

Amendment #1 - Request for Quotation

Subject: Consultancy for 3 months across Cambodia, Nigeria, Kenya, Rwanda

Reference #: P0013448

Amendment Date: September 6, 2022

The above referenced solicitation is hereby amended as follows.

**TechnoServe is extending the deadline for submission to:
Sunday, September 18, 2022.**

The section labeled “Order of Events”, is deleted in its entirety and replaced with the following:

Order of Events: This procurement will be administered in accordance with the following dates (subject to change at TechnoServe’s sole discretion):

Date	Event
September 18, 2022	Last date that bids will be accepted by TechnoServe.

All other terms and conditions of the original solicitation remain unchanged

Request for Quotation

Date: 8/19/2022

Subject: Consultancy for 3 months across Cambodia, Nigeria, Kenya, Rwanda

Reference #: P0013448

General Requirements: The requirements for TechnoServe's anticipated purchase are listed below. A more detailed Specifications Sheet is also attached.

The headline objective is to identify and quantify concrete strategic opportunities that enhance food security and boost climate mitigation and resilience for smallholder farmers in the agricultural sector in a given country.

The consultant will work with TechnoServe's Strategic Initiatives team and lead the project execution, including conducting in-country research in country, which will contribute to the project's overall deliverables, including a PPT.

Delivery: TechnoServe requests that the requested goods or services be provided on or before the date listed below, and be delivered to the below address:

Date: 11/1/2022

Address: 1777 North Kent Street

Suite 1100

Arlington

VA

22209

Criteria for Selection: TechnoServe's evaluation of quotes will be based on the factors set out below. At the sole discretion of TechnoServe, bidders may be selected for follow-up questions or to provide an oral presentation. TechnoServe reserves the right to award the purchase to the vendor whose quote is deemed to be in the best interest of TechnoServe. TechnoServe will not award the purchase to any vendor where there is indication of a lack of business integrity.

	Max Points	Criterion
1.	35	Price, inclusive of all delivery, fees, taxes, and other charges
2.	40	Quality of goods, factoring in vendor reputation
3.	10	Payment Terms (10 points for payment 30 calendar days after delivery, 0 points for full payment in advance, other terms will obtain points accordingly)
4.	15	Delivery terms, relative to delivery date and address noted above

Quote Instructions:

All quotations must:

- Contain a detailed cost with applicable taxes and other charges clearly identified.
- Provide requested payment terms and conditions.
- Describe the qualifications, experience, and capabilities of the firm (or consultant) in providing the type of goods or services being requested.
- Provide at least 3 references for similar procurements with a description of the goods or services provided and the dates of delivery.
- Include a contact name, email address, and telephone number to facilitate communication between TechnoServe and the vendor.
- For quotes from a firm, provide a brief outline of the company and services offered, including:
 - Full legal name, jurisdiction of incorporation, and address of the company.
 - Full legal name and country of citizenship of company's President, Chief Executive Officer, and/or all other principal officers of the company.
 - Year the business was established.
- If a consortium of firms or a team of consultants submits a quote jointly, the above information should be provided for each member of the team.

To ensure consideration, all quotes must be submitted in the following language and currency, and by the due date noted below:

Language: English

Currency: USD

Submission Instructions:

All quotes must be emailed to the address below with your quote attached in one or more files (PDF preferred). You will receive an auto-confirmation upon receipt. DO NOT email your quote to any employee of TechnoServe or deliver your quote in hard copy to a TechnoServe office. **Failing to adhere to these instructions may make your quote ineligible for consideration.**

Email: buy+US+P0013448@tns.org

Order of Events: This procurement will be administered in accordance with the following dates (subject to change at TechnoServe's sole discretion):

Date:	Event:
8/30/2022	Last date that questions and notice of intent to bid will be accepted. Questions and answers will be distributed to all known interested parties, so questions should not disclose confidential information, and all interested parties should submit a notice of intent to bid by this deadline to ensure they receive a copy of TechnoServe's response to questions. Questions and/or notice of intent to bid should be emailed to: dlape@tns.org
8/31/2022	Date that answers to questions will be distributed to all known intended bidders.
9/4/2022	Last date that quotes will be accepted by TechnoServe.

Terms and Conditions:

- The Request for Quotation is not and shall not be considered an offer by TechnoServe.
- All responses must be received on or before the date indicated on the RFQ. All late responses will be rejected.
- All unresponsive quotes will be rejected.
- All quotes will be considered binding offers. Your quote must be valid for acceptance for a minimum period of 90 days from the closing date of this solicitation.
- All awards will be subject to TechnoServe contractual terms and conditions and contingent on the availability of donor funding.
- TechnoServe reserves the right to accept or reject any quote or cancel the solicitation process at any time, without assigning any reason, and shall have no liability to any vendors submitting quotes for such rejection or cancellation of the RFQ.
- TechnoServe reserves the right to accept all or part of the quote when awarding the purchase order/contract.
- All information provided by TechnoServe in this RFQ is offered in good faith. Individual items are subject to change at any time and all known intended bidders will be provided with notification of any changes.
- TechnoServe reserves the right to require any bidder to enter into a non-disclosure agreement.
- Bidders are solely obligated to pay for all costs which may be incurred by the bidder or any third parties in connection with preparing the quote.

- All quotes and supporting documentation shall become the property of TechnoServe and shall be treated confidentially.
- Bidders are required to identify and disclose any actual or potential Conflict of Interest.

The attached Specifications Sheet represents an integral part of this solicitation.

FCDO - Multiple countries

Consultant

Prepared by TechnoServe

August 19th, 2022



Role: Consultant

Location: Multiple - Cambodia / Nigeria / Kenya / Rwanda – 1 project per country

Timing: ~3 months for each project/country

Languages: English

Background

UK's Foreign, Commonwealth & Development Office (FCDO) has expressed interest in support from Technoserve's CASA program, which has the mandate to support FCDO Posts in strengthening Mission strategies for commercialising smallholder agricultural business models.

A number of developing countries are facing a set of interconnected and urgent challenges in their agricultural sectors. Current spike on food prices is putting significant pressure on **food security**. This comes on top of long-term though equally important challenges in terms of **climate resilience and mitigation**. Critical sectors across developing countries are wrestling with how to address domestic food needs while reducing agricultural carbon footprint and adapting to climate shocks. Governments are often times seeking to address these challenges in a way that is **inclusive and improves livelihoods of smallholder farmers**. In many cases, smallholders account for a large proportion of food production, as well as playing a critical role in strategic export sectors with the UK.

Introducing or expanding **new technologies and business models that are accessible to these smallholder producers** tends to be important both for agricultural sector's viability, but also in terms of economic development. The issues described are both a challenge as well as an opportunity for investment and trade. There is now an opportunity to influence and inform new ways to invest in the long-term agricultural resilience on a number of geographies.

Project Objective and Deliverables

The headline objective is to identify and quantify concrete strategic opportunities that enhance food security and boost climate mitigation and resilience for smallholder farmers in the agricultural sector in a given country.

The consultant will work with TechnoServe's Strategic Initiatives team and lead the project execution, including conducting in-country research in country, which will contribute to the project's overall deliverables.

The project's overall deliverable is a Powerpoint presentation (est. 50 slides) that includes a prioritized list of specific businesses, opportunities and recommendations to advance food security and climate resilience and mitigation priorities for smallholders in a given country, as well as a few specific and tangible case studies that will provide a practical flavor of the challenges and opportunities in the sector. Recommendations will focus on medium and long-term adaptation strategies while seeking to identify

short-term opportunities given the current food price challenges. Recommendations will be supported by a comprehensive fact base providing data and evidence to support conclusions.

Proposed sub-objectives and elements of work are the following:

- Run primary and secondary research, and interview at least 15-20 local experts and stakeholders on key thematic areas
- Identify priority set of opportunities in both private and public spheres with potential to support food security, increased mitigation and adaptation, and smallholder inclusion in the agricultural sector
- Establish analytical framework for assessing relative attractiveness of options in terms of mitigation potential, adaptation potential, and contribution to increased food security and resilience
- Apply framework to identified options to identify the most compelling options that can be used to influence and inform investments in the priority areas
- Given relative attractiveness of options, identify where the largest R&D / trade needs are for a given country to help inform FCDO Missions about opportunities as it relates to trade and investment.
- Calculate the business case of the key opportunities, including the size of the opportunity and investment required
- Identify a list of businesses that have potential to expand their impact and build the case studies of specific businesses or business models that reflect the reality of the challenges and opportunities of the recommendations, explaining how this is currently being done and how it can be adapted or expanded to maximize impact

Key activities and timelines

The project should conduct the core research and analysis, and deliver the recommendations over a 12-week period.



Skills and Requirements

- Demonstrated research experience evaluating agricultural value chains utilizing both primary and secondary resources
- Professional experience in developing countries, ideally in priority countries (i.e. Cambodia, Ghana, Nigeria, Kenya, Rwanda)
- Demonstrated leadership skills, teamwork and relationship building
- Excellent written and verbal communication and interpersonal skills
- Strong computer skills, including MS Word, PowerPoint and Excel
- Able to work independently, flexibly and responsively
- Able to adapt to changing working conditions
- Able to prioritize and meet deadlines
- Professional level of spoken and written English

Logistics

The consultant will need to conduct primary research and interview relevant stakeholders in a given country during at least 3-4 weeks. TechnoServe will pay the consultant on the basis of the deliverables described above. There is certain flexibility for the start date of the projects, but all projects should be completed by March 2023.

The consultant will report into and have regular check-ins with TechnoServe's Strategic Initiatives team. The bulk of the consultant's work will be performed independently.

Confidential

TechnoServe will cover travel-related costs including international airfare, in-country accommodation, in-country transportation, a per diem for living expenses, visas and vaccinations, and emergency evacuation insurance.