independent evaluation to demonstrate the extent to which it has achieved its impact objectives.

The main objective is to design and conduct an evaluation to estimate the impact of the SNiPS project around consumption, dietary diversity and quality, and demand for biofortified crops, among others.

The scope of the evaluation will focus on Kaduna, Oyo and Benue states where there are overlapping components of the SNiPS project being implemented.

The optimal evaluation design and methodology to address these objectives will be proposed by the evaluation partner. Estimates of project impact by component and on overall impact outcomes need to be estimated at the State level. There are no baseline data, therefore, considerations on design may include a post-test with comparison group (i.e., project LGAs and non-project LGAs), among other possibilities. The proposed approach should be a robust evaluation design to reliably assess any potential causality of the project activities to any impact seen.

The target population will be discussed and agreed upon by GAIN and the evaluation partner but potentially, value chain farmers, household members and businesses in the selected states, LGAs and value chains.

The specific indicators from the results framework that need to be reported are:

- Change in dietary diversity and other diet quality scores [DQQ indicator], and among targeted populations.
- Differences in purchase and/or consumption of biofortified foods [VAM, VAC and OFSP], among targeted population
- Percent (and estimated number) of people who consume biofortified food [VAM, VAC and OFSP] and/or specific targeted foods [vary by state]
- Awareness of and demand for biofortified foods among consumers.

The Service Provider should propose the methods for the survey of the above-mentioned objectives based on their expertise, but it will be expected to include primary data collection in the project states and use

standardized methods and indicators where available. For example, for diet quality, the diet quality questionnaire (DQQ)² for consumption of biofortified foods, the FACT³⁴⁵ modules can be adapted, etc.

3.2. SCOPE OF WORK

The successful applicant shall provide the following services:

- Develop an evaluation protocol, including background, detailed methodology and justification), data analysis plan, and data collection tools, for review and approval by GAIN.
- Apply for and obtain relevant access and data collection permissions as appropriate, e.g., from ethical committees, government, etc.
- Develop the sampling framework in close collaboration with GAIN and, where appropriate, the National Bureau of Statistics (or similar agency).
- If need be, adapt and translate data collection tools (e.g., protocols, questionnaires) to the local context and translate into the local language then back translate into English. Develop and translate supporting instruments (e.g., field guides, maps) to facilitate field work. Carry out all aspects of primary data collection, quality assurance, and data entry, cleaning, management, and analyses.
- Recruit and train supervisors and enumerators who will carry out the survey. Provide training in collaboration with GAIN covering all areas of the data collection and entry process (e.g., selection of households, interview procedures, questionnaire piloting, data entry and database management, etc.). Input on training agenda and operational plans for fieldwork will be required.
- Pre-test and pilot test data collection tools (e.g., questionnaires) then revise as needed in consultation with GAIN.
- Carry out all aspects of primary data collection, quality assurance, and data entry, cleaning, management, and analyses.
- For all primary data collection, provide GAIN with raw and clean datasets, codebooks, and syntax and output of all data analyses in formats agreed upon with GAIN.
- Draft final report outlines for review and approval by GAIN.
- Draft full reports including background, methods, data collection activities, results, conclusions, and recommendations.
- Revise and finalize reports based on inputs from GAIN.

3.3. DELIVERABLES AND DEADLINES

The timelines for completion of all aspects of the Scope of Work is outlined in the following table*.

DELIVERABLE	DEADLINE
Deadline to submit any questions	11 October 2024
Responses to questions posted online	15 October 2024

² <https://www.dietquality.org/tools>

³ <https://www.gainhealth.org/sites/default/files/publications/documents/fact-household-questionnaire-template.pdf>

⁴ <https://www.gainhealth.org/sites/default/files/publications/documents/fact-fieldwork-manual-for-household-assessment-template.pdf>

⁵ [Assessing the Coverage of Biofortified Foods: Development and Testing of Methods and Indicators in Musanze, Rwanda - Current Developments in Nutrition](#)

Proposal submission deadline	27 October 2024
Final response regarding selection of Service Provider	11 November 2024
Contracting completed	29 November 2024
Inception meeting with GAIN held	13 December 2024
Inception report that includes study protocol and data collection tools submitted and approved by GAIN	10 January 2025
Approvals obtained (e.g., ethical committees, government)	14 February 2025
Draft report outline submitted and approved by GAIN	28 February 2025
Data collection completed and field progress reports submitted	30 April 2025
Workshop with GAIN on results and recommendations held	30 May 2025
Final report, dataset and data documentation submitted	30 June 2025

*Note: Timelines are tentative and will be finalized during the contracting stage with the selected Service Provider.

II. INSTRUCTIONS FOR RESPONDING

This section addresses the process for responding to this solicitation. Applicants are encouraged to review this prior to completing their responses.

1. CONTACT

Please direct all inquiries and other communications to the GAIN RFP email address rfp@gainhealth.org with the subject line “**Question: SNIPS External Evaluation RFP**”. Queries sent by **[11 October 2024, 11.59pm, WAT]** will be responded to via an online post on the GAIN RFP website on **[27 October 2024]**. Responses will not be confidential except in cases where the applicant clearly indicates that proprietary information is involved.

2. Budget

Applicants are required to provide GAIN with a detailed budget in US dollars, including fees/travel/accommodation and any other direct costs to be incurred in the delivery of the Scope of Work, in a separate document. Include a brief narrative justification for line items included. The final budget will be elaborated as the scope of the assessment is clarified and as part of the contracting process.

The budget submitted with this proposal should include (i) a justification of overall value for money, (ii) a comprehensive budget justification which should be presented for each category of costs including, personnel, cost of travel, including subsistence allowances, consultants, meeting/workshop, overhead if applicable, and miscellaneous expenses. All prices/rates quoted must be inclusive of all indirect costs (taxes/VAT) as required.

The final budget amount will have to be approved by GAIN prior to starting the project.

3. FORMAT FOR PROPOSAL

The proposal needs to be formatted as two separate documents:

1. Technical proposal:
 - Description of previous relevant work (maximum 1 page)
 - Composition of the team with names and brief biographies of all key staff (maximum 3 pages)
 - Detailed proposal explaining how the areas of work mentioned in objectives and Scope of Work will be addressed, including risk and mitigation strategy, sustainability, and timeline (maximum 10 pages)
 - References and a sample of an evaluation report
2. Financial proposal:
 - Budget
 - Detailed budget justification
3. Offer of services

4. SUBMISSION

Along with the proposal, applicants shall share a note on:

- Qualifications, roles and responsibilities of proposed team members required to implement the project.
- Ethical committee or board of the organization, to be approached for the ethical clearance and mention the probable time taken to take the ethical approval
- Organizational experience of handling similar projects in past

Completed proposals should be submitted in electronic copy to rfp@gainhealth.org with the subject “**SNIPS EXTERNAL EVALUATION**”.

5. DEADLINE

Completed proposals should be submitted by **27 October 2024, 11.59pm WAT**.

6. UNACCEPTABLE

The following proposals will automatically not be considered or accepted:

- Proposals that are received after the RFP deadline
- Proposals received by fax or post.
- Incomplete proposals.
- Proposals that are not signed.

7. REVISIONS

Proposals may be revised by electronic mail provided such revision(s) are received before the deadline.

8. ACCEPTANCE

GAIN will not necessarily accept the lowest cost or any of the proposals submitted. Accordingly, eligibility requirements, evaluation criteria and mandatory requirements shall govern.

9. COMPLETION

- Proposals must be submitted on the official letterhead of the lead organization or firm and must be signed by a principal or authorized signatory of the lead firm or organization.
- In case of errors in calculating overall costs, the unit costs will govern.
- It is the applicant's responsibility to understand the requirements and instructions specified by GAIN. In the event that clarification is necessary, applicants are advised to contact the responsible person at GAIN under section II. point 1., prior to making their submission.
- While GAIN has used considerable efforts to ensure an accurate representation in this RFP, the information contained in this RFP is supplied solely as a guideline. The information is not warranted to be accurate by GAIN. Nothing in this RFP is intended to relieve applicants from forming their own opinions and conclusions with respect to the matters addressed in this RFP.
- By responding to this RFP, the applicant confirms its understanding that failure to comply with any of the RFP conditions may disqualify their submission.

10. RIGHTS OF REJECTION

GAIN reserve the right to reject any or all submissions or to cancel or withdraw this RFP for any reason and at its sole discretion without incurring any cost or liability for costs or damages incurred by any applicant, including, without limitation, any expenses incurred in the preparation of the submission. The applicant acknowledges and agrees that GAIN will not indemnify the applicant for any costs, expenses, payments, or damages directly or indirectly linked to the preparation of the submission.

11. REFERENCES

GAIN reserves the right, before awarding the proposal, to require the applicant to submit such evidence of qualifications as it may deem necessary and will consider evidence concerning the financial, technical, and other qualifications and abilities of the applicant.

12. RELEASE OF INFORMATION

After awarding the proposal and upon written request to GAIN, only the following information will be released:

- Name of the successful applicant.
- The applicant's own individual ranking.

III. TERMS AND CONDITIONS OF THIS SOLICITATION

1. NOTICE OF NON-BINDING SOLICITATION

GAIN reserves the right to reject any and all bids received in response to this solicitation and are in no way bound to accept any proposal. GAIN additionally reserves the right to negotiate the substance of the successful applicants' proposals, as well as the option of accepting partial components of a proposal if deemed appropriate.

2. CONFIDENTIALITY

All information provided as part of this solicitation is considered confidential. In the event that any information is inappropriately released, GAIN will seek appropriate remedies as allowed. Proposals, discussions, and all information received in response to this solicitation will be held strictly confidential.

3. RIGHT TO FINAL NEGOTIATIONS ON THE PROPOSAL

GAIN reserves the right to negotiate on the final costs and the final scope of work of the proposal. GAIN reserve the right to limit or include third parties at GAIN's sole and full discretion in such negotiations.

4. EVALUATION CRITERIA

Proposals will be reviewed by the Selection Team. The following indicate a list of the significant criteria against which proposals will be assessed. This list is not exhaustive or 100% inclusive and is provided to enhance the applicants' ability to respond with substance.

Applicants are required to submit the following information, conforming to the guidelines given in this section:

- Understanding of the scope of work:
 - Proposal shall demonstrate a clear understanding of the project objective and deliverables as outlined in Section I.
- Demonstrate a clear understanding of the technical requirements of this RFP:
 - Providing detailed technical documentation of the proposed strategy.
- The creative and methodological approaches required to implement each of the parts of the scope of work.
- Comprehensiveness of work plan and reasonableness of proposed time frame:
 - Proposal shall include a feasible work plan to ensure successful completion of deliverables.
 - The work plan details how activities will be coordinated.
- Detailed budget and cost-effectiveness of proposed approach:
 - Evidence of cost-effective approaches to undertaking the scope of work within the proposed budget.
 - Proposal shall identify possible challenges and include creative approaches to addressing them.
- Management and personnel plan:
 - The team members working on this project shall have the relevant qualifications and overall experience required to successfully implement the project.
 - Roles and responsibilities of each team member shall be clearly defined. GAIN shall have one main contact person clearly identified in the proposal.
- A duly completed offer of services.

GAIN reserves the right to contact the individuals and contractor(s) in order to verify the information provided as part of the Proposal.

5. REVIEW PROCESS

The review process will involve a Review Panel with participants selected by GAIN.

6. LIMITATIONS WITH REGARD TO THIRD PARTIES

GAIN does not represent, warrant, or act as an agent for any third party as a result of this solicitation. This solicitation does not authorize any third party to bind or commit GAIN in any way without GAIN's express written consent.

7. COMMUNICATION

All communication regarding this solicitation shall be directed to appropriate parties at GAIN. Contacting third parties involved in the RFP, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the proposal.

8. FINAL ACCEPTANCE

Award of a Proposal does not imply acceptance of its terms and conditions. GAIN reserves the right to negotiate on the final terms and conditions, including the costs and the scope of work when negotiating the final contract to be agreed between GAIN and the applicant.

9. VALIDITY PERIOD

The offer of services will remain valid for a period of 60 days after the Proposal closing date. In the event of an award, the successful applicant will be expected to enter into a contract subject to GAIN's terms and conditions.

10. INTELLECTUAL PROPERTY

Subject to the terms of the contract to be concluded between GAIN and the applicant, the ownership of the intellectual property related to the scope of work of the contract, including technical information, know-how, processes, copyrights, models, drawings, source code and specifications developed by the applicant in performance of the contract shall vest entirely with GAIN.

11. SCOPE OF CHANGE

Once the contract is signed, no increase in the liability of GAIN or in the fees to be paid by GAIN for the services resulting from any change, modification or interpretation of the documents will be authorized or paid to the applicant unless such change, modification or interpretation has received the express prior written approval of GAIN.

IV. OFFER OF SERVICES

1. Offer submitted by:

(Print or type business, corporate name and address)

2. I (We) the undersigned hereby offer to GAIN, to furnish all necessary expertise, supervision, materials, and other things necessary to complete to the entire satisfaction of the Executive Director or authorised representative, the work as described in the Request for Proposal according to the terms and conditions of GAIN for the following prices:

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

3. I (We) agree that the Offer of Services will remain valid for a period of sixty days (60) calendar days after the date of its receipt by GAIN.
4. I (We) herewith submit the following:
 - (a) A Proposal to undertake the work, in accordance with GAIN's requirements specified.
 - (b) A duly completed offer of services, subject to the terms herein.

OFFERS WHICH DO NOT CONTAIN THE ABOVE-MENTIONED DOCUMENTATION OR DEVIATE FROM THE PRESCRIBED COSTING FORMAT MAY BE CONSIDERED INCOMPLETE AND NON-RESPONSIVE.

Date this day of Click or tap here to enter text. in Click or tap here to enter text.

_____ Click or tap here to enter text.

Signature (applicant)

_____ Click or tap here to enter text.

Signature (applicant)