



STATE GOVERNMENT OF OSUN

REQUEST FOR EXPRESSION OF INTEREST (EOI)

FOR COMPETENT AGGREGATORS TO ACTIVATE MARKET-DRIVEN
NON-AGRICULTURAL VALUE CHAIN IN THE STATE OF OSUN

REFERENCE NUMBER: OS / PET / NAVCAI / 17

1. BACKGROUND

The Osun Non-Agricultural Value Chain Activation Initiative is an initiative of the State Government of Osun to attract and partner competent aggregators to spur private sector-led and market-driven non-agricultural value chain development. It is designed to use the aggregator model in a way that is innovative, sustainable and scalable.

Micro, Small and Medium Enterprises (MSME) are creators of jobs, the source through which millions of families are fed, and play a pivotal role in the economy of most states and countries. Not only do they provide employment and income for the bulk of the population, they have been acknowledged as critical breeding and nurturing grounds for domestic entrepreneurial capacities, technical skills, and technological innovativeness.

Sharing boundaries with five (5) other South Western States, Osun is strategically located to be the center of trade and commerce for commodities. However, gaining access to bigger markets for bigger economic opportunities continue to be a major challenge to the growth and sustainability of the MSME sector in the State of Osun. Therefore, there is an increasing need to activate market driven value chains for Osun MSME.

2. THE OPPORTUNITY

The State of Osun through the Osun Non-Agricultural Value Chain Activation Initiative is calling for Expression of Interest (EOI) from competent aggregators capable of identifying and establishing sustainable and competitive markets for unique wholesale and retail products produced by MSME in the state.

The State of Osun seeks to partner with competent aggregators to secure sustainable market linkage and organize Osun small businesses to produce. Government's role in this initiative will be almost exclusively coordination and facilitation, whereas aggregators will drive the value chain. The Initiative will connect competent aggregators to qualifying small businesses leveraging on the abundance of MSME funds at National and Sub-National Levels to support small businesses. The Initiative will also partner relevant financial and development institutions.

The overall vision is to facilitate the activation of a minimum of 10 market-driven value chains that will empower 50,000 sustainable MSME, increase incomes and create jobs for 300,000 people, using the aggregator model.

3. TARGETED VALUE CHAINS

Osun boasts of thousands of MSME making products of high commercial value and market potentials. Therefore, this initiative targets value chains with huge unmet local and international market demand, for which the State of Osun has comparative advantage of production in commercial quantities.

Value chains of interest include: Traditional textiles, Nylon and Plastic waste recycling, Shea butter, Ceramic pottery, Black soap (Ose Dudu) and other value chains with unmet and demonstrable market demand.

4. SUPPORT AVAILABLE TO SUCCESSFUL APPLICANTS

- Technical support from initiative coordinators, government institutions, and facilitating agencies.
- Business-to-business matching of aggregators to MSME / producers within the State.
- Identification of suitable aggregation site/facility within the State.
- Linkage to relevant government development finance institutions.

5. WHO CAN APPLY

This request for Expression of Interest is open to individuals, registered groups, enterprises, non-governmental organisations (NGOs) or civil society organisations that:

- Have or can establish sustainable and competitive markets in any of the following: Traditional textiles, Nylon and Plastic waste recycling, Shea butter, Ceramic pottery, Black soap (Ose Dudu) and other value chains with unmet and demonstrable market demand.
- Have innovative, clear and understandable ideas in the area of market-driven value chain development.
- Have a demonstrable record of performance in MSME value chain development (aggregator model) and can provide evidence.

HOW TO APPLY

Interested parties are hereby requested to submit an Expression of Interest (EOI) document on any of the above value chains. This should include organisation / business profile and evidence of item 5 (I, II, III) above.

Expression of Interest must be delivered electronically as email attachment to: EOI@osun.gov.ng not later than two (2) weeks from the date of this publication. The email subject head must read “**Osun Non-Agricultural Value Chain Activation Initiative**”.

Late applications will NOT be accepted.

Shortlisted applicants will be contacted by email two (2) weeks after submission.