

STANDARD PROCUREMENT DOCUMENT

Selection of Consultants

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Request for Expressions of Interest

Agence Française de Développement



AUGUST 2024

ADVERTISEMENT**REQUEST FOR EXPRESSION OF INTEREST (EOI)**

TITLE OF TENDER: FALSE CODLING MOTH IDENTIFICATION AND MANAGEMENT INTERVENTION SUPPORT TO BUILD THE CAPACITY OF EHPEA TRAINERS, EAA EXPERTS AND SELECTED MEMBERS FARMS

TENDER NUMBER: PRQ20240241

The Government of Ethiopia, through Ethiopian Horticulture Producer Exporters Association (EHPEA), the Ethiopian Agricultural Authority (EAA) and with the support of TradeMark Africa (TMA), an organization funded by the French Development Agency (AFD), is seeking Expressions of Interest for False Codling Moth Identification and Management Intervention Support to Build The Capacity Of EHPEA Trainers, EAA Experts and Selected Members Farms.

The terms of reference of this expression of interest (EOI) and the invitation to tender document are available at the following address <https://www.trademarkafrica.com/procurement/>. All questions regarding the title and number of the tender should be sent by e-mail to the following address procurement@trademarkafrica.com.

We also inform you that only applications from firms/consortiums will be accepted. The deadline for submitting applications is **September 09, 2024 at 11:00pm EAT Time. The bids will be opened the on September 09,2024 at 11:10pm EAT, bidders are to attend the opening.**

TMA will not respond any query relating to this EOI 7 days or less prior to the submission deadline.



*Ethiopia***FALSE CODLING MOTH IDENTIFICATION AND MANAGEMENT INTERVENTION SUPPORT TO BUILD THE CAPACITY OF EHPEA TRAINERS, EAA EXPERTS AND SELECTED MEMBERS FARMS****CONSULTING SERVICES****Expressions of Interest**

TradeMark Africa has received a financing from *Agence Française de Développement* ("AFD"), and intends to use part of the funds thereof for payments under the following project: A Study For False Codling Moth Identification and Management Intervention Support to Build The Capacity Of Ehpea Trainers, EAA Experts and Selected Members Farms.

The terms of reference for this expression of interest and the tender document can be obtained through the address <https://www.trademarkafrica.com/procurement/>. All queries quoting the above Tender Title and Number should be emailed to procurement@trademarkafrica.com.

The Services of the consultant shall consist of **False Codling Moth Identification and Management Intervention Support to Build The Capacity Of Ehpea Trainers, EAA Experts and Selected Members Farms**.

The primary objective of this project is to strengthen the capacity of the Ethiopian Horticulture Producer Exporters Association (EHPEA), the Ethiopian Agricultural Authority (EAA), and member farms in the identification and management of False Codling Moth (FCM).

TMA, EHPEA & EAA will appoint and assign a Project Coordinator(s) for this specific project study. The consultant's team will report to a Project Manager(s) that will be designated by TMA, EHPEA & EAA. The consultant's Project Coordinator will work closely with the assigned Project Manager(s), with interaction being on a regular basis.

TradeMark Africa hereby invites Applicants to show their interest in delivering the Services described above.

This Request for Expressions of Interest is open to:

- | | |
|--|--|
| <input checked="" type="checkbox"/> Consulting firms | <input type="checkbox"/> Individual consultants |
| <input type="checkbox"/> NGOs | <input type="checkbox"/> Joint Venture between NGO(s) and consulting firm(s) |

Eligibility criteria to AFD financing are specified in sub-clause 1.3 of the "Procurement Guidelines for AFD-Financed Contracts in Foreign Countries", available online on AFD's website: <http://www.afd.fr>.

The Applicant shall submit only one application, either in its own name or as a member of a Joint Venture (JV). If an Applicant (including any JV member) submits or participates in more than one

application, those applications shall be all rejected. However, the same Subconsultant may participate in several applications.

If the Applicant is a JV, the expression of interest shall include:

- a copy of the JV Agreement entered into by all members,
- or
- a letter of intent to execute a JV Agreement, signed by all members together with a copy of the Agreement proposal,

In the absence of this document, the other members will be considered as Subconsultants.

Experiences and qualifications of Subconsultants are not taken into account in the evaluation of the applications.

Interested Applicants must provide information evidencing that they are qualified and experienced to perform those Services. For that purpose, documented evidence of recent and similar services shall be submitted.

Presented herewith are the defined criteria essential for the evaluation and assessment of the consultancy services, as detailed in the subsequent table:

Experts	Criteria
Specific experience of the firm relevant to the assignment	<ol style="list-style-type: none"> 1. At least five (5) years of proven experience in conducting studies, designing programs, and/or implementing interventions in the agriculture sector including in horticulture sector. 2. Proven experience in undertaking projects/work of Managing Phyto Sanitary systems at National Level or similar scope and nature.
Team Leader /Project coordinator	<ol style="list-style-type: none"> 1. Minimum 7 years related experience in FCM management, plant health inspection, SPS and related areas 2. MA/MSc /PhD in in Plan science, Agriculture, Horticulture and related science fields, with international experience on phytosanitary issues
Training Specialist	<ol style="list-style-type: none"> 1. Minimum 5 years related experience in conducting effective training programs in plant health inspection services, IPPC protocols, SPS and related areas 2. BSc/MA/MSc/ PhD Plant science, Agriculture Horticulture, and related science fields
Agricultural Economist	<ol style="list-style-type: none"> 1. Minimum 5 years related experience in data analysis, impact assessment, M&E and othe related areas

	2. BSc/MA/MSc degree in Agricultural economics or economics of related field
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Determination of the similarity of the experiences will be based on:

- The contracts size;
- The nature of the Services
- The technical area and expertise
- The location

For a JV, its leader and any member that has its registered office outside the Client's country shall fulfil each of these criteria.

An application that does not meet any of these requirements will be rejected.

Among the submitted applications, TradeMark Africa will shortlist a maximum of six (6) Applicants, to whom the Request for Proposals to carry out the Services shall be sent.

Submission Format :

Expressions of interest must be submitted in **hard copy** to the address below no later than **09 September 2024 at 11:00pm EAT Time.**

One (1) original and three (3) hard copies +one (1) digital copy containing English versions (USB key).

Proposals submitted electronically will not be accepted.

For bid submission purposes only, the Employer's address is:

TradeMark East Africa

Joe Namwaya
TradeMark Africa
Elili International Hotel Building, 19th Floor.
Kazanchis Business District, Guinea Conakry Street
Kirkos Sub-City, woreda 17/18
Addis Ababa, Ethiopia

www.trademarkafrica.com

Interested Applicants may obtain further information at the address above during office hours:
[Office opens at 8:00 AM and Closes at 5:00 PM EAT].

TERMS OF REFERENCE

FALSE CODLING MOTH IDENTIFICATION AND MANAGEMENT INTERVENTION SUPPORT TO BUILD THE CAPACITY OF EHPEA TRAINERS, EAA EXPERTS AND SELECTED MEMBERS FARMS

1. BACKGROUND

1.1 About TradeMark Africa

TradeMark Africa (TMA) formerly TradeMark Africa (TMA) is an aid-for-trade organisation that was established in 2010, with the aim of growing affluence in East Africa through increased trade. TMA operates on a not-for-profit basis and is funded by the development agencies of the following countries: Belgium, Canada, Denmark, European Union, Finland, France, Ireland, Netherlands, Norway, United Kingdom, Master Card Foundation and United States of America. TMA, with an annual expenditure of approx. US\$80 million, is now a leading aid-for-trade facility in the world.

TMA works closely with regional intergovernmental organisations, including the African Union (AU), East Africa Community (EAC), Intergovernmental Authority on Development (IGAD), Common Market for East and Southern Africa (COMESA), Southern Africa Development Community (SADC), national governments, the private sector and civil society organisations.

TMA has its headquarters in Nairobi, Kenya, with successful operations and offices in EAC-Arusha, Burundi (Bujumbura), Democratic Republic of Congo (Bukavu), Djibouti (Djibouti), Ethiopia (Addis-Ababa), Horn of Africa (Hargeisa), West Africa (Ghana) Malawi (Lilongwe), Rwanda (Kigali), South Sudan (Juba), Tanzania (Dar es Salaam) and Uganda (Kampala).

TMA interventions are clustered into two broad outcomes: (i) increased market access and (ii) increased business competitiveness. TMA's theory of change recognises that barriers to trade raise the costs of doing business, thus reducing demand for imports and exports within the region, and between the region and the world.

1.2 About EHPEA FCM intervention

Over the past few decades, the Ethiopian floriculture industry has undergone remarkable expansion and advancement, positioning Ethiopia as a prominent flower exporter in Africa alongside established players like Kenya, Columbia, Ecuador and the Netherlands. Notably, Ethiopia's primary flower exports, Roses, are primarily destined for European markets, with the Netherlands serving as the largest importer, alongside other significant destinations such as the United Kingdom, Germany, and the United Arab Emirates.

The floriculture industry presents a dynamic and promising landscape for job creation, offering a diverse array of opportunities for individuals across various skill levels. From graduates with specialized degrees to general workers. The floriculture industry in Ethiopia creates more than 200,000 jobs directly and indirectly, the impact is profound, fostering economic growth and stability. What makes the horticulture industry particularly noteworthy is its inclusivity, with up to 80% of these opportunities being made available to women. As the demand for ornamental plants and flowers continues to rise globally, the industry not only contributes to food security but also catalyses sustainable employment, empowering communities and enhancing the overall socio-economic fabric.

Remarkably, in the fiscal year 2022/23, the floriculture sector emerged as the second-largest foreign exchange earner for Ethiopia after coffee, generating USD 566.36 million.

With the steadfast backing from different local institutions development partners concerted efforts have been underway following the alert issued by EPPO concerning the increased interception of False Codling Moth (FCM) in Ethiopian rose cut flower farms. This collaborative endeavour involves the National Plant Protection Organization (NPPO), as well as rose farms. The Kingdom Netherlands Embassy has been actively engaged in addressing several factors contributing to the containment of FCM.

However, the production and productivity of horticultural crops in Ethiopia is significantly constrained by a variety of production and productivity limiting factors. Pests inflict economic injuries by significantly reducing the yield to the extent of complete losses of crops. The pests reduce yield directly or indirectly. In addition, some pests like FCM are quarantine and priority pests in major market destinations like Europe, resulting in rejection of export produce from Ethiopia.

The detection and interception of False Codling Moth (FCM) is presently centred within the major flower production clusters in the highlands, midlands and lowlands jeopardizing the potential of Ethiopia to take advantage of the European market. EU market accounts for more than 80% of the total export of flowers from Ethiopia.

Follow up to the study conducted by European Food Safety Authority (EFSA) The European Union (EU) has increased checks on cut roses from Kenya and Ethiopia to 25 percent owing to fears of introduction into the EU of the false codling moth (FCM). This follows discussions in Brussels between the European Commission and the 27 EU Member States on the risks posed by imports of cut flowers of roses for FCM or *Thaumatotibia leucotreta* and the appropriate EU regulatory measures. The minimum frequency of plant health checks at EU borders on roses from the two East African nations will be increased to 25 per cent for both origin destinations (instead of 10% for Kenya and 5% for Ethiopia the moment) and shall become applicable as of 1st May 2024.

This will result in additional barrier for the export of roses to EU. It is imperative to intensify efforts and maintain continuous communication and support with growers in Ethiopia. This is essential as part of a comprehensive strategy aimed at preventing the export of pests to the EU. Such efforts should encompass capacity building, self-regulation, and strict adherence to the FCM protocol.

1.3 The Assignment

Ethiopia's horticulture sector is a vital part of the national economy, contributing significantly to GDP and providing numerous job opportunities, particularly for women and youth. The floriculture industry, a major component of the sector, generates more than USD 300 million annually. Despite its economic importance, the sector faces ongoing threats from pest infestations, especially the False Codling Moth (FCM). FCM is a critical pest that affects various crops, causing substantial yield losses and posing significant risks to the quality and marketability of horticultural products.

To maintain access to high-value markets such as the European Union, Ethiopian horticultural products must meet strict phytosanitary standards. The presence of FCM in exports can result in shipment rejections, increased inspection costs, and potential market bans, with severe economic consequences. Effective management of FCM is therefore crucial for the sustainability and growth of Ethiopia's horticulture sector.

This project, funded by the European Union – Agence Française de Développement (EU-AfD), seeks to address these challenges by building the capacity of key stakeholders within the Ethiopian horticulture sector. By enhancing the skills and knowledge of EHPEA trainers, EAA inspectors, and selected member farms, the project aims to improve FCM management practices, ensuring compliance with international phytosanitary standards and securing market access.

2. OBJECTIVE

The primary objective of this project is to strengthen the capacity of the Ethiopian Horticulture Producer Exporters Association (EHPEA), the Ethiopian Agricultural Authority (EAA), and member farms in the identification and management of False Codling Moth (FCM). Specific objectives include:

- Conducting rapid and comprehensive assessment on FMS prevalence in the Ethiopia Horticulture sector and its impact
- Conducting comprehensive training sessions for 20 EHPEA trainers and 30 EAA inspectors on advanced FCM management strategies, including identification, lifecycle understanding, and control measures.
- Evaluating and enhancing current inspection protocols to align with international standards, particularly those set by the International Plant Protection Convention (IPPC).
- Engaging local stakeholders, including farm owners and workers, in awareness and capacity-building sessions to foster collaboration and knowledge sharing.
- **Monitoring and Evaluation:** Implement a robust monitoring and evaluation framework to track progress, measure impact, and ensure continuous improvement.

3. SCOPE OF WORK

The project will be implemented through the following activities:

1. Training Programs:

- **Objective:** Equip EHPEA trainers and EAA inspectors with advanced knowledge and skills in FCM identification and management.
- **Activities:** Organize workshops and field visits for hands-on training on FCM control measures, pest lifecycle understanding, and management strategies.
- **Expected Outcomes:** Enhanced capacity of trainers and inspectors, leading to improved FCM management practices across the horticulture sector.

2. Inspection System Review:

- **Objective:** Align current FCM inspection protocols with international standards.
- **Activities:** Assess existing inspection systems, identify gaps, and recommend improvements to meet IPPC standards.
- **Expected Outcomes:** Standardized and effective inspection procedures, reducing the risk of FCM infestations in exports.

3. Stakeholder Engagement:

- **Objective:** Foster collaboration and knowledge sharing among local stakeholders.

- **Activities:** Conduct awareness sessions and capacity-building workshops for farm owners and workers.
 - **Expected Outcomes:** Increased awareness and adoption of best practices in FCM management at the farm level.
4. **Monitoring and Evaluation:**
- **Objective:** Track project progress and measure impact.
 - **Activities:** Establish a robust M&E framework, conduct regular field assessments, and collect feedback for continuous improvement.
 - **Expected Outcomes:** Data-driven insights into project effectiveness, informing future interventions and policy decisions.

4. RECIPIENT

The main recipient shall be the Ethiopian Horticulture Producer Exporters Association (EHPEA), the Ethiopian Agricultural Authority (EAA), and selected farms identified based on the level of risk profile through the Trade and Market Africa (TMA) initiative.

6. DELIVERABLES

1. **Inception Report:** A detailed work plan, methodology, and timelines, submitted within two weeks of contract signing.
2. **Current Assessment:** rapid identification and assessment of the current prevalence of FCM and possible impacts associated with it
3. **Training Materials:** Comprehensive training manuals, presentations, and field guides on FCM management, tailored to the Ethiopian context.
4. **Monthly Progress Reports:** Documentation of activities performed, results achieved, and adherence to TOR, ensuring transparency and accountability.
5. **Inspection Protocols:** Revised standard operating procedures (SOPs) for FCM inspections, aligned with IPPC standards and best practices.
6. **Final Report:** A comprehensive summary of project outcomes, lessons learned, and recommendations for future interventions, providing a roadmap for continued improvement in FCM management.

8. DURATION OF THE ASSIGNMENT

The assignment will span six months, with a potential extension based on performance and funding availability.

9. Qualifications

The project team should possess the following qualifications:

- **Expertise in FCM Management:** Demonstrable experience in managing FCM at national and international levels, ensuring that training and recommendations are based on proven practices. Experience in managing Phyto Sanitary systems at national level or similar scope.

- **Inspection Services:** Proficiency in plant health inspection services and IPPC protocols, guaranteeing that inspection systems meet international standards.
- **Training Experience:** Proven track record of conducting effective training programs for diverse audiences, ensuring that participants gain practical and actionable knowledge.
- **Language Skills:** Fluency in English and Amharic for effective communication and training delivery, facilitating understanding and engagement among local stakeholders.
- **Cultural Competence:** Understanding of the local context and ability to work effectively with Ethiopian stakeholders, ensuring that interventions are culturally sensitive and appropriate.

11. RISK MANAGEMENT

Identify potential risks and mitigation strategies, including Low participant engagement; Delays in training delivery; Limited adoption of new practices, among others.

12. SELECTION CRITERIA

Proposals will be evaluated based on:

- a) **Team Composition:** Relevant qualifications and experience of proposed team members, ensuring that they meet the required expertise. The composition should include experts with international Phyto Sanitary experience.
- b) **Previous Experience:** Track record of successful project implementation in similar contexts, proving the contractor's capability.

**Appendix to The Request for Expressions of Interest
(To be submitted with the application, signed and unaltered)**

Statement of Integrity, Eligibility and Environmental and Social Responsibility

Reference of the bid or proposal _____ (the "**Contract**")

To: _____ (the "**Contracting Authority**")

1. We recognise and accept that *Agence Française de Développement* ("**AFD**") only finances projects of the Contracting Authority subject to its own conditions which are set out in the Financing Agreement which benefits directly or indirectly to the Contracting Authority. As a matter of consequence, no legal relationship exists between AFD and our company, our joint venture or our suppliers, contractors, subcontractors, consultants or subconsultants. The Contracting Authority retains exclusive responsibility for the preparation and implementation of the procurement process and performance of the contract. The Contracting Authority means the Purchaser, the Employer, the Client, as the case may be, for the procurement of goods, works, plants, consulting services or non-consulting services.
2. We hereby certify that neither we nor any other member of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations:
 - 2.1 Being bankrupt, wound up or ceasing our activities, having our activities administered by the courts, having entered into receivership, reorganisation or being in any analogous situation arising from any similar procedure;
 - 2.2 Having been:
 - a) convicted, within the past five years by a court decision, which has the force of *res judicata* in the country where the Contract is implemented, of fraud, corruption or of any other offense committed during a procurement process or performance of a contract (in the event of such conviction, you may attach to this Statement of Integrity supporting information showing that this conviction is not relevant in the context of this Contract);
 - b) subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);
 - c) convicted, within the past five years by a court decision, which has the force of *res judicata*, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;

- 2.3 Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;
 - 2.4 Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;
 - 2.5 Not having fulfilled our fiscal obligations regarding payments of taxes in accordance with the legal provisions of either the country where we are constituted or the Contracting Authority's country;
 - 2.6 Being subject to an exclusion decision of the World Bank and being listed on the website <http://www.worldbank.org/debarr> (in the event of such exclusion, you may attach to this Statement of Integrity supporting information showing that this exclusion is not relevant in the context of this Contract);
 - 2.7 Having created false documents or committed misrepresentation in documentation requested by the Contracting Authority as part of the procurement process of this Contract.
3. We hereby certify that neither we, nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants are in any of the following situations of conflict of interest:
- 3.1 Being an affiliate controlled by the Contracting Authority or a shareholder controlling the Contracting Authority, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
 - 3.2 Having a business or family relationship with a Contracting Authority's staff involved in the procurement process or the supervision of the resulting Contract, unless the stemming conflict of interest has been brought to the attention of AFD and resolved to its satisfaction;
 - 3.3 Being controlled by or controlling another bidder or consultant, or being under common control with another bidder or consultant, or receiving from or granting subsidies directly or indirectly to another bidder or consultant, having the same legal representative as another bidder or consultant, maintaining direct or indirect contacts with another bidder or consultant which allows us to have or give access to information contained in the respective applications, bids or proposals, influencing them or influencing decisions of the Contracting Authority;
 - 3.4 Being engaged in a consulting services activity, which, by its nature, may be in conflict with the assignments that we would carry out for the Contracting Authority;
 - 3.5 In the case of procurement of goods, works or plants:
 - a) Having prepared or having been associated with a consultant who prepared specifications, drawings, calculations and other documentation to be used in the procurement process of this Contract;

- b) Having been recruited (or being proposed to be recruited) ourselves or any of our affiliates, to carry out works supervision or inspection for this Contract.
- 4. If we are a state-owned entity, and to compete in a procurement process, we certify that we have legal and financial autonomy and that we operate under commercial laws and regulations.
- 5. We undertake to bring to the attention of the Contracting Authority, which will inform AFD, any change in situation with regard to points 2 to 4 here above.
- 6. In the context of the procurement process and performance of the corresponding contract:
 - 6.1 We have not and we will not engage in any dishonest conduct (act or omission) deliberately indented to deceive others, to intentionally conceal items, to violate or vitiate someone's consent, to make them circumvent legal or regulatory requirements and/or to violate their internal rules in order to obtain illegitimate profit;
 - 6.2 We have not and we will not engage in any dishonest conduct (act or omission) contrary to our legal or regulatory obligations or our internal rules in order to obtain illegitimate profit;
 - 6.3 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to (i) any Person who holds a legislative, executive, administrative or judicial mandate within the State of the Contracting Authority regardless of whether that Person was nominated or elected, regardless of the permanent or temporary, paid or unpaid nature of the position and regardless of the hierarchical level the Person occupies, (ii) any other Person who performs a public function, including for a State institution or a State-owned company, or who provides a public service, or (iii) any other person defined as a Public Officer by the national laws of the Contracting Authority's country, an undue advantage of any kind, for himself or for another Person or entity, for such Public Officer to act or refrain from acting in his official capacity;
 - 6.4 We have not promised, offered or given and we will not promise, offer or give, directly or indirectly to any Person who occupies an executive position in a private sector entity or works for such an entity, regardless of the nature of his/her capacity, any undue advantage of any kind, for himself or another Person or entity for such Person to perform or refrain from performing any act in breach of its legal, contractual or professional obligations;
 - 6.5 We have not and we will not engage in any practice likely to influence the contract award process to the detriment of the Contracting Authority and, in particular, in any anti-competitive practice having for object or for effect to prevent, restrict or distort competition, namely by limiting access to the market or the free exercise of competition by other undertakings;
 - 6.6 Neither we nor any of the members of our joint venture or any of our suppliers, contractors, subcontractors, consultants or subconsultants shall acquire or supply any equipment nor operate in any sectors under an embargo of the United Nations, the European Union or France;

- 6.7 We commit ourselves to comply with and ensure that all of our suppliers, contractors, subcontractors, consultants or subconsultants comply with international environmental and labour standards, consistent with laws and regulations applicable in the country of implementation of the Contract, including the fundamental conventions of the International Labour Organisation (ILO) and international environmental treaties. Moreover, we shall implement environmental and social risks mitigation measures when specified in the environmental and social commitment plan (ESCP) provided by the Contracting Authority.

- 7. We, as well as members of our joint venture and our suppliers, contractors, subcontractors, consultants or subconsultants authorise AFD to inspect accounts, records and other documents relating to the procurement process and performance of the contract and to have them audited by auditors appointed by AFD.

Name: _____ In the capacity of: _____

Duly empowered to sign in the name and on behalf of¹: _____

Signature: _____

Dated: _____

¹ In case of joint venture, insert the name of the joint venture. The person who will sign the application, bid or proposal on behalf of the applicant, bidder or consultant shall attach a power of attorney from the applicant, bidder or consultant.