

# Request for Quotation

**Date:** 8/19/2022

**Subject:** Consultancy for 3 months, Tunisian food system investment

**Reference #:** P0013344

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

The main objective is to identify & quantify concrete strategic opp's that enhance food security and boost climate mitigation and resilience for smallholder farmers in the agricultural sector in Tunisia, while informing & influencing the investment mechanism to support TN's food system from the World Bank.

The consultant will work with TNS's Strategic Initiatives team and lead the project execution, including conducting in-country research in TN, contributing to the project's deliverables.

**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+P0013344@tns.org

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

<b>Date:</b>	<b>Event:</b>
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 Tunisia**  
Consultant  
Prepared by TechnoServe  
August 19<sup>th</sup>, 2022



**Role:** Consultant

**Location:** Tunisia

**Timing:** ~3 months

**Languages:** French, English

## **Background**

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FCDO Tunisia has expressed interest in support from TechnoServe's CASA program, which has the mandate to support FCDO Posts in strengthening Mission strategies for commercializing smallholder agricultural business models.

In determining the objective of this support, the Tunisia Post and TechnoServe have identified a set of critical contextual factors related to the of urgent challenges at the intersection of its food security and political stability.

The country is reliant on the importation of wheat for its core food security, as domestic production only addresses 55% of its bread consumption needs. This challenge also exists in its critical dairy sector: a third of Tunisian farms produce milk but 75% of barley, which is required for feed, is imported.

Historically, Tunisia has sought to address its food security challenges with subsidies throughout the food system. However, with the disruption to trade as a result of Covid and then the war in Ukraine, substantial pressure is being placed on the price of food (both in terms of the cost of food imports and in terms of the cost of inputs for domestic production). Given the critical role of food subsidies throughout the system, this is placing increased pressure on government finances. Food-linked protests are worsening with urban consumers worried about the cost of food and farmers increasingly concerned about their ability to make their farms economically viable.

Food security pressures are likely to further worsen as a result of climate change with Tunisia's domestic production of wheat and barley exposed to increasingly frequent shocks, both droughts and heat waves. Domestic grain production is reliant on family farms – these are typically under 10Ha – which provide half of domestic grain production and have particular challenges in adopting new strategies to ensure resilience.

The confluence of long-run strategic challenges with food security – both in terms of the reliance on imports and the increasing frequency of climate shocks – and the short-term emergency conditions due to the War in Ukraine is leading the World Bank and its partners to develop an emergency \$190M mechanism to support Tunisia's food system. This mechanism will look to both address the immediate crisis through helping secure food imports to meet immediate needs as well as support strategic reform of the sector, both in terms of the resilience of domestic production, as well as seeking to rebalance the relative roles of the private sector and the state in the food system.

The challenges Tunisia face and the solutions that are required are representative of the types of problems that FCDO's CASA Technical Assistance Facility program seeks to solve. CASA Technical

Assistance Facility's expertise and solutions operate at the intersection of private investment and trade, food security, smallholder inclusion and climate resilience. The particular strength of the program is in designing and delivering business models that can harness the strength of the private sector to develop a more resilient mode of food production and then working with different actors (investors, governments, donors) to establish pathways to scale these up.

## **Overall Project Objective and Deliverables**

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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 Tunisia, while informing and influencing the investment mechanism to support Tunisia's food system from the World Bank.

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

The project's overall deliverable is a PowerPoint presentation (est. 30-50 slides) that includes a prioritized list of specific opportunities and recommendations to advance food security and climate resilience and mitigation priorities for smallholders in the 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.

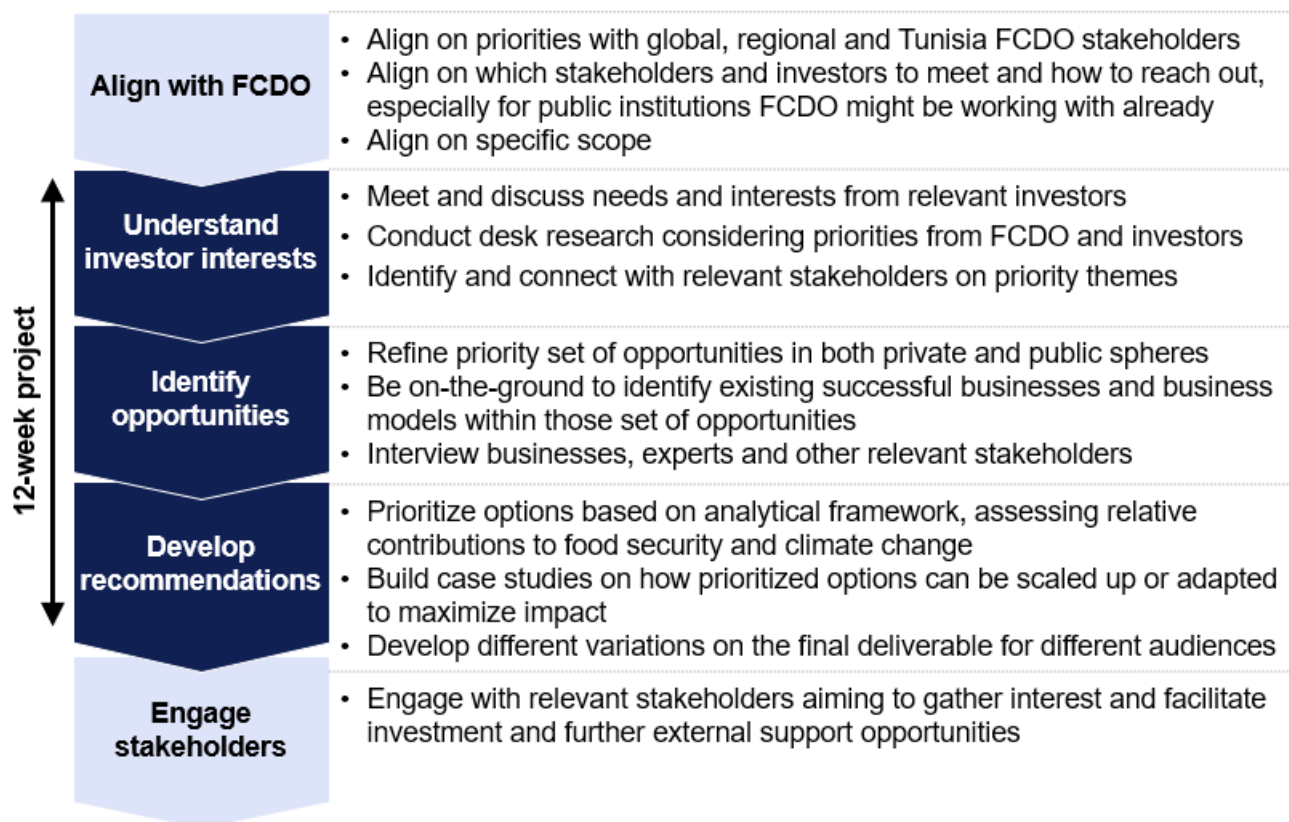
Proposed sub-objectives and elements of work are the following:

- Identify priority set of opportunities in both private and public spheres with potential to support increased mitigation and adaptation in the agricultural sector
- Create holistic profiles / case studies of the opportunity linking into existing examples of how this is being done (where possible in Tunisia)
- 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 the World Bank's investments
- Given relative attractiveness of options, identify where the largest R&D / trade needs are for Tunisia to help inform FCDO Tunisia opportunities as it relates to trade and investment
- Identify and build the case studies of specific businesses or business models that reflect the reality of the challenges and opportunities of the recommendations
- Identify and agree with WB specific platform/opportunity to disseminate findings

## **Key activities and timelines**

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The project should conduct the core research and analysis, and deliver the recommendations over a 12-week period. There would be an additional month at the end where we envisage engaging with relevant stakeholders on the suggested recommendations that would be mainly led by TechnoServe team.



## Skills and Requirements

- Demonstrated research experience evaluating agricultural value chains utilizing both primary and secondary resources
- Professional experience in developing countries, ideally in Tunisia
- 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 and French

## Logistics

The consultant will need to conduct primary research and interview relevant stakeholders in Tunisia during at least 3-4 weeks. TechnoServe will pay the consultant on the basis of the deliverables described above. The project would ideally start in October or November.

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