

TERMS OF REFERENCE

(B)EAT THE LOCUST PROJECT END OF PROJECT EVALUATION

a) Title of Consultancy	Request for proposals (RFP) (B)EAT The Locust-End of Project Evaluation
b) Eligibility	Consultancy firms legally registered in Kenya and existing in the last 5 years
c) Location of the assignment	Kenya, 4 Counties- Isiolo, Marsabit, Laikipia and Samburu
d) Issuing Office & Address	Catholic Organization for Relief and Development Aid (CORDAID) Futuristic Centre Block 4, Church Road, Westlands P.O. Box 40278 - 00100 Nairobi, Kenya www.cordaid.org
e) Point of contact for clarifications and questions	CORDAID Kenya Email: cordaidke@cordaid.org
f) Bid Submission	Electronically via the CORDAID official email: cordaidkenyatenders@cordaid.org
g) Request for EoI Issue Date	13 th August 2025
h) Deadline for submission of questions and clarifications	17 th August 2025
i) Deadline for answering questions and j) clarifications	19 th August 2025
k) Deadline for Submission of Proposals	22 nd August 2025 at 5:00 PM EAT
l) Selection method	Technical – 70%; Financial – 30%

ABOUT CORDAID

Cordaid is an internationally operating value-based emergency relief and development organisation working in and on fragility. We stand with those who are hit hardest by poverty and conflict. We support them in their struggle to move beyond survival and fully participate in equitable resilient societies that enable them to get to their full potential. Our mission is to strengthen the capacities and resilience of vulnerable people and communities in fragile settings so that they are better prepared to face their future challenges.

For over 2 decades, Cordaid has spearheaded innovative programmes in arid and semi-arid areas in Kenya aimed at improving income and creating opportunities for livelihood diversification; strengthening the coping mechanism of local people to adapt to climate change, drought mitigation, preparedness, emergency and rehabilitation interventions. Cordaid works closely with the Government of Kenya, local development partner organisations and

communities through three thematic pillars namely sustainable agri-food systems and equitable access to humanitarian assistance and inclusive peace and reconciliation processes.

ABOUT (B)EAT THE LOCUST PROJECT

Background

The 2019–2020 Desert Locust invasion in Northern Kenya was the worst in 70 years. The upsurge originated in the Middle East and aided by favourable climatic conditions, rapidly spread into the Horn of Africa, eventually reaching Kenya, Uganda, and Tanzania. In Kenya, the swarms destroyed thousands of hectares of cropland and pasture, leaving behind barren landscapes—Northern Kenya was especially hard hit.

In response, the Government of Kenya, in collaboration with development partners, deployed aerial and ground spraying using synthetic pesticides. While partially effective, this approach led to considerable environmental pollution and posed serious health risks to both humans and animals. The chemicals used caused the death of some livestock, miscarriages in others, and widespread ecological damage—including the elimination of non-target species, contamination of scarce water sources, and further crop losses. These challenges inspired the design of (B)eat The Locust Project.

The (B)eat The Locust project is a three-year initiative funded by the Dutch National Postcode Lottery, targeting pastoralist communities in the four arid and semi-arid counties of Laikipia, Samburu, Isiolo, and Marsabit. The project is implemented by a consortium of three partners: Cordaid (lead partner), the International Centre of Insect Physiology and Ecology (icipe) as the technical partner, and the Indigenous Movement for Peace Advancement and Conflict Transformation (IMPACT) as the implementing partner.

Project Rationale

Insects are increasingly recognised as vital sources of essential nutrients for both humans and animals, offering proteins, fatty acids, and micronutrients like iron and zinc. Traditionally consumed in many parts of Africa, Asia, and Latin America, insects—locusts included—have long served as both staple food and a protein supplement in animal feed. However, in Africa, the consumption of locusts has waned due to chemical contamination from pest control efforts and changing cultural preferences driven by urbanisation. Despite this, there remains a strong business case for processing locusts into animal feed, though their unpredictable availability limits scalability.

Projects Goal and Objectives

The project's main objective is the diversification of the livelihoods of pastoralist communities in desert locust-prone areas in Kenya based on an environmentally friendly and scalable insect value chain. The three pathways for achieving the objective include (a) promoting adaptation of biopesticides through policy (county and national level) as the preferred mechanism for controlling desert locust outbreaks in target communities; (b) encouraging pastoralist communities to build livelihoods on insect value-chains; and (c) establishing insect value-chains for human and animal consumption.

Expected Results

By the end of the (B)eat The Locust Project, the following results are anticipated:

- a) 1,000 cricket-rearing entrepreneurs established, of which 400 will be specialized desert locust collectors.
- b) 4,000 community members earning additional income from desert locust harvesting, in collaboration with the specialized collectors.
- c) 726,881 people experiencing some level of food insecurity in the target counties will have improved access to alternative protein sources through the promotion of insect-based foods.
- d) 1,556,674 inhabitants of the target counties better prepared for future desert locust outbreaks through the presence of specialized collectors, and benefiting from the health and environmental gains associated with replacing synthetic chemical pesticides with biopesticides.

Project Milestones

Some of the key achievements of the project to date include the completion of comparative studies; development of isolates with the potential for biopesticide production; innovation of a suction-based locust harvesting technology; and the training of 64 Trainers of Trainers (ToTs), including 9 county extension officers. Additionally, 34 groups—comprising 689 members, 82% of whom are women—have been trained and are actively rearing crickets. Training and Aggregation Centres have been established in each of the four target counties, and over 3 million community members have been sensitised on cricket rearing, desert locust harvesting for food and animal feed, and the use of biopesticides as a safe alternative to synthetic chemicals.

2. Purpose of the Assignment

The primary goal of this assignment is to evaluate the (B)eat The Locust Project to determine its relevance, effectiveness, efficiency, impact, and sustainability in achieving its overarching aim — enabling pastoralist and agro-pastoralist communities in Laikipia, Samburu, Isiolo, and Marsabit to build sustainable livelihoods through insect-based value chains, adopt safe desert locust management and control practices, and improve nutrition outcomes. The evaluation will generate evidence to support project learning, guide adaptive management, and shape future program design, while also strengthening advocacy for the wider adoption of biopesticides and insect farming as viable, environmentally friendly alternatives to harmful synthetic chemical pesticides.

Objective

The primary objective of this consultancy is to gather comprehensive evidence on the project's progress, achievements, challenges/gaps, and lessons learned across its three main pathways as well as sustainability:

1. Biopesticide promotion

- Effectiveness of awareness-raising campaigns through multistakeholder engagements, Radio and TV, policy advocacy at county and national levels to promote biopesticides as the preferred method for controlling desert locust outbreaks and other pests.
- Level of preparedness of the target communities for the next desert locust outbreak.
- Level of preparedness at County and national level for the next desert locust outbreak.

- Findings of research conducted through the project and how this would be used to shape biopesticides policy going forward.

2. Livelihood diversification

- Effectiveness of awareness-raising campaigns through multistakeholder engagements, Radio and TV in promoting insects for food, feed and income generation.
- Social, economic benefits realised by participating communities in the target counties.
- Extent to which pastoralist and agro-pastoralist communities have adopted cricket rearing as alternative, sustainable income sources. The level of preparedness of the community to manage desert locust invasion should the next invasion occur in the near future.

3. Insect value chain

- Progress in establishing a scalable insect value chain for human and animal consumption, including production, processing, and market access in the target counties and beyond.
- Effectiveness of awareness-raising campaigns through multistakeholder engagements, Radio and TV to promote the establishment of a scalable insect value chain.
- Innovations, challenges, and opportunities for scaling the project within Kenya and in similar contexts elsewhere.

3. Scope of Work

The consultant will be required to undertake the following tasks:

a) Desk Review

- Review existing project documentation, progress reports, monitoring data, existing policy papers and documentation, research conducted under the project and relevant literature on biopesticides adoption in Kenya, insect-based value chains with a focus on crickets, and sustainable desert locust preparedness and management at county and national level.

b) Stakeholder Mapping

- Identify and map key stakeholders, including national and county government agencies, development and implementing partners, private sector actors, research institutions, community-based organizations, and farmer/pastoralist associations engaged insect farming with a focus on cricket rearing- production, aggregation, processing and market access. In addition, map key actors involved desert locust management and control. Please take note of what has been established during the project period.

c) Methodology and Tool Development

- Develop and submit a detailed evaluation methodology, data collection tools (qualitative and quantitative), and a work plan for approval prior to fieldwork.

d) Field Data Collection

- Conduct field visits in the four target counties (Laikipia, Samburu, Isiolo, and Marsabit) to gather evidence on the key items outlined in the objective above

e) Data Analysis

- Analyse collected data to provide a clear picture of the project's performance against its objectives and expected results, including both quantitative metrics and qualitative insights.

f) Report Writing

- Prepare a detailed evaluation report that presents findings, conclusions, and practical recommendations to enhance project impact, sustainability, and scalability. The report should address:
 - Progress toward expected results (including the specific targets for entrepreneurs, collectors, and beneficiaries).
 - Gaps, challenges, and lessons learned.
 - Recommendations for strengthening project implementation and advocacy efforts.
 - Potential for replication and scaling.

4. Deliverables

The consultant will be expected to produce the following deliverables:

- a) **Inception Report** – A detailed report outlining the evaluation methodology, sampling approach, data collection tools, work plan, and timeline, to be submitted within two weeks of contract signing.
- b) **Recruitment and training of data collectors:** Recruitment, contracting and supervision of data collectors shall be handled by the Consultant.
- c) **Data Collection Tools** – Fully developed and pre-tested qualitative and quantitative tools for use in the evaluation.
- d) **Draft Evaluation Report** – A comprehensive draft report (not more than 40 pages) presenting findings, analysis, and preliminary recommendations for review by Cordaid Kenya and partners.
- e) **Final Evaluation Report** – A polished, publication-ready report incorporating feedback from stakeholders, including clear recommendations for future programming, scale-up, and policy engagement.
- f) **Presentation of Findings** – A PowerPoint presentation (not more than 15 slides) summarising key findings, lessons learned, and recommendations, to be delivered to Cordaid Kenya, consortium partners (ICIPE and IMPACT), and other stakeholders.
- g) **Case Study:** One case study per county (not more than 2 pages) of community groups or enterprises within the target counties that have adopted cricket rearing as a business venture.
- h) **Policy Brief** – A concise policy brief summarizing the key findings and recommendations, providing actionable insights for decision-makers at both county and national levels on sustainable desert locust management and insect value chain development.
- i) **Raw Data Set**- Raw dataset including the complete quantitative database, qualitative data recorded from the field including transcribed versions, photographs taken and participants attendance registers.

The consultant is required to complete all deliverables **on or before 30th September 2025**, the official project end date.

5. Duration and Payment Schedule of the Consultancy

The consultancy will be for a period of 30 days, starting from the date of contract signing.

6. Qualifications and Experience

The consulting firm/individual consultants will assemble a team of multidisciplinary professionals who have wide experience and competences in the following fields:

- Team Leader
- Technical Expert
- Value-Chain Expert
- Monitoring and evaluation & Knowledge management
- Communications Expert

The specific qualifications of the experts will be:

Key expert 1: Team Leader

- Master's degree in Biological Sciences, Insect Physiology and Ecology, Economics, Environmental studies, Monitoring and Evaluation, Research, Advanced Agriculture, Agricultural Economics, Gender studies.
- Experience working in the Agrifood systems sector and value chains.
- Experience in conducting and leading similar assignments (Baselines studies, end of project evaluations, feasibility studies etc).
- At least 15 years' experience in community development work including policy development, evaluations studies and research (focus on insects for food and feed preferably).

Key expert 2: Technical Expert

- Master's degree and training in Biological Sciences, Biochemistry, training and research in Insect Physiology and Ecology
- Experience working in the Agrifood systems sector and insect value chains.
- Experience in conducting and leading similar assignments (Baselines studies, end of project evaluations, feasibility studies etc).
- At least 15 years' experience in community development work including research focusing on insects for food and feed.

Key expert 3: Value-Chain Expert

- Master's degree in economics, finance, Agricultural Economics, Agri-Business or any related field.
- Demonstrated experience value chain analysis and business development Services, for smallholder farmers, farmer groups and agri-MSMEs.
- A minimum of 10 years of experience in value chain analysis, business advisory services etc.

Expert 4: Monitoring and evaluation & Knowledge management

- Master's degree in Monitoring and Evaluation, Project Management Development Studies, Statistics, Economics, Agricultural Economics or any other related field.
- Experience in monitoring, evaluation, and knowledge management in development projects.
- Practical knowledge and experience of Monitoring, Evaluation and Learning methodologies and approaches

- Practical experience in data collection, data quality management, data analysis and experience working with digital data collection tools.
- A minimum of 10 years' experience in monitoring, evaluation, and knowledge management.

Expert 5: Communications Expert

- Bachelor's degree in communications, Journalism, Environmental Science, Policy, Development Studies, or a related field.
- Demonstrated ability to synthesize complex technical research content for diverse audiences.
- Proven experience drafting press releases and public statements, with at least two samples (max. 2 pages each) demonstrating clarity and impact.
- Excellent command of written and spoken English; proficiency in Swahili is an advantage to capture ASAL community inputs.
- Strong writing skills, with experience producing structured reports for public audiences.
- Minimum 5 years of experience producing development reports for public consumption

8. Budget and Payment Terms

The total budget for this assignment should be clearly stated in the consultant's proposal. Payment will be made in three instalments upon satisfactory delivery of outputs as follows:

- 40% upon signing the contract.
- 60% upon submission and approval of the Final Evaluation Report and Policy Brief.
- An E-TIMS invoice will be required for payment processing.

The consultant to include in their proposed budget their consultancy fees plus all logistical expenses for delivering the assignment. This includes recruitment and training of data collectors, transport, accommodation, meals for the evaluation team, and transport reimbursement for participants engaged during this assignment for instance in Focus Group Discussions.

9. Reporting and Supervision

The consultant will report directly to the Cordaid Kenya Monitoring Evaluation and Communications Officer and work in close collaboration with the Project Lead for the (B)eat The Locust Project. The consultant will also work closely with consortium partners — the International Centre of Insect Physiology and Ecology (ICIPE) and the Indigenous Movement for Peace Advancement and Conflict Transformation (IMPACT).

10. Confidentiality

All data, reports, and materials collected or produced during this assignment will remain the property of Cordaid Kenya. The consultant is required to maintain strict confidentiality regarding all information obtained during the evaluation and may not use it for any purpose other than the delivery of this assignment without prior written consent from Cordaid Kenya.

11. Application process

Interested candidates should submit:

- Technical and Financial proposal, not more than 30 pages in **PDF format, duly signed and stamped.**

- Share a portfolio of **at least 4 previous similar work done** with brief details of the assignment, client and contact details and contract amount for each assignment include evidence of Contracts or LPOs.
- Include **CVs of all the Key Consultants** compiled together in **PDF format** as an **Annex** to the proposal. Each CV should be **Max 2 Pages**.
- Firms to include **Mandatory Requirements**: Registration certificate, Valid Tax Compliance certificate, a copy of certificate of Confirmation of Directors and Shareholding (CR 12) (Issued within the last 12 Months to application deadline date) and a valid Business Permit.
- Applications should be sent via email to Cordaid Kenya at cordaidkenyatenders@cordaid.org with the subject line “(B)EAT THE LOCUST- END OF PROJECT EVALUATION” by **5PM East Africa Time on 22nd August 2025**. Only shortlisted candidates will be contacted. Late or incomplete applications will not be considered.

12. Evaluation Criteria

The consultant will be rejected if its proposal does not clearly demonstrate that it meets the following minimum mandatory criteria:

Ref	Item		
Mandatory Criterion 1	No.	Requirements	Bidder's Response YES/NO
	1.	Provide copy of certificate of Incorporation or Certificate of Registration	
	2.	Provide copy of valid Tax Compliance Certificate	
	3.	Provide copy of certificate of confirmation of Directors and Shareholding (CR 12) (Issued within the last 12 Months to submission date)	
	4.	Valid Business Permit	
	5.	One-year financial statements (most recent financial statement not earlier than 2024)	
	6.	Submit Technical and Financial Proposal in PDF format	
	7.	Duly signed and stamped technical and financial proposal	
	AT THIS STAGE, THE CONSULTANT SUBMISSION WILL EITHER BE RESPONSIVE OR NON-RESPONSIVE. THE NON-RESPONSIVE SUBMISSIONS WILL BE ELIMINATED FROM THE ENTIRE EVALUATION PROCESS AND WILL NOT BE CONSIDERED FURTHER.		

The client shall use the following criteria in scoring the technical proposal of each consultant

No	Description	Maximum
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		score
A	Experience of the firm/consultant related to the assignment (10 Marks)	
	<ul style="list-style-type: none"> Share a portfolio of at least 4 previous similar work done with brief details of the assignment, client and contact details and contract amount for each assignment. (5 marks) Include evidence of contracts or LPOs (5 marks) 	10 marks
B	Adequacy of the proposed work plan and methodology in responding to the Terms of Reference (40 Marks)	
	<p>a. Detailed Methodology or Approach for implementing the assignment The methodology should be realistic and clearly aligned with the scope of work. It must be practical and comprehensive, providing sufficient detail on how the strategy will be implemented, including step-by-step processes, tools, timelines, and responsibilities.</p>	30 Marks
	<p>b. Work plan aligns with the proposed methodology The work plan should be clear, feasible, and aligned with the assignment's objectives and timelines. It must provide a logical sequence of activities, realistic timeframes, and allocation of resources, showing how deliverables will be achieved within the agreed period. Dependencies and milestones should be clearly indicated.</p>	10 Marks
C	Qualifications and competence of the key staff for the assignment - curriculum vitae of all Key Staff must be submitted as an annex to the proposal (20 marks)	
	<p>Key expert 1: Team Leader</p> <ul style="list-style-type: none"> Master's degree in Biological Sciences, Insect Physiology and Ecology, Economics, Environmental studies, Monitoring and Evaluation, Research, Advanced Agriculture, Agricultural Economics, Gender studies. Experience working in the Agrifood systems sector and value chains. Experience in conducting and leading similar assignments (Baselines studies, end of project evaluations, feasibility studies etc). At least 15 years' experience in community development work including policy development, evaluations studies and research (focus on insects for food and feed preferably). 	5 marks
	<p>Key expert 2: Technical Expert</p> <ul style="list-style-type: none"> Master's degree and training in Biological Sciences, Biochemistry, training and research in Insect Physiology and Ecology Experience working in the Agrifood systems sector and insect value chains. Experience in conducting and leading similar assignments (Baselines studies, end of project evaluations, feasibility studies etc). At least 15 years' experience in community development work including research focusing on insects for food and feed. 	5 marks
	Key expert 3: Value-Chain Expert	4 marks

	<ul style="list-style-type: none"> • Master's degree in economics, finance, Agricultural Economics, or any related field. • Demonstrated experience value chain analysis and business development Services, for smallholder farmers, farmer groups and agri-MSMEs. • A minimum of 10 years of experience in value chain analysis, business advisory services etc. 	
	Expert 4: Monitoring and evaluation & Knowledge management <ul style="list-style-type: none"> • Master's degree in Monitoring and Evaluation, Project Management Development Studies, Statistics, Economics, Agricultural Economics or any other related field. • Experience in monitoring, evaluation, and knowledge management in development projects. • Practical knowledge and experience of Monitoring, Evaluation and Learning methodologies and approaches • Practical experience in data collection, data quality management, data analysis and experience working with digital data collection tools. • A minimum of 10 years' experience in monitoring, evaluation, and knowledge management. 	4 marks
	Expert 5: Communications Expert <ul style="list-style-type: none"> • Bachelor's degree in communications, Journalism, Environmental Science, Policy, Development Studies, or a related field. • Demonstrated ability to synthesize complex technical research content for diverse audiences. • Proven experience drafting press releases and public statements, with at least two samples (max. 2 pages each) demonstrating clarity and impact. • Excellent command of written and spoken English; proficiency in Swahili is an advantage to capture ASAL community inputs. • Strong writing skills, with experience producing structured reports for public audiences. • Minimum 5 years of experience producing development reports for public consumption 	2 marks
	Total	70

The client shall use the following criteria in scoring the financial proposal of each consultant:

No	Description	Maximum score
1)	Price Competitiveness Comparison of total bid price with other offers and market rates. The scores will be proportioned as per the formula below: $\text{Bidder's Price Score} = (\text{Bidder's Evaluated Price} / \text{Lowest Evaluated Price}) \times 20$	20 marks
2)	Completeness & Compliance The bidder has costs all elements (including taxes) and adhered to the financial proposal template	5 marks

3)	Costs Realism The costs are realistic and within the prevailing market rates; not understated or overstated.	5 marks
	Total	30 marks

Annex: Financial Proposal Template

Item	Unit	# of Units	Unit Cost (KES)	Total Cost (KES)
Consultancy Fee (for the whole assessment period): Key expert 1: Team Leader Key expert 2: Technical Expert Key expert 3: Value-Chain Expert Expert 4: Monitoring and evaluation & Knowledge management Expert 5: Communications Expert	Per day per expert			
Total Consultancy fees				
Logistic Costs: <i>(Please feel free to add additional rows for any logistical items not captured below)</i>				
Accommodation for the consultants	Lumpsum per item			
Transport for consultants.	Lumpsum per item			
Transport reimbursement for participants	Lumpsum per item			
Other costs such as Printing, photocopy, binding, communication costs etc.	Lumpsum per item			
Total Logistical Cost				
Grand Total				

- a. The **currency** used in the Financial Proposal shall be **Kenya Shillings**.
- b. The prices and rates in the financial offer will be deemed to be inclusive of all taxes and any other incidental costs.
- c. Bids will be checked by Cordaid for any arithmetical errors. Errors will be corrected by Cordaid as below:

- I. Where there is a discrepancy between the amounts in figures and in words, the amount in words will govern, and
 - II. Where there is a discrepancy between the unit rate and the line total resulting from multiplying the unit rate by the quantity, the unit rate as quoted will govern.
- d. All costs presented in the Financial Bid shall be fixed and shall not be negotiable before or during the tender awarding process

CORDAID will shortlist and engage one consultant with the highest combined technical and financial score.