

REQUEST FOR PROPOSAL

**RFP/** **0146/TZ/2020**

CONSULTANCY TO SUPPORT THE PIGEONPEA SEED SYSTEMS FOR SUSTAINABILITY OF MAIZE BASED PRODUCTION SYSTEMS IN NORTHERN CORRIDOR OF TANZANIA

CLIENT: ALLIANCE FOR GREEN REVOLUTION IN AFRICA (AGRA)

**Disclaimer:** AGRA reserves the right to determine the structure of the process, number of short-listed participants, the right to withdraw from the proposal process, the right to change this timetable at any time without notice and reserves the right to withdraw this tender at any time, without prior notice and without liability to compensate and/or reimburse any party.

**Synopsis of the Request for Proposal (Individual Consultant)**

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| Solicitation Reference No. | **RFP/** **0146/TZ/2020** |
| Title of Solicitation | Consultancy to support the Pigeonpea Seed Systems for Sustainability of Maize based Production Systems in Northern Corridor of Tanzania |
| Issuing Office & Address | Alliance for a Green Revolution in Africa (AGRA)  Website: [www.agra.org](http://www.agra.org) |
| Point of contact for clarifications, questions and ammendments | AGRA General Procurement,  [Procurement@agra.org](mailto:Procurement@agra.org) |
| Email Address for submission of Proposals/ Quotes | AGRA General Procurement,  [Procurement@agra.org](mailto:Procurement@agra.org) |
| Solicitation Issue Date | March 25, 2020 East African Time. |
| Deadline for submission questions and clarifications | March 30, 2020 12:00 PM, East African Time. |
| Deadline for Answering questions and clarifications | April 1, 2020 5:00 PM, East African Time. |
| Deadline for Submission of Proposals | April 8, 2020 12:00 PM, East African Time.  **Please include the subject line “RFP/ 0146/TZ/2020” of the email** |
| Anticipated Award Type | **CONSULTANCY AGREEMENT** |
| Submission and Evaluation Criteria | Bidder must provide the below listed information  **Mandatory Eligibility Requirement**   * Must be an Individual consultant * Valid TAX Compliance certificates * CV of Consultant * Sample reports of similar assignments done or Three reference letter   **Technical Evaluation Criteria**   1. Technical Approach- 30% 2. Consultant Past Experience-30% 3. Consultant Academic Qualification-20% 4. Work Plan-20%   **NB. The minimum technical score shall be 75%. Only the best candidate shall be engaged for financial negotiations.** |

TERMS OF REFERENCE (TOR)- ANNEX A

CONSULTANCY TO SUPPORT THE PIGEONPEA SEED SYSTEMS FOR SUSTAINABILITY OF MAIZE BASED PRODUCTION SYSTEMS IN NORTHERN CORRIDOR OF TANZANIA

# INTRODUCTION

Founded in 2006, the Alliance for a Green Revolution in Africa (AGRA), is an African-led African-based organization that seeks to catalyze an agriculture transformation in Africa. AGRA is dedicated to changing the reality of agriculture in Africa, from a solitary struggle to survive, to a business that thrives. Purpose of the Terms of Reference

In Northern Corridor of Tanzania (Arusha, Manyara and Dodoma Regions) the major annual cereal crop is maize and intercropped with pigeonpea. Declining soil fertility has been identified as the fundamental biophysical constraint to increasing food productivity and thus per capita food production. It is hypothesized that in Tanzania where farmers grow crops without/with little external fertilizer inputs, inclusion and intensification of pigeonpea into the maize-based cropping system is the major contributor to the the system sustainability through biologically fixed N and P availability in the system. However, to maximize productivity, the maize-pigeonpea production system should be primed with small and affordable doses of inorganic N fertilizer, referred to as fertilizer micro-dosing, the latter focused on maize component. Pigeonpea in maize based systems fixes up to 200 kg/ha N and makes iron bound and unavailable P into available form. The deep root system of pigeonpea breaks soil pans and allows for optimum soil moisture (extraction to 180 to 200 cm) and nutrient utilization.

In Tanzania, research on pigeonpea improvement has been neglected. Only three varieties suitable for northern corridor have been released (Mali, Kiboko and Karatu) and seed system is neglected as public sector has not been able to produce and maintain early generation (breeder, pre-basic and basic) seed and private sector and farmer producer groups have shown little interest in producing certified and quality declared seeds, respectively. As a result, most farmers use recycled and often poor-quality seeds in terms of germination, yield, market and consumer requirements. There is, therefore, urgent need for public sector (Tari-Ilonga, TARI-Selian and ASA) to produce early generation seed, private sector to produce certified seeds and farmer producer groups to produce quality declared seed (QDS) and agro-dealers to stock and sale seeds of end-user preferred pigeonpea varieties for domestic and internal markets.

The main objective is to ensure sustainably increased system productivity and production of maize and pigeonpea for enhanced livelihoods through market linkages and food and nutrition of smallholder farmers in Northern Corridor of Tanzania. It involves:

* + - Popularization and demonstration of improved released maize and pigeonpea varieties and associated yield enhancing technologies (intercropping) to create awareness among extension services and farmers and create demand for improved seed and crop management (intercropping, good agricultural practices and fertilizer micro-dosing); resulting in increased productivity and accelerate adoption
    - Accelerated seed multiplication of pigeonpea varieties by TARI and partners to produce early generation seed (breeder, pre-basic and basic seed)
    - On-farm pigeonpea seed multiplication by mobilizing famers (with focus on women and women groups) and training them in seed business.
    - Accelerated large-scale seed multiplication of pigeonpea varieties through partnering with public and private sector (certified) and small-scale seed producers (QDS)
    - Training and ensuring that maize farmers adopt post-harvest technologies (drying, shelling, storage, aflatoxin control etc.) that will result in quality grain and control of storage pests
    - Strengthen farmer organizations through training for collective action to access sustained forward and backward market linkages. This will result in significantly reduced transaction costs in accessing quality agricultural inputs and reliable markets for their produce. In addition, it will result in improved negotiation capacity, taking advantage of economies of scale through collective aggregation of produce, sorting, storage and marketing, as well as getting access to bundled services and inputs.

# DURATION OF THE ASSIGNMENT

Pigeonpea in the region is planted between October and Mid-March with maize and harvested in August/September. The initiative will therefore take about 11 months. The total number of billable working days shall not exceed 40.

# SCOPE OF WORK

The main objective is to ensure sustainably increased system productivity and production of maize involving pigeonpea for enhanced livelihoods through market linkages and food and nutrition of smallholder farmers in Northern Corridor of Tanzania.

From lessons learnt and knowing what works best leading to impacts, the project will employ improved maize and pigeonpea varieties and agronomic practices coupled with accelerated seed multiplication of pigeonpea involving a wide range of stakeholders from agricultural research institutes, emerging private seed producers, farmer seed producer groups (mainly women and women groups) and agro-dealers and linkage to markets. This will include in addition post production processes that reduced grain loss and improve grain quality and through collective action ensure higher prices for farmers.

The major outputs and activities of the project will focus, but not limited to the following:

1. ***Output 1. Participatory on farm demonstrations of improved maize and pigeonpea varieties and production technologies that increase maize and pigeonpea productivity tested and disseminated***

High yielding pigeonpea varieties with end-user preferred traits and associated production technologies have been developed, but their adoption is limited due to a lack of access to improved seed. Again, the yield of maize although high, can be improved further. Adoption of improved seed and associated and associated improved production technologies will ensure high system productivity. This will be achieved through on-farm, participatory demonstrations.

***Activities***

1.1. Conduct participatory on-farm demonstration and popularization of adapted farmer and market preferred pigeonpea varieties

1.2. Demonstrate improved crop management practices including intercropping with maize and fertilizer micro-dosing (20 kg N/ha) for better system productivity and production

1.3. Organize field days to create awareness and adoption of improved varieties and technologies and create the demand for improved seed among farmers.

1. ***Output 2. Diverse and sustainable seed systems (formal and informal) for pigeonpea established and functional***

The lack of availability of early generation seed and availability and access of basic seed are a major constraint contributing to the time lag between variety release and the availability of and access to certified seed and quality declared seed (QDS) by the majority of farmers are the cause of low productivity and poor grain quality. Therefore, the strategy for a transformative increase in pigeonpea seed availability and access should embrace all the players in the seed value chain.

Pigeonpea is a partially outcrossing crop, thus purity maintenance and seed multiplication need specialist training. The consultant who should have experience in seed system will train all stakeholders in early generation pigeonpea seed multiplication including maintenance of purity; certified seed production and QDS production. The consultant will work together with all involved in YieldWise Project in ensuring all activities are coordinated.

***Activities***

2.1 TARI- Ilonga multiply breeder seed and ensure true to type for continuous supply for production of pre-basic and basic seeds of end-user preferred varieties

2.2 TARI-Selian and ASA multiply basic (foundation) seed and avail for large scale seed multiplication to private seed companies for certified and to farmer producer groups for QDS.

2.3. Support and strengthen accelerated certified seed production by producing and partnering with different seed producers to ensure adequate supply of quality seed as a component of technology scaling up/out activities

2.4. Support the development of local seed business by linking seed producers and agro-dealers

2.5. Organize field days to create awareness of improved pigeonpea varieties among farmers

2.6. Provide technical support to seed companies for certified seed production, farmers to produce QDS and agro-dealers to package, promote and sell pigeonpea seeds and fertilizer.

1. ***Output 3. Farmers are trained in post-harvest technologies (drying, shelling, a storage, aflatoxin control etc.) that will result in quality grain and control of storage pests are adopted by maize and pigeonpea farmers***

Profitability of maize and pigeonpea is based on productivity and grain quality. Productivity is achieved through use of good agricultural practices and use of high yielding varieties. Quality grain is based on varieties with grain trait preferred by end users and control of post-harvest losses poor grain quality.

In Tanzania, both maize and pigeonpea have high yielding and end user preferred varieties released. The major constraints are grains of poor quality reach the market and thus fetch low prices and crop losses. For maize; these include poor drying condition in the field and after harvest, poor threshing methods which lead to broken grain and poor storage methods which result in storage pest infestation and aflatoxin contamination. For pigeonpea shattering in the field, poor drying (on the ground leading to contamination), poor threshing method and poor storage methods resulting in storage pest infestation.

The YieldWise Project is undertaking reduction of post-harvest losses, mainly through control of storage pests. The initiative will be expanded and include:

3.1. Training farmers on improved harvesting and drying methods that improve grain quality

3.2. Train farmers and avail quality threshing methods

1. ***Output 4. Marketing strategies to link pigeonpea producers with domestic, regional, and international markets developed***

The project will conduct market and demand analysis with the aim of understanding the types and size of buyers in the market with their specific preferences and willingness to pay for quality grain. The main intention will be developing market information for the target communities along the value chain in order to enable them to participate at the different layers of pigeonpea markets. The Project will link with YieldWise project to gather information and to Pulse Value Chain Project by AMDT which focuses on enhancing domestic consumption.

***Activities***

4.1. Understand the structure and functioning of markets, entry barriers, constraints and opportunities and coordination mechanisms in legume value chains.

The project will (i) assess who are the key players, volumes, seasonality, quality requirements, prices, coordination, degree of integration and flow of information, ii) determine the major supply chains and marketing channels for domestic and export markets, iii) determine the key entry barriers that reduce competitiveness, iv) identify underutilized market opportunities and entry points at different levels. .

4.2 Develop innovative strategies for strengthening value chains and linking producers and farmer organizations to service providers and lucrative markets

Based on this evidence, the project will work with market actors to develop institutional innovations to overcome these supply constraints.

Institutional innovations to overcome supply constraints include: (1) collective action for grain marketing through producer groups and (2) vertical integration of production and marketing through, contract and out grower scheme. The project will evaluate the effectiveness of these institutional models in increasing supply for domestic, and international markets. The initiative will be integral part of YieldWise Project and linked to Pulse Value Chains Initiative by AMDT.

# DELIVERABLES

The individual consultant is expected to:

1. Prepare a comprehensive report of the lessons learnt from developing seed delivery system models, on-farm demonstrations and post-harvest technologies that reduce grain losses and improve grain quality. In addition, provide a set of recommendations for equipment improvements, proposed models and proposed approaches for scaling up the uptake of these in the on-going value chain projects in AGRA countries.
2. Be part of Yieldwise team to create a video documentary expressing personal stories of most significant changes from project participants at community level.
3. Show case linkages in the maize and pigeonpea value chains between different stakeholders that ensure improved productivity, improved grain quality, collective action by farmer groups, input and output markets

# BUDGET

Consultant will submit a budget breakdown. The budget presented should include fees, travel and subsistence and unit costs should be calculated as a per day tariff (e.g. fees).

# PAYMENTS TERMS

Payment will be made as per the following schedule:

1. 20% upon submission of an approval of inception report
2. 40% upon submission of the Progress report for the consultancy
3. 40% upon submission of the final report and deliverables for the consultancy.

# EVALUATION CRITERIA FOR SELECTION OF CONSULTANT

## Technical Proposal

The consultant shall be selected on the basis of their proven experience, qualifications and ability to deliver a quality product in a timely and efficient manner. The consultant’s proposal shall be evaluated based on the consultants

|  |  |  |
| --- | --- | --- |
| **Evaluation Criteria** | **Sub criteria/Description** | **Evaluation Score** |
| Technical Approach | Maximum 5 pages,  A description of the approach of execution which the consultant proposes to undertake   * Proposed methodology * An understanding of the assignment expectation * Similar studies previously conducted, * High-quality of the proposal | 30% |
| Consultants Past Experience | * Experienced in developing and deploying maize and pigeonpea a based system * Knowledge and experience in seed systems inclusive of open pollinated crops * Having hands on experience in on-farm research and development in Northern Zone (Kilimanjaro, Manyara and Dodoma Regions) * Knowledgeable in systems research and collective action * Will require little support in field work and working with partners * Excellent in data collection and report writing * Be a team player   ***Curriculum vitae and certificates must be attached*** | 30% |
| Consultants Academic qualification | Candidates must have a PhD in Agriculture or a related field and at least 10 years working experience and preferably with prior experience in delivering similar assignments.  ***Certificates of the consultant must be attached.*** | 20% |
| Work Plan | Proposed workplan in calendar weeks in undertaking the assignment | 20% |
|  | **Total** | **100%** |

## Financial Proposal

**FINANCIAL PROPOSAL** must be provided in the prescribed format, **RFP ANNEX B,** supported with a breakdown analysis and will provide the following information, but is not limited to:

1. Professional fees chargeable
2. Breakdown of the fees and disbursements
3. Must be submitted using the format provided, RFP Annex B: Financial Proposal
4. Price must be quoted in US Dollars (USD)
5. All applicable taxes (VAT and withholding taxes) shall be included. If the financial proposal is silent on taxes, AGRA shall assume that these are inclusive;
6. Financial proposal shall be valid for a period of 90 days from the date of bid closure
7. Financial proposal shall be sent as a separate attachment and MUST password protected

# HOW TO APPLY

**Submission**

* Proposals MUST be submitted **via email** to AGRA General Procurement: [Procurement@agra.org](mailto:Procurement@agra.org) on or before the deadline indicated on the synopsis of the RFP
* All bidders **must** use the RFP reference number in the subject line of their email submission.
* Technical proposal and Financial proposal shall be submitted as separate attachment.
* Neither technical nor financial proposals should exceed 10MB. The proposal with any subsequent modifications and counterproposals, if applicable, shall become an integral part of any resulting contract.
* Proposal must be provided in English Language

# DISCLAIMER

AGRA reserves the right to determine the structure of the process, number of short-listed participants, the right to withdraw from the proposal process, the right to change this timetable at any time without notice and reserves the right to withdraw this tender at any time, without prior notice and without liability to compensate and/or reimburse any party.

**ANNEX B: FINANCIAL PROPOSAL FORM FPF-2 SUMMARY OF COSTS**

|  |  |  |  |  |
| --- | --- | --- | --- | --- |
| ***Item*** | **Cost** | | | |
|  | | | |
| {*Insert Foreign Currency # 1*} | USD value | Total cost | |
| **Cost of the Financial Proposal, including** |  |  |  | |
| (1) **Remuneration** |  |  |  | |
| (2) *[****Reimbursables]*** |  |  |  | |
| **Total Cost of the Financial Proposal:** |  |  |  | |
| **Indirect Local Tax Estimates – to be discussed and finalized at the negotiations if the Contract is awarded** | | | | |
| 1. {insert type of tax. e.g., VAT or sales tax} |  |  |  | |
| 1. {e.g., income tax on non-resident experts} |  |  |  | |
| 1. {insert type of tax} |  |  |  | |
| Total Estimate for Indirect Local Tax: |  |  |  |  |

**Note: Payments will be made in USD ANNEX B: FINANCIAL PROPOSAL FORM FPF-3 BREAKDOWN OF REMUNERATION**

When used for Lump-Sum contract assignment, information to be provided in this Form shall only be used to demonstrate the basis for the calculation of the Contract’s amount; to calculate applicable taxes at contract negotiations; and, if needed, to establish payments to the Consultant for possible additional services requested by the AGRA. This Form shall not be used as a basis for payments under Lump-Sum contracts

|  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- |
| **A. Remuneration** | | | | | | | | |
| **No.** | **Name** | **Position** | **Person-month Remuneration Rate** | **Time Input in Man-days** | {*Currency)* | USD | *Total USD cost* | |
|  | **Key Experts** |  |  |  |  |  |  |  |
| K-1 |  |  | [*Home*] |  |  |  |  | |
|  | [*Field*] |  |  |  |  | |
|  |  |  |  | Total Costs |  |  |  |  |

**ANNEX B: FINANCIAL PROPOSAL FORM FPF-4 BREAKDOWN OF [REIMBURSABLE EXPENSES]**

When used for Lump-Sum contract assignment, information to be provided in this Form shall only be used to demonstrate the basis for calculation of the Contract amount, to calculate applicable taxes at contract negotiations and, if needed, to establish payments to the Consultant for possible additional services

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
| **N°** | **Type of [*Reimbursable Expenses]*** | **Unit** | **Unit Cost** | **Quantity** | {*Currency*} | Total value in USD |
|  | *{e.g., Per diem allowances\*\*}* | {Day} |  |  |  |  |
|  | *{e.g., International flights}* | {Ticket} |  |  |  |  |
|  | *{e.g., In/out airport transportation}* | {Trip} |  |  |  |  |
|  | *{e.g., Communication costs between Insert place and Insert place}* |  |  |  |  |  |
|  | *{ e.g., reproduction of reports}* |  |  |  |  |  |
|  | *{e.g consumables* |  |  |  |  |  |
|  | *....................................* |  |  |  |  |  |
| Total Costs | | | | |  |  |