



Expressions of Interests (EOI) For an Individual Consultant to conduct a Donor & Partner Scoping Study for Amref Health Africa in Zambia.

Duration: 10 days spread over 1 month (March/April, 2024)

Duty Station: Lusaka, Zambia

Reports to: Business Development Manager

Who we are

[Amref Health Africa](#) is the largest African-based, health development organization. With its headquarters in Nairobi, Kenya, the organization has a strong regional presence and is currently implementing more than 130 health programs in over 35 African countries. The organization has 10 implementing offices in Africa including Zambia. Amref Health Africa has recently transitioned to a new strategy (2023-2030) with a vision to bring about lasting health change in Africa. Our mission is to catalyse and drive community-led and people-centered health systems while addressing social determinants of health. Our strategies are to invest in people-centered health systems for sustainable primary health care and to target social determinants and emerging threats at the intersection with health in order to increase equitable access. To achieve lasting health change, Amref Health Africa works with the most vulnerable African communities. Amref believes that the power to transform Africa's health lies within its communities. We work side by side with women and young people in communities to build the knowledge, skills and means to transform their health, laying foundations that will be felt for generations to come.

In Zambia, Amref is registered as a Local organization since 2016. Amref Zambia is affiliated to Amref headquarters in Nairobi, Kenya. Amref Zambia is also linked with the [Amref Health Innovations](#) (AHI), the [Amref International University](#) and [Amref Flying d\Doctors](#).

Background of the Assignment

To deliver our ambitious [corporate strategy \(2023-2030\)](#) and to ensure it is funded, we endeavor to diversify our funding base to achieve both programme and financial sustainability. The Amref office in Zambia has developed its Business Development strategy which clearly outlines the key actions, timescales and resources needed to meet the targets in our strategy. We are therefore looking to engage a consultant to support

us assess the donor environment in Zambia and the SADC region. We are aware that there is data already available at both country and regional level. The consultant will collate these, identify new opportunities and constraints for in-country fundraising and make recommendations on how best we can position ourselves at both levels to maximize those opportunities.

Objectives of the Assignment

1. Conduct a donor landscape analysis targeting small, medium and high volume donors who are currently funding health related work in Zambia and SADC region. These donors include but are not limited to USAID, FCDO, Irish Aid, SIDA, EU, UN Agencies, The Global Fund, Scottish Government, CDC, Foundations and private sector among others. The analysis should cover;
 - Funding trends in the past five years.
 - Priority funding areas for the next 3-5years.
 - Mapping all existing projects being funded by these donors with prospects of a follow on.
2. Identify new and potential funding opportunities for Zambia.
3. Identify and isolate opportunities and challenges that might lessen/help us to harness these opportunities.
4. Based on the above, make recommendations on how Amref Zambia can position itself to maximize these opportunities.

Key Outputs

1. A detailed summary of the donor environment in the country and the SADC region with analysis of the key donor funding trends and opportunities, challenges and competitor performance.
2. Detailed donor overviews for all the institutional and major donors (Foundations and Corporates) in the region, highlighting their;
 - Strategic priorities and synergies with Amref priorities and objectives in the SADC region.
 - Funding criteria and eligibility requirements, budgets and average funding amounts.
 - Funding cycles per agency.
 - Key contact persons.
 - Application processes.
 - Target groups

- A list of all projects that are being implemented and phasing out within a period of three years. The list to include name of the activity, implementing entity including sub-partners, budget, geographical location, anticipated timelines for phasing out.
- Identification of any consortia opportunities with other INGO's or local partners, which could be built or used to leverage future funding partnerships with respective [prospective donors.
- Appendices (donor reports and documents shared, interview and meeting notes, etc.)

Methodology

Individual consultants will be selected through a Fixed Budget Based Selection (FBS). The minimum technical score for qualification will be 75%. Interested individuals will be required submit a Technical and Financial proposal outlining their methodology for delivering this consultancy. Following the selection, the individual will have an inception meeting with Amref to present their proposal. After which the consultant will have 10 days to present the first draft report which will be reviewed and feedback provided accordingly for incorporation. In case the consultant proposes to meet key donors to understand their focus areas as one of the strategies in this assignment, the meetings will be conducted in liaison with Amref Business Development team.

Duration of the Consultancy

The assignment shall be implemented within a maximum of **10** working days. Days will be spread across the month of March/April 2024.

Qualifications of the Consultant

The Consultant shall have:

- A Masters' Degree or its equivalent in any relevant health related field.
- At least 5 years' prior experience in similar assignments and demonstrable record of having supported programmes/projects in business development programming and donor landscape analysis
- Demonstrated understanding of national and regional aid environment and trends
- Conversant with national socio-economic and political environment
- Proven research, analytical, communication and report writing skills

Remuneration



Amref Health Africa will pay a consultancy fee of **US\$250 per day for 10 days** after successfully meeting the objective of the assignment and the deliverables. It is important to note that there will be a 15% for local consultants and 20% for foreign nationals withholding tax deduction from the total consultancy fee. The consultancy fee will be paid as follows: 30% upon signing of the contract and 70% upon successful completion of the assignment.

Confidentiality

All the information, documents, intelligence, findings from engagements and reports in this assignment shall be treated with the strictest confidence and remains the property of Amref Health Africa.

Required Documentation for Individual Consultants to Submit

In the submission of the Eols the Individual Consultant should provide (a) Cover letter of expression of interest, (b) Full Technical and Financial Proposal listing of relevant experience of the Individual and Methodology (c) and Copies of Academic Certificates including other supporting documents.

Applications must be sent to the following email not later than **Friday 15th March 2024** : Procurement.Zambia@amref.org Further clarifications or request for more information on technical issues related to the consultancy can be sent to: wezzie.kenan@amref.org and also copy in viviane.sakanga@amref.org