

REQUEST FOR APPLICATIONS (RFA) FOR FACILITATING THE PROCESS OF ANIMAL FEEDS STANDARDS REVIEW

RFA-KCDMS-FY21-003

Kenya Feed the Future –Crops and Dairy Market Systems Activity

Issuance date: February 8th, 2021
Deadline for questions: February 12, 2021
Closing Date: February 19, 2021
Method of Submission: By email to procurement@kcdmsd.rti.org
Agreement Manager: Productivity Component Lead
Type of Contract: Fixed Price Subaward
Location: Kenya

Expected Duration: 12 months

The Kenya Crops and Dairy Market Systems (KCDMS) Activity, in collaboration with the Kenya Bureau of Standards (KEBS) and the Animal Feeds Technical Committee, hereby issue this RFA to qualified bidders.

1. Objective of the Assignment

The overall objective of this assignment is to work in collaboration with the Animal Feeds Technical Committee to review the Kenya Standard Compounded Cattle Feeds – Specification KS EAS 75:2019 in consultation with key stakeholders on their adequacy, and coordinate the process of revision, following KEBS standard development procedures, as needed to meet the basic nutrient requirements of Kenyan dairy cattle.

2. About KCDMS Activity:

Implemented by RTI, the KCDMS Activity is a component of USAID Kenya's Feed the Future program. The project is working in selected counties in the Eastern and Western regions of Kenya to facilitate improved productivity and development of competitive, resilient and sustainable market systems in the dairy, feed/fodder and horticulture value chains.

3. KEBS

KEBS is a Kenyan national standards body with the overall mandate to promote standardization in industry and trade through standards development, conformity assessment, testing and metrology. It aims to improve standards-based solutions that deliver quality and confidence to consumers.

4. The Animal Feeds Technical Committee

The animal feeds technical committee formulates all standards related to animal feeds. The membership of this committee is drawn from the State Department of Livestock, the

Directorate of Veterinary Services (DVS), the Kenya Dairy Board (KDB), and KEBS, among other organizations and individuals.

5. Project Objective and Approach

Background

KCDMS's goal is to transform agricultural market systems to enable intensification and diversification into higher value commodities and non-farm activities. The project is doing this by facilitating market driven partnerships with the permanent actors in the value chain. This means working with government and private sector to facilitate systemic change that will encourage investments that promote higher productivity, quality improvements and greater supply chain efficiency.

Animal Feeds Standards

As the largest agricultural sub-sector, dairy contributes significantly to Kenya's GDP. The sector is dynamic, with high growth figures of marketed milk and investments by dairy societies and processors. It provides income and employment to more than 1 million people across the value chain. Feed and fodder is an essential component of the dairy industry. While evidence suggests that the breed potential of the national herd is not a major constraint, the production potential of the herd is not being met, largely because of poor animal nutrition.

In May 2019, KCDMS commissioned a study to assess constraints to optimal dairy production for smallholder farmers in KCDMS targeted regions. The study raised concerns regarding the adequacy of current KEBS standards for dairy cattle feed supplement KS 62:2009. Two of the key findings were:

- Kenyan dairy meals are not specifically formulated to mitigate the macro-nutrient and macro-mineral requirements of the Kenyan herd given their typical poor quality basal diet.
- The KEBS standards for dairy meals are not based on the nutritional requirements for dairy animals.

The study found that most Kenyan feed millers aim to formulate their feed to meet the Kenya Bureau of Standards (KEBS) Compounded Cattle Feeds – Specification KS EAS 75:2019. However, these standards do not reflect the real needs of dairy cattle that have been fed on poor quality tropical forages and crop residues. The standards were developed with reference to temperate forages and therefore are not applicable to Kenyan dairy cattle, given their typical diet. Due to differences in the energy, protein and macro mineral mix of forages in temperate and tropical climate zones, there is also a deficiency in terms of the nutrients available for Kenyan dairy cows. As a result, the study found that dairy meals formulated to the KEBS standard appear only marginally effective as a supplement for the observed basal rations, and those meals that do not meet the standard produce even poorer results.

After the KCDMS study, the KS 62:2009 standard was replaced by the East African Standard for Compounded Cattle Feed Specification KS EAS 75:2019. A review of this standard identified that despite having improvements from the previous standard on feed additives, contaminants,

labelling requirements and informative annexes, it has technical issues on specified energy, protein, fat, calcium and phosphorus levels among other miscellaneous issues. The recommended levels of these specified nutrients need to be revised and updated.

This further exacerbates the problem because the nutrient requirements of the cows are not being met. Consequently, the productivity of the dairy cows is negatively affected further constraining the development of the Kenya dairy industry and limiting the incomes of dairy producers.

The study also pointed out that feed millers are not required to provide information on the composition and use of their products. The lack of labelling of nutrient composition and ingredients found in each of their products leaves farmers without the information required to make good feeding/nutrient decisions for their dairy cattle.

Additionally, the public access of the Compounded Cattle Feeds Standards is restricted which may serve as an avenue to discourage compliance, innovation, and improvement unless commercially available mechanisms exist to check and certify compliance.

Improving the quality of basal forages, complemented with concentrate feed and mineral salt supplementation and good feeding practices, offers the potential to significantly increase milk yields. It is proposed, therefore, that the Animal Feeds Technical Committee reviews the current Compounded Cattle Feeds – Specification KS EAS 75:2019 and considers revising and updating the standards to suit the nutrient requirements of the dairy cattle in the tropics. We also recommend that the Committee requires millers to label the products that they manufacture.

6. General Requirements

KCDMS is soliciting fixed price bids from interested bidders to carry out the Scope of Work in Annex 1.

Interested organizations, firms and consultants, should submit their bids and budgets for the services to be offered.

7. Review

A technical panel from KCDMS, the Animal Feeds Technical Committee and KEBS will review the applications using the following criteria:

- a) Firm's experience in facilitating the process of standards formulation and revision.
- b) Firm's knowledge and understanding of the animal feeds standards development and revision and relevant stakeholders involved in this process.
- c) Availability of appropriate staff and infrastructure to complete the assignment.
- d) Cost efficiency

6.0. Duration of Assignment:

This activity is targeted to be completed in 12 months.

7.0. Submission Guidelines

Application including cover letter, technical proposal and financial proposal should be submitted electronically to procurement@kcdmsd.rti.org by close of business on **February 19, 2021** with **KCDMS Animal Feeds Standards Review** in the subject line reference. The applications should be written in English language.

Disclaimer: Issuance of this RFA does not constitute an award commitment on the part of KCDMS nor commit the project to pay for costs incurred in the preparation and submission of an application. Further, KCDMS, KEBS and the Animal Feeds Technical Committee, reserve the right to reject any or all applications received. Similarly, an invitation for further negotiation or to submit a full application is not a commitment to fund that application.

APPENDIX 1: Scope of Work and Objectives

The scope of the assignment will include:

- Support the Animal Feeds Technical Committee (TC) to coordinate the process of reviewing the Compounded Cattle Feeds – Specification KS EAS 75:2019 standard and determining whether there is need for revision.
- If deemed appropriate, collaborate with KEBS, AKEFEMA, experts in ruminant nutrition, feeds and feeding, feed formulation and other key stakeholders, update the feeds standards for dairy cattle to meet the nutrient requirements of the Kenyan dairy cattle. This should include standards for dairy meal concentrates.
- Structure the regulatory system to encourage and support new product development aimed at increasing productivity of the Kenyan dairy sector.
- Present the prerequisite information i.e. Reports & justification/evidence required by the technical committee for review and thereafter the smooth flow of the standard revision process following KEBS standards development procedures.
- Work in consultation with the Animal Feeds Technical Committee Secretariat to coordinate and arrange any meetings necessary during the process of reviewing the animal feeds standards. This includes but is not limited to the TC/working group meetings to reach consensus and develop a draft to be presented to the EAC.
- Work with the Animal Feeds Technical Committee to implement a labelling program for dairy meal and salt/mineral supplements that can be adopted by manufacturers to provide the necessary ingredient and nutrient profile information that is required by producers for decision making.
- Support the adoption and implementation of the feed standards and encourage manufacturers to meet the new minimum standards.
- Facilitate stakeholder agreement on the implementation roadmap.
- Work/collaborate with KEBS, Animal Feeds Technical Committee and other stakeholders to create awareness of the updated feed standards.
- Submit copies of the gazette revised feed standards.
- Submit a written report and way forward.

Costing will be divided into two phases,

- a) Facilitating consultation with the Animal Feeds Standards Committee and relevant stakeholders on whether standards need to be revised.
- b) Coordination of the process of standards revision and launch following KEBS procedures.

1. Specific activities and deliverables:

Activity	Deliverable	Anticipated Due Date	% of budget upon submission of deliverable
Phase 1: Facilitating consultation with the Animal Feeds Technical Committee experts in ruminant nutrition, feeds and feeding, feed formulation and relevant stakeholders on whether standards need to be revised.			

Activity	Deliverable	Anticipated Due Date	% of budget upon submission of deliverable
Inception meeting with KCDMS, on the proposed assignment to understand the assignment	Meet with the KCDMS productivity and policy teams	Within 1 month of contract	10%
Consultative meeting with the Animal Feeds Technical Committee and share the KCDMS Animal Nutrition Study report with the TC	KCDMS study report shared Inception report		
Joint meeting with the TC secretariat to present the KCDMS report, justification and recommendation ¹ and agreement on the way forward	Report presented to TC secretariat	Within 2 months of contract	10%
Phase 2. Coordination of the process of standards revision and launch following KEBS standards development procedures.			
Write shop to update/revise the animal feeds standards	Draft animal feeds standards developed	Within 3 months of the contract	20%
National workshop for reviewing the updated standards	<ul style="list-style-type: none"> Report that documents the entire process including stakeholder feedback and attendance at the consultation meetings Final edited animal feeds standards 	Within 5 months of the contract	20%
Public review of the draft revised standards Editorial Revisions in response to comments	Summary progress report and Final Edited Standards	Within 6 months of date of contract	20%
Monitoring and follow-up for Gazettement	Copy of gazette notice. Final report documenting the entire process including stakeholder feedback and attendance at consultation meetings.	Within 10 months of date of contract	10%
Development of a rollout roadmap for the revised standard including public sensitization and the development and dissemination of materials on the revised standard following USAID branding requirements.	Roadmap and Report of Sensitization plan	Within 12 months of the contract	10%

2. Reports

Interim reports should be not more than 10 pages each, excluding annexes. Final report should be no more than 20 pages. All reports must include:

- Executive Summary of key findings
- Approach /methodology used
- Summary of salient issues and progress to date
- Sample photos of various sessions undertaken.
- Conclusion and recommendations
- Annex with attendance lists for participating stakeholders including their telephone numbers, gender, age category (below 30 yrs./30 & above), county, and position (template to be provided by KCDMS). Attendance forms will be provided by KCDMS. They must be signed on every day of an event.
- Annex with final copies of deliverables such as the consultant report, updated standards, awareness and sensitization campaign, etc.

3. Assignment duration

The duration of the assignment shall be not more than 12 calendar months, as per the time frame indicated above.

4. Supervision of the Contractor

The contractor will work under the direct supervision of the Productivity Component Lead for the duration of the contract and will work closely with Josephine Songa, Director Policy.

5. Total Assignment cost

This will be a fixed amount contract. The proposed budget should be submitted on the Annex A excel format and should be explicit about VAT and/or Withholding tax as appropriate.

6. Confidentiality

It should be noted that all the information collected in the process of undertaking this exercise together with the reports shall be the property of KCDMS.

7. Conflict of Interest

This assignment shall be executed as per the terms of reference contained in the contract entered during partnership engagement and any adjustment, must be agreed upon by all parties in advance before execution of the issue at hand. No conflict of interest is anticipated during the undertaking this assignment.

8. Events Coordination

Close coordination with KCDMS communications team is required for all planned events including the following:

- Prior notice of events schedule to be communicated as early as possible to enable USAID participation and promotion
- One-page concepts on what the event is about, objectives targeted participants and expected outcomes to be shared at least 14 days before the actual event.
- Share artworks of all materials to be printed for the events for review and approval by KCDMS
- A draft program to be shared for review by KCDMS in advance.

- High quality photos from the events/meetings to be shared with KCDMS through google drive.

9. Method of submission

Bid documentation should include the following:

1. A one-page cover letter that summarizes the firm's technical experience and capabilities relevant to this assignment. It should also indicate the availability of the key resource team.
2. A brief technical proposal for the assignment and work plan (not more than 10 pages).
3. The cost proposal (in the attached budget template) should consist of a comprehensive itemized budget highlighting a Level of Effort (LOE).
4. One-page bios of the team to be engaged in carrying out the assignment.
5. USAID biodata forms for each team member.

Note: Cost proposal should clearly specify LOE per staff member and itemize all other direct costs with a clear set of budget notes for each line item.

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