

## CALL FOR EXPRESSIONS OF INTEREST EVALUATION AND LEARNING PARTNER

### Introduction

FSD Africa is seeking to build a pool of consultants on whom it can call to support its evaluation and learning activities. This call for Expressions of Interest (Eoi) invites consulting firms with evaluation expertise to apply. The Research, Evaluation and Insights (REI) team will use this process to pre-qualify consulting firms and facilitate procurement for upcoming assignments. Terms and reference for those assignments will be sent out at the respective times.

### 1. Background

#### 1.1. About FSD Africa

[FSD Africa](#) is a specialist development agency working to build and strengthen financial markets across Sub-Saharan Africa. Set up in 2012; we work on policy and regulatory reform, capacity strengthening and improving financial infrastructure, and addressing systemic challenges in financial markets to spark large-scale and long-term change.

Additionally, we provide risk capital by investing in cutting-edge ideas that we believe have the potential for significant impact. We take on projects that are more complex and riskier than those taken on by typical development finance organisations, to unlock additional funding for innovative sectors.

FSD Africa’s interventions over the next five years (2025-30) will focus on specific areas including the transition to renewable energy; adapting to climate change; developing carbon markets; nature; regenerative agriculture; financing for micro, small and medium-sized enterprises; sovereign debt management; and women’s empowerment.

#### 1.2. Research, Evaluation and Insights (REI) unit

At FSD Africa, programming is designed to address systemic challenges within Africa's financial markets, to spark large-scale and long-term change. Our interventions are designed to ensure that Africa's financial markets serve better those most in need – today and long after our programmes end.

The REI unit is part of the Development Impact pillar and is responsible for translating insights and evidence gathered through FSD Africa projects and research into knowledge products that guide and influence investment decisions, effective programming and overall FSD Africa strategic positioning. This also includes synthesising and promoting evidence uptake to inform effective financial sector development by FSD Africa and like-minded organisations.

Evaluations and reviews are critical to the organisation’s learning and improvement, enabling us to identify what works, what doesn’t, what can be improved and what can be scaled or replicated.

### 2. Objectives

The REI team seeks to grow and diversify the high-quality expertise we will draw upon to support our evaluation and learning activities. The team will be drawing on consultants offering a range of expertise. The consultant will conduct evaluations and reviews and support its commitment towards evidence-based learning. The consultant will support FSD Africa in generating evidence for internal and external learning and will help implement teams adapt based on this evidence.

This EOI is intended to ensure that Requests for Proposals have greater outreach to qualified consultants, particularly consultants working in Africa. Successful consultants under this call for EOI will then be invited to submit bids based on specific terms of reference. Procurement will then take place on a project-by-project basis or a longer-term drawdown basis. This call for EOI aims to identify consultants with expertise in the following key areas:

- i. Support the strategic planning for specific evaluations
- ii. Conduct evaluations and rapid reviews.
  - Conduct rigorous, ethical, and participatory, qualitative and quantitative evaluations and reviews to assess the impact of FSD Africa's interventions.
  - Synthesise lessons learnt and produce actionable insights and recommendations to inform programme improvements and enhance impact.
- iii. Conduct baseline studies.
  - Collect baseline data to describe the prevailing conditions of target markets.
  - Determine baseline values for specific indicators aligned to FSD Africa's interventions before project inception.
  - Compile a report detailing the findings of the baseline data. The report should also include recommendations to guide project implementation.
- iv. Disseminate and socialise insights.
  - Facilitate reflection sessions to discuss findings and recommendations of research and support the adoption of recommendations.
- v. Provide strategic advice to pillar teams.
  - Collaborate closely with pillar teams to provide ongoing advice to refine intervention strategies and guide project adaptation based on insights and emerging evidence.
  - Provide strategic learning and impact assessment insights into the design and monitoring of projects, investments, or interventions to improve FSD Africa's impact.

### **3. Experience**

The consultants wishing to be considered for shortlisting will need to demonstrate a combination of the below experience and a readiness to fulfil the following anticipated work plans.

Overall key competencies:

- Sound and in-depth knowledge of Africa's financial markets and themes relevant to FSD Africa's strategy.
- Demonstrated experience in conducting programme evaluations and baseline studies, particularly in areas relevant to FSD Africa's strategy, and generating insights and evidence to support adaptive management within organisations.
- High proficiency in both qualitative and quantitative research methodologies. Familiarity with the use of participatory evaluation methods and tools is essential.
- Demonstrated experience in fostering adaptive learning in similar organisations.
- Available to start at the required time and can engage with this assignment to deliver outputs as per schedule.
- A commitment to collaborative evaluation practice, including leveraging existing administrative data and providing regular feedback and insights throughout the evaluation process.

#### 4. Expression of Interest

Procurement of the Services is subject to a full international tender which requires a two-part process:

- In the first part, Expressions of Interest (EOI) are invited from qualifying firms in an open tender. This invitation is open for a minimum of 20 calendar days.
- In the second part, following a shortlisting process, FSD Africa will issue an Invitation to Tender to shortlisted firms.

A detailed Invitation to Tender document will be prepared by FSD Africa after the EOI phase.

For this exercise, FSD Africa is inviting Eols from suitably qualified consulting firms in the areas specified under Section 3.

Please note – a fully costed proposal and/or detailed work plan is not required at this stage.

Your Eol should contain:

- Your name and a full CV highlighting your area of expertise
- Your place of business
- A short statement (maximum 1 side of an A4) of why you believe you have the right qualifications to help FSD Africa in the stated area
- A short portfolio of relevant work and outputs
- A statement describing your availability, e.g.:
  - o Preferred length of assignments
  - o Willingness to travel
  - o Availability in the next 36 - 60 months
  - o Ability and access to work remotely
- Your current daily fee rate (in GBP or USD), applicable for at least 12 months
- Any other information that you believe should be considered in the pre-qualification process

Your EOI, which should not exceed 3 sides of A4 in PDF version, (font size 11), excluding CVs, portfolio etc., should be sent to FSD Africa at [procurement@fsdafrica.org](mailto:procurement@fsdafrica.org) by **noon (EAT) 06 April 2026**, under the subject line reading 'Expression of Interest: Evaluation and Learning Partner.

#### 5. Contact

Questions or comments in respect of this request for Expressions of Interest should be directed to [procurement@fsdafrica.org](mailto:procurement@fsdafrica.org) on or before **12 noon (EAT) 25 March 2026** and a response will be provided through the advertising platform on **12 noon (EAT) 27 March 2026**.

#### 6. Applicable Taxes

As per Kenya's tax law, FSD Africa will pay the Consultant after withholding the appropriate taxes at the applicable rate between Kenya and the Consultant's country of tax residence, considering any tax treaties in force. It is the responsibility of the Consultant to keep themselves apprised of these applicable taxes.

The below table, however, provides guidance on the applicable rates as per tax regimes.

Country	WHT Rate
Kenya	5%
United Kingdom	12.5%
Canada	15%
Germany	15%
India	10%
Non-resident rate for citizens of EAC member countries	15%
All other countries	20%