

# Request for Proposal

**Date:** 9/2/2022

**Subject:** Consultancy, Prosper Cashew Proj. Post-Monetization Impact Assess

**Reference #:** P0013683

**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 objective of this consultancy is to assess & document the effects of the project monetizations and determine whether monetization sales caused any adverse impacts in the markets to which they were sold. Adverse impacts may include displacing commercial trade and/ or discouraging local food production. The selected consultant or firm will design & conduct an in-depth assessment of the impact of the three monetizations in the local economies, including both desk-based and in-country studies.

**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:** 1/31/2023

**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+US+P0013683@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>
9/14/2022	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

9/16/2022 Date that answers to questions will be distributed to all known intended bidders.

9/30/2022 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.

<b>Max Points</b>	<b>Criterion</b>
30	Price, inclusive of all delivery fees and taxes
35	Technical proposal (Assessment Approach/Methodology, including resourcing.
35	Past performance and relevant experience

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

## **Exhibit 1: Scope of Work**

### **Consultancy for Prosper Cashew Project Post-Monetization Impact Assessment**

**Expected start date:** October 2022

**Subject:** Request for Proposal to conduct a post-monetization study for the USDA-funded West Africa regional (Côte d'Ivoire, Ghana, and Nigeria) Prosper Cashew project

## **1 Background**

### **1.1 TechnoServe**

TechnoServe is an international nonprofit organization that promotes business solutions to poverty in the developing world. It is headquartered in Rosslyn, VA and operates in 29 countries worldwide. TechnoServe's mission is to work with enterprising men and women in the developing world to build competitive farms, businesses, and industries. It does this by linking people to information, capital, and markets. With more than 50 years of proven results, TechnoServe believes in the power of private enterprise to transform lives.

### **1.2 Project background**

Prosper Cashew is a five-year, \$29 million project funded by the U.S. Department of Agriculture (USDA) under the Food for Progress Program (FFPr) that aims to strengthen cashew processing in Côte d'Ivoire, Ghana, and Nigeria. West Africa is the world's leader in cashew production, accounting for more than 45% of the raw cashew nuts harvested around the globe each year. However, less than 10% of raw cashew nuts are processed within West Africa. The vast majority are exported to Asia, where they are processed before being shipped to consumer markets around the world.

In June 2021, Prosper Cashew monetized 24,000 MT of bulk soybean meal in Ghana, 11,000 MT of bulk soybean meal in Cote d'Ivoire, and 25,000 MT of bulk rice in Mali.

## **2 General Requirements & Scope of Work**

The objective of this consultancy is to assess and document the effects of the project monetizations and determine whether monetization sales caused any adverse impacts in the markets to which they were sold. Adverse impacts may include displacing commercial trade and/or discouraging local food production.

The selected consultant or firm will design and conduct an in-depth assessment of the impact of the three monetizations in the local economies, including both desk-based and in-country studies. Data should be collected from both primary and secondary sources of information and the assessment should use a mixed-methods approach that applies qualitative and quantitative techniques and triangulates information from different methods to enhance the reliability of the findings. The assessment should seek to address the following key questions. The selected consultant or firm may refine these questions or propose new or alternative questions.

### Market Context

- What are the supply and demand trends for the commodity and country? Who are the domestic producers of the commodity and how are they distributed in the country? Who are the main buyers and how do they influence the market?
- How is the commodity produced, consumed/processed, traded, regulated, marketed generally in the context of this particular country/region?
- Did the quality of the offered commodity correspond to local market demand?
- Are there any substitute commodities for the selected commodity?

### Monetization Process

- How did bidders and potential buyers learn about the tender? What were the most effective outreach methods for bidders/ potential buyers that learned about the tender?
- Did sales occur as intended or was there a lag because of unforeseen conditions in the market?
- Were the timing, volume, and terms of the sale appropriate?
- Are/were there adequate logistics in the country to handle the volume of commodity sold in the number of shipments assessed?
- To what extent was in-country storage utilization affected?
- What were the actual prices and quantities of the commodities sold compared to pre-monetization estimates?
- Did the tender process attract the desired number and quality of offers? If not, why not?
- How many potential buyers have/had the capability to bid and purchase the entire load according to the established conditions in the bid?

### Effect on Commodity Prices

- Did the monetization have an effect on commodity prices? If so, at what level (e.g. local, farm-gate, etc.)?
- What happened to local and international prices during this time period? (Sudden change higher or lower than was unusual)? Did local currency fluctuations affect prices?
- Did local price fluctuations follow global/regional patterns?
- Did port conditions affect the sale terms or price offered? If so, how?
- Were there any other market factors that could have impacted prices during that time?

### Overall Impact

- To what extent did monetization affect local production and consumption in the short- (few months after monetization), medium-(first marketing year<sup>1</sup> after monetization), and long-term (subsequent marketing year)?
- To what extent did monetization displace commercial trade in the short- medium-, and long-term?
- If there are substitute commodities for the selected commodity, did the monetization of the selected commodity impact production/marketing of substitute commodities?
- Were buying patterns of local and international actors affected? If so, what was the magnitude and length of the change?
- Was the country's transportation infrastructure affected by the monetization?
- Did the port have the capacity to efficiently handle the shipments?

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<sup>1</sup> As defined by the U.S. Department of Agriculture's Foreign Agricultural Service in its Production, Supply, and Distribution (PSD) database: <https://apps.fas.usda.gov/psdonline/app/index.html#/app/home>

## **OUTPUTS/ DELIVERABLES**

1. With inputs from TechnoServe, the Consultant will produce a detailed work plan that includes: a description of the assessment methodology and approach, a timeline for the assessment, and a research plan that includes the list of experts and/or relevant stakeholders in the sector to interview/survey as well as the list of potential sources for secondary research.
2. Develop the tools required for data collection (surveys, etc.) and present them to TechnoServe for feedback and approval.
3. Using qualitative and quantitative methods which includes econometric and statistical analyses, develop and test hypotheses about the direct and indirect relationships between food aid monetization efforts and local prices for animal feed and fodder in Cote d'Ivoire, Ghana, and Mali. An example of a testable hypothesis is that the monetization activity had no negative impact on animal feed prices in Ghana in 2021 - 2022.
4. Consultant will conduct the assessment, addressing the assessment objectives and responding to the questions in the scope of work, and develop and present a summary of preliminary findings. The document should include a table of content and main preliminary findings. In addition, the document should include – as annexes – relevant charts, analyses or calculations needed to produce/estimate findings. This document will be the main input for the final report.
5. Following TechnoServe feedback on the preliminary summary of findings, consultant will produce a) a final, detailed assessment report in high-quality English and b) a 2-3-page stand-alone brief describing the evaluation design, key findings and other relevant considerations. The brief will serve to inform any interested stakeholders of the Post Monetization Impact Assessment, and should be written in language easy to understand by non-evaluators and with appropriate graphics and tables.
6. Final presentation: Consultant will develop a PowerPoint document and will conduct a presentation for TechnoServe's staff and other stakeholders.

The overall level of effort required to complete these deliverables is estimated at approximately 70-100 days.

### **3 Required Skills & Experience**

For the post-monetization impact assessment, TechnoServe will select a consultant or multidisciplinary team that provides a deep knowledge of the local commodity markets, and understands and makes appropriate use of evaluation best practices in line with international technical standards. The successful bid will demonstrate capabilities in the following areas:

- Consultant or consulting firm should have at least 5 years of experience in conducting similar impact assessments and/or market analyses. Candidates with a minimum of two monetization-related impact assessments and/or development economics assessments would be preferred. Experience in conducting similar impact assessments in West Africa is highly desired.
- Experience as a lead researcher with international work experience in impact evaluations, with a Master's degree in Applied Economics, Economics or other social sciences, such as anthropology, sociology, or agronomy. Candidates with a PhD in Applied Economics would be preferred.
- Experience with quantitative and qualitative evaluation methodologies; additional training and expertise in applied economics and/or other social sciences relevant to the study (e.g. agronomy, anthropology, economics, statistics, or related area).

- Relevant experience in designing qualitative and quantitative data collection tools and conducting data collection in the field; analytical and research capacity and experience in using statistical software (e.g. SPSS, STATA, etc.) would be preferred.
- Excellent French and English writing and communication skills, with special attention to research protocols, research documents and descriptive reports for a broad audience.
- Ability to communicate research findings in a clear, succinct and diplomatic manner.
- Ability to communicate with people from different backgrounds and different levels of management and to work independently to meet deadlines.
- Experience conducting evaluations for international donors (e.g. USDA, USAID, and European Union, etc.) and delivering reports in English would be preferred.

#### **4 Period of Performance (continued)**

The period of performance of any contract resulting from this solicitation is anticipated to begin on or about October 2022 for a duration of approximately three-to-four months. Proposals shall detail the estimated length of time required to accomplish all requirements, with detail on individual activity implementation dates, as referenced in the Scope of Work.

#### **5.2 Criteria for Selection (continued)**

The evaluation of each response to this RFP will be based on the criteria set out below. At the sole discretion of TechnoServe, the top proposals may be selected for follow-up questions.

- Technical proposal (Assessment Approach/Methodology, including resourcing and deliverables; Quality of Work Plan, including timeline) – 35%
- Past performance and relevant experience – 35%
- Cost proposal – 30%

We encourage all qualified individuals and organizations who share TechnoServe's vision of improving the lives of others through proven business solutions to apply. Candidates based within the region are encouraged to apply.

With our commitment to diversity, we are proud to be an equal opportunity employer and affirmative action employer and do not discriminate on the basis of gender, race, color, ethnicity, religion, sexual orientation, gender identity, age, HIV/AIDS status, protected veteran status, disability, and all other protected classes.