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## **Questions on the 2026 FNS Call**

This document provides an overview of all questions that were submitted to the embassy in reference to the Call for Concept Papers for FNS programming in Kenya. Some questions contained personal information and were addressed individually.

No rights can be obtained from this information.

Questions grouped in one cell were all submitted by one organization.

Since a lot of questions were asked multiple times, feel free to check the FAQ-document for easier reading as well.

<b>Questions</b>	<b>Responses</b>
1. Can an organization be part of more than 1 consortium submitting a concept paper?	1. Yes. But they can only be the lead in 1.
2. Can an organization lead more than 1 consortium?	2. We require the lead applicant to be registered in Kenya, so if the subsidiary is registered in Kenya, then yes.
3. Can the local subsidiary of an internationally registered organization apply as Consortium Lead?	3. We are not restrictive in terms of the selection of a value chain.
4. Are there any priority value chains of focus in the Horticulture thematic area?	4. There is no requirement to submit a letter of commitment. Any evidence that supports the claim of co-creation. All examples that are listed seem relevant.
5. Regarding the Implementing approach: in the involvement of mandated government agencies, do we require to submit a letter of commitment from relevant agencies?	5. No.
6. What form of evidence is expected to demonstrate co-creation with a mandated county or national government authority at concept paper stage — is a letter of intent, meeting minutes, or a co-signatory on the submission sufficient?	6. Yes.
7. Is there a minimum number of counties the project concept should focus on?	7. Yes, concept papers can work on 1 or multiple programmatic areas. There is no minimum budget or activity threshold per program area.
8. Are mandated government research institutions eligible to be consortium members and receive budget allocations?	8. The technical approach will be scored on its inherent logical soundness. There are no points to be earned at this section for including a nutrition approach. That is the choice of the consortium. You could think of proposals that don't work on nutrition but still make sense and have a strong theory of change. When nutrition is included in the technical approach, it will be scored under the section on inclusion and climate integration.
9. Can a single concept paper address more than one of the three programmatic areas, and if so, is there a minimum budget or activity threshold required per program area?	9. The restriction to use non-commercial rates for companies or for-profits organisations only applies to formal consortium-members. In subcontracting parts of the work, the procurement guidelines of the lead applicant will have to be followed.
10. Nutrition and Knowledge management is listed as a 'where relevant' crosscutting	Non-commercial rates should be evidenced by



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<p>theme rather than a mandatory one. For concepts where nutrition is central to the theory of change, will this be scored as a strength under Technical Approach and Inclusion &amp; Climate integration, or only under the crosscutting section?</p> <p>11. The call states companies or for-profit organizations must apply at non-commercial rates. Does this apply to for-profit seed companies or agribusinesses named as sub-partners or service providers under the budget, or only to formal consortium members? And how should 'non-commercial rates' be evidenced in the budget?</p>	<p>detailing what commercial rates are normally charged, and what the internal cost structure behind that rate is, whereby only the internal cost structure is eligible for a subsidy. Profit margins are to be removed.</p> <p>10. For larger Dutch companies, RVO has made some guidelines available: <a href="https://www.rvo.nl/onderwerpen/subsidiespelregels/ez/iks">https://www.rvo.nl/onderwerpen/subsidiespelregels/ez/iks</a>. This can be used as an example.</p>
<p>11. Does the indicative grant amount of €15 million refer to the total envelope for one selected consortium, or can multiple consortia be selected under this call? If multiple consortia may be selected, what is the expected indicative grant range per consortium?</p> <p>12. Are Kenyan-registered private companies eligible to act as lead applicant, provided they meet the turnover, track record, non-commercial rate and consortium requirements? Or is the Embassy expecting the lead applicant to be a non-profit or development organization?</p>	<p>12. The total indicative grant amount refers to the total envelope for one selected consortium.</p> <p>13. Companies registered in Kenya are eligible to act as lead applicant, given they meet the threshold criteria, including the ones you've mentioned.</p>
<p>13. Our concept focusses on creating a value chain, with proven, working storage facilities as the focal point, but with farmer extension services (trainings, warehouse receipt system and market linkage) and an operator for the stores. We would like to consider a large part of our budget spent on storage. Would this be acceptable for your assessment?</p> <p>14. The Call is referring to an indicative grant amount of 15 million Euros. Is this a 100% grant? Annex 1 mentions own contribution, but what are the stipulations about this? If the requested grant amount for our concept is able to cover all expenses, how would that reflect on your assessment for the concept paper?</p>	<p>14. There are no restrictions on what amount of the budget is allowed to be spent on infrastructure. However, there has to be a balance between what is spent on infrastructure vs what is spent on making that infrastructure work towards achieving the development outcomes of the project.</p> <p>15. The 15 million is a full grant. Any own contributions are welcome and should be shown in the budget, but are not a requirement.</p>



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<p>15. The call specifies that the consortium size should be a minimum of 2 and a maximum of 4 organisations. We would like to clarify whether a single organisation is permitted to be part of more than one consortium submitting a concept paper under this call - for example, as a lead in one consortium and a member in another, or as a member in two separate consortia.</p>	<p>16. A single organization will be allowed to be part of multiple consortia. It can only be the lead in one.</p>
<p>17. For this opportunity, does the Dutch Standards for Remuneration Act (WNT) apply?</p>	<p>16. Yes, we will be following the standards as detailed in the Dutch Standards for Remuneration Act (or Wet Normering Topinkomens), including the special section on international development cooperation. That current maximum is set at EUR 241.000 annually. Proposals will be evaluated on value for money and on competitiveness against market rates.</p>
<p>17. Can a partner of a consortium (who will not be the lead applicant) participate in multiple applications at the CN stage?</p>	<p>18. Yes.</p>
<p>18. Is there a specific template for the concept paper and/or budget submission, in addition to the guidance indicating that the concept paper should not exceed 7000 words?</p>	<p>19. Specific templates will not be provided. Guidance has been provided, in the call, on sections to be used – reference section D in the call.</p>
<p>20. Would the Embassy consider concept papers with proposed budgets significantly below the maximum ceiling of 15 million Euros, particularly where interventions are designed as scalable regional pilots with potential for phased expansion?</p> <p>21. The call references beekeeping under Program 3 (Inclusive Market Development in ASAL and Frontier Systems). Would consortium-led interventions primarily centered on climate-smart apiculture, honey value chains, pollination services, ecosystem restoration, and green enterprise development be considered sufficiently responsive to the call, particularly where they integrate market systems strengthening, technical innovation, and livelihood diversification?</p> <p>22. Would proposals focused on a cluster of counties within the Mt. Kenya and Upper Tana dryland transition landscape — including counties such as Embu, Tharaka-Nithi, Kitui, Meru, and Isiolo — be</p>	<p>19. Yes</p> <p>20. The interventions mentioned in your questions are eligible. Whether they are sufficient will be evaluated during the actual evaluation assessment.</p> <p>21. Those areas mentioned are eligible. Checking alignment will be part of the actual assessment.</p> <p>22. Dutch partnerships are encouraged, not required. The modalities of cooperation mentioned in the question are eligible. Demonstration of Dutch added value will be evaluated during the actual assessment.</p> <p>23. The Embassy encourages locally-led initiatives and strong Kenyan representation in the consortium, but has no preference in how exactly that is structured in the consortium.</p> <p>24. Any proof is welcome, we are not prescriptive in this aspect. See also question 5.</p>



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<p>considered adequately aligned with the ASAL and frontier systems approach envisioned in the call?</p> <p>23. Could the Embassy kindly clarify the expected level and nature of Dutch private sector, technical, institutional, or knowledge partnerships within the consortium structure and implementation framework? Specifically:</p> <ul style="list-style-type: none"><li>a. Is direct consortium membership by Dutch organizations encouraged or required?</li><li>b. Would technical collaboration, research partnerships, innovation exchange, or market linkage arrangements with Dutch entities be considered sufficient demonstration of Dutch added value?</li></ul> <p>24. Where a consortium includes community-rooted organizations together with universities, technical training institutions, research organizations, and larger technical or financial management institutions, would the Embassy encourage locally embedded organizations to serve as thematic or geographic implementation leads within the consortium arrangement?</p> <p>25. Could the Embassy clarify the expected minimum threshold for demonstrating cocreation with county or national government institutions at concept note stage? For example, would documented consultation processes and letters of collaboration be considered sufficient at this stage, pending fuller engagement during proposal development?</p>	
<p>26. Are UN agencies eligible to serve as consortium lead or consortium member under this call?</p> <p>27. What are the expectations regarding “contribution to Dutch earning capacity,” including the minimum level of engagement expected from Dutch private sector actors, technical partners, or knowledge institutions?</p>	<p>26. UN offices registered in Kenya are eligible to act as consortium members of lead.</p> <p>27. We welcome proposals that improving the Dutch earning capacity in Kenya but are not prescriptive in what that should look like. Dutch partnerships are welcomed but not a threshold requirement.</p> <p>28. There are no explicit expectations on the form of private sector participation in the proposal.</p>



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<p>28. Are private sector actors expected to be formal consortium members, or can their role be demonstrated through partnership agreements, co-investment commitments, service contracts, or market linkages?</p> <p>29. Would interventions covering both ASAL and non-ASAL counties be considered competitive if the primary implementation focus remains in the eligible ASAL counties?</p> <p>30. What level of government co-creation is expected at the concept note stage, particularly regarding the type of evidence required to demonstrate engagement with county governments?</p>	<p>They can either join as consortium members or as sub-contractors. See also question nr 10.</p> <p>29. There is a preference for including ASAL-counties as made clear through the additional scoring table. There is no preference for a mix of ASAL and NON-ASAL counties vs solely ASAL-counties.</p> <p>30. Some level (the more the better) of co-creation is expected, when they are either a consortium-member, a beneficiary or an implementing partner.</p>
<p>31. We could not find guidance in the call document on whether there is a limit to the number of submissions that one organization/consortium may submit under this call. Could you kindly clarify?</p> <p>32. Could you also kindly confirm whether an organization may participate in more than one consortium under this call?</p>	<p>31. The same consortium cannot make several submissions.</p> <p>32. Organizations may participate in more than one consortia, which are different in composition. An organization can only be consortium lead in one of the consortia it participates in.</p>
<p>33. Given the indicative grant envelope of €15 million, could you please confirm whether there is a maximum amount allocation per individual project proposal?</p>	<p>33. The maximum amount per project proposal is 15 mln.</p>
<p>34. If an organization is already implementing two or so EKN and RVO funded projects currently, does that limit such organization in participating as an implementing entity in a consortium for this call?</p> <p>35. Is it ok for an organization to participate in more than one consortium?</p>	<p>34. No, given that one contribution is not used towards acquiring the next (double dipping). Or that project activities are not easily distinguishable. There must be a clear separation between results achieved under each funded intervention.</p> <p>35. See Question 1.</p>
<p>36. Is the 15 Million Euros per consortia/per thematic focus or the total grant for all applicants?</p> <p>37. Is a consortium restricted to one programmatic strategic focus, or can it integrate all the 3 in the concept?</p> <p>38. Can an organization be a member of more than one consortium?</p> <p>39. Must a consortium have a Dutch-based organization/ company as part of the consortium?</p>	<p>36. The maximum grant is 15 mln for one consortium.</p> <p>37. Consortia are free to work on 1 programmatic area, or on a combination of multiple programmatic areas.</p> <p>38. Organization may participate in more than one consortia. However can only be lead in one of the consortia.</p> <p>39. No, it is not required.</p>
<p>40. Can an organization participate in more than one consortium under this call? If yes, can</p>	<p>40. An organization may participate in more than one consortia, which are different in</p>



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<p>the same organization also serve as the lead applicant in more than one consortium?</p> <p>41. Is it mandatory for the lead applicant to be a Public Benefits Organization, or are commercial organizations also eligible to serve as consortium leads?</p> <p>42. Does the Embassy intend to award funding to a single consortium, or are multiple consortiums expected to be funded under this call?</p>	<p>composition. Organization can only be consortium lead in one of the multiple consortia it participates in.</p> <p>41. There is no need for the lead applicant to be a PBO. Commercial organisations are also eligible, given that they apply noncommercial rates.</p> <p>42. Them embassy will fund 1 or 2 selected consortia.</p>
<p>43. Are we permitted to include collaborators, organisations that are not core partners in the concept? They are not part of the consortium.</p> <p>44. Could you clarify whether an organization is eligible to apply if its CEO's/ leadership's annual salary exceeds that of the Dutch Prime Minister's annual salary?</p>	<p>43. Yes. Consortia can include external collaborators, subcontractors, or implementing partners to execute activities on the ground. These external entities are not counted within the formal 2–4 consortium size limit. They do not need to satisfy the main applicant threshold criteria independently. Their engagement must adhere to the internal procurement guidelines of the lead applicant.</p> <p>44. The organization is formally eligible to apply, but check question nr 18.</p>
<p>45. Is there a specific template or format that applicants should use for the concept paper submission, beyond the guidance provided in the call document?</p>	<p>45. There is no specific template, other than the guidelines as provided in section D of the call.</p>
<p>46. Is it allowed according to the rules of this Call for a Kenyan government institution – in this case a Ministry – to be a Consortium partner and/or the Consortium lead?</p> <p>47. Alternatively, would a status of Associate Partner – demonstrated through properly undersigned letters – also meet the Call requirements?</p>	<p>46. A Kenyan Ministry is allowed to take part in the consortium as a member or a lead applicant.</p> <p>47. Any proof to demonstrate co-creation will be considered. There are no specific requirements, on what will and will not qualify as proof. See also question 5.</p>
<p>48. Will multiple awards be issued under this call, or is the €15 million indicative budget intended for a single consortium or program?</p> <p>49. Can a single proposal include counties from both geographic categories (i.e., ASAL bonus 3-point counties and 2-point counties)?</p> <p>50. Is co-financing or cost-sharing mandatory, or is it only encouraged?</p> <p>51. Is there a minimum or recommended number of counties that proposals should cover?</p> <p>52. Would formal letters of support or MoUs be required at the concept note stage?</p>	<p>48. Yes, it is the maximum allowable grant per consortium.</p> <p>49. Yes. In case a proposal is active in counties from both categories, the total bonus points will be 3.</p> <p>50. Only encouraged.</p> <p>51. There is no minimal or recommended number of counties.</p> <p>52. Not required, but accepted as proof for demonstration of co-creation of the concept paper.</p> <p>53. No.</p> <p>54. Yes. Given that they're part of a consortium and meet all other threshold criteria.</p> <p>55. See question 10.</p>



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<p>53. Are there specific Dutch-supported initiatives or platforms that applicants are encouraged to align with?</p> <p>54. Can a locally registered non-governmental organization that is the parent organization of a private-sector microfinance institution submit an application as a single entity?</p> <p>55. How should “non-commercial rates” be interpreted? In particular, how does this apply where:</p> <ol style="list-style-type: none"> <li>a. The grant amount is budgeted for and included in the loan book; versus</li> <li>b. The grant amount is budgeted only as an operational cost?</li> </ol> <p>56. Where an organization partners with several county governments, should those county governments be treated as one partner/entity or as separate entities for purposes of the consortium structure?</p>	<p>56. If multiple individual County Governments are considered as consortium members, they can be considered as 1 member for the purposes of the consortium structure.</p>
<p>57. Could the Embassy please clarify whether the indicative grant amount of EUR 15 million refers to:</p> <ol style="list-style-type: none"> <li>a. The total available budget across the entire Food and Nutrition Security portfolio and all three programmatic areas combined; or</li> <li>b. The indicative ceiling per programmatic area?</li> </ol> <p>58. Does the Embassy anticipate funding multiple projects under this call? If so, would the intention be to fund one project per programmatic area, or could multiple projects be funded within the same programmatic area?</p>	<p>57. The budget ceiling is 15mln per project. Projects can cover 1 or multiple programmatic areas.</p> <p>58. The embassy will fund 1 or 2 proposals.</p>
<p>59. Are there prescribed templates for the concept note and accompanying budget, or if applicants may proceed using their respective internal formats.</p>	<p>59. There is no strict template. General guidelines are provided in section D of the call. See also question 21.</p>
<p>60. Eligibility of our entity: an organisation is a Dutch foundation with HQ in NL, and with a subsidiary office in EA. Revenue criteria (and contracting) are always done via the Dutch entity. Does that align with the criterium for the lead applicant to be registered in Kenya?</p>	<p>60. Organisations registered in Kenya are eligible. Subsidiary offices also count.</p> <p>61. Yes you can be part of multiple consortia, however only be the lead applicant in 1.</p> <p>62. Yes. We are not descriptive about what percentages are expected to go to third party contractors.</p>



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<p>61. Can we be part of multiple concepts, or lead multiple concepts, in this initial concept phase? And once we move to full proposal?</p> <p>62. Can the partners subgrant, or only work via third party contractors, and is there a certain % of the budget expected to go to 3rd party contractors?</p> <p>63. Part of the concept would be to test private sector models (suitable for smallholders) - this could/would need acquisition of assets. Is that permissible under the budget? Is there a maximum? Could this be done through e.g. subgranting?</p> <p>64. Can part of the budget be used as a financial fund to SMEs?</p>	<p>63. Acquisition of assets is permissible, without a set maximum. However this has to happen according to the procurement guidelines of the lead applicant.</p> <p>64. Yes.</p>
<p>65. Under Section C (Criteria), within the Threshold Criteria, the call states that “the consortium lead should be registered in Kenya.” If organisations have host country agreements with the Government of Kenya and maintain established country offices in Kenya. Would this status satisfy the requirement of being “registered in Kenya”?</p> <p>66. With regard to consortium financial arrangements, would grant funding be disbursed exclusively to the consortium lead for onward transfer to consortium partners, or is it possible for funding allocations to be made directly to individual consortium members?</p> <p>67. Concerning the threshold criterion stating that “annual grant disbursement should not be more than twice the lead applicant’s average annual turnover over the last 3 years,” could you kindly clarify how this requirement would apply to intergovernmental organizations? (69)</p> <p>68. The call emphasizes locally led development and co-creation with mandated county and/or national government authorities. Could you kindly clarify whether formal letters of support or partnership endorsements from county governments are expected already at the concept paper stage, or only at the full proposal stage?</p>	<p>65. Yes.</p> <p>66. Grant funding would be disbursed exclusively to the consortium lead, who will act as the contract partner with the Embassy.</p> <p>67. Organisations should be able to provide a balance sheet, that shows that over the last 3 years on average, they were handling more than the planned annual disbursement for this grant. For organisations like yourself the average annual institutional budget, total operating revenue, or total financial expenditure over the last 3 years, as detailed in the audited financial statements could be used to demonstrate this criterion.</p> <p>68. No letters are explicitly expected. We will consider any proof of co-creation at this stage.</p>



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<p>69. Does the Embassy have a standard template for submitting the concept papers?</p> <p>70. The call for concept papers includes a requirement for submitting a budget, with the annex further requiring the budget to outline major expenditure categories. At the stage of submitting the concept papers, should the expenditure categories be broken down into specific activities?</p> <p>71. Are there expenditure categories that are prohibited? Are reasonable expenses related to subsistence during field work and/or travel and that are aligned with the Embassy's rates permitted?</p> <p>72. The call includes a criteria of 5 years as the project's timeline. Can proposals be submitted for implementation under 5 years, for instance 4 years for implementation and 1 year for capturing learnings/publications?</p> <p>73. How is the contractual arrangement structured for successful partners that have submitted winning proposals, e.g contract, grant or partnership agreement?</p> <p>74. Does the Embassy require consortium partners to have binding agreements amongst themselves?</p>	<p>69. See question 19.</p> <p>70. No.</p> <p>71. This cannot be answered in full here. In general DSA guidelines of harmonized donor principles apply. We prefer to see costs in terms of real expenditure than based on allowances.</p> <p>72. Yes, as long as the contract period is 5 years.</p> <p>73. A grant decision will be made based on the subsidy framework of the Dutch Government.</p> <p>74. At this stage of concept papers a concept of what the formal agreement will look like is welcome. A consortium agreement detailing roles and responsibilities is required at a later stage.</p>
<p>75. Number of projects and expected award structure (if possible, please advise prior to 9 June, as this is very relevant for the project design)</p> <p>76. Does the EUR 15 million funding envelope refer to one selected programme only, or may the Embassy select multiple concept papers within the same total envelope?</p> <p>77. If multiple projects may be selected, what is the expected indicative budget range per project and number of projects being selected?</p> <p>78. Is there a preference for proposals that combine multiple value chains like aquaculture with livestock or horticulture, or is a single value chain proposal acceptable if it addresses systemic constraints and cross cutting themes?</p> <p>79. The call requires the lead applicant to be registered in Kenya. Could the Embassy</p>	<p>75. The embassy will fund 1 or 2 proposals. Awards will be made in the form of a subsidy.</p> <p>76. See question 75.</p> <p>77. The maximum subsidy per project is 15 mln.</p> <p>78. There is no preference for proposals combining different value chains.</p> <p>79. The threshold criterion only checks legal registration. Ownership, local decision making authority etc will be evaluated as part of the assessment.</p> <p>80. They are eligible but are subject to a check by the legal and finance department within the Dutch Ministry of Foreign Affairs.</p> <p>81. Yes.</p> <p>82. Yes, vat is eligible.</p> <p>83. This is not made explicit. It is encouraged rather than required.</p> <p>84. Concept papers are eligible in both scenario's (future or current involvement of Dutch</p>



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<p>clarify whether this requirement refers strictly to legal registration, or whether the assessment will also consider ownership, governance, local decision-making authority, or operational presence in Kenya?</p> <p>80. Are working capital or revolving input finance mechanisms eligible as project costs?</p> <p>81. Are grants or loans to SMEs, producer groups, agrovets, aggregators or cooperatives allowed under the programme?</p> <p>82. Is VAT eligible, or should budgets be prepared exclusive of recoverable taxes?</p> <p>83. What level of Dutch actor involvement is expected to demonstrate Dutch earning capacity?</p> <p>84. Is future commercial collaboration with Dutch companies sufficient, or should Dutch companies already be named in the concept paper?</p> <p>85. What is the expected timing for invitation to full proposal and final award?</p> <p>86. For concept papers within a 5 point margin, how will portfolio balancing be applied in practice across geography, subsector and thematic diversity?</p>	<p>companies). Whether it is sufficient is part of the assessment.</p> <p>85. The current planning is that a contract is to be signed by November 2026.</p> <p>86. That is unknown at this moment but will depend on how individual submissions relate to each other.</p>
<p>87. Submission date is 15 June. Is this 9 AM or Close of Business?</p> <p>88. Co-funding is mentioned however the definition of the concept is not clear. Can this be in cash, in kind? And is co-funding a prerequisite?</p> <p>89. Can a private (for profit) company lead a consortium? And if so, what is understood by “non-commercial rates”?</p> <p>90. Regarding the Agri-food scoping study, reference is made to 3 annexes. Where can these be found?</p> <p>91. Is it a requirement to present a proposal covering all three programs or can we concentrate on one, say horticulture?</p> <p>92. Is it allowed for consortium partners to join more than one consortium?</p> <p>93. The maximum budget for this call is 15 M Euro, does that mean our proposal should aim for the maximum or can we propose smaller interventions?</p>	<p>87. COB.</p> <p>88. It is not a prerequisite. If it happens it should be detailed in the budget. Preferably in cash.</p> <p>89. Yes. And see question 10</p> <p>90. That’s an oversight. The annexes were part of the larger study. For purpose of this call, a condensed version of the study was shared. The annexes will not be made available at this moment.</p> <p>91. Yes, you can submit a proposal covering only 1 program area.</p> <p>92. Yes.</p> <p>93. Smaller interventions can also be proposed.</p> <p>94. If CV’s are annexed they won’t count towards the 7000 word count.</p>



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<p>94. Are the CVs part of the cap of 7000 words? Since it says CV can be annexed, this is not clear.</p>	
<p>95. Could you please clarify how “locally-led” should be understood within the context of this FNS call?</p> <p>1. In particular, we would appreciate guidance on the requirements or expectations regarding local ownership, decision-making authority, governance and budget management.</p>	<p>95. The registration in Kenya is a threshold criterion. The locally led approach is part of larger strategy of the Netherlands to achieve more effective development cooperation. See for example this knowledge brief by the Reversing the Flow programme.  <a href="https://english.rvo.nl/sites/default/files/2025-10/RtF%20The%20meaning%20of%20locally-led%20adaptation%20From%20Principle%20to%20Practice%20Sept%202025.pdf">https://english.rvo.nl/sites/default/files/2025-10/RtF%20The%20meaning%20of%20locally-led%20adaptation%20From%20Principle%20to%20Practice%20Sept%202025.pdf</a>  It boils down to the fact that local ownership and embeddedness in a local context are often cited as cornerstones for sustainability.</p>
<p>96. Could you please clarify whether the requirement for the consortium lead to be registered in Kenya applies to the legal entity submitting the application, or whether a global organisation with a registered country office in Kenya would meet this requirement?</p> <p>97. Can organisations be a part of more than one application? Are there any restrictions around being a lead or a sub partner on multiple applications?</p> <p>98. Can the consortium lead sub-grant funds to organisations outside the formal consortium of 2–4. If yes, do those organisations need to meet any of the threshold criteria (e.g. track record, non-commercial rates for private sector actors) and does EKN have a preferred term for such partners in the concept paper?</p> <p>99. Are annexes (other than CVs) permitted as part of the application?</p> <p>100. In addition to CVs of possible project staff, can bios of consortium key personnel who will have oversight of the project be included to show consortium expertise?</p>	<p>96. That would also meet the requirement.</p> <p>97. Yes. No restrictions.</p> <p>98. Yes. These organization don’t need to fulfill the same criteria, but the procurement guidelines of the lead applicant will have to apply.</p> <p>99. Yes, but it’s not guaranteed that they will be read.</p> <p>100. Yes.</p>
<p>101. Do personnel costs need to be based on actual salary costs, or can we use our own internal rates?</p> <p>102. Is it possible to participate as a subcontractor?</p>	<p>101. Actual Salary costs would be preferred.</p> <p>102. Yes, but that has to happen at the demand of a selected consortium.</p>
<p>103. Can a proposal combine interventions across all three programmatic areas, and</p>	<p>103. Yes. There is no preference for a focus on either one or multiple programmatic areas.</p>



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<p>how will integrated approaches be evaluated?</p> <p>104. Are there priority value chains, production systems, or market interventions that the Embassy particularly encourages under this call?</p> <p>105. Are there geographic areas where the Embassy sees the greatest funding gaps or strategic opportunities for intervention?</p> <p>106. Are companies that are pre-revenue with development partners with decent track record but also have raised a reasonable amount of debt looking for catalytic capital opportunities eligible for the application?</p> <p>107. What characteristics would distinguish a highly competitive concept paper from one that only meets minimum requirements?</p> <p>108. Please clarify the interpretation of “non-commercial rates” for private sector consortium members?</p> <p>109. Are applicants expected to include a preliminary results framework, theory of change, or implementation plan within the concept paper?</p> <p>110. Can infrastructure investments such as cold chains, aggregation centers, or processing facilities be included?</p> <p>111. What is the level of detail required for a budget at concept stage?</p>	<p>104. None other than those detailed in the scoping study.</p> <p>105. No. However to get an idea of our preference please refer to the list of counties as mentioned under the geographic scope.</p> <p>106. Yes.</p> <p>107. One that provides a lot of impact for money.</p> <p>108. Please see question 10.</p> <p>109. A theory of change, linked to a results framework will be highly preferable. Implementation plan is of lower priority.</p> <p>110. Yes.</p> <p>111. See Annex 1 of the call for guidelines. There’s no need to detail specific activities at this stage.</p>
<p>112. Is an organization/party permitted to participate in more than one consortium submitting proposals under this call for concept notes?</p> <p>113. Does EKN intend to award a grant to only one proposal, or may multiple proposals be selected for funding? If multiple proposals may be awarded, does the 15M EUR represent the maximum for each separate proposal, or is the 15M EUR to be divided between awarded proposals?</p> <p>114. The Call document mentions three programmatic areas, multiple sectors (livestock, horticulture, aquaculture) and makes a geographical distinction between sets of counties. Does EKN expect concept notes to cover all programmatic areas,</p>	<p>112. Organization may participate in more than one consortia. However can only be lead in one of the consortia.</p> <p>113. The Embassy will fund 1 or two proposals. The maximum size for each proposal is 15mln euro.</p> <p>114. The embassy has no preference for a focus on 1 or a combination of multiple workstreams, nor geographical areas.</p> <p>115. The embassy sees locally-led development cooperation as a strategy to increase ownership, create a better fit with the local context and thereby improve sustainability of the intervention. See also question 95.</p> <p>116. Yes. See also question 43.</p>



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<p>sectors and geographical areas, or rather prefers prioritization and focus on a selection of those?</p> <p>115. Initiatives should be locally led and the concept note should demonstrate the implementation of locally-led development cooperation principles. “Locally led” can be interpreted differently by different actors. One could say there are multiple levels of ambitions of programmes being locally led. Could you clarify what EKN considers locally-led development cooperation? What are the principles and criteria, e.g. in relation to the level of decision-making by and involvement of local partners, budget allocation, contextualization, localization and integration?</p> <p>116. The Call document states: “Consortium size should be minimum of 2 and a maximum of 4 organizations”. Apart from the consortium partners, would it be permitted to include (sub-contract) implementing partners to contribute to activities on the ground?</p> <p>117. How desirable is it to include the Dutch Diamond as a leading principle in the project and consortium composition?</p>	<p>117. There is no explicit requirement to structure the consortium according to the formal "Dutch Diamond" model.</p>
<p>118. Portfolio size and award distribution: Given the total funding envelope of EUR 15 million, could you share any guidance on the expected number of awards and indicative funding range per concept? This will help calibrate ambition appropriately, especially in light of the broader investment needs (50 mil) identified in the scoping work.</p> <p>119. Programmatic scope: Is it expected that concept notes address all three program areas, or is it acceptable to focus primarily on one (e.g. Program 2), with selective integration of others where relevant?</p> <p>120. Role of government counterparts: Could you clarify the expected role of national and/or county government stakeholders? Specifically, is formal implementation involvement required, or would strong alignment with policy priorities and engagement suffice?</p>	<p>118. The embassy will fund 1 or 2 proposals. The maximum budget available for each individual proposal is 15 mln euro.</p> <p>119. The embassy has no preference for a focus on 1 or a combination of multiple workstreams.</p> <p>120. There is no requirement for formal engagement.</p> <p>121. There are no expectations regarding in what modality the grant is deployed, as long as it fits our development agenda and the scoping study and is within legal and policy requirements.</p> <p>122. Reporting is generally formally structured around annual reports, but more frequent informal meetings are expected to take place during the project’s implementation.</p>



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<p>121. Approach to investment development: The scoping highlights the importance of mobilizing private investment and developing bankable opportunities within the agri-food system. Could you clarify whether the grant is expected to be used solely for technical assistance and system development, or whether there is flexibility to deploy funding in ways that directly support investment readiness and catalytic financing mechanisms?</p> <p>122. Reporting and compliance expectations: Finally, could you provide an indication of anticipated reporting requirements (e.g. frequency, level of detail, supporting documentation), to support realistic planning of implementation and management structures?</p>	
<p>123. Under Section C (Criteria), within the Threshold Criteria, the call states that “the consortium lead should be registered in Kenya.” Organizations with host country agreements with the Government of Kenya and maintain established country offices in Kenya. Would this status satisfy the requirement of being “registered in Kenya”?</p> <p>124. With regard to consortium financial arrangements, would grant funding be disbursed exclusively to the consortium lead for onward transfer to consortium partners, or is it possible for funding allocations to be made directly to individual consortium members?</p> <p>125. The call emphasizes locally led development and co-creation with mandated county and/or national government authorities. Could you kindly clarify whether formal letters of support or partnership endorsements from county governments are expected already at the concept paper stage, or only at the full proposal stage?</p> <p>126. The program identifies livestock, horticulture and aquaculture/fisheries as priority sub-sectors. Within these, are there specific commodities or segments that the Embassy prioritises?</p>	<p>123. Yes.</p> <p>124. Disbursements will be made directly to the main applicant in full, who is then responsible for onward transfers.</p> <p>125. We will consider any forms of proof that demonstrate co-creation, but have no formal requirements regarding this.</p> <p>126. No.</p> <p>127. The Call is leading. The maximum grant amount available is 15 mln euro per proposal.</p>



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<p>127. Under Section C (Criteria), within the Threshold Criteria, the call indicates that “the maximum budget should be 15 mln euro (or equivalent in KES)”. At the same time, the Embassy-commissioned "Scoping and Ideation for Food and Nutrition Security (FNS) Programming in Kenya" report states that “the program is structured around a €45–60 million investment envelope over five years (working estimate €50 million), with priority allocation toward market systems and value protection as the largest share, followed by production systems, ASAL market development, and cross-cutting system enablers". Can you provide clarification on how this will work in practice?</p>	
<p>128. Does the point scoring count per county or per cluster, e.g. 3 points for every county chosen within the 3 point category, or you can get 3 points once, and 2 points once?</p> <p>129. Any guidance on percentage of cost division between staff costs, travel costs and activity costs?</p> <p>130. Do EKN require/anticipate a fully developed log-frame?</p> <p>131. Is the expectation/target for national food security limited to increasing diverse (nutritious) food availability and income increase, or should accessibility and affordability for low-income household be addressed e.g. through last mile marketing?</p>	<p>128. The maximum extra points that any proposal could be awarded in this respect is 3 points in total. Including multiple counties from different categories will not change that.</p> <p>129. At this point the embassy does not provide guidance on that.</p> <p>130. No.</p> <p>131. The embassy has no specific expectations on the approach at this moment, as long as it falls within the scope identified in the scoping study.</p>
<p>132. Will there be several grants awarded or only one?</p> <p>133. How detailed should the budget section be?</p> <p>134. Should the budget be in Kenyan currency or in Euros?</p>	<p>132. 1 or 2.</p> <p>133. Some good level of detail is welcomed. Not to the extent where individual activities are budgeted already.</p> <p>134. That’s according to your own preference.</p>
<p>135. The CfP requires a maximum of 4 partner organizations. Does this include County governments, or the county governments are not counted amongst the 4 partners? We plan to work with more than one County government and including the County governments as partners would limit us from having non-government partners.</p> <p>136. There is a statement in the CfP that states: “companies or for-profit</p>	<p>135. If multiple individual County Governments are considered as consortium members, they can be considered as 1 member for the purposes of the consortium structure. See also question 56.</p> <p>136. See question 10.</p> <p>137. A consortium can only make one submission. An organization may take part in multiple consortia, but only as Lead Applicant in 1.</p>



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<p>organizations that are consortium members are only eligible when applying non-commercial rates". What does this mean? Would for-profit organizations qualify as partners if they apply a max of 15% overheads and apply for direct operation cost without inclusion of any profits?)</p> <p>137. Could you please clarify whether there is any limitation on the number of applications that may be submitted by the same organization, either as lead applicant or consortium partner? We are seeking clarification on this point as the current guidelines do not explicitly address it.</p>	
<p>138. Are organizations permitted to apply for only one or select programme area(s), or is a consolidated application across all three programme areas expected or preferred?</p> <p>139. May an organization participate in multiple consortiums or submit more than one concept paper across different programme areas, particularly where consortium composition and implementation approaches differ by area?</p> <p>140. Is there an indicative or maximum budget allocation envisaged for each programme area individually, or will allocations remain flexible across the three areas?</p> <p>141. The call specifies that indirect costs including overheads should remain below 15% of the total project budget. Could you clarify whether programme management, coordination, technical oversight, and consortium management staff costs are expected to fall within this 15% ceiling, or whether they may be treated as direct implementation costs?</p> <p>142. Are capital investments in productive infrastructure, equipment, digital systems, testing equipment, cold chain, or Water-Energy-Food (WEF) systems eligible under this call?</p> <p>143. Will concept papers focused on a single programme area be assessed on an equal basis against proposals that address multiple programme areas?</p>	<p>138. There are no preferences for working on 1 programme area or combining multiple.</p> <p>139. An organization may participate in multiple consortia, but can be consortium lead in only one of the consortia. A consortium can only make one submission.</p> <p>140. There are no specific expectations regarding budget allocations between programme areas.</p> <p>141. Overhead costs refer to general administrative and institutional expenses that cannot be linked directly to a specific project activity. This includes HQ administration, general financial management, global ICT infrastructure, and non-project-specific office rent/utilities. Costs maybe budgeted as Direct Costs only if they are directly attributable to the implementation of the project, clearly itemized, and justified by the scope of work. Flat-rate administrative fees exceeding the 15% cap will not be accepted.</p> <p>142. Yes. See also question 14.</p> <p>143. Yes</p> <p>144. See question 27.</p> <p>145. No.</p> <p>146. That will be discussed individually with the teams of the selected proposals. In general the timeline foresees a final contract in November 2026.</p> <p>147. We will consider any forms of proof that demonstrate co-creation, but have no formal requirements regarding this.</p> <p>148. Yes.</p> <p>149. Only to consortium members.</p>



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<p>144. Could the Embassy further clarify how “contribution to Dutch earning capacity” will be assessed, particularly for consortia that may not yet have established Dutch private sector partnerships but intend to build such linkages during implementation?</p> <p>145. The call specifies a maximum limit of 7,000 words for the concept paper. Are there any page or word limits applicable to annexures (e.g., CVs, letters of support, registration documents)?</p> <p>146. What is the anticipated timeline between concept paper shortlisting/selection and the submission deadline for full proposals?</p> <p>147. Could the Embassy clarify the expected level of evidence required at the concept stage to demonstrate co-creation with county/national government authorities and local stakeholders?</p> <p>148. Is subcontracting permitted under this opportunity?</p> <p>149. Are the non-commercial rate requirements applicable to subcontractors as well, or only to consortium members?</p> <p>150. Will subcontractors be counted within the consortium size limit (minimum 2 and maximum 4 organizations)?</p> <p>151. Additionally, considering the scope of the assignment, the complexity of developing a robust technical approach, and the time required to finalize consortium partnerships and co-creation evidence, we would like to respectfully request a one-week extension to the concept paper submission deadline.</p>	<p>150. No.</p> <p>151. Unfortunately we cannot honor any request for the extension of the deadline.</p>
<p>152. Although the call indicates a grant amount of up to EUR 15 million, the scoping study refers to a programme structured around a EUR 45–60 million investment envelope over five years (with a working estimate of EUR 50 million). Does this mean that you will prioritize larger-scale projects of around EUR 15 million, or are you also open to supporting several smaller-scale projects of a few million euros each?</p> <p>153. The call does not clearly specify the implementation modality. Can consortium</p>	<p>152. There is no preference for larger or smaller projects.</p> <p>153. We prefer local partners to be consortium members. See question 95. Sub-granting is allowed.</p>



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<p>members subcontract local partners? If so, are there any limitations or conditions that should be taken into account?</p>	
<p>154. Could you please clarify whether the requirement for the consortium lead to be registered in Kenya applies to the legal entity submitting the application, or whether a global organisation with a registered country office in Kenya would meet this requirement?</p> <p>155. Can organisations be a part of more than one application? Are there any restrictions around being a lead or a sub partner on multiple applications?</p> <p>156. Can the consortium lead sub-grant funds to organisations outside the formal consortium of 2–4. If yes, do those organisations need to meet any of the threshold criteria (e.g. track record, non-commercial rates for private sector actors) and does EKN have a preferred term for such partners in the concept paper?</p> <p>157. Are annexes (other than CVs) permitted as part of the application?</p> <p>158. In addition to CVs of possible project staff, can bios of consortium key personnel who will have oversight of the project be included to show consortium expertise?</p> <p>159. Do footnotes count towards the 7,000-word limit?</p>	<p>154. A registered country office would meet this requirement.</p> <p>155. Yes, there are no restrictions.</p> <p>156. Yes, the consortium lead can sub grant, according to their own internal procurement guidelines.</p> <p>157. Yes.</p> <p>158. Yes.</p> <p>159. Yes.</p>
<p>160. The call requires that initiatives are locally led and co-created with mandated government authorities. We would appreciate guidance on what level of co-creation is considered sufficient at the concept stage (e.g., letter of support, signed MoU, joint authorship of the concept paper, or documented consultation). Additionally, should co-creation be demonstrated with each of the county governments in the proposed implementation geography, a state entity or both?</p> <p>161. The call encourages, where relevant, the integration of refugees, particularly in ASAL counties hosting refugee populations such as Turkana and Garissa. Could you clarify whether refugee integration carries additional weighting in the evaluation</p>	<p>160. We will consider any forms of proof that demonstrate co-creation, but have no formal requirements regarding this.</p> <p>161. Integration of refugees will be evaluated, but does not carry extra weighting in the sense of bonus points.</p> <p>162. This should be further clarified. A subsidiary office is allowed.</p> <p>163. Organisations can participate in more than one consortia, which are different in composition. An organization can only be consortium lead in one of the multiple consortia it participates in.</p>



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<p>beyond the stated geographic bonus structure?</p> <p>162. The call specifies that the consortium lead should be registered in Kenya. Could you confirm whether organizations that are not directly registered in Kenya, but have an affiliated entity (e.g., a family organization) that is registered and operational in Kenya, would be eligible to serve as the consortium lead?</p> <p>163. Could you confirm whether an organization, private sector entity, or partner may participate in more than one consortium or concept note submission?</p>	
<p>164. Kindly clarify whether Dutch academic research institutions are eligible to participate as project partners, or if the partnership is limited exclusively to commercial entities?</p> <p>165. Please confirm whether collaboration and implementation across multiple counties is permitted under the project framework?</p> <p>166. Would it be possible to include Murang'a County as a learning partner on issues of Agroecology, despite it not being listed among the highlighted priority counties?</p>	<p>164. Dutch research institutions are eligible.</p> <p>165. Yes. That is permitted.</p> <p>166. Yes, any county is eligible.</p>
<p>167. Our INGO has a Federated structure. We have an office in the Netherlands, and an office in Kenya. Both offices are legally registered with local authorities. Can the embassy please confirm that as both offices represent the same organization, we are considered as one entity within the consortium?</p> <p>168. Can the embassy please give an indication about the co-funding/own contribution expectations? Are there expectations in terms of the amount provided, or whether this can be in-kind contributions?</p> <p>169. The implementation period must be 5 years. Can the embassy please indicate the expected start date of the successful project?</p> <p>170. Regarding the geographic scope, how does the embassy define how interventions</p>	<p>167. Yes.</p> <p>168. There are no expectations regarding co-funding.</p> <p>169. Expected start date would be not later than January 2027.</p> <p>170. Interventions are considered "active in a certain county" if the majority of the budget associated with that activity is spent on an activity that takes place in the concerned county.</p>



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<p>are 'active' in an area specified? Interventions may involve a sequence of activities that occur in different regions of Kenya.</p>	
<p>171. Is the intention to award one large integrated programme covering multiple programmatic areas/workstreams, or multiple separate awards focused on specific programmatic areas? 172. Is the indicative EUR 15 million envelope expected to fund a single flagship programme, or multiple complementary projects across themes and/or geographies? 173. Are multiple awards anticipated overall, or is a single programme more likely? 174. Can one consortium submit more than one concept paper targeting different programmatic areas or geographic approaches, provided each submission is sufficiently distinct? 175. Would the Embassy welcome concept papers that present an integrated systems approach across multiple programmatic areas (e.g. production systems, market systems, and ASAL development)? 176. If proposals address multiple programmatic areas, should budget allocations be evenly distributed, or can one area remain dominant with others playing a complementary role? 177. Would the Embassy welcome interventions that intentionally integrate multiple value chains (e.g. livestock–horticulture–aquaculture linkages) within one market systems framework? 178. Is it mandatory for proposed projects to cover all the counties listed in the call, or can the consortium select a subset of counties aligned to the proposed intervention strategy? 179. Should projects operate across multiple counties and regions, or specialise in specific geographies or county clusters? 180. How should proposals balance investments between ASAL counties and high-potential growth corridors? 181. Would proposals combining interventions in both ASAL and growth</p>	<p>171. There is no specific intention in this regard. 172. There is no specific expectation in this regard. 173. The embassy will fund 1 or 2 programs. 174. Yes. 175. Yes, although there is no preference for concept papers that serve 1 or multiple areas. 176. There are no specific requirements in that regard. 177. Yes, but without specific preference. 178. It is not mandatory to cover all counties listed. 179. Concept papers should propose what they think works best. There are no specific requirements or expectations on this matter. 180. That is the prerogative of the team submitting the concept paper. 181. The embassy has no preference in this regard. 182. As an incentive to include and prioritize ASAL counties. 183. There are no specific expectations in this regard. 184. There are no specific expectations in this regard. 185. There are no specific expectations in this regard. 186. Third party technical experts can be hired according to the procurement guidelines of the lead applicant. 187. There is no particular preference in this regard. 188. There are no specific expectations in this regard. 189. See question 5, there is no minimum requirement. 190. See question 161. 191. See question 27. 192. See question 88. 193. No. 194. Yes, preferably in cash. 195. They are eligible. 196. Yes. 197. See question 86.</p>



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corridor geographies be viewed positively, particularly where strong market linkages are demonstrated?

182. For ASAL bonus points, should this be interpreted as an incentive to include and prioritise ASAL counties; or a preference for proposals primarily or exclusively focused on ASAL/frontier systems?
183. To what extent is the Embassy expecting proposals to apply a full Market Systems Development (MSD) approach versus more direct implementation or service-delivery models?
184. What is the expected role of private sector actors within the consortium and implementation model (e.g. co-investment, implementation leadership, long-term market ownership)?
185. Are there expectations or preferences regarding leveraging existing programmes or ongoing investments?
186. Does the call permit the inclusion of third-party technical experts as part of the implementation team (without them being formal consortium partners), and if so, what role or status would they be expected to hold?
187. Would the Embassy prefer highly innovative, pilot-oriented approaches; or approaches that build on proven models with stronger scaling potential?
188. Is a balance between innovation and scalability expected?
189. What is the minimum expectation regarding co-creation with county governments and local institutions at concept note stage (e.g. consultations, letters of support)?
190. How strongly will refugee integration be weighted in evaluation for ASAL-focused interventions?
191. How should “demonstrable linkages to Dutch actors and Dutch earning capacity” be interpreted and assessed during evaluation?
192. Are co-funding or own contributions required or optional; and considered an advantage during evaluation?



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<p>193. Is there a preferred level or form of co-investment?</p> <p>194. Can private sector contributions (cash or in-kind) be counted as co-funding?</p> <p>195. To what extent are capital investments (e.g. cold chain infrastructure, aggregation facilities, processing equipment, irrigation systems) considered eligible within project budgets?</p> <p>196. Would the Embassy consider mechanisms such as matching grants, innovation funds, challenge funds, or catalytic financing windows for SMEs/cooperatives as eligible implementation modalities under this call?</p> <p>197. Could the Embassy elaborate on how portfolio balancing considerations (e.g. thematic diversity, geographic spread, consortium composition) may influence final selection decisions?</p>	
<p>198. Is the EUR 15 million allocation intended for a single grant/programme, or will it be distributed across several grants? If multiple grants are expected, approximately how many awards are anticipated?</p> <p>199. Since only one of the proposed programme areas explicitly mentions ASAL and frontier counties, does this mean that the other programme areas can also be implemented in non-ASAL regions?</p> <p>200. Can an organization participate in more than one consortium under the call?</p> <p>201. Are applicants allowed to work across multiple value chains within one programme, or must the proposal focus on a single value chain within a program?</p> <p>202. Is there a minimum budget requirement per proposal, and is applicants' funding expected to fully utilize the available allocation?</p> <p>203. Is it mandatory for a Dutch private sector actor to be part of the consortium from the onset, or can such actors be engaged later during implementation?</p> <p>204. Are Dutch organizations eligible to serve as formal consortium members, or are they only expected to participate as technical or strategic partners?</p>	<p>198. It is intended for a single programme.</p> <p>199. Yes.</p> <p>200. Yes.</p> <p>201. Multiple value chains are allowed.</p> <p>202. No, there is no minimum budget requirement.</p> <p>203. It is not a requirement.</p> <p>204. Yes, they're eligible.</p> <p>205. Any proof is welcome. See question nr 5.</p> <p>206. If a program is active in both Asal and Non Asal counties, the concept paper will still receive the bonus points, depending on which ASAL-counties are included.</p> <p>207. No.</p>



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<p>205. What type of evidence or documentation is required to demonstrate co-creation and collaboration with county and/or national government institutions?</p> <p>206. How will ASAL bonus points be applied in programmes covering multiple counties, including both ASAL and non-ASAL regions?</p> <p>207. Do annexes and supporting documents count toward the 7,000-word proposal limit?</p>	
<p>208. Does diplomatic/treaty-based status under an HCA satisfy the local registration requirement for a Lead?</p>	<p>208. Yes.</p>