

CALL FOR EXPRESSIONS OF INTEREST

Recruitment of an Individual Consultant responsible for facilitating the acquisition and delivery of technologies and innovations as part of the implementation of the West Africa Food Systems Resilience Programme (FSRP).

Call opening: 29/11/ 2024

Call close: 13/12/2024

CEI No. 19-2024

1. The Food System Resilience Programme (FPRP) is a flagship regional investment programme to strengthen the resilience of the food system in West Africa through a strategic regional approach. The program will fund investments in three mutually reinforcing thematic areas: (1) Digital advisory services for agriculture and food crisis prevention and management; (2) the sustainability and adaptability of the food system's productive base (sustainable land and watershed management, agroecological approaches); and (3) regional food market integration and trade (development of the regional staple food value chain). Each area will be led by a regional institution mandated (AGRHYMET, CORAF and ECOWAS) to ensure coordination and build sustainable capacity.
2. The ultimate aim of this activity is to work with FSRP Project Implementation Units (PIU) to facilitate the acquisition of agricultural technologies and innovations (T&I) from Centres of Specialisation and international research institutions namely CG centers operating in West Africa.
3. The tasks to be performed and other information related to the conduct of the mission are described in the terms of reference below.
4. The CORAF Executive Director therefore invites interested candidates ("Consultants") with the required profile as indicated in the mandate to express their interest.
5. Interested candidates must provide a notice of expression of interest and an updated CV with references highlighting the performance and experience of similar services.
6. Candidates are advised that the provisions of paragraph 3.14 of the "Public Procurement Regulations for Investment Project Finance Borrowers" of July 2016, revised in November 2017 and August 2018 (the "Regulations") World Bank rules on conflicts of interest will apply.
7. Candidates will be selected based on the consultant's qualifications as described in the "Bank's Procurement Rules".

8. Interested candidates can obtain additional information from the CORAF Executive Secretariat by e-mail on working days at: n.lamien@coraf.org with a copy to procurement@coraf.org.

9. Consultants interested in this call must submit a letter of interest outlining performance and experience from similar contracts and a detailed CV with copies of diplomas and work certificates to the following email address: procurement@coraf.org by 13/12/2024 at 5:00 PM GMT.

Dr Moumini SAVADOGO
Executive Director

Terms of reference for the recruitment of an Individual Consultant responsible for facilitating the acquisition and delivery of technologies and innovations as part of the implementation of the West Africa Food Systems Resilience Programme (FSRP)

1. Background

The Food System Resilience Programme (FSRP) is a flagship regional investment program aimed at strengthening the resilience of the food system in West Africa through a strategic regional approach. The programme funds investments in three mutually reinforcing thematic areas: (1) Digital advisory services for the prevention and management of agricultural and food crises; (2) Sustainability and adaptability of the productive base of the food system (sustainable land and watershed management, agro-ecological approaches); and (3) Market integration and trade (regional staple food value chain development). Each area will be led by a mandated regional institution (**CILSS**: Permanent Interstate Committee on Drought Control in the Sahel, **CORAF**: West and Central African Council for Agricultural Research and Development, **ECOWAS**: Economic Community of West African States) to ensure coordination and build sustainable capacity.

The Program's Development Objective (PDO) is to "increase preparedness against food insecurity and improve the resilience of food system". The objective of Component 2 is to improve the resilience of the productive base of the food system and contribute directly to the Great Green Wall (GGW). The program operates in Burkina Faso, Mali, Niger and Togo (Phase 1), in Ghana, Chad and Sierra Leone (Phase 2) and in Senegal (Phase 3) by investing in regional risk management, trade in basic foodstuffs and the sustainability of the production base.

Sub-component 2.1 includes the promotion of access to and exchange of technology between countries through the establishment of modern technology platforms, in particular innovation platforms for FSRP priority value chains, innovative mechanisation services, improved national seed systems and soil fertility management capacities (soil mapping, soil analysis and soil fertility monitoring). Through Market for Agricultural Innovation and Technology (MITA) and the establishment of Technology Parks, various countries and technology users have expressed interest in acquiring some technologies from various Centres of Specialisation. These technologies and innovations are across various value chains and cover production, processing, mechanisation, post-harvest, etc.

The massive update of technologies from research organisation is still challenge from both the demand and supply side. Agriculture is a specialised area where seed multiplication and production of animal breeds and machinery requires effective planning and management. Potential technology clients often fail to give prior notice to suppliers in terms the specific technologies of interest, quantities require, time for deliver and other parameters. Meeting the technology needs of potential clients when huge quantities are requested therefore becomes a challenge. Additionally, potential clients often request for samples for evaluation to inform their decision for large scale procurement. These small quantities often are not attractive to suppliers in terms of economics of scale since the per unit cost becomes expensive. These challenges from the supply and demand side highlighted has prevented the massive update of proven technologies. It is therefore necessary to facilitate effective planning and business communication between suppliers and potential clients.

2 Objectives

The ultimate aim of this activity is to work with FSRP Project Implementation Units (PIU) to facilitate the acquisition of agricultural technologies and innovations (T&I) from Centres of Specialisation and international research institutions namely CG centers operating in West Africa. Specifically, this will involve (i) gathering quantitative data on expressions/requests for agricultural technologies and innovations; (ii) facilitating the negotiation and documentation process (iii) support the shipment to requesting countries.

3 Methodological approach

To carry out this mission, the consultant will interact with FSRP's project implementation units to Document their technology needs. Additionally, will be the documentation of technology needs of other users such as development projects, Non-Governmental Organisations (NGOs), seed companies, seed producers and seed trade associations. He/she will also work with centres of specialisations and international research institutions to document available marketable technologies and innovations beyond what is presented during MITA. This data will be used to update the online MITA platform taking into account newly release technologies and innovations. Centres of specialisation and international research institutions will be engage to explore the possibility of technology licensing to attract seed companies to invest in multiplication and distribution. Other possible partnership arrangements to allow seed companies some level of ownership of developed varieties will be explored.

4 Expected Results/Outcome

The main expected outcome from this activity is the acquisition and delivery of T&I by FSRP PIUs from various Centres of Specialisation and international research institutions.

The expected intermediate results are as follows:

- i. Database of large-scale agricultural technologies and innovations users
- ii. Data on the number of agricultural T&I request received by various NCoS and RCoE and international research institutions
- iii. At least 3 technology acquisition contracts per country signed with suppliers
- iv. Actual delivery of at least 3 major technologies to a requesting country.

5 Duration

The duration of this mission is ninety (90) man-days over a period of 10 months. The start will take place in December 2024.

6 Consultant profile

The consultant required for this assignment should have the following qualifications and experience:

- Hold a Master degree in agriculture economics, business administration, procurement, management or a similar field;
- Ten (10) years' professional experience in partnership, agribusiness, marketing, purchasing, administration, business management and financial analysis
- In-depth knowledge of partnership and business negotiations
- Proven ability to conceptualise, develop, plan and manage market research;
- Good analytical, negotiating and communication skills;
- Demonstrated ability to work independently in a multicultural environment and to establish harmonious and effective working relationships;
- Excellent computer skills, particularly in the use of international trade management applications and Internet browsing;
- Proven experience in similar assignments is required;
- Fluent in French and English, ;
- Knowledge of agriculture is an asset.

7 The consultant's task

The consultant's tasks will include (but are not limited to):

- Work with the West Africa FSRP Secretariate to document the commercially viable technologies.
- Identify the T&I needs of each country in consultation with PIUs
- Facilitate the acquisition and delivery of technology and innovation by requesting countries
- Provide technical support in the delivery of technologies by requesting countries

8 Submission of tenders

Candidates interested in should send their expression of interest and detailed curriculum vitae by email to procurement@coraf.org with a copy to n.lamien@coraf.org no later than -----at 17:00 GMT. Consultants will be selected in accordance with the guidelines "Selection and Use of Consultants under IBRD Loans, IDA Allocations and Grants by World Bank Borrowers" of January 2011.