



REQUEST FOR PROPOSALS

RFP No.	RFP-EAGC-2017-006
Issue date	Friday, November 10, 2017
Title	CONSULTANCY SERVICES FOR POLICY ADVISORY ON UTILISING INTRA-REGIONAL GRAIN TRADE OPPORTUNITIES TO ACHIEVE AGRO-INDUSTRY DEVELOPMENT IN TANZANIA
Email address for submission of questions	procurement@eagc.org The email address in the synopsis is the sole point of contact at EAGC for any questions.
Email address for submission of proposals	procurement@eagc.org
Deadline for Receipt of Proposals	Friday, November 17, 2017 at 1700hrs East African Time
Anticipated Award Type	Fixed Price Purchase Order. EAGC anticipates awarding an LPO to the successful bidder for the provision of specific services or deliverables and is not adjusted if the actual costs are higher or lower than the fixed price amount. Offerors are expected to include all costs, direct and indirect, into their total proposed price.
Basis for Award	An award will be made based on the experience of the consultant to offer similar services. The award will be issued to the responsible and reasonable offeror who provides the best value to EAGC using a combination of technical and cost/price factors.



1. Introduction:

Eastern Africa Grain Council (EAGC) is a not for profit limited by guarantee Regional private sector membership organization representing stakeholders in the grain value chain in Eastern and Southern Africa with a vision to be the leading voice of the grain sector in Africa.

The mandate of EAGC is to develop, promote, and influence structured grain trading system in the Eastern Africa region including Tanzania, Rwanda, Kenya, Uganda, Burundi, Ethiopia, South Sudan, Zambia, Malawi and the Democratic Republic of Congo. Some of our program interventions include: Promotion of Regional Structured Grain Trade including Warehouse Receipt Systems; Promotion of Market Information Services through our Regional Agricultural Trade Intelligence Network, RATIN; Capacity building & strategy of stakeholder; Policy advocacy to create an enabling environment for the grain sector to develop and thrive. For more information please visit www.eagc.org, www.ratin.net

2. Background of Assignment

EAGC hosted the 7th African Grain Trade Summit in early October 2017 in Dar es Salaam, Tanzania. The Summit is an international policy dialogue and business networking event dedicated exclusively to guiding the development of the grain sector in Sub-Saharan Africa. The Chief Guest of the Summit was Hon. Dr. Charles Tizeba (MP), the Minister of Agriculture in the United Republic of Tanzania.

During his keynote address, the Honourable Minister pointed out the need to assure domestic food security whilst promoting agro-industry development in Tanzania, and highlighted the trade-offs between these objectives and promoting regional trade in staple foods for the benefit of Tanzanian farmers. The Minister thus invited industry experts to offer policy advice to the Government on how best to pursue these policy objectives.

As the Voice of the Grain Sector in the region, EAGC intends to provide policy advice to the Ministry of Agriculture its pursuit of promoting intra-regional trade in food staples, domestic food security and agro-industry development. This is expected to take the form of a scoping study, followed by development of a Submission to the Ministry and dialogues.

3. Objectives of the Assignment

The objective of the assignment is to provide policy advice to the top leadership of the Ministry of Agriculture with the intention of informing appropriate policy reforms to assist the country to take advantage of cross-border trade opportunities in staple foods whilst promoting agro-industry development in Tanzania.



Specific objectives are to:

- a) Assess the state of agro-industry development and investment in the grain sector in Tanzania, including the policy environment for agro-industry investment.
- b) Demonstrate the role of agricultural/grain trade in promoting agro-industry development in Tanzania
- c) Present recommendations for appropriate policy reforms to support agro-industry development whilst taking advantage of cross-border grain trade opportunities

4. Scope of the Assignment

The assignment is expected to cover the following activities:

- i. An assessment of the state of agro-industry and agribusiness investment in Tanzania, including the policy environment for the same
- ii. A Submission to the top leadership of the Ministry of Agriculture with recommendations for taking advantage of cross-border grain trade opportunities to promote agro-industry development in Tanzania
- iii. Policy dialogue engagements with the top leadership of the Ministry of Agriculture

5. Expected Deliverables

The Consultant is expected to deliver the following:

- a) An inception report immediately after signing a contract for the assignment and for processing 30% advance payment
- b) A draft Report on the assessment of the grain sector in Tanzania and draft Submission within 20 working days of signing the contract
- c) A Report and Submission within 2 working weeks after receiving comments from EAGC

6. Duration of the Assignment

The assignment is expected to take 15 man-days from the commencement date that shall be specified in the Contract.



7. Qualifications and Requirements

The Consultant is expected to possess:

- a) An advanced qualifications in economics, international business, agribusiness or related discipline
- b) At least 10 years' practical and progressive experience in business management, agribusiness, economic research, international trade or related field. Experience in agribusiness and/or agro-industry in Tanzania is preferred
- c) Excellent understanding of the agriculture and agribusiness and agro-industry environment in Tanzania and the broader Eastern and Southern Africa region
- d) Excellent written and oral communication skills in English and Kiswahili

8. Submission of Proposal

Interested individual Consultants or consultancy firms shall submit detailed technical and financial proposal covering the following:

- a) Capability statement
- b) Demonstrated understanding of the terms of reference
- c) Proposed methodology within the specified number of days
- d) A detailed work plan
- e) Evidence of concluded similar assignments in the last five years.
- f) The financial proposal should be adequately detailed to enable evaluation inclusive of tax applicable, indicating the number of days, daily rate and other operating expenses.