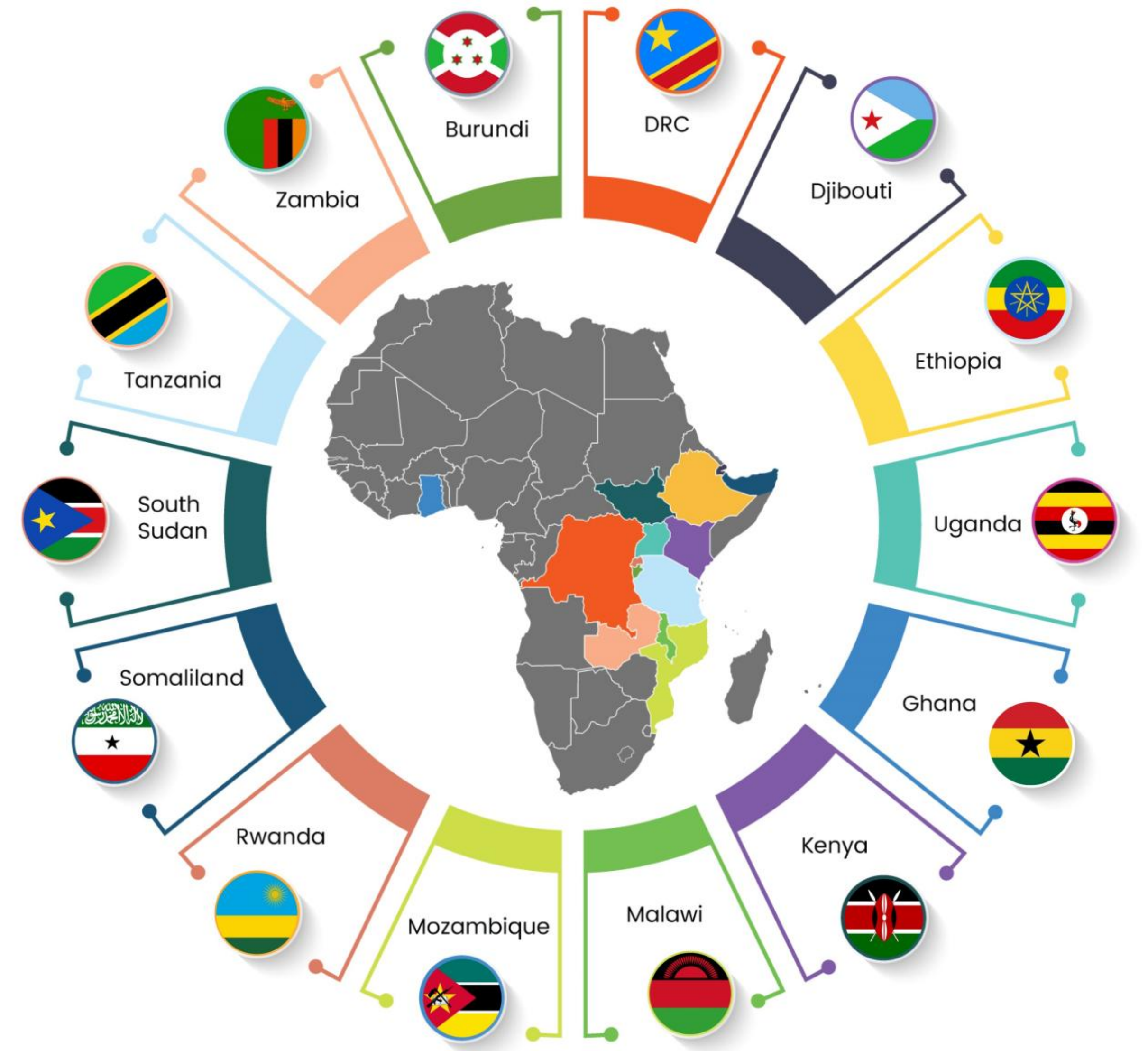
Taveta, Kenya – Holili, Tanzania OSBP. Photo/TMA

TRADEMARK AFRICA

PRE-BID MEETING

REQUEST FOR PROPOSALS: SPECIALISED LOCAL CONSULTING FIRM – NIGERIA CROSS-BORDER TRADERS MOBILISATION AND CAPACITY BUILDING FOR WOMEN AND YOUTH ECONOMIC EMPOWERMENT IN FISHERIES

12TH FEBRUARY 2026



PRESENTATION CONTENT

- Introductions
- About TradeMark Africa
- Engagement objectives
- Engagement scope
- Engagement timeframe
- Procurement Highlights
- Administrative requirements
- Q&A

ABOUT TRADEMARK AFRICA

- TradeMark Africa (TMA) is a leading African Aid-for-Trade organisation, founded in 2010, with a mission to grow intra-African trade, increase Africa's share in global trade, and make trade more pro-poor and environmentally sustainable. Our focus on reducing the cost and time of trading across borders through enhanced trade policy, better trade infrastructure, standards that work for businesses, greater use of digital innovations and a focus on creating trade access for vulnerable groups, has contributed to substantially lower cargo transit times, improved border efficiency, and reduced trade barriers. TMA has expanded in recent years to operate in 14 countries across East, West and Southern Africa as well as the Horn, with registration underway in a further six countries. TMA operates on a not-for-profit basis and is funded by 12 institutional and philanthropic development partners. TMA works closely with regional and continental organisations, national Governments, the private sector and civil society organisations to deliver results that drive shared prosperity and reduce poverty.
- For more information, please visit www.trademarkafrica.com

ABOUT THE ENGAGEMENT

- Nigeria is a major fish producer and trader in West Africa, with significant cross-border flows to neighbouring countries, but the trade remains largely informal, unstructured, and affected by high post-harvest losses, weak standards compliance, and border bottlenecks. Women dominate processing and small-scale trade, while youth drive logistics and related services, yet both face barriers to finance and formal markets; the programme leverages AfCFTA, ECOWAS, and Nigeria's Blue Economy Strategy to formalise trade, strengthen corridors, and promote inclusive jobs and intra-African fish trade.

ENGAGEMENT OBJECTIVES

Main Objective

- Enhance women's and youth participation, competitiveness, and safety in Nigeria's cross-border fish trade through targeted skills, enterprise, and market interventions.
- Improve inclusion and the trade environment by strengthening business systems, access to finance, safeguarding mechanisms, and gender-responsive policies and infrastructure.

Specific Objectives

- Strengthen cross-border fish trade corridors with Benin, Cameroon, Niger, and Chad by improving efficiency, safety, standards compliance, and trade facilitation.
- Economically empower women and youth through enterprise upgrading, skills development, access to finance and digital tools, and job creation across processing, logistics, and trade.

SCOPE OF THE ENGAGEMENT

Diagnose and Strengthen Cross-Border Fish Trade Systems
Assess key Nigeria–regional corridors, products, and value chains to identify constraints, opportunities, and priority interventions for efficient, compliant, and inclusive fish trade.

Empower Women and Youth Traders and Enterprises
Mobilise and organise women and youth traders, build their business and standards capacity, strengthen institutions and associations, and improve access to finance, digital tools, and formal markets.

Enable Safe, Inclusive, and Coordinated Trade Environments
Strengthen border-level institutions, safeguarding mechanisms, and public–private dialogue to reduce informality, improve working conditions, and promote gender-responsive cross-border trade.

PROJECT TIME FRAME

The assignment will run for two years, aligned with the Programme's Yearly workplans and reporting cycle.

PROCUREMENT HIGHLIGHTS

1. **Tender submission**

On or before Monday, 23rd February 2026 at 4:00PM. (Kenyan time). Late submissions will not be accepted. A soft copy of the bid submissions shall be in a non-editable version (PDF).

2. Clarification

Consultants may seek clarifications on this RfP up to seven (7) days before the submission date, hence last day to receive clarifications will be Monday 16th February at1600hrs.

Final clarifications with TMA's responses will be uploaded on the website.

3. Consultants are advised to respond in line with or in reference to the scoring criteria as indicated in the technical evaluation section of this RfP document.

4. In case of misrepresentations, the information in this pre-bid presentation does not replace the tender document. The tender document & and any clarifications and addendums issued are supreme reference points.

PROCUREMENT HIGHLIGHTS

Only One Proposal
A Consultant shall submit only one Proposal, either individually or as the lead or member of a strategic partnership or joint arrangement. A Consultant, including any member of a strategic partnership, shall not participate in more than one Proposal. Any Consulting firm or Consortia/JV member found to have submitted or participated in more than one Proposal shall be disqualified, and all such Proposals shall be rejected.

This does not, however, preclude the Consultant's staff from participating as key experts and non-key experts in more than one proposal. However, the same sub-Consultant may participate in several submissions.

If the consultant is a consortia/JV or any other strategic partnerships, the RFP shall include:

- A signed consortium, joint venture, or strategic partnership agreement, executed by all proposed members; or

- A letter of intent to enter into a consortium, joint venture, or strategic partnership agreement.

- Signed by all proposed members.

In the absence of this document, the other members will be considered as sub-consultants. Experiences and qualifications of sub-consultants shall not be considered in the evaluation of the proposals

PROCUREMENT HIGHLIGHTS

- **TECHNICAL PROPOSAL**
- The technical proposal shall not include any financial information. The Inclusion of any financial information shall lead to the proposal being declared non-responsive.
- The technical proposal MUST be in PDF and should be password protected.
- Consultants are advised to respond in line with or in reference to the scoring criteria as indicated in the Technical Evaluation section of this RFP document.

- **FINANCIAL PROPOSAL**
- The financial proposal MUST be in PDF and MUST be password protected.
- Consultants should clearly breakdown and separate the tax components in their financial proposals to facilitate evaluation of the financial proposals

ADMINISTRATIVE REQUIREMENTS

- A soft copy of the bid submissions shall be in a non-editable version (PDF).
- Please note that the maximum size of each email with attachments must not exceed 5MB. The Technical and Financial proposal shall be submitted as two separate documents in PDF format, in the same email or separate mails, and must be password protected.
- Timely bid submission; on or before Monday, 23rd February 2026 at 4:00PM. (Kenyan time). Late submissions will not be accepted. A soft copy of the bid submissions shall be in a non-editable version (PDF).
- Bidder shall submit the following documents.
- A technical bid
- An all-inclusive financial bid
- A Signed Supplier Code of conduct
- Any other required and relevant document detailed in the tender document

QUESTIONS?

info@trademarkafrica.com

www.trademarkafrica.com

TradeMark Africa

@TradeMarkAfrica

TradeMark Africa