

Request for Proposal

Date: 31/08/2022

Subject: Support with technical input & review of the project deliverables

Reference #: P0013771

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.

LOE 30% for 12 weeks

The role will provide technical guidance to the FTF Premier Technical Director and Chief of Party, including overseeing scopes of work, team composition, analysis, preparation of reports and deliverables (listed in the SOW). Participation in weekly 1:1s as required with the Technical Director and/or working group

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: 15/09/2022

End Date: 15/12/2022

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: Inglês

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+P0013771@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
02/09/2022	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

05/09/2022 Date that answers to questions will be distributed to all known intended bidders.

07/09/2022 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
30	Price, inclusive of all delivery fees and taxes
40	Relevant experience and past performance
30	Availability during the period of performance (30% LOE requested)

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

Exhibit 1: Scope of Work – Technical Expert

Project Name: FTF Premier

Time Period of Consulting Services: 15 September to 15 December 2022

Type: Draw Down Contract

Context:

Under the new Feed the Future FTF Premier (FTF FTF Premier) USD\$25.5M program, TechnoServe (TNS), along with international development firm DAI and local consultancy ELIM Serviços, will work to catalyze inclusive agricultural markets that address the challenges faced by the communities of the Nacala Corridor.

FTF Premier will link agri-SMEs to technical assistance providers that can help them build the necessary business, financial, and technical skills. Medium and large agribusinesses will receive customized support to meet their specific needs.

To incentivize better market access for farmers and SMEs, FTF Premier will work with local service providers to develop, test, and scale inclusive sourcing models that deliver better commercial outcomes to medium and large agribusinesses while also improving the livelihoods of smallholder farmers, particularly women and young people. FTF PREMIER will also work with government and private sector organizations to strengthen the enabling environment for agri-SMEs, and will facilitate access to improved market infrastructure and value-added services.

In order to improve access to finance for farmers and businesses, FTF Premier will work on both the demand and supply side. On the demand side, the program will build the capacity of SMEs to become investment-ready and connect them to lenders. On the supply side, FTF Premier will help financial institutions create innovative products for the sector, formalize supply-chain financing options, and broaden financial lending to the agriculture sector through credit lines and loan guarantees.

Finally, FTF Premier will focus on supporting the economic empowerment of women and youth. The program will work with local delivery partners to provide entrepreneurship training to women and young people, helping them to launch and grow their own agri-SMEs.

Assignment background:

To inform its first year work plan and to establish baselines, TNS will carry out a series of industry and market assessments (jointly referred to as ‘the assessments’) during the period September to December 2022. Below are the planned assessments:

- **Commodity Value chain and Geographic analysis:** will examine the structure of the six proposed value chains (pigeon peas, groundnuts, sesame, soybean, cassava and maize), as well as others that may surface as part of the ongoing research, looking at the relationships, incentives, opportunities and barriers that face market actors, especially women and youth.
- **End Market Opportunities Assessment:** Confirm the most attractive end-market opportunities for the commodities being analyzed where the Nacala Corridor may have a sustained comparative advantage for the commodities.
- **Food Processing Industry Mapping:** Analyze barriers and opportunities for growth; review the regulatory environment, processor technical capabilities, food safety and standards, and the support landscape that limits the expansion of local food processing.
- **Climate vulnerability and opportunity analysis:** Assess the potential impact of climate change as

part of the Commodity Value Chain & Geographic Analysis

Responsibilities:

To provide technical guidance to the FTF Premier Technical Director and Chief of Party, including overseeing scopes of work, team composition, analysis, preparation of reports and deliverables.

Specific responsibilities include to:

- 1) Technical input and review of the following project deliverables
 - a. Scopes of work for the assessments, including individual consultant scopes of work
 - b. Guidance on data collection process, including kick-off workshops and defining of final deliverables of consultants
 - c. Reports and documentation for the validation workshops with external stakeholders
 - d. Final reports and presentations
- 2) Participate in weekly 1:1s as required with the Technical Director and/or working group

Level of effort

Draw down contract of equivalent LoE of up to 1.5 days per week over the three-month period.

Indicative timing of project activities

- Week 1: Planning for workshop and research tool development
- Week 2: Planning workshop and initial interviews with key stakeholders in Nampula;
- Week 3-5: field work and steady drafting of the reports;
- Week 6: internal team workshop to identify key opportunities and commodity action plans to serve as the basis of PREMIER implementation activities; Identify further research discussions that need to take place;
- Week 7: Strategic project workshop, validation workshops organized in Nampula and in Maputo;
- Week 8: first draft of each of the studies due;
- Week 12: final reports due.