

REQUEST FOR EXPRESSIONS OF INTEREST

(CONSULTANTING SERVICES- FIRMS SELECTION)

Country: Federal Democratic Republic of Ethiopia

Name of Project: INCLUSIVE AND SUSTAINABLE VALUE CHAIN DEVELOPMENT PROJECT (ISVCD)

Owner of the Project: Federal Ministry of Agriculture (MoA) with the Italian Agency for Development Cooperation (AICS)

Assignment Title: Technical assistance for capacity building of value chain actors and technical assistance for entrepreneurship skills development and adoption of good practices and innovations by value chain actors.

Reference No. ET-MOA ISVCDP-12020-CS-QCBS

Budget: 362,866.00 EURO

I. INTRODUCTION

Background

The agro-industrial development strategy of the Government of Ethiopia (GoE) envisages the creation of Integrated Agro Industrial Parks (IAIPs) as one of the key mechanisms for attracting foreign investments, improving the competitiveness of businesses through the exploitation of economies of scales agglomeration and contributing to the structural transformation of the economy. Agro-industry development will also contribute to the modernization of the agricultural sector through the creation of a demand for quality raw materials in predetermined quantities and time

Finally, new economic opportunities for small and medium-sized agro-industrial enterprises will be created. During the GTP-1 an agro-industry strategy was developed and, in 2014, four Agro Industries Growth corridors (AIGCs) were selected to pilot IAIPs in Amara, Oromia, SNNP, and Tigray regions.

For this initiative, the Federal Democratic Republic of Ethiopia has received 30 Million Euro fund from the Italian Agency for Development Cooperation for a three-year program of the Inclusive and Sustainable Value Chain Development Project (ISVCD), and intends to apply part of the resource for consulting service for capacity building of value chain actors and technical assistance to improve management and entrepreneurship capacities of selected business-oriented project partners.

II. OBJECTIVE OF THE ASSIGNMENT

The General objective of this assignment is aims at organizing trainings for skills development of public and private individuals and institutions involved into wheat and tomato value chains in Central Eastern of Oromia and avocado and pineapple in SNNPR. The trainings target specific topics for improvement of extension services curricula to adapt to the needs of growing market-oriented production for bread wheat, durum wheat, processing tomato, avocado and pineapple in Ethiopia.

III. WORK PACKAGE

The consulting services ("the services") include the following tasks, among others;

- Identify and develop new curriculum to respond to the needs for shifting from subsistence Understanding of the concept of value chain as an economic system in which cooperation between actors / linkages / platforms / commercial & private sector-based solutions are key

Degayehu Desso
Procurement Directorate
Director



- elements for agriculture transformation success;
- Understanding of the basic concepts of how to manage professionally market-oriented production, post-harvest organization, aggregation operations, marketing & commercialization, quality control and food safety norms and standards and meet domestic and outlet market requirements
- Improving of knowledge and mastering of updated tools and innovative practices to accelerate the shift from social orientation to business / enterprise orientation of the cooperatives and other value chain actors 'organizations;
- Improving management capacities of infrastructures and other communitarian facilities.

This ambitious program needs to be implemented by specialized institutions / service provider(s) to ensure future ownership of the value chain development process by stakeholders.

IV. SCOPE OF WORK OF THE CONSULTANT

The consultant shall perform the following tasks:

LOT- 1: TECHNICAL ASSISTANCE FOR CAPACITY BUILDING OF VALUE CHAIN ACTORS

- phase 1. building of a multidisciplinary team
- phase 2. trainings needs assessment and production of training
- phase 3. translation and multiplication of modules in Amharic
- Phase 4. organize training of trainers
- phase 5. training of woredas' experts and kebele' development agents, PCs staff and model farmers
- phase 6. elaborate final report related to the achievement of phases 1, 2, 3, 4 and 5.

LOT- 2: TECHNICAL ASSISTANCE FOR ENTREPRENEURSHIP SKILLS DEVELOPMENT AND ADOPTION OF GOOD PRACTICES AND INNOVATIONS BY VALUE CHAIN ACTORS

- phase 1. participatory assessment of technical and institutional capacities of selected value chain actors; elaborate strategic plans for the next 5 years
- phase 2. business planning
- phase 3. elaborate a plan of action and propose a budget to conduct short term (1 year at least) technical assistance for entrepreneurship skills development and adoption of good practices and innovations by value chain actors
- phase 4. implementing the technical assistance program

V. REQUIREMENTS

The firm must have a consulting firm with documented ability to undertake the assignment with long and direct experience of carrying out similar assignments in Ethiopia or elsewhere, preferably in agriculture and agro – processing sector.

VI. TIME FRAME AND LOCATION OF THE ASSIGNMENT

This assignment is to be conducted at three Regions of the project locations (Oromia, SNNPR and Sidama) and at federal level institutions.

The overall period for the Consultancy Service is approximately 140 working days. However, the consultant has the responsibility for estimating and costing the staff-month requirement for the assignment. The total duration of the service should be Seven (7) months.

The Federal Democratic Republic of Ethiopia, Ministry of Agriculture now invites a multidisciplinary team


Degayehu Desso
Procurement Directorate
Director



of international consultancy firm with joint venture with local firm (a mix of long-term and short-term assignments) with a strong profile in agriculture and agro-processing sectors.

VII. THE SHORT LISTING CRITERIA ARE:

- Core business and years in business;
- Qualification and experience in the field of assignment;
- Organizational, managerial and technical capabilities of the firm; and
- General qualification and number of key staff.

The EOI is opened to all consulting firms from eligible source countries and will be selected in accordance with

- the procedures set out in the World Bank Guidelines: Selection and Employment of Consultants by World Bank Borrowers dated January 2011 and revised July 2014, ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest, and
- the Ethical clauses and General Principles for procurement and Execution of Contracts (Annex B to the Implementing Agreement signed between the Government of Ethiopia and the Government of Italy the 22 June 2018) (please get the full version in the RFP Document).

Whenever applicable, provisions in Annex B to the Implementing Agreement shall take precedence over the World Bank Guidelines.

Consultants may associate with other firms in the form of a joint venture or a sub consultancy to enhance their qualifications. A consultant will be selected in accordance with the Quality and Cost based Selection (QCBS) method set out in the above-mentioned Consultancy Selection Guidelines.

Award of contract is subject to the prior review and approval of the Italian Agency for Development Cooperation (AICS Head Quarter - Rome).

Interested consultants may obtain further information at the address below during office hours; from Monday to Thursday morning from 9:00 AM to 12:30 AM and Afternoon 1:30 PM to 4:30 PM and on Friday morning from 9:00 AM – 11:30 AM and afternoon 1:30 PM – 4:30 PM. The deadline for receipt of expression interest is June 8, 2022.

The expression of interest must be delivered to the address below:

**Ministry of Agriculture, Procurement Directorate, CMC Road,
Gured Shola Area behind Geological Survey.**

Block A, Room No. A2-2

P.O. Box 4650

Telephone: +251116462285/0937780297

Addis Ababa, Ethiopia


Dagayehu Desso
Procurement Directorate
Director

