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ANALYSIS OF GOVERNMENT PROCUREMENTS AND LOCAL CONTENT FOR SELECTED INDUSTRIAL VALUE CHAINS (LEATHER, TEXTILE, EDIBLE OIL)

Summary of the Assignment

- Nature of Assignment: Short-term consultancy
- Location: East African Community (EAC) region
- Procuring Entity: East African Business Council (EABC)
- Funding Partner: African Development Bank (AfDB)
- Project: Accelerating Sustainable and Inclusive Industrialization in the East African Community (EAC)
- Project ID: P-Z1-KC0-001

1. Background

Government procurement policies are critical for promoting domestic production and supporting local industries in the East African Community (EAC). The leather and textile value chains—priority sectors under the EABC-AfDB project "Accelerating Sustainable and Inclusive Industrialization in the EAC"—offer significant opportunities for manufacturers to supply goods like footwear, uniforms, and institutional fabrics to public entities. With abundant resources (e.g., hides, cotton) and the African Continental Free Trade Area (AfCFTA) enhancing market potential, increasing manufacturers' access to government procurement can drive job creation, value addition, and competitiveness. However, manufacturers face challenges such as limited visibility of opportunities, complex tender processes, and inconsistent enforcement of local content requirements.

Funded by the African Development Bank (AfDB) through the Fund for African Private Sector Assistance (FAPA), this project aims to strengthen the private sector by improving the business environment. This consultancy will analyze government procurement practices and local content policies, focusing on identifying specific procurement opportunities for leather and textile manufacturers and providing strategies to enhance their participation and local content development.

2. Objectives

Primary Objective:

To conduct an in-depth analysis of **government procurement, local content policies,**

inter-company procurement practices, and gender-inclusive tendering affecting the **Leather, Textile and Edible Oil** value chains in EAC Partner States, with a view to enhancing manufacturers' access to public and private procurement opportunities, promoting local content, and strengthening inclusivity and competitiveness.

Specific Objectives:

- Analyze government procurement policies, legal frameworks, and practices relevant to the leather and textile industries, including preferences for local sourcing, value addition, and supplier participation.
- Assess the contribution of government procurement to local content development, job creation, industrialization, and inclusion of women-led and youth-led businesses within the leather and textile sectors.
- Examine procurement practices **within the industrial value chain**, including how companies source inputs from other manufacturers, and assess whether these practices support regional integration, competitiveness, and gender inclusivity.
- Identify challenges, gaps, and bottlenecks limiting effective implementation of local content requirements, participation of local manufacturers in public procurement, equitable access for women-led businesses, and inter-company sourcing within the value chain.
- Compile a comprehensive list of current and potential procurement opportunities—including government contracts (e.g., uniforms, footwear, protective gear, textiles) and private-sector tenders between firms in the value chain—highlighting opportunities for gender-inclusive participation across the EAC.
- Provide practical, evidence-based recommendations to enhance the effectiveness of government and private procurement, strengthen local content, improve access for women-led and other underrepresented businesses, and reinforce regional value chain competitiveness.

3. Scope of Work

The scope of work for the analysis of government procurements and local content for the **Leather, Textile and Edible Oil** industrial value chains includes, but is not limited to, the following tasks across the EAC Partner States:

1. **Reviewing Existing Literature:** Review existing literature, reports, and studies on government procurement policies and local content requirements relevant to the leather and textile sectors (e.g., EAC procurement guidelines, national tender reports).
2. **Collecting Primary Data:** Collect primary data through surveys, interviews, and consultations with relevant stakeholders, including government agencies, industry associations, suppliers, and manufacturers (20–30 stakeholders per sector), to validate opportunities and barriers.
3. **Analyzing Procurement Data:** Analyze government procurement data, including contracts awarded, expenditures, and compliance with local content requirements,

within the **Leather, Textile and Edible Oil** sectors, identifying specific opportunities (e.g., footwear for security forces, uniforms for public servants).

4. **Assessing Local Content Policies:** Assess the implementation and enforcement of local content policies, including preferences for domestic sourcing, value addition, and supplier development initiatives, focusing on how these enable or restrict manufacturers' access.
5. **Identifying Barriers:** Identify barriers, constraints, and challenges faced by local industries, particularly manufacturers, in participating in government procurements and meeting local content requirements (e.g., lack of opportunity awareness, capacity gaps).
6. **Compiling Procurement Opportunities:** Develop a detailed list of current and potential government procurement opportunities for manufacturers, including tender details (e.g., procuring entity, contract value, frequency), based on procurement records and government budgets.
7. **Developing Recommendations:** Develop actionable recommendations and strategies for improving government procurement policies, enhancing local content development, and fostering the competitiveness of the leather and textile industries, with emphasis on manufacturers' participation.
8. **Alignment with Regional Goals:** Evaluate how procurement opportunities support AfCFTA and EAC industrialization by linking manufacturers to regional markets.
9. **Reporting:** Compile findings into a main report, policy briefs, and a list of procurement opportunities for manufacturers.

4. Deliverables

The consulting firm will deliver the following outputs:

- **Inception Report:** Outlining the proposed methodology, data sources, work plan, and timeline for the analysis of government procurements and local content.
- **Draft Analysis Report:** Documenting the findings, methodology, analysis, conclusions, and recommendations regarding government procurements and local content within the leather and textile sectors.
- **List of Procurement Opportunities (Draft):** Comprehensive compilation of current and potential government procurement opportunities for leather and textile manufacturers (e.g., contract descriptions, entities, timelines).
- **Policy Briefs (Draft):** Summarizing key findings and recommendations for dissemination to policymakers and stakeholders.
- **Validation Workshop Presentation:** PowerPoint summary of findings, including the opportunities list.
- **Final Analysis Report:** Revised comprehensive report with stakeholder feedback, including annexes (e.g., procurement data tables, stakeholder inputs).
- **Final List of Procurement Opportunities:** Standalone document detailing specific opportunities for manufacturers, with actionable details.
- **Final Policy Briefs:** Two-page briefs for dissemination to policymakers and stakeholders.



5. Placement and Timeline of Assignment

The assignment will combine physical and virtual work, including desk reviews and consultations.

Duration: 25 working days.

6. Submission Criteria

Interested consulting firms must submit:

- Company profile detailing core business areas, organizational structure, staffing capacity, years of operation, and technical competencies relevant to procurement and local content analysis
- Brief profiles (CV summaries) of key experts highlighting academic qualifications, professional experience, sector expertise, and suitability for the assignment
- Evidence of a minimum Master's degree for key personnel in a relevant field (Public Policy, Economics, Industrial Development, or related discipline)
- Description of relevant experience in at least three (3) similar assignments, including procurement studies and local content analysis, with details of scope, duration, and outcomes
- Evidence of experience working in Africa or with regional/public sector institutions
- Certificate of Registration/Incorporation
- Valid Business License
- Valid Tax Compliance/Clearance Certificate
- Any other valid legal and administrative documentation
- Demonstrated understanding of procurement policy analysis, opportunity identification, and industrial development support assignments
- Outline of proposed approach or methodology for executing procurement and local content analysis assignments
- Work plan indicating clear sequencing of activities and alignment with assignment objectives and timelines

7. Reporting and Coordination

The consulting firm will report to the EABC Executive Director, providing weekly updates and coordinating with the EABC project team on substantive and administrative matters.

8. Ethical Considerations

- **Confidentiality:** Protect sensitive data (e.g., tender details, manufacturer information) and use it solely for this project.
- **Integrity:** Ensure data accuracy and impartiality; cite verifiable sources.

- **Compliance:** Adhere to EABC and AfDB anti-corruption policies; violations may lead to termination.
- **Inclusivity:** Consider gender and youth perspectives (e.g., opportunities for women-led firms).
- **Intellectual Property:** Outputs are owned by EABC and AfDB; consulting firm may not publish without permission.

9. Evaluation Criteria

Proposals will be evaluated as follows: Criteria	Description	Max. Points
Technical Proposal (70 pts)		
Firm's Core Business & Technical Capacity	Assessment of core business areas, organizational structure, staffing capacity, years of operation, and technical competencies relevant to procurement and local content analysis	10
Compliance with Legal and Administrative Requirements	Submission of complete and valid legal and administrative documents	
Qualifications of Key Personnel	Master's degree in public policy, Economics, or related field. Knowledge in government procurement or industrial policy studies (10)	10
Relevant Experience in Similar Assignments	Demonstrated experience in at least three (3) similar assignments; quality and relevance of past work and proven experience working in Africa or with regional/public sector institutions, and evidence of previous work undertaken Track record in local content areas, procurement analysis and opportunity identification.	20
Methodology and Approach	Soundness and clarity of proposed methodology and models in undertaking the assignment including work plan and deliverables (30 pts)	30
Financial Proposal (30 pts)		30
Total		100



Application Process

Interested firms should submit:

- Technical proposal (maximum 20 pages).
- Financial proposal (separate, password-protected).

Submit to procurement@eabc-online.com and info@eabc-online.com marked “Consultancy: **Government Procurements and Local Content for Leather, Textile Edible Oil Value Chains.**”

The deadline for submission is **Monday, 27th July 2026.**

EABC is an equal opportunity employer, encouraging applications from qualified individuals regardless of gender, age, or background.