REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR PARTNERSHIP

Bio-inputs through Local Organic Opportunities and Market Partnerships (BLOOM) Project

EOI Release Date: 3rd November 2026

Closing/Submission Deadline: 20th November 2026

Subject: Invitation for Expression of Interest from bio-input producers to partner in the BLOOM Project, Murang'a County.

Eligible organizations:

Kenyan-registered bio-input producers with at least two years of commercial production and the capacity to produce, certify and distribute bio-inputs for smallholder farmers in Murang'a County. Practical Action Kenya seeks six production and market partners under two lots.

Specific Category of Services:

Lot	Category	Producers sought	Eligible products
Lot 1	Biofertilizers and organic soil amendments	4	Biochar-based inputs, vermiculture and BSF products, compost, liquid and foliar fertilizers, bio-slurry, microbial inoculants
Lot 2	Biopesticides and biological disease control	2	Botanical pesticides, microbial biocontrol agents, entomopathogenic nematodes, pheromones and other bio-rational products

Applicants may apply to both lots with separate responses but will normally be selected under one.

About Practical Action:

Practical Action is a global community taking practical action against poverty and today's environmental crises. Across Africa, Asia and Latin America we partner with people experiencing these challenges, especially those who are unheard and excluded. Our approach is to identify what works on a local level, then adapt and amplify it across different regions, countries and continents. All of Practical Action's work is focused on two connected areas for action - livelihoods and climate resilience – and we're working to deliver three big, global changes:

Big change on food – to sustain people and planet
Big change on energy – clean and accessible for everyone
Big change on climate risk – safer lives, stronger livelihoods

Big change starts with Practical Action

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Overview of the BLOOM Project:

Bio-inputs through Local Organic Opportunities and Market Partnerships (BLOOM) is an 18-month public-private partnership funded by the Rockefeller Foundation and implemented by Practical Action Kenya, Murang'a County Government and GODAN (Global Open Data for Agriculture and Nutrition). Murang'a was the first Kenyan county to adopt an Agroecology Policy, yet farmer demand for bio-inputs outpaces a supply that is costly, poorly distributed and not tailored to local soils.
BLOOM responds by building a local bio-input market system in Murang'a, from organic waste feedstock to certified products in farmers' hands. Selected producers will be engaged as consultants under a results-based financing model, paid on verified milestones agreed at contracting.

The project links the following elements of the bio-input market system:

- Organic waste from the Gikono Material Recovery Facility (MRF) as production feedstock.
- Certified bio-input production by local producers.
- Last-mile distribution through agro-dealers, NCPB, cooperatives and youth entrepreneurs.
- Soil-data advisory to tailor formulations to local soils.
- The County's Inua Mkulima e-voucher subsidy to improve farmer access and affordability.

Through this EOI, Practical Action seeks six bio-input producers: four under Lot 1 (biofertilizers and organic soil amendments) and two under Lot 2 (biopesticides and biological disease control).

Selected producers will be expected to deliver the following:

- **Production and Supply**: Produce and supply agreed volumes for Murang'a farmers, using Gikono MRF feedstock where feasible.
- **Soil-tailored Formulations**: Adapt formulations to local soil data generated through project soil testing.
- **Certification**: Obtain or maintain product certification through KEBS, KALRO or AfriCert, and PCPB registration.
- **Distribution**: Distribute through agro-dealers, NCPB, cooperatives and youth entrepreneurs, and train distributors.
- **Demonstration and Data**: Supply demonstration plots and farmer-led trials, and share sales data through the project traceability platform.
- **Inclusion**: Reach and engage women, youth and persons with disabilities as customers, workers and distributors.

By building a reliable, affordable and locally tailored supply of certified bio-inputs, BLOOM aims to make agroecological production practical and profitable for smallholder farmers in Murang'a County.

General requirements:

Practical Action invites Expressions of Interest (EOI) from bio-input producers that have the capacity to produce and distribute efficiently in Murang'a County to work with the BLOOM Project in strengthening the local supply of certified bio-inputs for smallholder farmers. Practical Action's evaluation of the applications will be based on the factors set out below and reserves the right to engage only those organizations whose offers are deemed to be in our interest and those of our project participants.

Eligible organizations must meet the following minimum criteria.

i. Registration in Kenya.
ii. At least two years of commercial bio-input production.
iii. A production facility able to serve Murang'a County.
iv. Valid KRA tax compliance.
v. Product certification, or a documented certification application in progress. PCPB registration is mandatory for Lot 2.
vi. Willingness to co-invest and to work under milestone-based financing.

Priority will be given to OFIMAK members operating in Murang'a County.
Applications will be evaluated against the criteria below. Applicants scoring 70 or more will proceed to due diligence and a site visit.

Evaluation criteria	**Weight**
Product quality, certification and technical capacity	25
Production capacity and scalability	20
Distribution reach in Murang'a and neighbouring counties	20
Affordability and co-investment offered	15
Use of local feedstock (Lot 1) or field efficacy evidence (Lot 2), and readiness to adapt to soil data	10
Inclusion of women, youth and persons with disabilities	10
Total	**100**

Women-led, youth-led and disability-inclusive enterprises are encouraged to apply

Submission Guidelines and Process

Interested producers should submit an EOI responding to each of the technical questions below, in no more than half a page per question:

1. Current and potential monthly production, and equipment needed to scale.
2. Lot 1: feedstock sources and willingness to use Gikono MRF material. Lot 2: field efficacy evidence by crop and pest.
3. Product certification status and OFIMAK membership.
4. Current distribution in Murang'a and plan to reach smallholders.
5. Pricing and pack sizes for smallholders, and proposed co-investment.

Applicants applying to both lots should submit a separate response for each lot. Please attach evidence of registration, KRA tax compliance and product certification (or the certification application in progress), including PCPB registration for Lot 2.

Submissions should be sent to Kenya.Tender@practicalaction.or.ke with the subject line "Expression of Interest: BLOOM Bio-input Producers, Lot [1/2]" to reach Practical Action on or before **Friday, 20th November 2026.**

This request for EOI does not constitute an award commitment on the part of Practical Action, nor does it commit Practical Action to pay for costs incurred in preparing and submission of an application. Any engagement is subject to the final Rockefeller Foundation award.

Note: Practical Action reserves the right to accept or reject any application.