

Request for Qualifications

Consultants: Climate Change and Environment Advisory

TechnoServe invites you to participate in this competitive solicitation for qualifications related to Advisory for support to a climate research project and related support to agribusinesses in the CASA Technical Assistance Facility (TAF) portfolio. The work will be conducted remotely working closely with the CASA TAF team based in Johannesburg, South Africa, Accra, Ghana and London, United Kingdom.

Position Location: The support will be provided remotely.

Anticipated start date: 1 November 2021

Estimated Duration: The timing of the project is November 2021-March 2022

Budget: Maximum £10,000 per Consultant Category (see Section II below)

I. Background and Project purpose

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)¹ 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 productivity of over 100,000 smallholders, and increase jobs and rural income generation opportunities on farms and in invested agribusinesses.

During implementation, CASA TAF selects agribusiness investments within the portfolios of investor partners that have potential and appetite for deeper smallholder impact. The lynchpin

¹ <https://www.casaprogramme.com/technical-assistance/>

to our approach is the Inclusive Business Plan (IBP). The IBP maps out an inclusive business model and package of technical assistance (TA) that CASA TAF provides to introduce the model and achieve commercial and impact results. The IBP process is a critical step to align on a vision and a plan as well as ensure commitment across the principal stakeholders. Once the IBP has been approved, the CASA TAF team oversees a targeted TA package to the businesses, hand-in-hand with their staff.

Over the past year, the CASA TAF has embedded into its approach a Climate Change and Environment (CCE) strategy that aims to improve the investment in and prevalence, effectiveness and impact of climate-smart, inclusive agribusiness models, while also capturing evidence on their business rationale and smallholder impact. While the global imperative for investing in environmentally sustainable and nature positive business models is widely acknowledged and financing mechanisms to incentivise this investment are developing rapidly, smallholder households who are disproportionately affected by climate change remain underserved by global climate finance. To address this and incentivise further investment, CASA TAF is working to contribute to an increased evidence base on the incremental value that can be generated by climate and nature positive initiatives for agribusinesses and smallholder farmers.

II. Project Scope, Duties and Responsibilities

TechnoServe is seeking qualified, senior Technical Consultants to support CASA TAF in assessing the potential to incorporate innovative climate finance mechanisms (e.g., carbon credits, payment for ecosystem services) into the business models of agribusinesses that source commodities from smallholder farmers. Over the next 5 months, the CASA TAF team (led by a separate CASA TAF Project Manager) will be mapping the current landscape and scope climate-focused inclusive business plans with agribusiness partners. We will also be assessing the enabling environment (e.g. regulatory environment, policy, incentives and key barriers for agribusiness/investors) for taking advantage of climate finance mechanisms and generating inclusive benefits from climate-focused inclusive business models (using Ghana as a test case).

The project ultimately aims to explore how climate finance mechanisms can incentivise investments in climate focused inclusive business models; generate meaningful income benefits for smallholder farmers and tangible commercial value for agribusinesses.

CASA TAF is seeking 2-4 consultants to assist on advisory to the CASA TAF team in the following categories, all with a specific focus on agriculture and **inclusive agribusiness models**. Broadly, the scope of the technical consultants per category will involve:

- **Category 1:** Advisory on compelling carbon finance opportunities for inclusive agribusiness (including regenerative agriculture, agroforestry, biodiversity, energy efficiency etc) in value chains and geographies relevant to CASA TAF. Advisory on Payment for Ecosystem Services (PES) and Voluntary Carbon Scheme (VCS)

programmes including design/best practice guidelines, costing, scheme verification and credit validation as well as key success factors, case studies and learnings.

- **Category 2:** Technical support on carbon sequestration modelling; Econometric analysis of carbon emissions and carbon monitoring systems; cost-benefit analysis.
- **Category 3:** Advisory on niche thematic areas including regenerative agriculture, agroforestry, biodiversity enhancing activities such as watershed and soil management, biodiversity conservation.
- **Category 4:** Advisory on regulatory issues, climate smart agricultural policy and constraints as it relates to the enabling environment for climate finance initiatives, with an added deeper dive focus on the Ghana context.

Consultants may apply to advise on 1-4 categories based on their relevant expertise/experience and must explicitly state in their applications for which categories they are applying.

The selected Technical Consultants will provide critical inputs to support the CASA TAF team to effectively implement the following scope, led by a separate Project Manager:

- Rapid mapping of existing climate financing flows to food and agriculture by DFIs (particularly CASA TAF partners) and climate financial instruments used, \$ value deployed to date, key barriers and successful case studies, drawing on existing evidence base.
- Landscape assessment of leading Payment for Ecosystem Services (PES), Voluntary Carbon Scheme (VCS) and any other programmes and providers relevant to key CASA TAF geographies based on desktop research and stakeholder interviews.
- Research summary of current or recent historical PES and/or VCS schemes focused on smallholder farmers, characterising the overall programme, including VCS / PES mechanisms and standards used, additional income levers for smallholder farmers, key success factors and learnings.
- Summary of typical costs of VCS and PES implementation, including scheme verification and credit validation.
- Indicative quantification of returns achievable through climate smart approaches (including regenerative agriculture, agroforestry, biodiversity, etc) for key CASA TAF value chains / geographies (*to be agreed with CASA TAF Inclusive Business Manager and with technical support from CASA TAF Climate and Environment Advisors*):
 - o Value of carbon capture / ecosystem services
 - o Net value of commodities produced through climate smart approaches
- Based on the above, prioritisation of value chains / geographies for CASA TAF to undertake future inclusive business plans with carbon sequestration and/or ecosystem services components.
- Deep-dive Ghana case study:
 - o Identification of key examples, results, successes/learnings from PES/VCS in Ghana specifically;

- o Prioritisation of value chains that could benefit from climate financing mechanisms in Ghana (with most meaningful impact opportunity);
- o Assessment of regulatory environment, incentives and disincentives for agribusiness/investors to take advantage of climate financing mechanisms and benefit from investments in climate-focused inclusive business models (with a deep dive into Ghana context);
- o Recommendations for changes needed (e.g. policy) to maximise incentives and returns.

III. Deliverables

Specifically, the Technical Consultants will implement the following activities, with an estimated 10-30 days LoE per Consultant depending on the extent of the Consultant's expertise and how many categories to which they are applying, per above description of scope:

- Participation in key meetings, including quality contributions and advice to inform project scope, strategy and underpinning assumptions
- Inputs on current landscape, key success cases and learnings (via, for example, chairing of orientation/knowledge meetings, packaging of existing evidence for CASA TAF team consumption, sharing of relevant scientific literature, etc)
- Guidance on structure of analysis, scope of projects and carbon sequestration modelling
- Inputs on low-hanging fruit opportunities
- Feedback/inputs on possible opportunities as well as viability and feasibility of any researched/proposed opportunities
- Seat on technical 'call-down' panel to provide inputs and review outputs on a rolling, as needed basis over the course of the project
- Analytical and written contributions to Project reports and presentations

IV. Skills Required

- Experienced climate change and environment consultant with expertise in scoping and implementing climate smart agriculture opportunities for shared value focused agribusinesses in developing countries.
- At least 10 years of relevant experience required in areas related to climate change, climate smart agricultural development, environment and socio-economic development; with experience in Africa, Asia preferred.
- Track record of carbon financing project design, implementation and monitoring.
- Intellectual curiosity and fascination with the role of finance in the transition to a low carbon and environmentally sustainable economy.
- Expertise/experience in the agriculture sector required.
- Strong economic analysis and financial modeling skills.
- Proven analytical and quantitative skills.
- 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 Agriculture; Agricultural Economics; Environmental Science or a related discipline.
- Excellent 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.

V. Instructions

Interested candidates should submit their CV and an indicative budget (including their proposed daily rate and level of effort) via email to Melanie Machingawuta (mmachingawuta@tns.org).

A clear indication of categories (per Section II) to which the candidate is applying should be made in the application. 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. TechnoServe also reserves the right to award contracts to multiple bidders. 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: 22 October 2021 18h00 Eastern Standard Time (EST).

Questions regarding this request may be addressed to Melanie Machingawuta (mmachingawuta@tns.org) and must be received no later than 18 October 2021, 18h00 EST.

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 TechnoServe contractual terms and conditions and contingent on the availability of donor funding.
5. TechnoServe 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. TechnoServe reserves the right to accept all or part of the submission when award is provided.
7. All information provided by TechnoServe 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. TechnoServe is not responsible or liable for any use of the information submitted by bidders or for any claims asserted therefrom.

8. TechnoServe 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.

10. TechnoServe may select and/or award contracts to multiple bidders per the categories defined in Section II above.