



## Call for Expression of Interest

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### Recruitment of an Individual Consultant in Charge to realize a feasibility study of regional excellence center of agricultural mechanization in West Africa (RCEAM-WA)

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**Opening Date: 21, August, 2017**

**Closing Date: 30, August, 2017**

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**CEI N° 08-2017**

Following the “consultative meeting” held in Nairobi in December 2016, the World Bank launched the concept of Center of Excellence in Agricultural Mechanization. The CORAF/WECARD-World Bank-IITA joint workshop held from the 4<sup>th</sup> to 7<sup>th</sup> April 2017 in Ibadan in Nigeria confirmed the need, from the one hand, to establish a Regional Center of Excellence on Agricultural Mechanization (RCEAM) in West Africa and, on the other hand, to implement a regional information, knowledge and know-how sharing network on agricultural mechanization, with national relays, in relationship with the Center. Though all the stakeholders were unanimous on the need to create a dynamic regional Network, for the Center of Excellence, it was deemed necessary to conduct a feasibility study that would define its missions, its institutional anchorage, its sustainable funding, its relationships with the national initiatives as well as with the NCoS implemented in the framework of the WAAPP regional project. The issue of the country that would host this Center of Excellence was also raised. It was with the aim of addressing the concerns and/or questions that a feasibility study appeared as essential.

The objective of the consultancy is to study the sustainable conditions for the establishment of a Regional Center of Excellence in Agricultural Mechanization in West Africa while defining its main functions, its planning and budget of implementation.

CORAF/WECARD now invites individual's consultants for the mission mentioned above. Interested consultants may obtain detailed information in the ToR attached below. The individual Consultant will be selected using the selection based on the individual consultant (IC) method in accordance with the World Bank guidelines on "Selection and Employment of Consultants under IBRD loans and IDA Credits & Grants by World Bank Borrowers, January 2011, revised on July 2014" The mission will have a maximum of 45 working days and will last three (03) months from the date of signing the contract.

**1. Qualification and Experience of the consultant:**

**Selection Criteria**

<b>Criteria</b>
General Qualifications
Have proven knowledge in Regional Centers of Mechanization across the West Africa subregion and elsewhere
Knowledge of the regional and international context in agricultural research and development
Total Marks

2. The Individual Consultants will be evaluated on the basis of the criteria mentioned above and the preferred consultant will be invited for negotiation.
3. The consultants interested in this call must submit an Expression of Interest comprising: (i) references concerning the execution and experience of similar contracts and (ii) the CVs of
4. Expressions of Interest (EoI) must be submitted by e-mail at the following address: [procurement@coraf.org](mailto:procurement@coraf.org) or to the Executive Director of CORAF/WECARD, 7 Avenue Bourguiba, Dakar, Senegal not later than the **30<sup>th</sup> August 2017 at 10:00 GMT.**
5. CORAF/WECARD Executive Secretariat reserves the right to accept or reject any or all of the EoI or annul the EoI process at any stage without assigning any reason(s) whatsoever and without incurring any liability to the affected applicants(s). For more information, you will find attached the terms of reference of the mission.

**Dr Abdou TENKOUANO**

**Executive Director of CORAF/WECARD**

# **Terms of Reference**

**For a**

## **Feasibility Study of a Regional Center of Excellence on Agricultural Mechanization in West Africa (RCEAM - WA)**

### **BACKGROUND AND RATIONALE**

Since the 1960's, the West African States have had initiatives on the development of agricultural mechanization, with mixed results. These various attempts first focused on the import of agricultural equipment, namely soil work equipment, and then on the implementation of local equipment manufacturing units, mostly for animal traction. One can cite SISCOMA in Senegal, SMECMA in Mali, CNEA in Burkina Faso, UPROMA in Togo, etc. Thereafter, national centers for agricultural machinery were created with the CIMA in Côte d'Ivoire, the Mechanization Training Center of Boulbi in Burkina, the Gratis foundation in Ghana, etc. Afterwards, the expansion of cotton production led to the implementation of programs for the acquisition of tractors in order to support cotton production (Sotoco in Togo, Sofitex in Burkina, CMDT in Mali, CIDT in Côte d'Ivoire, Sodecoton in Cameroun...).

Alongside these initiatives, mechanization networks, which have not always survived such as the West Africa Animal Traction Network (WAATN), the Network for Agricultural Mechanization in Africa (NAMA), the Euro-African Association of Agricultural Machinery Study Centers (ACEMA), the African Regional Center for Engineering, Design and Manufacturing (ARCEDEM), had been created. These networks initiated and facilitated by mechanization specialists did not only meet States' priorities, have strong institutional roots, and enough skilled and appropriate human resources either.

Over the past years, with the persistent food insecurity and the growing populations, African States became aware of the need to accelerate the growth of agricultural production, among others, through the development of mechanization. Several States have therefore started importing and/or assembling tractors. The increase of areas and productions created a demand for post-harvest and processing technologies. This demand is mostly favored by the galloping urbanization and increased enrollment rates, thus creating a shortage in workforce in rural areas.

It is against this background that there was a renewed interest in agricultural mechanization from States. Thus, there emerged new initiatives such as the National Center for Agricultural Mechanization (NCMA) in Ilorin, in Nigeria, the establishment of a mechanization unit at the research level in Burkina Faso, of a training center on rice cultivation in Senegal, AMSEC in Ghana that assists the private sector in taking leadership in the organization and provisioning of agricultural mechanization services, the WAAPP competitive funds that provide funding for projects on research and dissemination of mechanization technologies from the production to the processing of agricultural outputs in 13 West African countries, the Control Center for Agricultural Machinery (CEMA) in Senegal, SOCAFON training and after sales service in Mali, the Cooperatives for the Use of Agricultural Equipment (CUMA) in Benin, the IITA Youth Mechanization Unit in Ibadan in Nigeria, etc. States currently receive support from various international institutions (FAO, UNDP, AfDB, the World Bank, the Syngenta Foundation, etc.) for the development and implementation of agricultural mechanization policy documents.

Fairly recent international meetings discussed the issue of the sustainable promotion of mechanization in West Africa including:

- A Regional Consultation Workshop of the potential users of handheld agricultural equipment for the improvement of agricultural productivity with a view to introducing and testing them in the ECOWAS countries, Ouagadougou, Burkina Faso from 6<sup>th</sup> to 8<sup>th</sup> June 2013, organized by the CORAF/WECARD and the World Bank;
- A Regional Workshop on the motorization strategies in the cotton zone of West Africa, from 29<sup>th</sup> November to 1<sup>st</sup> December 2016, Bobo Dioulasso,

Burkina Faso, organized by SOCOMA and GEOCOTON in the framework of the support to the consolidation of the action framework of the EU-Africa Partnership on cotton;

- A Consultative Meeting on Mechanization Strategy, Nairobi, Kenya, from 1<sup>st</sup> to 3<sup>rd</sup> December 2016, « New Business Models for Sustainable Agricultural Mechanization in sub-Saharan Africa » organized by AGRA, FAO, AfDB, CEMA, the World Bank, ACT, UNIDO, AfricaRice, etc. ;
- The West African Conference on Agricultural Mechanization, Dakar, 1<sup>st</sup> February 2017. “Transforming West African Agriculture through the Development of Mechanization: What Public Policies?”, organized by the FARM Foundation and SYNGENTA (foundation for sustainable agriculture);
- Conference, SIMA, Paris, 28<sup>th</sup> February 2017, “Agricultural Mechanization in Africa: What Strategy for Progress”, organized by AXEMA and SIMA, with the participation of FAO, the CEMA (European Agricultural Machinery Committee), the FNCUMA (the National Federation of CUMA in France), and the Pan African Farmers’ Organizations (PAFO).

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## **OBJECTIVE OF THE STUDY**

Study the sustainable conditions for the establishment of a Regional Center of Excellence in Agricultural Mechanization in West Africa while defining its main functions, its planning and budget of implementation.

## **SPECIFIC OBJECTIVES**

- Inventory the Regional Centers of Mechanization across the West Africa subregion and elsewhere to draw the lessons;
- Identify the National promising mechanization centers on which the Center of Excellence could rely;
- Define the missions and the sustainable functioning of the Regional Network and its relationships with the Center of Excellence;
- Determine the functional relationships between the National promising mechanization centers and the Center of Excellence;
- Define the missions, functioning as well as the sustainable funding and institutional anchorage of the Center of Excellence;
- Define the selection criteria and conditions of the Center of Excellence.

At the end of the study, the consultant should provide an implementation planning along with a funding plan and the implementing stakeholders per action.

## **METHODOLOGICAL APPROACH**

The study may be conducted by an individual consultant, a consulting firm or a pluridisciplinary team of experts. The team should comprise an expert on agricultural mechanization, an expert on research and development, an expert on public organizations strategy and management, etc.

The consultant will have the following duties:

- Assess the existing mechanization centers and capitalize the lessons to draw from the Successes and fails past experiences on the centers and networks in West Africa;
- Identify the objective elements for the establishment of a CREMA in West Africa;
- Develop an application form aimed at countries inspired from the WAAPP NCoS and RCoE and from the World Bank's African Centers of Excellence (ACE), the Asian Center for Sustainable Agricultural Mechanization (UN-CSAM), etc.;
- Define CREMA's functions and the member countries and private partners' role;
- Define the sustainable conditions for the implementation of a Regional Network on Agricultural Mechanization;
- Identify the needs for strategic research on the mechanization of the various sectors of the WAAPP NCoS-RCoE and the regional needs to submit to the CREMAs, in relationship with the national poles of excellence;
- Evaluate the implementation costs of the CREMA and the regional network;
- Propose ways for operating and sustainably funding the CREMA and Regional network in order to ensure the activity's sustainability.

## **EXPECTED DELIVERABLES**

The consultant is expected to produce the following deliverables, among others:

- An assessment of the centers or networks on mechanization with recommendations;
- The missions and roles of the CREMA and of the Regional Network in partnership with the national initiatives;
- A document to be filled for the application of the countries wishing to host the CREMA in order to assess its comparative advantages;
- A planning of implementation with a funding plan and the potentially interested technical and financial partners for the implementation of the CREMA and the Regional Network, and even the national networks;
- Proposals for the sustainable funding of the CREMA and of the Network.

## **RESTITUTION**

- Following recruitment, a scoping meeting will be organized with the commissioner;
- A mid-term restitution will be organized with the commissioner following the analysis of the situation, the definition of the Regional Center's and Network's missions and of the host country selection criteria and conditions. The restitution should take place before the development of the various plannings to ensure that the consultant's activities are well conducted.
- **Final Restitution:** Three hard copies and two Pen drives containing the report should be deposited at least ten (10) days before the date of the restitution.

## **DURATION OF THE CONSULTATION**

The honorariums of the consultant will be based on 45 days of effective work within three calendar months starting from the date of the signature of the contract with the commissioner.