

Request for Proposal

Date: 9/20/2022

Subject: Experts to conduct Baseline study for the FTF Premier

Reference #: P0014095

Introduction: TechnoServe is an international nonprofit organization that helps people lift themselves out of poverty by harnessing the power of the private sector. Operating in almost 30 countries, we work with hardworking women and men in the developing world to build competitive farms, businesses, and industries. By linking people to information, capital, and markets, we have helped millions to create lasting prosperity for their families and communities.

General Requirements: The requirements for TechnoServe's anticipated contract are listed below. A more detailed Statement of Work is also attached.

The baseline data collection is planned to take place during quarter three, from end September - after delivery of the final Inception Report, to end of October and will provide a situational analysis at the start of the program that will form the basis for continuous process monitoring and the final evaluation.

Period of Performance: The period of performance of any contract resulting from this solicitation is anticipated to be between the start and end dates listed below.

Start Date: 10/3/2022

End Date: 12/16/2022

Proposal Content Instructions: In addition to responding to the Statement of Work, all proposals must:

- Describe the qualifications, experience, and capabilities of the firm or consultant in providing the type of services being requested. Resumes or CVs of the consultant or any key personnel of the firm shall be submitted as an attachment.

- Estimate the length of time required to accomplish all requirements, with detail on individual activity implementation dates, as referenced in the Statement of Work.
- Contain a detailed cost breakdown with applicable taxes and other charges clearly identified (and be presented in conformity with any further instructions included in the Statement of Work). Consultants should provide their daily or hourly billing rate, or their proposed fixed fee for the requested deliverables.
- Provide at least 3 references for similar contracts with a description of the services provided, value of the contract, and the contract periods of performance.
- Include a contact name, email address, and telephone number to facilitate communication between TechnoServe and the submitting firm or consultant.
- For proposals 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 citizenry 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 proposal 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 proposals must be emailed to the address below with your proposal attached in one or more files (PDF preferred). You will receive an auto-confirmation upon receipt. DO NOT email your proposal to any employee of TechnoServe or deliver your proposal in hard copy to a TechnoServe office. **Failing to adhere to these instructions may make your proposal ineligible for consideration.**

Email: buy+MZ+P0014095@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
9/26/2022	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:

emaposse@tns.org

9/28/2022 Date that answers to questions will be distributed to all known intended bidders.

10/2/2022 Last date that proposals will be accepted by TechnoServe.

**Terms and
Conditions:**

- The Request for Proposal is not and shall not be considered an offer by TechnoServe.
- All responses must be received on or before the date indicated on the RFP. All late responses will be rejected.
- All unresponsive proposals will be rejected.
- All proposals will be considered binding offers. Your proposal 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 proposal or cancel the solicitation process at any time, without assigning any reason, and shall have no liability to any vendors submitting proposals for such rejection or cancellation of the RFP.
- TechnoServe reserves the right to accept all or part of the proposal when awarding the purchase order/contract.
- All information provided by TechnoServe in this RFP 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 proposal.
- All proposals 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.

**Criteria for
Selection:**

TechnoServe's evaluation of proposals 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 contract to the bidder whose proposal is deemed to be in the best interest of TechnoServe. TechnoServe will not award a contract to any bidder where there is indication of a lack of business integrity.

Max Points	Criterion
20	Price, inclusive of all delivery fees and taxes
40	Relevant experience (Experience conducting evaluations/baseline studies)
40	Proposed approach (Methodology for defining sample size; finding)

The attached Statement of Work represents an integral part of this solicitation.



FEED THE FUTURE

The U.S. Government's Global Hunger & Food Security Initiative

Call for Proposals – Baseline Study

Feed The Future Mozambique Promoting Innovative and Resilient Agricultural Market Systems (FTF Premier)

Contract/Agreement Number	72065622CA00006
Implemented by	TechnoServe Inc Moçambique
Project Grant/Funding	United States Agency for International Development
Location	Nampula and Zambézia provinces and southern Niassa and Cabo Delgado provinces (Nacala Corridor)
Activity Start and End Dates	September 23 to December 02 [2022]
Language	English and Portuguese

A. BACKGROUND AND CONTEXT

The United States Agency for International Development (USAID) funds the Feed the Future Promoting Innovative and Resilient Agriculture Market Systems (FTF PREMIER) Activity to stimulate more inclusive agricultural markets for farmers. FTF PREMIER runs for five years, with a budget of nearly \$25.5 million.

The FTF PREMIER activity will achieve this by promoting inclusive and resilient agriculture-led growth along the broader Nacala Corridor¹ of northern Mozambique, applying a market systems development/approach (MSD). FTF PREMIER will implement a facilitative market system development (MSD) approach driven by three core components: a) support agricultural firms to expand local value addition in value chains with growing and attractive opportunities in export and local markets; b) support SMEs and smallholder farmers to expand their opportunities to access; and c) improve the capacity of local third-party service delivery partners to provide business, financial, and technical advisory and assistance. FTF Premier's Potential Impact is

- Increase incomes by an average of 30% and/or improve employment for over 90,000 individuals, including 26,700 women and youth
- Generate \$58M in annual sales by supported agribusiness firms and farmers
- Facilitate \$6M in new inclusive contracts for agribusinesses to reach 100K SHFs
- Produce 65,000 MT of nutritious food products sold to local consumers annually
- Stimulate access to \$11.1M in financing by agribusinesses and farmers

Activities under each sub-objective (SO) will be delivered by local partners with PREMIER staff serving to guide, build capabilities, and pivot where needed.

¹ FTF Premier defines the Nacala Corridor as starting at the port of Nacala and covering the entire Nampula province as well as the adjacent districts of Zambézia, Niassa, and Cabo Delgado. The corridor's 27 districts are home to around 7.5M people, of which over 80% are employed in agriculture, and more than half are under the age of 24.

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- **SO1:** Increase revenues and improve the profitability of a range of market actors by building the business, financial, and technical capabilities of agri-SMEs to provide better goods and services to medium and large agribusiness. Under this objective, the program is expected to involve 436 agribusiness clients, 54 firms producing MT, 60,000 SHFs, and 26,700 micro-entrepreneurs.
- **SO2:** Improve market access for smallholder farmers (SHFs) and agri-SMEs by incentivizing large-scale buyers to test and expand inclusive sourcing models; piloting and scaling interventions to improve critical market infrastructure and value-add services; and supporting improvements to the policy and business enabling environments. Under this objective, the program is expected to involve 100,000 SHFs and 700 women and youth entrepreneurs; over 900 enterprises [market infrastructure and nearly 200 firms accessing new market channels.
- **SO3:** Increase access to financing and investment by reducing the high cost of capital and addressing the inherent risks financial partners face in agricultural lending. Under this objective, the program is expected to involve 48,000 firms and farmers; 10,500 women and youth micro-entrepreneurs.
- **Cross-cutting SO (CCSO):** Expand economic opportunities for women and youth by integrating inclusive principles under each SO. Under this objective, the program is expected to involve 26,700 women and youth micro-entrepreneurs; nearly 39,000 women and youth engaged as suppliers and/or employees of agribusinesses; and increased savings and access to finance for 10,500 women and youth.

Although the FTF PREMIER proposal mentions four provinces and seven districts "in terms of target group and initial assessment for implementation of the program" the consulting company/individuals should consider the Nacala Corridor for proposal development.

The target group include: Producers/farmers, Coops/trade, Processors/exporters, Inputs suppliers/agro-dealers, Companies/firms, Service Providers, Finance Institutions, Universities or Educational Institutes. The Program will focus on eight commodity market opportunities in the Nacala Corridor: Groundnuts, Sesame, Soybean, Cassava, Maize, Cashew, Honey and Beans. This selection was based on initial market research/initial assessment and the visit made by the key personnel to Nampula province.

B. JUSTIFICATION

FTF PREMIER uses a set of performance indicators that measure each expected result of the Program. The program requires understanding how the results and achievement of its indicators evolve, covering all beneficiaries of the program. Each indicator has a unique Performance Indicator Reference Sheet (PIRS) that provides the indicator definition and data collection summary; indicators are also tracked internally through a Performance Indicator Tracking Table (PITT) and included in an Indicator Summary Table with accompanying baselines and targets, both of which are provided to USAID each reporting period. Prior to the start of implementation of the program activities baseline data for a number of program indicators is required.

The baseline study will determine the baseline values of the indicators agreed with USAID using

the Performance Indicator Reference Sheet and provide the points of reference to revise the initially agreed upon results per indicator. In order to guarantee that FTF Premier targets are realistic and achievable, a Baseline² Study will be conducted by an external consultancy to determine the baseline values. The consultancy company will design an initial qualitative and quantitative baseline study and develop methodologies using mixed methods as appropriate. The company/individuals will present a baseline report to be submitted to the FTF PREMIER program.

C. SCOPE OF WORK

The baseline data collection is planned to take place during quarter three, from end September - after delivery of the final Inception Report, to end of October and will provide a situational analysis at the start of the program that will form the basis for continuous process monitoring and the final evaluation. The baseline will be guided by the results framework. It will determine baseline values for selected indicators and for the relevant performance indicators of the results framework and will be used to inform the revision of project indicators targets. The agreed-on indicators in the results framework will ensure a comprehensive measurement of performance of the FTF Premier Program. The baseline will establish and validate the evaluation approach, with a robust and detailed methodology, that will form the foundation for the final evaluation. The methodology should clearly outline a sample design and sample size calculations that incorporate considerations of gender, age and methods of analysis.

The FTF Premier performance indicators are listed in the annex. The guidance for those indicators that are Feed the Future Standard Indicators can be found in the reference document

https://www.agrilinks.org/sites/default/files/revised_ftf_indicator_handbook_clean_version_20190926.pdf.

1. Data to be Collected

In addition to establishing quantitative baseline values for the relevant performance indicators in Table - Annex, the baseline study will also establish characteristics of the target beneficiary populations:

a) Smallholder Producers:

- Agricultural practices and techniques used by smallholder producers
- Hectares of land under improved techniques or technologies for the different targeted commodities
- Farm management practices currently used by smallholder producers
- Level of knowledge about improved agricultural practices and techniques and farm management practices of producers
- The financial services and products available to targeted producers and barriers and constraints to accessing them

² ADS 201.3.5.7 defines baselines and targets as follows: **Baselines:** The value of an indicator before major implementation actions of USAID-supported strategies, projects, or activities. Baseline data enable the tracking of changes that occurred during the project or the activity with the resources allocated to that project or activity

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- b) Producer Associations/Groups:
 - Services provided by producer associations and groups for: production (e.g., training and production assistance), primary processing (e.g., including storage), and market linkages
 - Organizational capacity
- c) Input suppliers/Agro-dealers:
 - Service areas coverage
 - Services and products offered
- d) SMEs:
 - Current production practices
 - Input and market linkages
 - Business Management practices
 - Other relevant data points to be collected include (all for direct beneficiary populations in the period before assistance begins):
 - Current average number of hectares per commodity under cultivation by project beneficiaries?
 - Current average annual volume of sales from the different crops by project beneficiaries?
 - Current average annual income level of project beneficiaries?
 - Current average annual yield per hectare for different crops?
 - Number of hectares of crops where good agricultural practices and soil management practices are applied
 - Percentage/number of target beneficiaries being technically assisted by Agribusinesses, Government or other actors?
 - Level of farmers' satisfaction by the provided/available technical assistance?
 - Percentage/number of individuals/farmers in target areas applying new techniques and technologies?
 - Percentage/number of target population accessing financial services?
 - Total amount of loans disbursed to the farmers?
 - Average level/percentage of post-harvest losses in the target areas?
 - Current storage capacities in the target areas?

Where applicable, the information above should be disaggregated by gender, age etc. The baseline study should also include some critical programmatic questions:

- What are the barriers to producers that keep them from using inputs and adopting new techniques/technologies and practices to produce higher quality and/or improving productivity?
- Are there sufficient human and financial resources and access to inputs and market linkage opportunities to implement changes?

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The baseline will form the basis for continuous process and results monitoring. It will provide important context necessary for the final evaluation. The consultancy firm will be required to:

- Establish baseline values and information for assessing and monitoring performance indicators (annex) of the FTF Premier program.
- Design and justify the methodology for the baseline study, ensuring all the data requirements for the final evaluation are covered, outline the evaluation questions and reviewing the indicators to ensure they are relevant to overall FTF Premier strategy.
- Systematically check accuracy, consistency and validity of collected data and information and acknowledge any limitations/caveats in drawing conclusions using the data.

2. Data Availability or data sources

The following are the sources of information available to the evaluation team. The sources provide both quantitative and qualitative data and should be expanded by the evaluation team during the inception phase. Additional documentation can be provided on request from the evaluation team

- RFA PREMIER - Program call for proposal
- FTF PREMIER proposal - Technical Application
- FTF PREMIER - Monitoring, Evaluation, & Learning Plan (MELP)
- List of beneficiaries: Smallholder Farmers that supply to Potential FTF Premier grants recipients and major agribusinesses in the Nacala corridor, SHF beneficiaries from Programs implemented by Technoserve in Nacala corridor, beneficiaries from Sustenta and other major GoM programs.

FTF Premier seeks the services of an evaluation firm to provide technical expertise for the design of the baseline study methodology to ensure it meets the objectives listed above, development of study tools, quality control during field work, and analysis and reporting. The contractor will provide technical expertise for design of the baseline study methodology including survey designs, development of study tools, quality control during field work, and analysis and reporting.

In particular, the contractor will be responsible for the following aspects and tasks for each survey, as applicable:

- a) Define the research hypothesis and research question, in consultation with FTF Premier staff
- b) Survey design and sampling plan if applicable
 - Finalizing the methodology, identifying the comparison group, and establishing the methodology for selecting the non-beneficiary sample.
 - Sample size calculation
 - Clustering and selection of units at each stage of sampling
 - Specification of methodology for selecting beneficiary sample

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- c) Questionnaire development
 - Lead the development of questionnaire instruments
 - Pre-testing, finalizing and translating questionnaires into local languages
- d) Data collection
 - Development of data collection protocols
 - Development of training guide for data collectors
 - Training of data collectors and supervisors
 - Design and oversight of listing operations (if applicable)
- e) Data entry and data cleaning
 - Development of data entry software and data entry protocols
 - Development of quality control measures for data entry and data cleaning
 - Data cleaning to ensure logic and consistency checks
- f) Data analysis, production of estimates, and report writing
 - Calculation and use of sampling weights
 - Production of estimates and disaggregates of indicators that ensure complex sample design taken into account
 - Production of confidence intervals and standard errors of indicator estimates
 - Submission of report with findings
 - Submission of documented data sets where the identity of individual beneficiary respondents has been anonymized or otherwise had their confidentiality protected

D. METHODOLOGY

The consultancy company/individuals will develop a methodology that will include the collection of quantitative and qualitative data from primary sources, including Producers/farmers, Coops/trade, Processors/exporters, Inputs suppliers/agro-dealers, Companies/firms, Service Providers, Finance Institutions, Universities or Educational Institutes and Government staff. For farmer-level data, the contractor will gather data using surveys and focus groups. For the remaining data sources, the consultancy company/individuals will use interviews [both - semi-structured and structured interviews]. When available, documents such as recent government-level statistics or business records need to be reviewed to triangulate other information collected.

The baseline study will incorporate a range of data collection approaches as outlined in table below.

Table 1: Baseline Data Collection Approaches

Beneficiary Population	Data Collection Approach	Purpose
Direct beneficiary producers (and non-beneficiary producers for the evaluation at baseline and endline).	Farmer Sample Survey – for both direct beneficiary producers (treatment group) and a comparison group of producers (control group).	Establish quantitative baseline values for FTF Premier performance indicators (for direct beneficiary group) for annual monitoring & for the final impact evaluation (direct beneficiaries)

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Beneficiary Population	Data Collection Approach	Purpose
		“treatment” group and on-participants “control” group).
Direct beneficiary micro, small, medium and large enterprises (agro processors, traders, other value addition, and transportation), input supply agents, shops and input service providers, business development service providers.	Small Enterprise Study (Survey of direct beneficiary enterprises (census); Focus Groups and Key Informant Interviews)	Establish quantitative baseline values for performance indicators relevant to micro, small, medium and large enterprises in the Nacala corridor sector; establish baseline situations around current practices, input and market linkages, and business management practices.
Producer groups/associations.	Producer Group Study (Survey of direct beneficiary producer groups/associations (census); Focus Groups and Key Informant Interviews with managers and members)	Establish quantitative baseline values for indicators relevant to producer groups and cooperatives; establish baseline situations around current management practices, services offered, sustainability.
Input suppliers & agro-dealers, other service providers as applicable	Input supplier and agro-dealer survey.	Establish qualitative baseline values for input suppliers and agro-dealers around current services offered, and business management practices.

Farmer Survey: The baseline survey must produce the data needed to conduct a rigorous final project evaluation to assess, among other dimensions, the impact of the FTF Premier Activity on the intended direct beneficiary producers in terms of success in increasing productivity and expanding trade of agricultural products. A quasi-experimental final evaluation design will enable evaluators to determine the extent of the change experienced by the beneficiaries after participation in FTF Premier activities, and attribute these changes to FTF Premier interventions—i.e., establish that the changes occurred as a result of FTF Premier interventions rather than other external factors. In order to evaluate this cause and effect relationship between the project interventions and results, the evaluation will compare the changes in the behaviors (e.g., agricultural practices used) and outcomes (e.g., increased productivity) of project producer direct beneficiaries over time to the behaviors and outcomes of a comparison group over the same time period, i.e., a group of producers that have similar characteristics to the direct beneficiary producers but did not participate in the project. This will enable analysis of the counterfactual, or the outcomes over the same time period of the project if the project had not been implemented, and enables the evaluators to determine the extent to which changes effected occurred as a result of project activities.

Thus, for **direct beneficiary farmers**, the baseline study will use a **beneficiary-based sample survey and sample survey of a comparison group** using Propensity Score Matching methodology, to establish quantitative values for performance indicators for each group. The contractor will be responsible for finalizing the survey methodology based on local context in close consultation with the FTF Premier staff to define the research hypothesis, research question and to identify the outcome variable(s) of interest. The contractor should utilize the following references in finalizing the methodology and [Methodological Briefs Impact Evaluation No. 8 Quasi-Experimental Design and Methods](#). To reduce the study bias and increase the confidence in measuring final impact of the intervention, the contractor must describe how the methodology will match the comparison group to the beneficiary producers on crucial characteristics according to the PSM methodology.

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The population are small holder and medium scale producers in the Nacala corridor geographic area.

1. **Direct beneficiaries** will be selected into the FTF Premier Activity according to the following criteria:
 - Currently farming.
 - Agricultural potential for increased commercial productivity, and presence of existing buyers or for new buyers to be formed within the value chains;
 - Be approximately 0.5 hectares or larger in agricultural production;
 - Must be of legal working age.
2. **Enterprise Survey:** For **direct beneficiary enterprises** the baseline study will use a **census of the targeted groups**. The population will be all direct beneficiary enterprises known at the time of the baseline survey.
3. **Producer Group Survey:** For **direct beneficiary producer groups** the baseline study will use a **census of the targeted groups**. The population will be all direct beneficiary producer groups, cooperatives and associations known at the time of the baseline survey.
4. **Input supplier and agro-dealer survey:** In the targeted areas, the survey will geolocate existing input suppliers and agro dealers, and enumerate their services and their products.
5. **Geographic Scope of the Study:** The geographic scope of the survey will be the same as that of the FTF Premier program activities, covering the Nacala corridor of Mozambique.
6. **Main Audience of Study:** The main users of the survey data will be the managers of the FTF Premier Activity, who will report the data to USAID. Data will also be used by FTF Premier project staff and shared as appropriate with partners to inform the design and refinement of project activities.

1. Sampling methodology

Respondents will be selected using a random process. The contract will develop a list of potential individuals per commodity or target group. Based on the list, farmers/coops agro dealers or other target groups in the farm or intermediary level will be randomly selected using probability proportional to size based on the total number of targeted groups within each cluster. In each selected cluster, a predetermined number of farmers/coops or other target groups will be selected using simple random sampling.

The FTF PREMIER will draw all potential partners from the Agricultural Market Systems Change Wheel which illustrates potential pathways towards inclusive change in an agricultural market system, considering the patterns of behavior and market forces that drive the change process. The Change Wheel illustrates a holistic overview of system change, with the outer circle indicating early stage change, the middle circle indicating a mid-transition stage, and the inner circle indicating the threshold for a well-functioning, inclusive market system. As such, from the technical perspective we will adopt the wheel as a framework for mapping its intervention portfolio.

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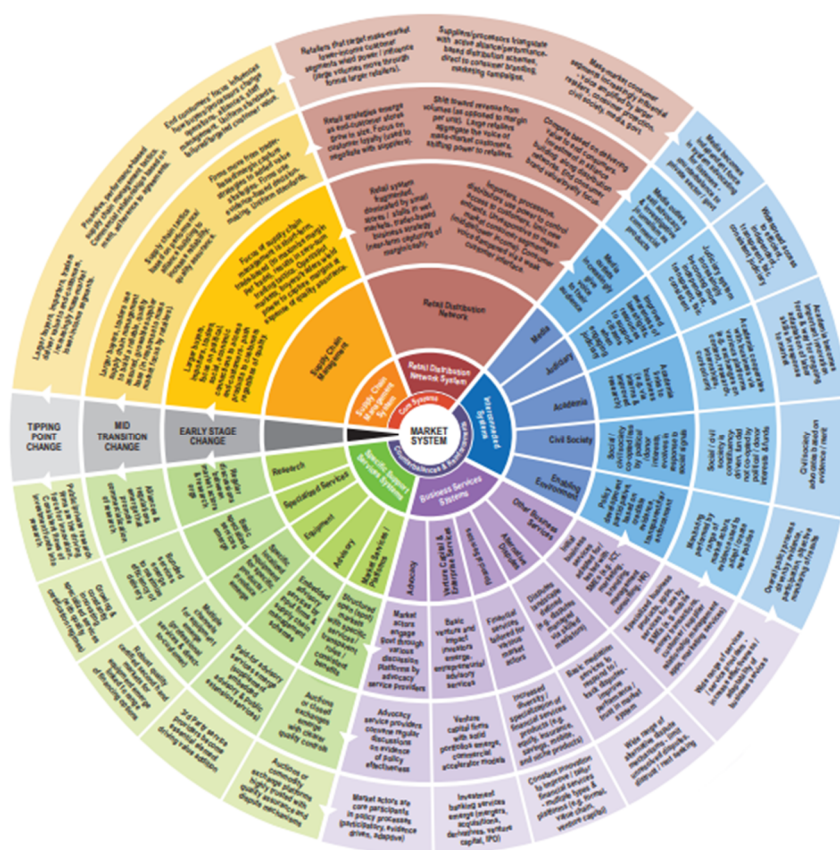


Figure 1: Agricultural Market Systems Change Wheel

The table below presents a suggestion for the Sample for in-depth interviews for the Sector Baseline

Table 2: suggestion for the Sample for in-depth interviews

System	Actor Type	Sample		
		Male	Female	Youth
Input distribution network system	Small scale seed multiplication firms			
	Major agro-input importers and national-level distributors			
	Nursery operators			
	Small and medium district-level wholesalers			
	Major seed producers and multipliers			
	Seed processor and marketer			
	Agro-dealers and agents (retailers)			
	Aggregators			

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System	Actor Type	Sample		
		Male	Female	Youth
Supply chain management system	Small-scale farmers			
	Medium- and large-scale farmers			
	Large-scale produce buyers and exporters			
	Small-scale traders			
	Processors			
Business services systems	Banks			
	Microfinance institutions			
	Rural finance			
Support services	Government and NGOs			
	Logistics/transporters			
	Mechanization service providers			
	Market information systems and platforms			
Interconnected systems	Media (radio and newspapers)			
Other actors	Other actors			
TOTAL				

2. Composition of the focus groups

The Contractor will develop a detailed plan for FGD in different districts on the Nacala Corridor. The FGDs will be in two groups for each district selected by a consultancy company/individuals – a women group and male group. This process will allow each of the gender-segregated groups to open up and freely answer the questions. The contract will develop a FGD tool able to understand perceptions of different commodities/farmers/challenges and opportunities related to production, best practice, buyers, inputs, etc. The contractor will hire a facilitator for each group who speaks the local language. Eight to twelve participants for each group will be chosen randomly from the sample of producers or other target groups that are interviewed.

3. Data collection tools

Data collection tools will be developed, translated, and finalized after field testing per the information needed and data sources:

- a) **Farm and farmer-level** - the contractor will develop a questionnaire to capture

characteristics in the community or farmer level, such as agricultural context [commodities, seasons, crops grown, etc.], geography of the village [distance to markets, access to finance or government facilities, etc.], and prices [of agricultural produce, inputs, food nutritious]. On the other hand, it'll be necessary to apply a multi-module household survey instrument in order to compute yields and agricultural profit at the plot level, as well as other business profits. Thus, the questionnaire will cover: general household level characteristics [income, education, gender, family size], detailed plot-level agricultural information [land, crop choice, harvest, sales, inputs] knowledge of agricultural best practices, linkages to agro-dealers or agro-processors, decision making [roles and responsibilities in the household, participation in activities], and other key questions.

- b) Intermediary level** - for agro-dealers/input supply level: the contractor will develop a questionnaire with key information related to abragence or geographical coverage [number of farmers, availability of products, suppliers, acquisition], prices of chemicals, availability and maintenance of machines, etc. on the other hand, for buyers/exporters/processors: the contractor will develop a questionnaire to capture information related to warehousing infrastructure (existing or planned), main constraints related to ability to offer higher prices for quality crops and needed conditions in order to raise prices, equipment to process food, etc.
- c) For Government Level** - the contractor will develop a questionnaire to capture information related to market/inputs [fertilizer, seeds, chemicals], warehousing [current or planned], commodities [maize, cashew, cassava, soybean, beans, groundnuts, etc], storage, technical assistance, financing, Employment in the agri-food system, sales, etc.

4. FTF Premier Evaluation Methodology

FTF Premier is proposed to be evidence-based intervention with a strong monitoring, evaluation and learning system built into it. Baseline, midlines and endline surveys will be conducted to know how the program is influencing the actors or beneficiaries in the Nacala Corridor. Apart from generating impact evidence, assessments will be carried out to document what has worked and what did not work across geography, value chains and actors involved.

The program will consider an initial approach of impact measurement/analysis of differences in indicators using the control groups [Quasi-experimental design]. In this approach we consider the comparison between the trends in the control group from before and after the project versus the trends in the treatment group. If the trends are significantly greater for the treatment group (in a statistical sense), this suggests that the project had an impact. Thus, the baseline should indicate/propose the geography areas that could be used as control groups during the implementation of the program.

5. Conditions/criteria for the methodology

Prospective candidates should clearly outline the methodology that will be used in the baseline survey. The methodology should:

- a) Demonstrate impartiality and lack of biases by relying on a cross-section of information sources (stakeholder groups, including beneficiaries, etc.)
- b) The selection of field visit sites will also need to demonstrate impartiality.
- c) Use mixed methods (quantitative, qualitative, participatory etc.) to ensure triangulation

- of information through a variety of means
- d) Define and Provide calculations and justifications for an adequate sample size that is statistically representative while putting into consideration financial and time constraints
 - e) If there is a plan for probability sampling, the methodology will be expected to ensure a 95% confidence level and a clear method of analysis.

6. Additional considerations

M&E Manager or other FETF Premier key personnel will also be involved at various stages of the plan - training enumerators, data capture, etc. For a better alignment between the FTF Premier team and consultancy company/individuals, a meeting will be set up to align expectations or to respond to the terms of reference. Throughout, the consultancy/individuals will be working closely with the M&E Manager. Methodological rigor will be weighted significantly in the assessment of proposals. Bidders are invited to question the methodology presented in this ToR and improve on it or propose an approach that is deemed more appropriate.

E. TOTAL LOE – 2.5 Months

F. DELIVERABLES AND TIMEFRAME

The following deliverables are expected under this assignment:

- a) Inception Report [baseline methodologies, tools, interview protocol, among other key elements]
- b) Draft the baseline [including the findings] report
- c) Draft the Final report of the baseline, incorporating FTF Premier internal feedback before USAID submission **submitted by December 02th, 2022**

G. COORDINATION AND SUPERVISION

The consultant will report to the Chief of Party, with close collaboration with the M&E Manager. They will work closely with the FTF Premier Team and Mozambique country team, with consultation where relevant, with partners and other stakeholders. The Project's Chief of Party or his designee will be responsible for the technical supervision of and acceptance of deliverables.

H. QUALIFICATIONS AND REQUIREMENTS

1. Qualifications and Experience

The consultancy company/individuals must have in its team experts linked to the different strategic areas of the program. The proposed team should be familiar with the subject of agricultural and rural development and be familiar with the socio-economic and political milieu in the Nacala Corridor in order to demonstrate/develop surveys that are applicable to the local reality [context and type of questions to ask the different beneficiaries].

The company must present/propose all the team members (key Personnel and technical staff) that are likely to successfully manage the technical and administrative aspects. This list should include:

- a) Women's Economic Empowerment (WEE) Specialists,
- b) Qualitative Research Analyst/ Specialists,
- c) Senior Monitoring and Results Measurement Specialists and
- d) Senior Methodology Specialist

2. Requirements/Documents for the Consultancy Firms

- a) Legal standing (i.e., registration or founding statute);
- b) Minimum of three (3) references from previous clients in relation to studies or evaluations for development programs that highlight both quantitative and qualitative research. This can include relevant baseline studies.
- c) A technical proposal that highlights the capacity of the applicant consultancy firm to organize and implement large scale data collection and analysis;
- d) A proposed budget (detailed costs; daily rates/fees; number of days needed to perform the work; provide required terms and conditions of payment)

As appendices to the technical proposal, applicants must include:

- a) A sample draft agenda for a two-day methodological workshop for a baseline study;
- b) CVs of all the team members, including the team leader;
- c) A sample of their writing, for example, a report or written product from a previous study or evaluation;

I. CONTRACTING AND PAYMENT MODALITIES

Payment shall be made in the three installments upon submission and acceptance of the following reports:

- 30% after delivery of final Inception Report;
- 40% after delivery of final Draft the baseline;
- 30% after delivery of final Draft the Final report of the baseline

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J. SELECTION CRITERIA

Contractors will be evaluated on the following criteria, assessed through the contractor's proposal. In case it is not possible to select the contractor purely from information in the proposal, FTF Premier reserves the right to hold an interview with the contractor and/or contact the references of shortlisted firms.

#	Technical Criteria	Weighting
1	Relevant experience: <ul style="list-style-type: none"> • Experience conducting evaluations/baseline studies [quantitative/qualitative aspects] • Team on the ground in the proposed survey areas • Management / appointed study supervisor biographies/ qualifications • Experience in developing MSD analysis/key findings reports of data collected 	40%
2	Proposed approach: <ul style="list-style-type: none"> • Methodology for defining sample size; finding, selecting and ensuring responses from key stakeholders (coops/trade, processors/exporters, business providers, finance institutions, universities, among others) • Methodology for field supervision, collecting data and other processes for ensuring data quality • Proposed approach for involving the FTF Premier team in the process • Communication of response and realistic deliverables 	40%
3	Cost: <ul style="list-style-type: none"> • Competitive financial proposal 	20%
Total		100%

K. CONDITIONS OF WORK

#	Description	To be arrange by FTF Premier Team [N/Y]	
1	International Travel/ Visa for internationally recruited consultant(s)	No	The consultancy firm must include all the costs in the budget
2	Local Travel/ Transportation/Perdiem	No	The responsibility of making and covering all costs related to travel and accommodation within Mozambique falls to the consultancy firm.
3	Health Insurance	No	Responsibility of the consultancy firm
4	Office Space	Yes	Depending on availability, FTF Premier may provide space in Nampula Office
5	Internet	Yes	FTF Premier will facilitate internet access when the selected consultancy firms are in its premises.

L. LAST DATE FOR SUBMISSION OF PROPOSAL

Technical and financial proposals must be submitted by September, 23 [2022]. Both technical and financial proposals have to be submitted by sending it through the email present below. For further clarification on the proposed work, the bidding agencies may contact the FTF Premier team using the same email: buy+MZ+P0014095@tns.org
: emaposse@tns.org ; dmadivadua@tns.org ; ladam@tns.org

M. ABOUT TECHNOSERVE (IMPLEMENTING PARTNER)

TechnoServe is a leader in harnessing the power of the private sector to help people lift themselves out of poverty. A nonprofit organization operating in 29 countries, we work with enterprising men and women in the developing world to build competitive farms, businesses and industries. By linking people to information, capital and markets, we have helped millions to create lasting prosperity for their families and communities. Founded over 50 years ago, TechnoServe has been named the #1 nonprofit for fighting poverty by the ImpactMatters charity ratings agency

More information on TechnoServe at: Twitter: [@TechnoServe](https://twitter.com/TechnoServe) / Facebook: [@TechnoServe](https://www.facebook.com/TechnoServe) / LinkedIn: [@TechnoServe](https://www.linkedin.com/company/technoserve)

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ANNEX – Indicators table

Indicator		Result Measured by Indicator	Type of Indicator	Targets
Impact: A more competitive, inclusive, resilient, and sustainable agricultural market system that reduces poverty and increases food security				
Goal: Increase agriculture-based incomes and employment in target areas of the Nacala Corridor				
1	Employment in the agri-food system	Goal [Impact]	Standard EG.3-g	TBD after the baseline
Sub-objective 1 [SO1]: Increase profitability of agricultural enterprises				
4	Value of annual sales of producers and firms receiving USG assistance (attributable to the program)	Outcome [SO1]	Standard EG.3.2-26	\$58.000.000
5	Yield of targeted agricultural commodities among program participants with USG assistance [IM-level];	Outcome [SO1]	Standard EG.3-10	30%
6	Percent of USG-assisted organizations with improved performance [IM-level]	Outcome [SO1]	Standard CBLD-9	60%
Outcome 1: Agribusinesses capture and respond to evolving end market demands via improved business management practices that put them on a growth trajectory / pathway				
8	Number of individuals in the agriculture system who have applied improved management practices or technologies with USG assistance	Outcome [1]	Standard EG.3.2-24	60,523
Output 1: Partners trained on good agribusiness and entrepreneurs practices with finance services and assistance linkages				
10	Number of individuals participating in USG food security programs [IM-level]	Output [1]	Standard EG.3.2	100,000
Sub-objective 2 [SO2]: Strengthen and expand access to markets and trade for farmers and SMEs				
Output 2: Partners with strengthened relationships in the market (between firms and with SHFs)				
18	Number of MSME firms with formal contracts with buyers for selling agriculture-related goods and services	Output [2]	Custom	700
Sub-objective 3 [SO3]: Increase access to financial services for farmers and agribusiness SMEs				
19	Value of agriculture-related financing accessed as a result of USG assistance	Outcome [SO3]	Standard EG.3.2-27	\$11.100.000
20	Value of new USG commitments and private sector investment leveraged by the USG to support food security and nutrition [IM level]	Outcome [SO3]	Standard EG 3.1-14	\$14.915.000
Outcome 3: Agribusinesses and financial institutions increase and improve lending and investment products/services for suppliers to meet OPEX and CAPEX needs				

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Indicator		Result Measured by Indicator	Type of Indicator	Targets
21	Number of individuals participating in USG-assisted group-based savings, micro-finance or lending programs [IM-level]	Outcome [3]	Standard EG.4.2-7	48,125
Sub-objective 4 [CCSO]: Positive youth development and women's empowerment				
23	Percentage of participants in USG-assisted programs designed to increase access to productive economic resources who are youth (15-29)	Output [4]	Standard YOUTH-3	50%
24	Percentage of female participants in USG-assisted programs designed to increase access to productive economic resources	Output [4]	Standard GNDR-2	40%
Outcome 4: Women and youth are prepared to enter and thrive in the local workforce and/or pursue self-employment opportunities				
26	Number of women and youth that are suppliers and/or employees of agribusinesses and agro-processors	Outcome [4]	Custom	38,900
27	Number of youth trained in soft skills/life skills through USG assisted programs	Output [4]	Standard YOUTH-1	87,460