



Terms of Reference for a consultant to conduct a mapping of the market landscape and suppliers of climate change solutions in Nakivale and West Nile

I. BACKGROUND

The International Labour Organization (ILO) is part of a Partnership for improving prospects for forcibly displaced persons and host communities (PROSPECTS). The Partnership is a multi-year programme, funded by the Government of the Netherlands, bringing together five agencies: International Labour Organization (ILO), International Finance Cooperation (IFC), World Bank, UNICEF and UNHCR to devise collaborative and innovative approaches for inclusive job creation and education in contexts characterized by forced displacement. In Uganda, the Programme is working in Arua, Madi-Okollo, Terego and Isingiro districts to enhance Local Economic Development and increase economic opportunities for host communities and refugees. The program focuses on three pillars, namely:

- Pillar 1: Education and Learning
- Pillar 2: Employment with Dignity
- Pillar 3: Protection and Inclusion

Under Pillar 2, PROSPECTS has been using the [Approach to Inclusive Market Systems \(AIMS\)](#) to design and implement market-driven interventions that enhance livelihood opportunities for refugees and host communities in the sesame and soybean value chains in the Nakivale and West Nile regions, respectively. While PROSPECTS has successfully managed to establish sustainable market linkages between farmers, cooperatives and private sector buyers and input suppliers, climate change continues to pose a significant threat to agricultural productivity, jobs, and livelihoods.

Key challenges such as shifting rainfall patterns, increased water scarcity, land degradation, and crop damage from solar radiation reduce both productivity and income for these already vulnerable groups. A variety of innovative technologies and practices, including drought-resistant seeds, hydroponic and smart and solar-powered irrigation systems, conservation tillage, integrated pest management, and sustainable livestock practices, have proven effective in *reducing* the impacts of climate change. Additionally, solutions such as climate risk insurance and microinsurance schemes can help vulnerable groups to *mitigate* and cushion the effects of climate change shocks on crops and livelihoods.

However, making these solutions accessible and affordable to the most vulnerable populations in marginalized regions remains difficult without sustained funding from development actors. The direct distribution of technologies, products, training and insurance schemes —often tied to project-based funding—can disincentivize local suppliers and private companies from offering these solutions on a commercial basis and in a sustainable manner.

As part of Phase 2, PROSPECTS aims to stimulate the local market for products, technology, and know-how on climate change resilience by attracting private sector suppliers and by facilitating commercially viable business models for existing and new actors that can provide these solutions to refugees and host communities in West Nile and Nakivale in the long run and beyond the support of PROSPECTS.

In line with this, PROSPECTS seeks to hire a local consultant to assess the current market landscape of climate change and resilience solutions and private sector suppliers. The rapid mapping will identify current and potential private sector suppliers of climate change solutions in West Nile and Nakivale and explore the challenges and opportunities to facilitate or accelerate business models that support private sector delivery of these solutions in both regions.

These terms of reference outline the objectives, tasks, and activities related to this assignment.

II. OVERALL OBJECTIVE

The consultant will be hired to conduct a rapid mapping to gather first-hand data and provide a practical, evidence-based overview of the current market landscape and private sector suppliers of climate change and resilience solutions—including products, technology, know-how, training and insurance schemes. While the mapping will focus primarily on the market trends in West Nile and Nakivale regions and the suppliers currently engaged there, the research might identify solutions and suppliers that are operating in Kampala or other areas but that are in high demand and relevant for vulnerable groups in the targeted areas. Specifically, the mapping will address the following key questions:

- What are the current dominant market trends in term of climate change and resilience solutions for small-scale agricultural activities in Uganda? Are these solutions available in West Nile and Nakivale? How are these solutions implemented or why are they missing?
- Which private sector actors (from large companies to small enterprise or individual traders) is currently supplying these solutions in the regions (name, description, contact)? What is their current business model? Are they targeting refugees and host communities? How or why not?
- Which challenges are these suppliers currently facing? E.g.: penetrating the local market; responding or stimulating demand; expanding their client base; reaching refugees and host communities; increasing profits/decreasing costs; managing risks; expanding operations; innovate; provide post-purchase customer service; etc.
- What business incentives could attract these suppliers to engage in the region and with the target groups? Are suppliers aware of these incentives, and are they considering or planning to expand their operations in these regions?
- What is restraining new suppliers to work in the two regions and/or to include refugees and host communities in their client base? What type of information or support will lower their perceived risk in engaging in the regions and with our target group? Why?
- What types of products, technologies, and expertise are in demand in the region? How are refugees and host communities currently accessing these solutions? Who are the providers, including projects and humanitarian and development actors, and what is their current model of supply and distribution?

The consultant is expected to collect practical and first-hand data on these issues through field observations and semi-structured interviews with companies, buyers, producers and local authorities in Nakivale and West Nile. The research process will include regular brainstorming sessions with the ILO as well as a final report with a comprehensive inventory of suppliers, a practical overview of the agricultural market trends in the two regions and insights on potential business models and market-led interventions to be explored by PROSPECTS to facilitate market linkages among private sector suppliers and refugee and host communities' farmers and cooperatives.

III. KEY DELIVERABLES

The consultant is expected to produce the following deliverables:

- A rapid market assessment of max. 30 pages (excluding annexes) responding to the research questions (see above) and providing concrete and updated information of current trends of private sector engagement in the agricultural market in Nakivale and West Nile. As part of the annexes, the report will provide a detailed inventory of relevant private sector companies (and their contact) engaged in the supply of climate change solutions in the two regions and in the rest Uganda, when relevant.
- At least 6 (six) virtual brainstorming sessions, including power point presentations, with the ILO team to share and discuss preliminary results of the research and agree on the next steps.

IV. REPORTING LINES

The selected consultant will work under the direct supervision of the PROSPECTS team in Uganda. This includes regular planning and progress meetings, joint discussions, and agreement on best approaches.

V. TIMEFRAME

The assignment is expected to require 25 days of work distributed across approximately 4 (four) months from late February 2025 to June 2025.

VI. Qualifications and Experiences of the Consultant

- At least 5 years of experience in providing technical advisory in the area of climate change, resilience and smart agriculture.
- Demonstrated expertise in engaging with the private sector in Uganda.
- Previous experience in conducting field market research on value chain development and/or climate change solutions.
- Experience in fragile and displacement settings would be an advantage.
- Ability to write concise and practical reports in English.

VII. Payment Schedule

- Payment 1_30%: upon completion of four (4) brainstorming sessions (including power point presentations) to share preliminary results of the research with the ILO team, to the satisfaction of the ILO and by 15th of March at the latest.
- Payment 2_40%: upon completion of the draft version of the RMA report, to the satisfaction of the ILO and by 30th of April at the latest.
- Payment 3_30%: upon completion of the final RMA report (including annexes) taking into account ILO comments and review, to the satisfaction of the ILO and by 30th of May at the latest.

VIII. Confidentiality and contracting conditions

All data and information received from the ILO for the purpose of this assignment are to be treated confidentially and are only to be used in connection with the execution of these Terms of Reference. All intellectual property rights arising from the execution of these Terms of Reference are assigned to the ILO. The contents of written materials obtained and used in this assignment may not be disclosed to any third parties without the expressed advance written authorization of the ILO.

The present assignment is a consultancy under the standard terms and condition of external collaborator contract of the ILO.

IX. Submission

Selected candidate to submit the following documents to be considered in the selection process:

1. Short technical proposal
2. Financial proposal
3. Consultant CV
4. Work samples for similar assignments, if any

Application must include all the documents requested and shall be submitted by email to klaprocedurement@ilo.org under email subject "Consultancy for the climate change solutions and suppliers mapping" **no later than 27th February 2025.**