

REQUEST FOR PROPOSAL

**COUNTY-LED FINANCIAL FLOWS TRACKING AND
CAPACITY BUILDING FOR FOOD SYSTEMS
TRANSFORMATION IN KISUMU COUNTY**

**ISSUED BY
THE GLOBAL ALLIANCE FOR IMPROVED NUTRITION (GAIN)**

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.

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.

Kenya’s food systems are at a critical inflection point, facing multiple, interconnected crises that threaten food and nutrition security, environmental sustainability, and inclusive economic growth. An estimated 18.7 million Kenyans over one-third of the population remain undernourished (2025 estimates). Child malnutrition remains alarmingly high, with 18% stunted, 10% underweight, and 5% wasted (KDHS 2022), levels that exceed global and regional targets. These nutritional deficits impose a significant economic burden. The Cost of Hunger in Africa (COHA) Kenya Study (2019) estimates that Kenya loses KES 373.9 billion (USD 3.1 billion) annually, equivalent to 6.9% of GDP, due to reduced productivity, increased healthcare costs, and education-related losses.

Food insecurity is most severe in Arid and Semi-Arid Lands (ASALs), where recurrent droughts and floods disrupt livelihoods. With 95% of agriculture dependent on rain-fed systems, climate shocks result in frequent crop failures, livestock losses, and fragmented supply chains. These challenges are compounded by rapid population growth of 2.9% annually, further straining already fragile food systems.

Despite substantial investments USD 6.5 billion committed nationally to food systems between 2018 and 2022 (3FS Study), with 56% allocated to agriculture and value chains and 75% financed through domestic revenues significant inefficiencies persist. The County Budget Transparency Survey (2024) reveals that 39% of legally required county budget data remains unpublished, undermining accountability and evidence-based planning. Assessments by PEFA and KIPPRA highlight systemic weaknesses in Public Financial Management (PFM), including poor budget credibility, weak accounting and reporting systems, and limited external oversight. At the county level, inadequate tools, fragmented data systems, and limited human capacity constrain the ability to track food systems investments, design high-impact flagship projects, and mobilize sustainable financing—directly undermining Kenya’s food systems transformation agenda.

The County-led Food Systems Transformation through Advancing Financial Tracking and Capacity Enhancement for Scalable Investments (COFFCI) initiative seeks to address these gaps by shifting the paradigm of food systems financing. The initiative pioneers the devolution of the Financial Flows to Food Systems (3FS) framework from the national to the county level, enabling counties to systematically track, analyze, and optimize food systems investments.

Kisumu County has been selected as the pilot county for this transformative approach due to its strategic relevance and readiness. The county meets key selection criteria, including the availability of adequate data, as confirmed by the UNFSS+4 progress report on food systems tracking, and the existence of a County Food Systems Strategy (2023–2027). Kisumu has also demonstrated strong institutional goodwill and stakeholder commitment to improving food systems, governance and financial transparency.

Additionally, Kisumu faces pressing challenges rapid population growth, accelerated urbanization, persistent food and nutrition insecurity, and high vulnerability to climate change that directly affect agricultural productivity and nutrition outcomes. Institutional constraints, including weak governance structures and limited financial management capacity within the food systems sector, make Kisumu an ideal testing ground where improved financial tracking can directly address resource allocation inefficiencies.

The county demonstrated commitment to inclusive governance, multi-stakeholder engagement, and alignment with national food systems frameworks further positions it as a model for transforming food systems financing, planning, and implementation through the 3FS approach.

As a pilot, Kisumu will enable the development and testing of a county-level financial tracking model that can be adapted and deployed in other counties, particularly in contexts where reliable data remains difficult to obtain. Lessons from this pilot will inform methodological refinement, improve data collection tools, and strengthen collaboration with county officials, thereby reducing implementation risks prior to national scale-up. This phased approach will enhance learning, improve data reliability, and increase the applicability of results across diverse county contexts.

The initiative is fully aligned with Kenya's National Food Systems Action Plan, which emphasizes sustainable agriculture, innovation, and inclusive participation—particularly for youth and women—as foundational pillars for a resilient, equitable, and nutritious food future.

The purpose of this RFP is to engage the services of a Service Provider to adapt and operationalize the national 3FS tool at county level through participatory customization, capacity building, and multi-stakeholder validation. This will result in strengthened tracking and prioritization of food system investments.

3. Scope of Work and Deliverables

To customize and implement the national 3FS IFAD tool at county level through participatory stakeholder engagement, capacity building, and validation processes.

It is expected that the service provider will work in close collaboration with GAIN to ensure successful achievement of the objective.

Tasks:

1. Customize the National 3FS IFAD tool to county level.
2. Engage stakeholders in a workshop in a comprehensive review of the existing 3FS tool functionalities and data components and customize it in relation to county-level food system financing and analysis needs.
3. Training and tracking of financial Flow to food systems (3Fs) at county Workshop
4. Conduct validation workshop with counties and National technical working group members on findings and insights.
5. Engage relevant stakeholders in a workshop for inputs and validation of proposed priorities within the investment proposal on food system.

The successful applicant shall present a detailed proposal with a clear methodology, demonstrating their capacity to;

Phase	Activity	Deliverable	Timeline
Phase 1: Inception & Tool Adaptation	Domesticate national 3FS tools for County level financial flows assessment and establish governance structures Engage stakeholders in a workshop in a comprehensive review of the existing 3FS tool functionalities	<ul style="list-style-type: none"> • Inception Report • Adapted 3FS methodology and tools to county level Framework. • Digital dashboard/data-sharing protocols. • Focal points or multisectoral team ToR/agreements • Workshop report 	February 20 th 2026
Phase2: Initial Capacity Building	Train county/national staff on 3FS tagging & dashboards	<ul style="list-style-type: none"> • Training report • 3FS User Manual (county-adapted tagging guidelines) 	February 27 th 2026
Phase 3: Data Collection & Analysis	Data collection & preprocessing of 2023/24), 24/25 budgets tag flows across 3FS components	<ul style="list-style-type: none"> • Interim Report: findings on Financial flows analysis (public/donor) • Dashboards showing trends/gaps (agriculture nutrition, resilience) 	30 th March 2026
Phase 4:	Develop/validate policy	<ul style="list-style-type: none"> • 1Policy brief validated 	April 15 th 2026

Evidence Dissemination	brief; present interim findings	<ul style="list-style-type: none"> • 3FS interim report findings validated • Stakeholder validation report 	
Phase 5: Food Systems training and Action Planning	Facilitate county training workshops on food systems integrating nutrition/climate/inclusion; and develop action plan	<ul style="list-style-type: none"> • Capacity Building Program: • Training curriculum, workshop reports. • Training report • Kisumu Food Systems Action Plan (2026-2030). • Investment proposal 	May 30 th 2026
Phase 6: Final Reporting & Scaling	Consolidate findings; develop scaling roadmap	<ul style="list-style-type: none"> • Final 3FS Financial Flows Report (FY trends 2023-2025) 	30 th May 2026
		<ul style="list-style-type: none"> • Annual Narrative Report (outcomes, lessons) • Scaling Roadmap (for other counties) & handover protocols 	30 th June 2026

4.REQUIREMENTS & QUALIFICATIONS

Competencies Essential: Skills

- 10+ years in financial tracking/food systems (3FS/PEFA/COFOG experience preferred).
- Expertise in county PFM, digital tools (Excel/Python/R dashboards), capacity building.
- Stakeholder coordination (counties/ministries/private sector/CSOs).
- Data analysis, report writing, gender/youth mainstreaming. Stakeholder Facilitation for multisectoral teams.
- Capacity building for Train-the-trainers for officials.
- Policy translation for evidence-based action plans and investment proposals
- Risk Management regarding data access delays, county buy-in

Education

- Master's degree (PhD preferred) in Public Finance, Economics, Agricultural Economics, Development Economics, Nutrition Policy, or Public Policy with food systems focus
- Certification in PEFA, Public Expenditure Review (PER), or Financial Management Information Systems (FMIS) highly desirable

Professional experience

- 3FS methodology (IFAD/WB tagging), PEFA assessments, MAFAP/COFOG agriculture tagging, ODA/CRS analysis.

- County government work (Kisumu pref.), CIPRS, IFMIS modules, and Budget Transparency analysis.
- Power BI/Tableau/R Shiny dashboards, Excel/Power Query, Python/SQL, GIS mapping.
- Kenya Food Systems Pathway, SUN nutrition financing, climate-smart ag tracking

Other requirements

- Fluent written and spoken English and Swahili.
- Availability: Full-time Jan-Aug 2026 (Kisumu-based, 20% Nairobi travel)
- Work Authorization in Kenya with work permit (priority: Kenyan nationals)
- References 3 contacts from county finance directors, IFAD/WB

INSTRUCTIONS FOR SUBMISSION

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

1. CONTACT

All enquiries concerning this RFP should be submitted to procurementkenya@gainhealth.org using the subject line County Led Food System Transformation. In accordance with GAIN's procurement standards, the questions and answers will be circulated to all applicants in receipt of the RFP.

The deadline for submitting questions pertaining to the RFP is 20th January 2026

2. SUBMISSION

Proposals for this engagement must be sent by email to procurementkenya@gainhealth.org with the subject line ' **County Led Food System Transformation**' **not later than 28th January 2026**

The following proposals will automatically not be considered or accepted:

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

3. BUDGET

Applicants are required to provide GAIN with a detailed budget in Kenya Shillings, including fees/travel/accommodation and any other direct costs to be incurred in the delivery of the Scope of Work. Include a brief narrative justification for line items included. The budget must be inclusive of all taxes/VAT and indirect costs. The final budget amount will have to be approved by GAIN prior to starting the project.

4. FORMAT FOR PROPOSAL

The proposal needs to be formatted as two separate documents:

- Technical proposal
- Description of previous relevant work (maximum 1 page)
- Composition of team with names and brief biographies of all key staff (maximum 3 pages)
- Detailed proposal explaining how the areas of work mentioned in Scope of Work will be addressed, including risk and mitigation strategy and timeline (maximum 8 pages)
- References.

5. Financial proposal

- Budget
- Detailed budget justification
- Offer of services

6. 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 the process.

7. COMPLETION

- In case of errors in calculating overall costs, the unit costs will govern the process.
- 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 Request for Proposal (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 failing to comply with any of the RFP conditions may result in the disqualification of their submission.

8. RIGHTS OF REJECTION

GAIN reserves 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.

9. 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.

10. 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 all bids received in response to this solicitation and is 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 as 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 reserves the right to limit or include third parties at GAIN's sole and full discretion in such negotiations.

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 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.