REQUEST FOR EXPRESSIONS OF INTEREST (EOI)

Concepts for a Shared Digital Coordination and Supply Visibility Platform

Issued by the USDA Food for Progress Ethiopia SunGold Project, implemented by RTI International

EOI reference	SG-001-2027	**Issue date**	November 21,2026
Questions deadline	December 1, 2026	**Submission deadline**	December 20,2026
Questions email	procurement@sungold.rti.org	**Submission email**	procurement@sungold.rti.org

Dear Prospective Respondent,

RTI International (RTI), through the USDA Food for Progress Ethiopia SunGold Project (SunGold), invites qualified technology firms, digital agriculture service providers, software developers, systems integrators, and eligible consortia to submit an Expression of Interest (EOI) for the design and piloting of shared digital coordination infrastructure for Ethiopia's sunflower value chain.

The purpose of this EOI is to identify capable respondents and practical concepts for an offline-first Minimum Viable Platform (MVP) that connects existing systems and data sources and supports farmer and plot identification, production and supply forecasting, aggregation and delivery tracking, traceability, and interoperable data exchange.

This EOI is a market-sounding and concept-development exercise intended to inform refinement of the future Scope of Work and procurement approach. It is not a Request for Proposals (RFP) and does not constitute a commitment by RTI to award a contract or other procurement instrument.

Interested respondents should submit a concept note of no more than five pages, excluding organizational profiles and annexes, in PDF format with the subject line "EOI - SunGold Digital Coordination Platform" to procurement@sungold.rti.org by December 20,2026.

RTI will not reimburse costs incurred in preparing or submitting a response. RTI reserves the right to accept or reject any or all responses, revise or cancel this EOI, request clarification, and issue separate competitive solicitation. Participation in this EOI does not guarantee shortlisting or contract award.

SunGold staff will not request, and applicants must not offer, money, fees, commissions, gifts, gratuities, or anything of value to obtain favorable treatment. Any improper request should be reported to ethics@rti.org.

Sincerely,

Nikaj van Wees Digitally signed by Nikaj van Wees
Date: 2026.11.20 11:18:18 +03'00'

Nikaj van Wees

Chief of Party, Ethiopia SunGold Project

1. Purpose of the EOI

SunGold invites expressions of interest from qualified technology firms, digital agriculture providers, software developers, and systems integrators. The purpose is to identify strong, practical concepts for designing and piloting shared digital infrastructure for Ethiopia's sunflower value chain. Responses will inform refinement of the future Scope of Work and procurement approach. This EOI is a market-sounding and concept-development exercise; it is not a Request for Proposals and does not constitute a commitment to award a contract.

2. Background

The U.S. Department of Agriculture Food for Progress Ethiopia SunGold project (SunGold) implemented by RTI International (RTI) targets Ethiopia's underdeveloped sunflower sector using a U.S.-led value chain approach that benefits the United States and Ethiopia. The SunGold project will increase sunflower yields in Ethiopia through strategic partnerships that leverage U.S. technology (e.g. seed, equipment), build the capacity of both small- and large-scale Ethiopian farmers, and unlock access to finance through contract farming and new loan products. SunGold will also advocate for policy reforms to reduce trade barriers, aligning Ethiopian policies to science based international standards to increase two-way agricultural trade, investment, and market access between Ethiopia and the United States.

SunGold supports development of Ethiopia's sunflower sector through improved production, stronger market linkages, access to finance, technology adoption and an enabling policy environment. Across the sector, producers, cooperatives, aggregators, processors, off-takers, financial institutions and development actors use disconnected systems, including enterprise platforms, digital agriculture applications, spreadsheets and paper records.

As a result, information on farmer and plot identity, planting, crop condition, expected supply, contracts, aggregation, procurement and processing is often duplicated, delayed or unavailable to actors who need it. SunGold is therefore exploring shared, interoperable coordination infrastructure rather than another closed standalone application.

3. Requirement / Concept Sought

Respondents are invited to propose a feasible concept for an offline-first minimum viable platform (MVP) that connects existing tools and data sources while allowing participating organizations to retain appropriate control of their systems and commercially sensitive information. The concept should enable authorized users to answer:

- What sunflower seed volume is required, by season, quality, location and buyer?
- What area is intended and verified as planted, and what supply is expected, where and when?
- How much seed is contracted, aggregated, purchased and delivered?
- What domestic sunflower oil output can reasonably be forecasted, and what supply gaps remain.

4. Indicative Scope of Work

- A shared farmer, farm and plot identity layer with verification, de-duplication and consent controls.
- Offline field workflows for registration, planting confirmation, agronomic monitoring, and aggregation intake.
- Transparent forecasting using planted area, crop condition, expected yield, harvest timing and confidence/completeness flags.
- Contract, aggregation, delivery and processor-intake records that support traceability and reconciliation.
- Role-based dashboards for supply-demand planning, procurement visibility and configurable seed-to-oil forecasting.
- A common data model and practical interoperability through documented APIs and/or secure structured exchange, including Excel/CSV or JSON where appropriate.

- Privacy, security, data governance, licensing, handover, maintenance and scale-up arrangements suited to Ethiopia and low-connectivity settings.

5. Information Requested from Respondents

Submit a concise concept note of no more than five pages, excluding organizational profiles and annexes. It should address the following:

- **Proposed concept and value proposition:** the coordination problem addressed, priority users, major use cases and the practical value created for each actor.
- **Solution architecture:** the proposed shared identity layer, modules, hosting approach, offline synchronization, security, data ownership, and interoperability model.
- **MVP and pilot:** what can realistically be configured, developed, integrated and tested within an indicative ceiling of approximately USD 50,000; proposed pilot scale, locations or actor types; and what should be deferred to scale-up.
- **Implementation approach:** stakeholder co-design, workflow mapping, system integration, data migration, testing, training, adoption, and handover.
- **Forecasting and traceability:** methods for crop and supply forecasting, confidence indicators, aggregation and delivery reconciliation, and configurable seed-to-oil estimates.
- **Existing assets and integrations:** reusable products, platforms, code, standards or adapters; experience with relevant systems; dependencies on third-party permissions or APIs.
- **Sustainability and ownership:** licensing, source/configuration handover, hosting, support, recurrent cost drivers and institutional governance options.
- **Team and experience:** relevant assignments, proposed expertise, Ethiopia-based implementation capacity, indicative schedule, main assumptions and delivery risks.
    - **Indicative cost:** an order-of-magnitude budget with major cost categories. A detailed financial proposal is not required at this stage.

6. Eligibility and Minimum Qualifications

Respondents may be legally registered technology firms, software-development companies, digital agriculture service providers or consortia able to operate in Ethiopia. Relevant capabilities include offline-first mobile solutions, agriculture or supply-chain systems, interoperability and data exchange, forecasting and dashboards, cybersecurity, data governance, user-centered design, training and local support.

7. Anticipated Contract Type

Final instrument type will depend on the approved scope, value, complexity, deliverables, and RTI procurement requirements.

8. Review of concepts and next steps

SunGold will review responses for:

(i) Understanding of the coordination challenge;
(ii) Technical feasibility and interoperability;
(iii) Fit with low-connectivity field conditions;
(iv) Realism within the indicative budget;
(v) Data governance, security and commercial confidentiality;
(vi) Sustainability and ownership; and
(vii) Relevant experience and local implementation capacity.

SunGold may invite selected respondents to a clarification or concept discussion. Information received may be used to refine the final Scope of Work, requirements, packaging, budget and procurement modality. Participation in this EOI does not guarantee shortlisting, eligibility for a later solicitation or contract award. Any subsequent procurement will be conducted separately under the applicable RTI, USDA and U.S. Government requirements.

9. Procurement Disclaimer

RTI may invite selected respondents to a clarification meeting, demonstration, or market consultation. Information received may be used to refine a future scope of work and solicitation. Participation in this EOI does not guarantee shortlisting or award. Any subsequent procurement will be conducted separately and in accordance with applicable RTI and donor requirements.

10. Submission Instructions

Submit the concept note in PDF format, with the subject line “EOI - SunGold Digital Coordination Platform,” to procurement@sungold.rti.org no later than December 20,2026. Include the organization or consortium name, registration country, primary contact, telephone number and email address. Questions may be submitted to procurement@sungold.rti.org by December 1, 2026