

# Terms of Reference for an Agriculture Expert consultant to support CLASP Under the LEIA Demonstrator Program

**DUE: 17 February 2026 at 23:59 ET**    **QUESTIONS: [[wkuria@clasp.ngo](mailto:wkuria@clasp.ngo)]**

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## About CLASP

[CLASP](#) is the leading global authority on efficient appliances' role in fighting climate change and improving people's lives. With 25 years of expertise, CLASP collaborates with policymakers, industry leaders, and other experts to deliver clear pathways to a more sustainable world for people and the planet.

CLASP is a global non-profit with offices in Europe, India, Indonesia, Kenya, and the United States. We have worked in over 90 countries since our inception in 1999. We are mission-driven and committed to a culture of inclusion, transparency, collaboration, and impactful work. Together with the UK's Energy Saving Trust, we jointly co-ordinate [Efficiency for Access \[EforA\]](#) Efficiency for Access is a global coalition working to promote high-performing appliances to boost incomes, reduce carbon emissions, improve quality of life and support sustainable development. [Low Energy Inclusive Appliances \(LEIA\) programme](#) is Efficiency for Access' flagship initiative. LEIA is funded by UK aid, via the Transforming Energy Access (TEA) platform and the IKEA Foundation. Transforming Energy Access (TEA) is a research and innovation platform supporting the technologies, business models and skills needed to enable an inclusive clean energy transition. Find out more [about CLASP](#).

## Introduction

CLASP is seeking for an agricultural consultant to provide technical expertise and advisory support to accelerate the adoption of Productive Use of Renewable Energy (PURE) technologies among SMEs, farmer producer organizations, cooperatives, self-help groups, and women's groups. This is in addition to tracking partner progress, validating business models, and contributing to evidence generation on the impacts of renewable-energy-powered technologies in agricultural value chains.

## Background

CLASP, through the [Low Energy Inclusive Appliance Program \(LEIA\)](#), **initiated Productive Use of Renewable Energy (PURE) Demonstrator Project**, a strategic initiative designed to accelerate the adoption of PURE technologies among small-and micro-enterprises (SMEs), farmer producer organizations, cooperatives, self-help and women's groups. These demonstrators showcase how efficient, renewable-energy-powered technologies, when deployed in agricultural value chains, can drive business growth, expand services, reduce drudgery, and contribute to improved livelihoods. The specific objectives of the initiative are:

1. **Pilot innovative business models that incorporate PURE technologies.** Test and validate innovative business models for deploying PURE technologies that are suitable for the scale and capacities of SMEs and community-based organizations. These models may include, but are not limited to leasing to own models, cooling, irrigation and milling as a service, pay-as-you-farm, and up-front ownership among others.

2. **Enhance capacity and foster strategic linkages.** Strengthen the abilities of the target entities - including cooperatives, farmer producer organizations, self-help groups, and women's groups - to integrate PURE technologies into their service offerings. This includes, but is not limited to:
  - Building organizational capacity to manage and maintain PURE technologies.
  - Facilitating partnerships between technology providers and these groups.
  - Establishing critical linkages with local asset financiers and financial institutions to improve access to financing options tailored for SMEs, farmers, and community-based organizations.
  - Encouraging collaborations with other stakeholders to create a supportive ecosystem for the adoption and sustainability of PURE technologies.
3. **Contribute to evidence on:**
  - The viability and effectiveness of various business models for PURE solutions across agricultural value chains
  - The social-economic benefits of adopting PURE technologies include improvements in income, productivity, and quality of life.
  - The benefits of capacity-building and matchmaking support in facilitating the integration of PURE technologies in agricultural value chains.

## Timeline

**Contract Timeframe:** The consultancy is expected to last for a period of six months from March 2026-September 2026, and the consultant will be required to allocate approximately 40 hours per month to this consultancy.

**Deadline for Application:** 17<sup>th</sup> February 2026 at 5:00 PM EAT

Application includes registering as a Consulting Partner and submitting application documents with the instructions below.

**Deadline for Questions:** 10<sup>th</sup> February 2026 at 5:00 PM EAT

All questions must be addressed in English to [Wangechi Kuria] at [wkuria@clasp.ngo](mailto:wkuria@clasp.ngo). We request all inquiries be made to this e-mail address and not by phone.

## Scope of work

The consultant will work under CLASP's supervision and in close coordination with relevant program partners to support the implementation, monitoring, and learning objectives of the Productive Use of Renewable Energy (PURE) initiative. The consultant will collaborate closely with partner organizations and stakeholders to provide technical support, track progress, and contribute to evidence generation and knowledge sharing throughout the assignment. The key roles and responsibilities include:

1. **Technical Support & Monitoring of PURE Demonstrators**
  - Review and track the progress of selected partner organizations implementing PURE technologies in agricultural value chains.

- Provide technical guidance on technology selection, deployment, and integration into partner operations.
  - Identify challenges and recommend technical and operational solutions to enhance the effectiveness of deployed technologies.
- 2. Business Model Piloting & Validation**
- Support testing and validation of innovative business models for deploying PURE technologies, including but not limited to leasing-to-own models, pay-as-you-farm/go schemes, irrigation/cooling/milling-as-a-service, and upfront ownership.
  - Provide recommendations to optimize business models for scalability, sustainability, and alignment with the capacities of SMEs and community-based organizations.
- 3. Capacity Building & Strategic Linkages**
- Strengthen the capacity of partner organizations to manage, operate, and maintain PURE technologies effectively.
  - Facilitate partnerships between technology providers, SMEs, farmer groups, and financial institutions.
  - Support the creation of linkages with local financiers and other stakeholders to improve access to financing options and foster a supportive ecosystem for technology adoption.
- 4. Data Collection, Reporting & Evidence Generation**
- Collect and analyze quantitative and qualitative data to assess technology adoption, business model performance, and socioeconomic benefits.
  - Contribute to reports and learning products documenting lessons learned, best practices, and impacts on income, productivity, and livelihoods.
  - Support the synthesis of findings to inform policy, program strategy, and scale-up recommendations.
- 5. Stakeholder Engagement & Knowledge Sharing**
- Engage with SMEs, cooperatives, farmer producer organizations, self-help groups, and women's groups to gather feedback and assess adoption challenges.
  - Participate in workshops, webinars, and stakeholder meetings to share insights, facilitate learning, and promote the adoption of PURE technologies.

## Deliverables

The Agriculture Expert Consultant will be expected to deliver the following outputs:

Milestones	Key Activities	Milestones / Deliverables
1	<ul style="list-style-type: none"> <li>● Onboard and familiarize with PURE project objectives, partner organizations, and deployed technologies.</li> <li>● Review baseline data on selected partners and existing business models.</li> <li>● Develop detailed work plan and data collection framework.</li> <li>● Conduct initial field visits to partner organizations to assess implementation status.</li> <li>● Identify technical challenges and training needs.</li> <li>● Begin monitoring key performance indicators (adoption rates, productivity improvements, operational challenges).</li> </ul>	<ul style="list-style-type: none"> <li>● Work plan submitted and approved.</li> <li>● Baseline assessment report of partner organizations and technologies.</li> <li>● Site visit reports for all partners detailing technology use, challenges, and capacity gaps.- Initial recommendations for technical and operational improvements.</li> </ul>
2	<ul style="list-style-type: none"> <li>▪ Support piloting innovative business models (leasing, pay-as-you-farm, service models).</li> <li>● Facilitate early-stage capacity-building workshops for partner staff and SMEs.</li> <li>● Track financial and operational feasibility of business models.</li> <li>● Continue monitoring technology adoption and partner performance.</li> <li>● Consolidate data on operational challenges, financial viability, and user satisfaction.</li> <li>● Provide mid-term technical guidance to address identified gaps.</li> </ul>	<ul style="list-style-type: none"> <li>● Business model pilot report with preliminary findings.</li> <li>● Workshop/training report including participant feedback and learning points.</li> <li>● Mid-term technical report highlighting progress, issues, and corrective actions.</li> <li>● Updated dashboard of KPIs for ongoing tracking.</li> </ul>
3	<ul style="list-style-type: none"> <li>● Support data analysis to evaluate preliminary socioeconomic impacts (income, productivity, labor savings, quality of life).</li> <li>● Engage stakeholders (partners, financiers, local institutions) to validate findings and identify scaling opportunities.</li> <li>● Synthesize findings from technical monitoring, business model piloting, and socioeconomic data.</li> <li>● Draft a comprehensive 6-month report with lessons learned, best practices, and recommendations.</li> <li>▪ Share findings in an internal learning session or workshop.</li> </ul>	<ul style="list-style-type: none"> <li>● Preliminary impact assessment report.</li> <li>● Stakeholder engagement notes and recommendations for scale-up.</li> <li>● Final report submitted.</li> <li>● Internal learning session conducted to disseminate insights and recommendations.</li> <li>● Updated recommendations for the next phase of PURE implementation.</li> </ul>

## Key Qualifications

The ideal candidate for the Agriculture Expert Consultant position should meet the following qualifications and experience:

- A master's degree or equivalent in Agricultural Engineering, Renewable Energy, Agriculture Economics, or related field.
- At least 7+ years of experience in productive use of energy (PUE/PURE) and/or the agricultural sector, particularly integrating renewable energy solutions into agricultural value chains.
- Demonstrated experience supporting PURE demonstrators or pilot projects, including field deployment, performance monitoring, and evaluation.
- Proven experience in working with small-and micro-enterprises, farmer producer organizations, or cooperatives.
- Knowledge of renewable energy technologies, particularly solar energy applications in agricultural value chains.
- Experience engaging and coordinating with diverse stakeholders across the ag–energy nexus (farmers, private sector, financiers, policymakers, and development partners).
- Experience providing technical advisory support and partner monitoring, including preparation of progress, site visits, and synthesis reports.
- Experience in monitoring and evaluating agricultural development projects, preferably in renewable energy or sustainable agriculture.
- Experienced with monitoring and evaluation frameworks, data collection, and impact measurement.
- Excellent analytical writing, reporting, and presentation skills.
- Ability to work independently, manage multiple workstreams, and deliver outputs within tight timelines.

## Submittal

### Register as a Consulting Partner

Interested parties must [register as a CLASP Consulting Partner](#).

### Submit Technical and Financial Proposals

Interested parties should submit separate technical and financial proposals electronically, in English, via this [form link](#) (preferably in PDF format). The files should be named as per the following example:

[CONTRACTOR\_NAME] \_Agricultural consultant\_ RFP YYYY-MM-DD

Interested candidates are invited to submit the following (1.5 line spaced):

- A one-page cover letter outlining their qualifications and experience related to this consultancy.

- Updated CV/resumes (4 pages maximum) detailing.
  - Background and experience of conducting similar activities
  - A summary of the qualifications and experience
  - Other relevant information
- Any relevant references or case studies from previous similar projects.
- Detailed approach and methodology for the design, implementation, and management of the work
- Detailed timeline for all project activities, tasks, milestones, and deliverables for the project within the time frame indicated above

The detailed timeline should include a breakdown (in days/hours) of the level of effort. Any relevant experiences, detailed approach and timeline should be double spaced and included in an Annex, and should not exceed 3 pages. The one-page cover letter and 4-page cv should be formatted with 1.5 line spacing

### **Optional At This Stage – Fill Out Pre-Qualification Questionnaire (PQQ)**

All contractors must complete the [Pre-Qualification Questionnaire \(PQQ\)](#) before they can begin work with CLASP. However, at the **RFP stage**, completing the PQQ is **optional** (i.e. you can decide to fill it out at a later stage, only if you are selected).

The PQQ is a comprehensive due diligence screening used to collect legal and financial information about potential partners or vendors. While **not required at the RFP stage**, it **must** be completed if a contract is awarded. Contracts are **contingent on successfully passing** this due diligence process.

If your organization has already completed the PQQ, you do not need to submit it again—unless there have been changes to your business structure and/or you submitted the PQQ more than two years ago. If you're unsure, please contact Andrea Testa at [atesta@clasp.ngo](mailto:atesta@clasp.ngo) for guidance.

## Evaluation Procedure

A committee appointed by CLASP will evaluate proposals received. Selection of qualified companies or organizations will be based on the information provided and due diligence procedures

## Reporting and supervision

The Agriculture Expert Consultant will report to Research Manager, Clean Energy Access, and work closely with the project team to ensure alignment with project goals and objectives. Regular meetings will be held to discuss progress, challenges, and opportunities.

## Budget and Payment Terms

The total budget for this consultancy is 25,000 USD, inclusive of expenses and taxes. The consultant will be paid upon submission and verification of deliverables

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*As noted above, CLASP is a global nonprofit whose mission is to improve the energy and environmental performance of the appliances & equipment we use every day, accelerating our transition to a more sustainable world. CLASP's values and culture include transparency, collaboration, serving others, bringing positive impact to the world, providing equal opportunity, and fostering an inclusive environment without regard to individuals' background, identity or circumstances.*

*CLASP has found that partnering with entities with a demonstrated commitment to its values and mission leads to the best outcomes. Accordingly, we encourage you to include additional information you think shows why your organization would be a good partner for this project.*

CLASP looks forward to reviewing your responses and would like to thank you in advance for your participation in this Request for Proposals. CLASP will notify all respondents who submit proposals when a decision has been made.