

Request for Expression of Interest from Business Development Services Providers

Feed The Future Promoting Innovative and Resilient Agriculture Market System Activity (FTF Premier)

Announcement type: Expression of Interest (EOI)

EOI Code: FTF Premier-EOI-23-001

EOI issued Date: 21, June, 2023

Date for clarification questions: 20 June to 3 July, 2023

Close of submission date: 10, July, 2023

Submit application to: procurement-mz@tns.org

TechnoServe is issuing this Expression of Interest (EOI) for The Feed the Future Mozambique Promoting Innovative and Resilient Agriculture Market Systems Activity (FTF Premier), to identify individuals and organisations that can offer business capacity building and business plan development to agro-MSMe (Micro, small and medium businesses) in the Nacala Corridor. This EOI is to identify those organizations who can provide business, financial, and technical advisory, and business planning assistance to agro-business.

FTF Premier is a five-year USAID funded project that will work with local market actors to increase the resiliency of the agricultural market system in the Nacala Corridor to absorb, adapt, and respond to external climate, economic, and political shocks. The ultimate project goals are to reduce poverty and to improve food security.

FTF Premier will use a facilitative approach aimed at strengthening market systems by focusing on 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 markets and increase production and productivity; and
- c) Improve the capacity of local third-party service delivery partners (BDS providers) to provide business, financial, and technical advisory, and assistance to agribusiness enterprises.

It is the Business Development Services (BDS) providers in the last component which is the focus of this EOI. By improving the capacity of local BDS providers, the program will ensure long term and sustainable local services are available in the Nacala Corridor.

SECTION I – Main Objective

The main objective of this Expression of Interest (EOI) is to solicit interested potential and/or existing BDS providers to partner with FTF Premier to develop or improve their capacities, portfolio and expertise for the provision services to agro-businesses including, but not limited to, the following:

- Business Plan Development
- Business Advisory (general management, human resources, marketing and sales etc.)
- Financial Advisory (record keeping, digital administration, budgeting and cash flow planning, etc.)
- Technical Advisory (production, storage, food safety, etc.) capacity building

SECTION II – Eligibility Criteria

The eligible candidates must be:

- Be located in the Nacala corridor
- Be legally registered according to the Mozambican Law
- Have at least one year of experience in the proposed area of service provision
- Company name should not appear on the List of Parties Excluded from Federal Procurement and Non-procurement Programs in SAM (<http://www.sam.gov/>)

SECTION III – Selection Criteria

Once the interested applicants have submitted their expression of interest, the FTF Premier team will review the received expressions of interest and select applicants based on the following:

1. Past experience of the services provided in the Nacala corridor (20 points)
2. Knowledge of and experience with working in the agriculture sector (30 points)
3. Qualification and Experience of employees including the number of youth (18 to 29 years) and women (20 points)
4. Motivation and presentation of the expert/organization (30 points)
5. Women and youth applicants will receive a 5-point bonus.

FTF Premier will then determine how many applicants will be selected to become a partner to the FTF Premier project.

SECTION IV – Scope of Activities for the Selected Companies

After selection, the BDS providers are expected to undergo a customized training program and attend training on the job for the provision of business capacity development and business plan development. The objective of the FTF Premier training is that the selected BDS providers will increase their capacity to offer quality capacity building services to the local agri-businesses.

SECTION V - Requirements for Proposals Submission

The interested service providers must use the forms indicated below:

1. Presentation and motivation letter (max 2 pages)
2. Organisation/expert's profile (max 2 pages)
3. Relevant work experience (max 1 page)
4. Curriculum vitae of the relevant members (max 2 pages per member)
5. At least 2 recommendation letters from past clients

SECTION VI - Submission

The documents must be submitted through procurement-mz@tns.org.