

Request for Application (RFA)- AH-SO-GC02

Stimulating Private Sector Animal Health Service Delivery System in the RLP Area

1. Background of the project

The Regional Livestock Program (RLP) is a 12-year initiative funded by the Swiss Agency for Development and Cooperation (SDC) and the Agence Francaise Development (AFD), and implemented by consortium members including IGAD, Helvetas, Welthungerhilfe, and Mercy Corps. The program is implemented in Somalia, Kenya, and Ethiopia. The program aims to bring about transformative change in the pastoral and Agro-pastoral areas of the Horn of Africa by creating a more productive, climate-resilient, inclusive, and competitive livestock sector.

RLP is implementing a **Market Systems Development (MSD) approach**, to stimulate sustainable, systemic change on a large scale. This will involve multiple partnerships with private sector and government actors. Thus, the Livestock market actors have efficient and profitable engagement with domestic and international markets, especially women and youth.

2. Objective of Call for Applications

The objective of this call for applications is to ***catalyze private sector engagement in animal health service delivery to improve access to and uses of the service*** on a large scale to pastoral and agro-pastoral communities in the RLP program area.

RLP invites applications from existing **Private Veterinary Pharmacies (PVPs)**, **Agro-vets/ Agro-Dealers**, **Private veterinary Clinic service providers**, **Veterinary drugs wholesalers**, **Veterinary associations** and others who are interested in expanding their business to the last mile through introduction of innovative business model, facilitating backward and forward linkages, capacitating and networking with last miles inputs and service providers such as **Community Animal Health Workers (CAHWs)**, new veterinary science/ animal science graduates and others to create improved access and use of quality inputs and service to last mile

3. Program Target areas.

Mercy Corps welcomes applications from qualified businesses (as outlined above) operating within or adjacent to the **RLP program-targeted regions**, specifically **Mudug, Nugaal, and Bari**. Interested enterprises should demonstrate intent and capacity to expand their business and market reach within these priority areas.

Following a **rigorous evaluation process**, partnership agreements will be established with selected companies/enterprises based on the criteria detailed below. Where proposed activities require financial investment, participating businesses will be expected to **contribute co-investment, either in cash or in-kind,** toward the implementation of the agreed activities

Eligibility Criteria for application

Mercy Corps is interested in soliciting operational **PVP and PVC** who fulfill the following ELIGIBILITY criteria for the co-investment to support their business expansion or/and growth to better support program target beneficiaries:

1. **Existing Operations:** Private Veterinary Practitioners/Pharmacies (PVP), Private veterinary clinic/ambulatory (PVC) and animal health service businesses providing services for communities in the program-targeted areas.
2. **Experience:** The applicant should be in operation of the business for at least six consecutive months before the date of the application in and/or around RLP-targeted areas.
3. **Legal Registration:** Should be legally registered under Puntland law and should have renewed business licenses that support animal health delivery.

4. **Financial Capacity:** Committed and have the financial means/resources to contribute to implement proposed business ideas.
5. **Collaborative Engagement:** Commitment to work with livestock producers, veterinary associations, last mile animal health service providers (CAHWs), veterinary/animal science graduates, and other actors along the animal health service delivery chain.
6. **Business Model:** A clear and viable business model that enhances access to and utilization of livestock and meat services within the community.
7. **Transparency:** Commitment to sharing relevant business and operational information with Mercy Corps upon request.

5. Potential activities that could be supported

Proposed activities should be based on a sustainable private sector-led animal health service delivery business model/ Market system resilience framework. The applicant is responsible for organizing and managing activities with technical and/or cost-share financial support from RLP-Mercy Corps. Examples of activities that could be supported include, **but are not limited to**, the following:

8. Develop business relationships with CAHWs veterinary associations and veterinary/animal science graduates (e.g. create access to drugs, capacity building to CAHWs to give quality service, create a business partnership with new graduates, and other related) to create dependable access and uses of service at last mile to pastoralist and agro-pastoralist communities.
9. Develop business relationships with potential drug and vet kits wholesalers or suppliers to create a system to respond to the expected demand for the services in the areas. The anticipated investments are expected to contribute to improving the supply chain of quality vet drugs along the line from wholesalers up to end users through establishing a strong business network system. Standardization of drug storage systems, inventory management, establishing consistent drug supply, and any other related innovative ideas are encouraged in this investment.
10. Interested in providing animal health service, training, and marketing as embedded service for CAHWs and new graduates as part of supporting marketing strategy.
11. The potential business partners/applicants who have a clear strategy of market development for his/her products and services in a way that allows better access to inputs/services to target communities through capacitating the last mile service providers.
12. Business idea that proposed to create a mutual business relationship to ensure the interdependence between business partners (e.g. partial drug credit arrangement for CAHWs from PVPs, modality to Access finance/loan; PVP/PVC, CAHWs and new graduate joint business arrangement).
13. Innovative ideas of establishing Private Public Partnership (PPP) to enhance the last mile animal health service delivery system (e.g. integrating private business with fee-based vaccination, existing community-level animal health posts, PVP, and Public Animal health clinics, ---etc.). Such a proposed idea will require official consent from the public partners that shows the joint interest and how the partnership is proposed to be managed.
14. Business ideas that will have an added contribution to enhance peacebuilding and social cohesion for the target communities.

The lists above are non-exhaustive and only listed to provide examples of some of the potential areas the RLP program could support but any additional ideas or a combination of these activities be encouraged, and all ideas will be considered.

6. Areas not eligible for funding

Financial support for working capital costs (e.g., purchasing drugs), regular employee salaries for existing permanent staff, and operational costs of the business such as transportation. However, there will be exceptional cases in the project that will consider the support of temporary new businesses (e.g. business

involving new graduates) capacity development to bridge the gaps of initial start-up phases. This will be decided based on the nature of the business idea and the level of its future impacts on the program goal.

7. Maximum amount of award and cost share requirements

The maximum amount of award that Mercy Corps’ (MC) RLP contributes will be \$50,000 for each business enterprise. The actual financial contribution will be dependent on the nature of the proposed business model and upon the review committee decision.

The applicant should contribute at least 50% of the total investment costs for those businesses only focused on PVP/PVC expansion without additional networking with last-mile service providers. However, for those business ideas planned to create extended business relationships and networking the program may consider contributing **more than the indicated amount**, based on the innovation, potential impact, scale, and context of the proposal.

The business enterprise that contributes/is willing to cost share above the minimum proposed based on the specific nature of the business idea (50% or 70%) will be encouraged and prioritized during the selection process.

The maximum number of business enterprises to be awarded will be dependent on the available budget.

8. Application Collection and review process

Mercy Corps invites proposals/applications from entities that meet the eligibility criteria outlined above. Applications should be submitted through email address and/or Mercy Corps Office detailed below starting from October 28th 2025.

Upon receipt, proposals will be evaluated according to the following process:

1. Initial Application Screening:

- a. A committee established by Mercy Corps will screen, score, and rank all received applications.
- b. Only applications that meet the eligibility criteria will be considered.
- c. Eligible applications will be assessed based on the criteria presented in **Table 1**.
- d. As needed, Mercy Corps may consult relevant government agencies to verify applicants’ operational experience and commitments in the target area.

2. Application Assessment:

- a. Top-ranked businesses will undergo further evaluation by the Mercy Corps committee, including **on-site verification** and due diligence checks.
- b. The focus areas for assessment will depend on the type and nature of the submitted concept note.

3. Business Plan Screening:

- a. After completing the assessments, the Mercy Corps evaluation committee will conduct final scoring and ranking of the submitted business plans.
- b. Recommendations for support will then be made based on this final evaluation.

Table 1. Score Sheet for Private sector animal health service delivery system enhancement through supporting PVP/PVC in the RLP target area

S/No	Description of evaluation areas	Score(A)	Weighted score (Multiply weighting point)
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			against score given to each applicant)
1	<p>Alignment with RLP objectives (weight 5 by for both lead and small co-investment applicants)</p> <ul style="list-style-type: none"> • Score range from 0 – 10. • Minimum for those application does not align at all with RLP objectives. • maximum score for those applications that align with RLP objectives 		
2	<p>Innovation viability (Innovation approach is clearly, viable / realistic) (weight 4 for lead and 1 for small co-investment Applicants)</p> <ul style="list-style-type: none"> • Score range from 0 – 10. • Minimum score: 0 for Innovation approach is clearly not viable / realistic and • maximum score for Innovation approach is clearly viable / realistic 		
3	<p>Expected impact (weight 3 for either lead or small co-investments applicants):</p> <ul style="list-style-type: none"> • The score ranges from 0 – 10. • Minimum score for number of beneficiaries reached, and expected benefits is low. • Maximum score for numbers reached is very high, and expected benefits is high 		
4	<p>Track record and experience of applicant (use weight 1 for 1 either lead or small co-Investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (Applicant has no relevant track record or experience) • Maximum score: 10 (Applicant has well-established track record or experience 		
5	<p>Value for money (weight 3 for lead and 1 for small co-Investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 - 10 • Minimum score: 0 (Proposed innovation is very expensive for the expected impact) • Maximum score: 10 (Innovation is very cost-effective for expected impact) 		
6	<p>Cost-share contribution (weight 3 for lead and 1 for small co-investment applicants)</p> <ul style="list-style-type: none"> • Score range: 0 – 10 		

	<ul style="list-style-type: none"> • Minimum score: 0 (Applicant proposes less than 30% cost-share contribution) • Maximum score: 10 (Applicant proposes 70%+ cost-share contribution) 		
7	<p>Work plan logic and reasonability (weight 2 for lead and 1 for small co-investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (work plan is incomplete and/or illogical) • Maximum score: 10 (sequence and duration of activities are logical and reasonable) 		
8	<p>Gender sensitivity (weight 3 for lead and 4 for small co-investment applicants):</p> <ul style="list-style-type: none"> • Score range: 0 – 10 • Minimum score: 0 (Application does not consider gender considerations) • Maximum score: 10 (Gender targeting and impact is logical and clearly articulated) 		
	Total Score		

9. The application process

The table below shows the process timeframe for this Call for Applications.

Date	Item	Details
November 2, 2025	Information Meeting	All are welcome to learn about the opportunity and ask questions. Time: 8:30 am - 4:00 pm Location: MC satellite office Galkayo Or by telephone: +252 905 674 666/+252 61 3211909
November 11, 2025	Application 1st round of application review	Interested applicants submit a completed application, with all relevant documentation, by this date for consideration of 1 st round of review.
November 12 – 23, 2025	Evaluation of applications	This is the expected date for completion of the eligibility and evaluation process, which will be conducted by Mercy Corps selection committees. The evaluation process may include an interview with the applicant. Before final selection or rejection, the Mercy Corps team may conduct negotiations with the applicant to adjust/improve the application to align with Mercy Corps objectives more closely. This will also include a Financial Review, which may also be subject to negotiation/revisions.
January 22, 2026	Notification of acceptance / non-acceptance	The Mercy Corps Team will issue notifications of acceptance or non-acceptance to all applicants.

February 5, 2026	Expected date for the signing of the 1 st batch Sub-award agreement	Following a negotiation process, final agreements between the selected applicants and Mercy Corps will be signed, and project implementation will begin.
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10. Preparation of Applications

The application template is provided below and should be submitted starting from October 28th 2025. Completed applications will be accepted in English and must be no more than ten (10) pages in length (not including budget, proof of registration, or other required attachments).

A soft copy of the application form will be emailed to interested applicants on request. Mercy Corps will evaluate all Applications based on the criteria described above. **All applicants that meet the criteria will be considered, however, Mercy Corps reserves the right to not accept any applicant if none are qualified.**

11. Submission process

Interested applicants should submit a soft copy via email and hard copy of the Application and required documentation starting from October 28th 2025, through the following contacts

- Email expression of interest to so-tender@mercy Corps.org and copy Mohamed Gelle (mohmohamud@mercy Corps.org)
- Mercy Corps satellite office in Galkayo
- Tel +252 905 674 666/+252 61 3211909

Please also be sure to include all the requested documents listed in the Application Form template below.

12. Conditions

Issuance of this solicitation in no way constitutes a commitment by Mercy Corps to execute any agreement or to pay any costs incurred by any applicant in submitting an application.

Please note that Mercy Corps will **fully respect the confidentiality** of all companies involved in the program. If selected, Mercy Corps will establish an agreement with the regional aggregator that describes the objective of collaboration and clearly defines each party's respective responsibilities, roles, and obligations. Successful applicants must be willing to share information with Mercy Corps regarding their performance, and Mercy Corps will conduct interviews with clients/customers to gather information on impact and to monitor progress.

Annex 1: AWARD APPLICATION FORM

Please enter the relevant information for the Call for Applications being applied for.

Call for Applications Ref #	AH-SO-GC02
Call for Applications Title	Stimulating Private Sector Animal Health Service Delivery System in the RLP Area

Please ensure you complete all sections and attach all required documentation. The Application Form should be **no more than ten (10) pages in length** (not including additional supporting documentation and budget).

1. Applicants contact details.

1.1	Name of the point of contact for the applicant	
1.2	Position of point of contact within the business/institution	
1.3	Address	
1.4	Phone number	
1.5	Email address (optional)	

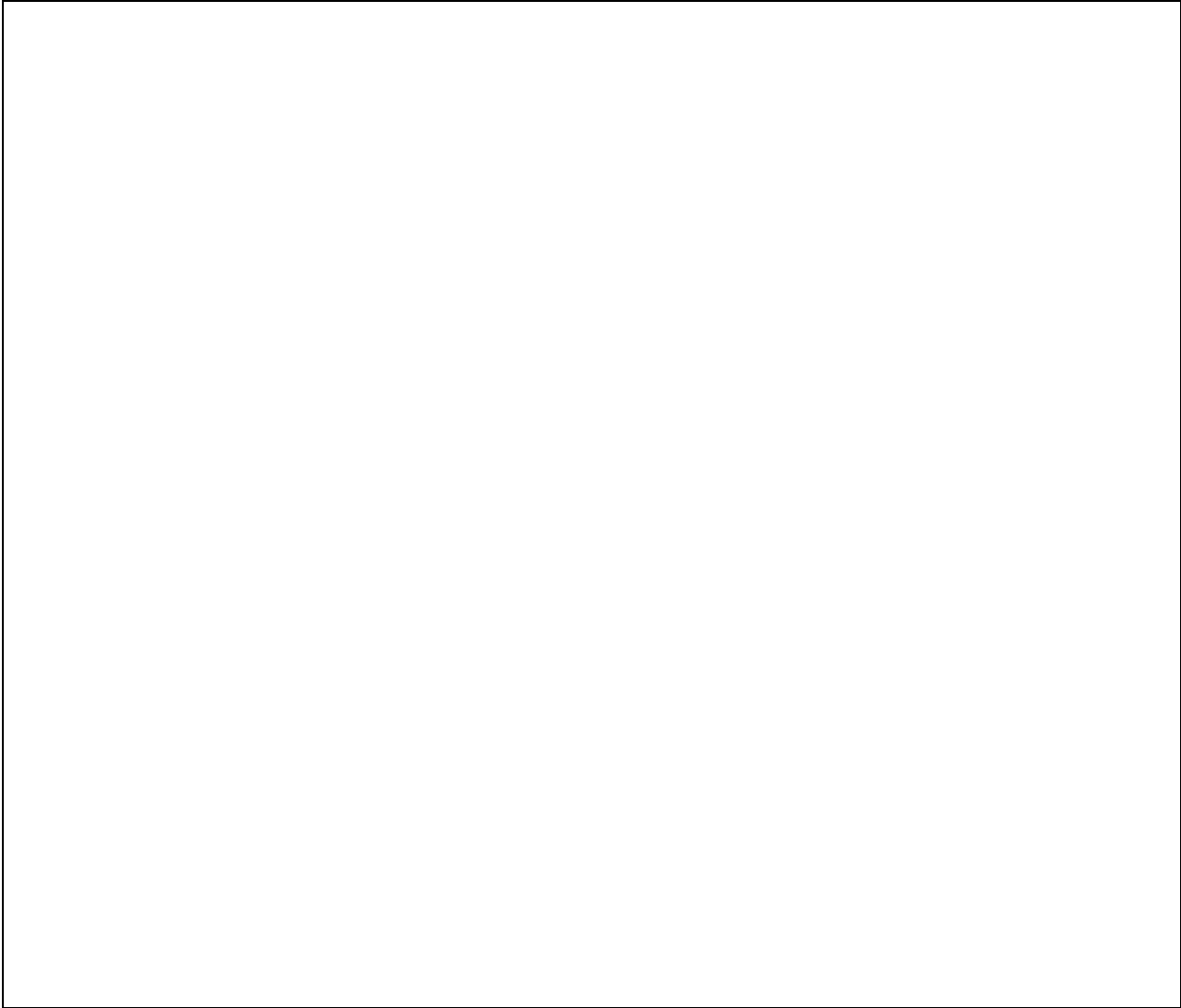
2. Business/institution information

2.1	Name of the business/institution	
2.2	Year of establishment	
2.3	Description of current business/institution structure and main business activities	
2.4	Number of full-time staff / part-time staff	

2.5	Mission / Objective of business/institution	
2.6	Has your organization received any financial/technical assistance from international organizations or NGOs (if yes, please describe the content of the assistance)	

3. Proposed Business/activities

3.1. Brief description of proposed business case/activities, why it is viable in the current market context, and who are the main partners in the proposed business.



3.2. Explain why the proposed business case/activities require support from Mercy Corps

3.3. Proposed location of activities and target groups (outreach/geographic coverage)

3.4. Expected impact of the business case/activities on the Pastoral Communities, CAHWs, vet graduates, and others as listed in the Call for Applications (please include economic or social benefits, number of individuals/households, CAHWs and vet/animal health graduates benefiting)

3.5. Proposed list of activities needed to realize the proposed business case/activities

3.6. Describe how the business case/activity will be sustainable

3.7. Describe how your track record and experience will enable you to implement the business case / activities successfully

4. Budget Summary

4.1	Estimated cost of the entire business/activities (USD)	
4.2	Total request for financing from Mercy Corps (USD and %)	
4.3	Total financing covered by the applicant (USD and %)	

4.4	Describe other sources of financing (e.g. bank loan, family loan, own capital)	
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5. Supporting documentation

(If they are not available, please provide the equivalent information.)

- Company Profile (if available)
- Copy of business registration documents
- Copy of tax registration
- Copy of financial reports and statements for the last two years, including any audit report (if available)
- Please include details of the budget, as shown in Annex 2
- Optional: Support letter from relevant government office indicating current operation status and reputation of the enterprise
- Optional: Testimonials from partners like CAHWs (if there is previous linkage)

I HEREBY CERTIFY THAT THE INFORMATION PRESENTED IN THE CONCEPT NOTE IS ACCURATE AND COMPLETE.

Date _____

Name _____

Title _____

Signature _____

ANNEX 2 – Budget Template

Please include a budget detailing the costs of the proposed innovation/activities, in the format below.

	Item and Description	Quantity	Unit cost	Total Cost	Mercy Corps Share (%)	Applicant Share (%)
1						
2						
3						
4						
5						
6						
7						

