



Co-facilitators for ‘Digital Tech for Soil Health and Regenerative Agriculture’ working group at GSMA Mobile for Development

Terms of Reference

September 2024

Overview

GSMA requires the services of experienced consultants/agency to facilitate GSMA’s ‘Digital Tech for Soil Health and Regenerative Agriculture’ working group. The working group will be formed of grantees of the GSMA Innovation Fund for Climate Resilience and Adaptation 2.0 and similar GSMA Mobile for Development funds, who are working in soil health and regenerative agriculture.

The details are outlined within this Terms of Reference document. **The deadline to submit expressions of interest is 23:59 (UK time) on 18th October 2024.** GSMA will review submissions on a rolling basis and may extend the deadline, if needed.

GSMA Mobile for Development

GSMA’s Mobile for Development team drives innovation in digital technology to reduce inequalities in our world. Singularly positioned at the intersection of the mobile ecosystem and the development sector, we stimulate digital innovation to deliver both sustainable business and large-scale socio-economic impact for the underserved.

Our unique research and insights platform advances digital innovations and implementations that empower underserved populations to build a better future. Our in-market expertise informs partnerships between the mobile industry, tech innovators, governments and the development sector. And our unparalleled convening power motivates conversations and inspires action.

GSMA ClimateTech Programme

Climate change is one of the most pressing challenges facing humanity and we continue to see its impacts, including: frequent extreme weather events; food and water insecurity; displacement of vulnerable populations; increase in temperatures; wildfires and droughts; reduction of wildlife populations and biodiversity; lower agricultural yields; sea-level rises and daily loss of forest.

The mission of the [GSMA's ClimateTech Programme](#)¹ is to unlock the power of digital technology for climate action to create a low-carbon, climate resilient, and environmentally sustainable future. Through our research activities, we identify, promote and inform opportunities for digital innovation and develop pathways for aligning climate action with the sustainable development agenda. We also catalyse vital partnerships between the GSMA, the mobile industry, tech innovators, governments and the development sector with the aim of reducing fragmentation, facilitating scale and promoting collective action.

GSMA Innovation Fund for Climate Resilience and Adaptation

The [GSMA Innovation Fund for Climate Resilience and Adaptation Cohort 2.0](#)² was launched during the GSMA's MWC Barcelona event in February 2023, and is supported by the UK Foreign, Commonwealth and Development Office (FCDO) and the Swedish International Development Cooperation Agency (Sida). The fund is designed to help accelerate the testing, adoption and scalability of digital innovations that enable the world's most vulnerable populations to adapt to, anticipate and absorb the negative impacts of climate change, or strengthen biodiversity. It builds on the previous GSMA Innovation Fund for Climate Resilience and Adaptation, which assisted [12 start-ups](#)³.

The fund seeks to support start-ups, and small and medium enterprises (SMEs) to leverage mobile and digital technology to build the climate resilience of vulnerable low-income communities and marginalised groups in Africa, Asia-Pacific, the Caribbean, Latin America and Eastern Europe. Grantees are to receive an equity-free grant of between £100,000 and £250,00 to pilot and scale their innovation over an 18-month period, with additional soft benefits such as GSMA facilitated industry partnerships, provision of mobile and digital, monitoring and evaluation, and market expertise through GSMA staff, and a platform to raise the profile of their start-up or SME to potential investors.

Under this fund, up to 12 start-ups and SMEs across Africa and Asia have been awarded grants to pilot and scale innovative digital solutions for **climate action**.

Objectives of the assignment

GSMA is seeking experienced consultants or an agency to facilitate a working group on 'Digital Tech for Regenerative Agriculture and Soil Health'. The working group should bring together GSMA Innovation Fund grantees, both past and present (especially those awarded a grant under the GSMA Innovation Fund for Climate Resilience and Adaptation 2.0), who are working on regenerative agriculture and soil health to build farmer resilience to climate change.

¹ [GSMA | ClimateTech | Mobile for Development](#)

² [GSMA | Announcing The GSMA Innovation Fund for Climate Resilience and Adaptation Cohort 2.0 | Mobile for Development](#)

³ [GSMA | The GSMA Innovation Fund for Climate Resilience and Adaptation: Portfolio overview | Mobile for Development](#)

The aims of the working group are:

1. To foster a collaborative network between start-ups working in this area.
2. To pool knowledge and share best practices on using mobile and digital technology for soil health and regenerative agriculture.
3. To provide start-ups with technical guidance and advisory support (from the co-facilitators) on the topics of:
 - Measuring soil health for regenerative agriculture, and how to use mobile and digital technology effectively to do this.
 - Generating actionable insights for farmers from soil health data, and how to use mobile and digital technology to effectively do this.
 - Monitoring farmer behaviours and uptake of soil health recommendations, and how to use mobile and digital technology to effectively do this.

The consultants/agency will be responsible for setting up and facilitating virtual meetings bi-monthly (every two months) from November 2024 to December 2025, a total of eight meetings. There is also the possibility of organising an in-person workshop either in Africa (October 2025) or Asia (July 2025) at one of GSMA's bootcamps for Innovation Fund grantees.

Scope of Work

The consultants will work together to:

1. Establish the working group:
 - Identify and invite relevant GSMA Innovation Fund grantees to participate in the working group, speaking with them each individually before convening as a group
 - Develop a meeting schedule and agenda for the remote sessions.
 - Prepare introductory materials and a work plan for the group's activities
2. Facilitate remote meetings:
 - Set up and lead eight remote meetings between October 2024 and December 2025.
 - Ensure that grantees actively participate in sharing their approaches to measuring soil health and generating insights.
 - Share good practice examples and open discussions on specific topics during each session, in a technical assistance and advisory capacity
3. Ongoing technical assistance and advisory on the topic of mobile and digital technology for soil health and regenerative agriculture, following up on requests for support or conversations from formal working group meetings.
4. In-person workshop:
 - Organising an in-person half-day workshop for either Africa or Asia.
 - Plan and facilitate the workshop, including logistics, content development, and participant engagement.
5. Capturing learning
 - Collect and compile insights, case studies, and best practices from the working group sessions, with a view for these to be published by GSMA externally

Key Deliverables

- Meeting agendas, slide decks and minutes: Document and share the agenda and minutes for each of the eight remote meetings, as well as the slide decks (which should include a mixture of content from the facilitators and start-up group members)
- A detailed plan for the in-person workshop, including objectives, agenda, and logistics.
- Summary of learning: A comprehensive summary of key lessons learnt across the working group, its main activities, outcomes, and recommendations for future initiatives.

Timeline

- November 2024 – December 2025:
 - Remote Meetings: Eight bi-monthly sessions.
 - In-Person Workshop (Optional): Either July or October 2025.
 - Lessons learnt summary: December 2025.

Consultant Requirements

- Expertise in soil health and regenerative agriculture, particularly methods for measuring soil health and effective ways in generating actionable insights from this, within the Africa and Asia context
- Expertise in the application of mobile and digital technology for soil health and regenerative agriculture.
- Understanding of the role of digital tools in advancing agricultural practices, particularly in low-income and marginalised communities
- Experience in facilitating remote working groups, workshops (both remote and in-person), and communities of practice, as well as capacity building for diverse stakeholders.
- Ability to effectively engage and communicate with participants from different cultural backgrounds and geographical regions.
- Expertise in both the Asia and Africa contexts, to reflect the geographical diversity of the start-up members of the working group. Our preference is for two co-facilitators – one based in Asia, and one based in Africa, though this is not essential.
- Experience of working with start-ups in LMICs is preferable.

Application and Selection Process

Interested applicants should submit the following:

1. Documentation of expertise:
 - Relevant experience in regenerative agriculture, soil health, digital technology, and working with agricultural communities in Africa and/or Asia.
2. Samples of Relevant Work:
 - Examples of previous work in similar contexts, such as literature reviews, workshop materials, or toolkits.
3. Consultant CVs:
 - Names and CVs of the consultants proposed for the role, highlighting relevant experience and qualifications.
4. Proposed Approach:
 - A high-level plan and methodology for completing the work, including any potential limitations, risks, and mitigation strategies.
5. Budget:

- A detailed budget in GBP, outlining personnel fees, expected expenses, and any additional costs related to specialist tools or services.

The budget should reflect approx. 30 days of work for the duration of the project.

Submission Deadline

Proposals should be submitted by 23:59 (UK time) on 18th October 2024. Please send submissions to Samir Hafiz (shafiz@gsma.com) and Shae Kazi (skazi@gsma.com). Interviews with shortlisted candidates will be conducted on a rolling basis, with final selection expected by 30th October 2024.

Due to GSMA compliance requirements, exact project budgets cannot be provided at this stage. You are, however, able to provide a few implementation/budget options that can help us assess value for money and we can align our project scope to the relevant budget after a consultant has been selected.