

Request for Qualifications
Consultant: Agribusiness Climate Change and Environment Support
Technical Assistance (TA)

TechnoServe invites you to participate in this competitive solicitation for qualifications related to the position: Agribusiness Climate Change and Environment Advisor for support to agribusinesses in the CASA Technical Assistance Facility (TAF) portfolio. The work will be conducted closely with the CASA TAF team based in Johannesburg, South Africa.

Position Location: The support will be provided remotely to agribusinesses in the CASA TAF portfolio, which are currently located in India, Mozambique, Zambia, Rwanda, Tanzania, Ethiopia, Uganda and Ghana and potentially in additional FCDO priority countries¹

Anticipated start date: 12 April 2021

Estimated Duration: The timing of the project is 12 April 2021 – 12 April 2022

Budget: Maximum £21,000

I. About TechnoServe

TechnoServe is managing the UK government's Foreign, Commonwealth, & Development Office (FCDO) funded five-year programme – Commercial Agriculture for Smallholders and Agribusinesses (CASA) – focused on driving catalytic change in how investors view and invest in agribusinesses operating in supply chains with significant numbers of smallholder producers. CASA is focused on increasing economic opportunities for smallholder farmers (SHF) by:

- Enabling more smallholder farmers to engage with and trade into commercial markets;
- Demonstrating the commercial viability of agribusinesses with significant smallholder supply chains and attracting more investment into these businesses;
- Deepening the smallholder impact of investments made by development finance institutions and impact investors.

TechnoServe's role on CASA is to establish and operate a £8 million Technical Assistance Facility (TAF)² to support agribusinesses that have received development finance institution (DFI) or impact investor financing to extend and deepen their smallholder impact. CASA TAF's aim is to increase the development impact of individual deals and help build an evidence base of the potential development returns from agribusiness investments that can be used to raise expectations of investors from future deals. CASA TAF has the potential to re-define the role private investments in agriculture can play towards driving development impact for millions of smallholder producers across the globe. Over five years, our objective is to increase sales and

¹ FCDO countries include: Ethiopia, Rwanda, Uganda, Kenya, Tanzania, Malawi, Mozambique, Zambia, Zimbabwe, Nigeria, Ghana, South Africa, Benin, Sierra Leone, Liberia, DRC, Senegal, Burkina Faso, Cote D'Ivoire, Cameroon, Madagascar, India, Bangladesh, Nepal, Pakistan, Myanmar, Indonesia, Brunei, Malaysia, Phillipines, Thailand, Vietnam, Cambodia, Laos

² <https://www.casaprogramme.com/technical-assistance/>

productivity of over 100,000 smallholders, and increase jobs and rural income generation opportunities on farms and in invested agribusinesses.

CASA TAF has three strategic cross-cutting components:

- Gender and Social Inclusion;
- Nutrition and Food Security; and,
- Climate Change and the Environment.

II. Background

The CASA Technical Assistance Facility (TAF) recently developed its Climate Change and Environment (CCE) strategy to improve the effectiveness and impact of the facility, while assuring environmental and climate smart compliance. To meet our objectives, we are working with at least 35 agribusinesses to design and implement commercially viable, high-impact and sustainable inclusive business plans, and we aim to determine opportunities for agribusinesses to integrate CCE into their sourcing activities and to invest in explicit climate and environment smart interventions.

To support the implementation of our CCE strategy, we have designed a framework approach that includes:

- 1) definition of our M&E indicator framework;
- 2) macro analysis tools: i. country-level vulnerability and risk assessment, ii. value chain level vulnerability and risk assessment,
- 3) micro analysis tools i. a long list of reference CCE interventions, ii. a short list of potential CCE interventions, iii. an opportunity matrix for assessing intervention opportunities.

The final component of the development of our framework approach includes contracting a CCE expert consultant to support quality implementation of the CCE action plan earlier developed; to maintain and update the macro level toolkit; to add to and repurpose the micro-level toolkits for practical use in company specific opportunity assessments; and undertake these assessments in collaboration with the Inclusive Business Plan (IBP) Manager, Agribusiness Advisor and the agribusinesses. Finally, the consultant is expected to support project preparation for bespoke TA delivery, and to prepare inputs for 1-2 case studies.

The combination of these support elements will be provided to the CASA TAF in the form of a draw-down contract of ~50-60 days LOE over an initial twelve-month period (subject to renewal based on progress and recommendations made, and performance).

III. Duties and Responsibilities

- Maintain, update and improve CCE macro-level and micro-level toolkits; support adaptation of tools for external presentation & analytical use;

- Complete agribusiness CCE opportunity assessments to guide business decision-making on CCE priorities;
- For projects that go ahead: prepare project design including project objectives/scope, M&E indicator framework, risks & mitigating actions; shortlist TA providers and support TA provider selection, and provide light-touch monitoring support (where appropriate/needed);
- Prepare inputs/materials/narrative (including data gathering support) for 1-2 case studies.

Candidate selection and performance will be judged on capability to implement and successful achievement of the above activities.

IV. Deliverables

Activity	Deliverable(s)	LOE (days)	Anticipated due date
Maintain, update and refine/add to macro level & micro level toolkit	<ul style="list-style-type: none"> • Country list and value chain list updated/expanded, index analysis refined; • Tools packaged for presentation & use by investor/learning partners; • Opportunity matrix, analytical framework and deep-dive ROI assessment tool further developed & adapted into standardized templates for populating; • CCE opportunity tracker developed and updated; • Workshop held with CASA TAF team to present tools & incorporate feedback. 	5 days	30 April 2021
Complete agribusiness CCE opportunity assessments to guide business decision-making on CCE priorities	<ul style="list-style-type: none"> • Use opportunity matrix to identify & assess: <ul style="list-style-type: none"> <i>a) CCE risks from inclusive business activities,</i> <i>b) CCE components already addressed in IBP TA,</i> <i>c) innovations/ specific CCE opportunities for inclusion in IBP TA</i> • Workshop(s) held with business and CASA TAF team presenting opportunity assessment and to verify business appetite based on IBP integrated CCE analysis; and recommended commercial & impact opportunity (considering cost-benefit/ROI assessments). 	1-2 days per month (~0,5 days per week as required)/ 12-24 days total over 12 months	First 1-2 assessments completed by 30 June; thereafter 1-2 assessments completed monthly
Prepare project design(s)	<ul style="list-style-type: none"> • Bespoke project design(s) developed including project objectives/scope, M&E indicator framework, risks & mitigating actions; • TA providers recommended and shortlisted; • TA provider selection process support (e.g. participation in selection committee). 	(As required/draw-down): 1-2 days per month (~0,5 days per week)/12-24 days total over 12 months	(As required/draw-down): Potentially first 1-2 project design completed by 15 July; thereafter 1-2 project design

Provide light-touch monitoring & learning support	<u>Monitoring support:</u> <ul style="list-style-type: none"> • Participation and contribution to project SteerCo meetings; • Project and reference data gathered; support to gather qualitative and quantitative data provided; <u>Learning support:</u> <ul style="list-style-type: none"> • Update macro & micro level tools as required; • Development of content for 2-3 case studies drawing on CASA TAF CCE tools (including company uptake), opportunity assessments and CCE project implementation. 	10-13 days over 12 months	completed per month Monitoring support as required/draw-down; and learning support first case study due 31 August 2021 (remaining case studies due date TBC/as required)
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V. Expected Impact:

The CASA TAF CCE strategy operates under the commitment to “do no harm” and safeguard the environment, and, secondly, to create opportunities and guide businesses towards the integration of climate and environmentally smart practices within their sourcing activities. Our intent is to selectively unlock economic opportunities for climate and environment smart practices through a number of partnerships, thereby demonstrating the return to agribusinesses and investors for consideration in future agribusiness investments.

Smallholder Farmer (SHF) impact: The following indicator from ICF³ has been adopted by CASA TAF: ‘ICF KPI 1’. Number of people supported to cope with the effects of climate change. For this, some of the expected changes under different climate scenarios will need to be determined.

Business impact: Company-level indicators include incremental EBITDA from the intervention. Additional financial analysis tools may be deployed to support the analysis, such as cost-benefit, return on investment period.

CASA TAF will be employing KP1 as the main indicator but will also examine the use of internal indicators tailored to specific interventions and IBPs. Potential internal metrics such as emissions reduction, water use efficiency, carbon sequestered can be selected based on their relevance to the particular intervention. The CCE consultant will develop/recommend appropriate internal metrics on a case-by-case basis for interventions.

³ Full list of ICF KPIs available at:

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/253682/ICF-KPI-summary.pdf

VI. Skills Required

- Experienced climate change and environment consultant with expertise in scoping climate smart agriculture opportunities for shared value focused businesses in developing countries.
- Track record of programme/project formulation, review and evaluation related in the field of climate change and/or environment is required.
- At least 10 years of relevant experience required in areas related to development cooperation in climate change, climate smart agricultural development, environment and socio-economic development; with experience in Africa, Asia preferred.
- Specific expertise in climate finance (including carbon sequestration, geophysical modelling, financial modelling) is required.
- Cross-disciplinary perspective on and in-depth and current knowledge of national and international policy and institutional arrangements governing climate change and sustainable development goals.
- Advanced degree in business management or other relevant field preferred.
- Prior strategy consulting experience will be reviewed favourably.
- Excellent analytical and writing skills, advocacy and presentational skills an asset.
- Demonstrated leadership skills, teamwork and relationship building.
- Strong computer skills, including MS Word, PowerPoint, and Excel.
- Ability to work independently, flexibly, and responsively to deadlines,
- Ability to adapt to changing working conditions and multi-cultural contexts.

VII. Instructions

Interested candidates should submit their CV, with cover letter; budget and a workplan which captures their indicative approach to implementing the required assignment. No travel is expected.

TechnoServe reserves the right to award the contract to the submission that is deemed to be in the best interest of TechnoServe and the Donor. The winning submissions will be notified in writing. Those who were not selected may or may not be notified, at the sole discretion of TechnoServe.

Submission deadline: 31 March 2021

Questions regarding this request may be addressed to Tasmin Mulder (tmulder@tns.org) and must be received no later than 26 March 2021.

TERMS AND CONDITIONS

1. The Request for Qualifications is not and shall not be considered an offer by TechnoServe.
2. All responses must be received on or before the date and time indicated on the RFQ. All late responses will be rejected.
3. All unresponsive responses will be rejected.
4. All awards will be subject to TNS contractual terms and conditions and contingent on the availability of donor funding.

5. TNS reserves the right to accept or reject any submission or cancel the solicitation process at any time, and shall have no liability to the proposing party submitting for such rejection or cancellation of the request for qualifications.
6. TNS reserves the right to accept all or part of the submission when award is provided.
7. All information provided by TNS in this RFQ is offered in good faith. Individual items are subject to change at any time, and all bidders will be provided with notification of any changes. TNS is not responsible or liable for any use of the information submitted by bidders or for any claims asserted therefrom.
8. TNS reserves the right to require any bidder to enter into a non-disclosure agreement.
9. The bidders are solely obligated to pay for any costs, of any kind whatsoever, which may be incurred by bidder or any third parties, in connection with the Response. All responses and supporting documentation shall become the property of TNS, subject to claims of confidentiality in respect of the response and supporting documentation, which have been clearly marked confidential by the bidder.