

REQUEST FOR EXPRESSION OF INTEREST

Country: Federal Democratic Republic of Ethiopia

Assignment Title: solicitation of the Continuation and Expansion of the Smallholder Horticulture Project (SHP)

Ministry of Agriculture invites all interested domestic and international eligible candidates for the solicitation of the Continuation and Expansion of the Smallholder Horticulture Project (SHP).

The Smallholder Horticulture Project (SHP) is a joint USAID-MASHAV-Ethiopian Federal Ministry of Agriculture (MoA) Technical Cooperation Program in Ethiopia that aims to enhance the development and export of avocado fruits. This is targeted to be achieved through improvement of production, productivity and quality of the fruit so that it will make a positive impact on the growth of foreign currency earning capacity of Ethiopia. Besides, it is intended to improve the livelihood of the smallholder farmers and their household in the country. The project is implemented mainly in four regions of Ethiopia: Amhara, Tigray SNNPR and Oromia. It also supports the satellite nursery centers in Amhara and Oromia Regions as well as provides technical assistances to avocado growers from the private sector in the country.

1. Objective

The purpose of this invitation to participate the candidate is to enable The Federal Ministry of Agriculture in Ethiopia to select qualified candidate who can continue and expand the SHP project activity in cooperation with Smallholder farmer, private investors and other stakeholders.

2. Scope

The Scope of this work is describing technical needs and selection procedure of potential candidates that can assist avocado production within the above specified regions in Ethiopia. The projected capacity is to reach production and export of 4,000 tons Avocado fruits per year in commercial production within five years.

The project activities included support and supervision of fruit trees nurseries, encouragement of farmers and private investors to engage in avocado production for export through farmers' training and field days, implementation of modern irrigation systems for avocado plantations, including solar drip irrigation systems, and collecting the avocado fruit from the farmers for packing, sorting and exporting to European markets. The project proved and demonstrated the tremendous potential of avocado production for export in Ethiopia, for smallholder farmers as well as for big commercial farms.

3. Eligibility and qualification

The Ministry of Agriculture now invites eligible candidates to indicate their interest in providing the Services. Interested applicants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The short listing criteria are:

- i. applicant must possess the necessary professional and technical qualifications and competence, financial resources, equipment and other physical facilities;
- ii. Managerial capability and experience in relation to the scope in this ToR, reputation of the firm and the personnel to perform the contract;
- iii. applicant must have the legal capacity to enter into the contract;
- iv. applicant are not insolvent, in receivership, bankrupt or being wound up, their business activities have not been suspended, and they are not the subject of legal proceedings for any of the foregoing.
- v. Foreign applicant may collaborate with domestic investors in which case they shall submit consortium/partnership agreement.
- vi. The applicant is expected to examine the RFP, including all instructions, forms, contract terms and specifications. Failure to furnish all information required by the RFP, or submission of a bid not substantially responsive to the documents in every respect, will be at the bidder's risk and may result in the rejection of its bid

4. Technical Requirement

Eligible applicant should:

- a. Prepare the project strategy and a plan of action per each region (Amhara, Tigray, SNNPR and Oromia) separately, to reach a national commercial production of avocado fruit for export, i.e. 4,000 tons avocado export per year, within 5 years
- b. Assist and supervise the avocado seedling production to assure that the farmers get high quality seedlings and the right variety of avocado for export in fair price for farmers
- c. Encourage farmers to engage in avocado production for export, through farmers' training, experience sharing and fields days.
- d. Encourage and support farmers to Establish modern irrigation systems at the farmer's fields for avocado plantations that will assure high quality fruit production for export.

- e. Organize the avocado export from the farmer's field to the market, including:
 - i. Setting up farmers cooperatives for working together in avocado production & marketing, and expand and strengthen the already existing ones
 - ii. Establishing post-harvest systems, including modern and certified packing house that will be able to export avocado fruit and possibly other fruits
 - iii. Creating logistic mechanisms for avocado export in cooling containers by land and sea transport
 - iv. Develop international markets for Ethiopian avocado fruit export in cooling containers by land and sea transport
- f. Develop a local market for non-exportable avocado fruit; create contacts with local relevant food industries for processing avocado fruit
- g. Submit periodical reports to MoA on its activity.

5. Support from Federal Ministry of Agriculture:

The Federal Ministry of Agriculture will:

- a. Provide assistance and support to raising a budget from donors and developing partners for the project activity according to the strategy and plan of action prepared by the eligible bidder and approved by MoA.
- b. Supervise and supervise project activity according to the project plan.
- c. Connect the applicant for support of the regional bureaus of agriculture to assure that he gets full support and cooperation for the avocado production
- d. Encourage the applicant to continue this project activity on a commercial basis beyond the project period of 5 years
- e. Intervene to assure positive progress if the applicant face unexpected obstacles
- f. Coordinate the project activity with other relevant Government offices

6. Examination, Evaluation and Award Criteria

- a. The project strategy and a plan of action to reach a commercial production of avocado fruit for export, i.e. 4,000 tons avocado export per year within 5 years, and the budget required for that
- b. Proven experience in agricultural development projects in Ethiopia
- c. Prior knowledge of modern irrigation systems
- d. Prior knowledge of avocado culture technics
- e. Prior knowledge of the avocado cold chain and market system

7. Submittals

- a. Provide valid company documents (for local applicant : renewed trade license, Tax registration certificates)
- b. Project strategy documents
- c. Action plan
- d. Financial standing
- e. Track record in the field of Agriculture (direct or in cooperation with partners)
- f. Joint venture or partnership agreement (if the applicant chooses to participate in collaboration with other partner)

Expressions of interest will be evaluated in accordance with the Public Procurement & Property Administration Proclamation of the Government of the Federal Democratic Republic of Ethiopia. Participation is open to all eligible candidates.

Further information can be obtained at the address below during office hours: 8.30 AM to 5.30 PM hours.

Expressions of interest must be delivered in a written form to the address below in person or by Email until April 30/2020 from the date of first announcement.

Attn: Mr. Degayehu Desso and Mr. Abdela Negash

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