



Subject Line: "Proposal - Spark Drying Hub

Solar-Powered Agro-Processing Hub for Smallholder Farmers in Kassala, Sudan

1. Background

Smallholder farmers in Kassala State face substantial post-harvest losses — up to 40% annually — due to limited access to processing infrastructure and reliable markets. Women and youth, heavily involved in horticultural production, are particularly affected.

To address this challenge, Mercy Corps invites proposals for establishing a **Spark Drying Hub**, a solar-powered agro-processing and market linkage model designed to empower farmer cooperatives, reduce losses, and increase incomes.

2. Objective

The primary objective is to **develop a cooperative-led agro-processing hub** that enhances the capacity of smallholder farmers to add value to horticultural products through solar drying technology and market linkage.

3. Scope of Work

Component 1: Infrastructure Development

- **Construct** a production hall (10m x 5.7m x 3m) using block construction.
- **Installation:**
 - Stainless steel sinks
 - Vegetable cutting machines
 - Grinders
 - Weighing scales
- **Build** a solar-powered drying unit (8m x 16m) with:
 - Capacity for drying 1 ton of fresh produce per day
 - 200 drying racks
 - 100% solar energy operation

Component 2: Cooperative Empowerment and Market Access

- **Register** at least 3 smallholder cooperatives under legal business entities.
- **Provide** 3000 units of branded packaging materials compliant with market standards.

- **Deliver training** to over 100 farmers on:
 - Agro-processing techniques and hygiene standards
 - Pricing, costing, and bookkeeping
 - Market access strategies and digital marketing

4. Sustainability Model

Mercy Corps envisions a sustainability approach that supports strong, long-term market linkages for smallholder farmers.

We encourage proposals that include innovative, dual-pathway models

5. Expected Outcomes

- Establishment of an operational solar drying hub with 1 ton/day capacity
- Legal registration of at least 3 farmer cooperatives
- Training of over 100 farmers in processing and marketing
- Sustainable, farmer-owned market linkages

6. Proposal Requirements

Proposals should include:

- Organization profile and relevant experience
- Technical approach and work plan
- Detailed budget and budget narrative
- Sustainability strategy
- Timeline for completion
- Team composition and qualifications
- References from similar previous work (Mandatory)

4. Objectives of the EOI

This EOI encourages **qualified companies** with proven experience in agro-processing, especially on dryer hubs, to submit their interest in **providing a turnkey solution** for this factory.

5. Selection Criteria

Submissions will be evaluated based on the following:

Criteria	Weight
Demonstrated experience in Solar dryer hubs	High
Experience and track record	High
Cost-effectiveness	Medium
Sustainability approach	High
Local capacity building	Medium
Timeline for installation and commissioning	Medium

Note: Mercy Corps reserves the right to conduct interviews and site visits with short-listed firms before deciding.

6. Required Documents

Interested companies must submit the following:

- Company profile
- EOI submission document (attached)
- Business registration certificate
- Tax clearance certificate
- Portfolio of previous similar projects (including client references)
- Contact person details

7. Important Notes

- **This EOI does not constitute a solicitation.** Mercy Corps reserves the right to change or cancel the requirement at any time during the EOI or subsequent process.
- Shortlisted companies will be invited to detailed meetings and site discussions in Kassala or via remote conferencing.
- Mercy Corps is not liable for any costs incurred in the preparation or submission of the EOI.