



ADVERTISEMENT

Growth Diagnostic and Competitiveness Study on Selected Value Chains in East Africa: Edible Oils, Textiles, and Leather

1. 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

2. Background and Context

The East African Business Council (EABC), with support from the African Development Bank (AfDB), seeks to engage a qualified consulting firm to undertake a Growth Diagnostic and Competitiveness Study for the Edible Oils, Textiles, and Leather value chains in the EAC region.

The study is intended to support regional industrialization, value addition, competitiveness, intra-regional trade, and market access under the African Continental Free Trade Area (AfCFTA) and global markets.

The edible oils, textiles, and leather sectors remain critical to employment creation, manufacturing growth, export diversification, and economic resilience within the EAC. Despite significant resource potential, the sectors continue to face constraints including low productivity, limited value addition, infrastructure deficits, non-tariff barriers, policy inconsistencies, and limited access to finance and technology.

The assignment will identify key constraints to growth and competitiveness, assess opportunities for regional and global market expansion, and provide evidence-based recommendations to strengthen regional value chains and promote sustainable industrial development, with due consideration to gender inclusion, environmental sustainability, and climate resilience.

3. Primary Objective



The primary objective of the assignment is to conduct a Growth Diagnostic and Competitiveness Study of the Edible Oils, Textiles, and Leather value chains in the EAC region and provide recommendations to enhance competitiveness, value addition, regional trade, market diversification, and sustainable industrial development.

4. Specific Objectives

The consulting firm shall:

1. Analyze the structure, performance, trade patterns, value addition, and competitiveness of the selected value chains across EAC Partner States, including their integration into regional and global value chains.
2. Identify and prioritize binding constraints affecting growth and competitiveness at firm, sector, and policy levels.
3. Assess opportunities for upgrading, regional integration, product diversification, and participation in regional and global value chains.
4. Evaluate opportunities for intra-EAC and AfCFTA trade expansion, market diversification, and export growth.
5. Assess cross-cutting issues including gender inclusion, youth employment, environmental sustainability, ESG standards, and climate resilience.
6. Benchmark EAC sectors against selected international comparators and identify competitiveness gaps and opportunities.
7. Develop actionable policy recommendations, implementation priorities, and strategies for regional collaboration to enhance productivity, trade, investment, and inclusive growth.

5. Scope of Work

The study will cover the EAC region, focusing on the Edible Oils, Textiles, and Leather value chains across Partner States. The assignment shall include regional comparative analysis, stakeholder consultations, and assessment of market and policy dynamics.

The consulting firm shall:

1. Value Chain Mapping: Map the structure of each value chain from production to markets, identify key actors and supporting industries, assess regional linkages, and conduct industry field assessments.
2. Growth Diagnostic and Competitiveness Analysis: Assess productivity, competitiveness, business environment constraints, market dynamics, institutional challenges, and regional trade performance affecting the sectors.



3. Trade and Market Analysis: Analyze export performance and trade opportunities within the EAC, COMESA, AfCFTA, and global markets, including opportunities for market diversification and value-added products.
4. Benchmarking and Cross-Cutting Issues: Benchmark EAC sectors against selected global peers and assess gender inclusion, youth participation, environmental sustainability, ESG standards, and climate resilience.
5. Policy and Institutional Review: Review relevant national and regional policies, assess alignment with EAC and AfCFTA frameworks, and identify policy and implementation gaps.
6. Stakeholder Engagement: Conduct consultations with EAC institutions, national ministries, private sector associations, manufacturers, development partners, and civil society organizations.
7. Recommendations: Develop practical recommendations on policy reforms, investment priorities, regional collaboration, market access, and value addition.

6. Deliverables

The consulting firm shall deliver the following:

1. Inception Report: The inception report shall include the methodology, work plan, stakeholder mapping, engagement approach, and data collection plan.
2. Interim Reports: The interim reports shall present preliminary findings, sector analysis, and emerging recommendations.
3. Draft Consolidated Report: The draft report shall include regional analysis, competitiveness assessment, market diversification opportunities, and draft policy recommendations.
4. Validation Workshop(s): The consulting firm shall present findings, facilitate stakeholder validation meetings, and incorporate comments received.
5. Final Report: The final report shall include the executive summary, consolidated regional analysis, implementation roadmap, sector-specific recommendations, and policy briefs.

All deliverables shall include relevant data analysis, visualizations, and gender-sensitive considerations.

7. Duration

The assignment shall be completed within thirty (30) working days.

8. Geographic Coverage



The study shall cover Burundi, Democratic Republic of Congo (DRC), Kenya, Rwanda, South Sudan, Tanzania, and Uganda.

9. Supervision and Coordination

The consulting firm shall report to the EABC Executive Director and work closely with the EABC Secretariat throughout the assignment.

10. Ethical Considerations

The consulting firm shall maintain confidentiality of information, acknowledge EABC and AfDB ownership of all deliverables, avoid conflicts of interest, ensure inclusive and gender-responsive analysis, and comply with EABC and AfDB integrity and anti-fraud requirements.

11. Submission Requirements

Interested consulting firms must submit:

- Company profile detailing the firm's mandate, core business areas, organizational structure, staffing capacity, and years of operation
- Summary of technical expertise relevant to growth diagnostics, competitiveness analysis, value chain studies, trade, and industrial policy
- Brief profiles of key experts highlighting academic qualifications, professional experience, and suitability for the assignment
- Evidence of a Master's degree in International Trade, Economics, Industrial Development, or related field for key personnel
- Evidence of relevant experience in conducting similar assignments, including value chain analysis, growth diagnostics, and trade competitiveness studies within Africa or regional institutions
- List and descriptions of at least three (3) similar assignments undertaken, including client name, scope, duration, and outcomes
- Certificate of Registration/Incorporation
- Valid Business License
- Valid Tax Compliance/Clearance Certificate
- Any other required legal and administrative documentation



12. Evaluation Criteria

Criteria	Description	Points
Firm's Core Business and Technical Capacity	Assessment of the firm's mandate, organizational structure, staffing capacity, years of operation, and technical expertise relevant to growth diagnostics, competitiveness analysis, and trade and industrial policy	10
Compliance with Administrative Requirements	Submission of required legal and administrative documentation	
Qualifications of Key Experts	Academic qualifications, professional experience, and suitability of the proposed team. A Master's degree in International Trade, Economics, Industrial Development, or related field is required	10
Relevant Experience in Similar Assignments	Demonstrated experience in conducting similar assignments, including value chain analysis, growth diagnostics, and trade competitiveness studies within Africa or regional institutions	20
Methodology and Approach	Clarity, relevance, and practicality of the proposed methodology, work plan, and deliverables	30
Total		70
Financial Proposal	Cost-effectiveness and financial competitiveness	30
Total		100

14. Submission Requirements

Interested firms shall submit a Technical Proposal not exceeding 20 pages and a separate password-protected Financial Proposal.

Submissions shall be sent to:

- procurement@eabc-online.com



- info@eabc-online.com

Subject line: “Consultancy: Growth Diagnostic and Competitiveness Study for Edible Oils, Textiles, and Leather Value Chains.”

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

15. Equal Opportunity Statement

EABC is an equal opportunity organization and encourages applications from qualified firms regardless of gender, age, or background.