

Detailed Terms of Reference (ToR) for Conservation Agriculture and Development Planning Specialist(s)

For a consultancy to conduct a techno-economic feasibility study aiming to prepare the ground for successfully initiating, implementing and strengthening the adoption of Conservation Agriculture techniques by Smallholder Cassava Farmers under contract farming with GreenLeader.

Country of Assignment	Kingdom of Cambodia
Duty Locations	Kratie Province (80%) and Phnom Penh (20%)
Expected Duration of Assignment	Maximum 80 working days (4 months)
Allocated Budget	\$ 80,000 US Dollars, maximum
Application Deadline	September 6, 2021
Tentative Timeline	October 2021 > January 2022 (4 months)
Languages Required	English (Deliverables) and Khmer (Field Work)
Reporting Line	The Consortium: GreenLeader, Platform Impact, IDH- The Sustainable Trade Initiative and Chamroeun Microfinance plc.

1. CONTEXT AND BACKGROUND OF THE CONSULTANCY

To support global efforts to achieve the Sustainable Development Goals, GreenLeader is currently establishing a Responsible Business to initiate, lead and develop Cambodia’s largest inclusive, ethical and sustainable supply chain for cassava- representing the Country’s second most important agricultural crop after rice.

Since 2018, GreenLeader is setting up operations, processes and facilities in Snoul, a district of Kratie Province, to establish a factory specialized in the production, commercialization and exportation of cassava starch primarily intended to premium international food and adhesives & sealants markets. All the fresh cassava roots will be exclusively sourced through a network of Smallholder Farmers organized, trained and empowered in cooperation with the Ministry of Agriculture Forestry and Fisheries (MAFF) and the United Nations Development Programme (UNDP).

GreenLeader will apply a proximity-based model to bring fresh cassava cultivation, supply and processing as close to one another as possible. Priority is to reach plant capacity through the procurement of cassava within a radius of 50 kilometers. Proximity to farmers is important to secure the crops, avoid post-harvest losses, effectively lower transportation costs and genuinely contribute to rural economic development by increasing cassava farmers’ incomes.

As of today, GreenLeader, conjointly with MAFF and UNDP, formed 31 Farmer Associations in Kratie Province, regrouping 7007 Smallholder Farm Households from 16 Villages, totalizing approximately 29 695 hectares of land dedicated to cassava production, capable of supplying annually around 590,000 tons of fresh cassava roots to the starch processing factory in Snoul.

To ensure fair and sustainable production patterns, the Farmer Associations will be linked to GreenLeader by win-win contract farming schemes enabling Smallholder Cassava Farmers to benefit from:

- Improved pricing structures for the sale of their cassava crops,
- Purchasing guarantees for securing steady incomes,
- Affordable financial credits facilitated by local Microfinance Institutions for supporting their agricultural activities whenever needed,
- Technical Assistance (TA) provided in cooperation with Smart-Agro, to transition to Conservation Agriculture practices in order to optimize yields, secure a sustainable supply, and ensure that the cassava procured by GreenLeader is produced in an environmentally-friendly way.

In 2021, GreenLeader plans to secure (1) the readiness of a reliable sustainable cassava supply chain in Kratie Province and (2) the commitment of Financial Partners to complete the construction of the cassava starch processing factory, operationalize the Contract Farming and start production by early 2022.

2. FOCUS AND OBJECTIVES OF THE CONSULTANCY

The consultancy will focus on assessing the techno-economic feasibility of implementing Conservation Agriculture in the areas of land planned to be under contract farming with GreenLeader in Kratie Province.

Conservation Agriculture (<http://www.fao.org/ag/ca/>) supported by sustainable agricultural mechanization and technologies, as promoted by the FAO/AGP is a crop production model that has shown scientific evidence of its efficacy over reversed land degradation, restored soil health, improved soil water holding capacity and increased soil carbon sequestration.

In Cambodia, the General Directorate of Agriculture, in partnership with the Agricultural Research for Development (CIRAD) are playing a leading role to promote, design and assess Conservation Agriculture-based cropping systems for main upland annual crops and rice. In 2019 recent works were started by Smart-Agro and SwissContact to develop innovative business models facilitating the commercialization of appropriate Conservation Agriculture-based machineries across the Country.

The objectives of the consultancy are:

1. To assess the potential for promoting Conservation Agriculture as a cassava crop production model for tackling land degradation in Kratie Province,
2. To evaluate the farmers' adoption potential of Conservation Agriculture practices in the areas of land intended to be under contract farming with GreenLeader,
3. To evaluate the farmers' willingness / capacity to access debt financing to support the transition to Conservation Agriculture practices, and under what conditions,
4. To identify the remaining gaps in the formed cassava Farmer Associations and the local input supply chains that must be filled to successfully implement Conservation Agriculture in the areas of land under contract farming with GreenLeader,
5. To evaluate the current capacities, structuring and organizational ambitions of the formed cassava Farmer Associations. Aspects to assess will include governance, business planning, accounting practices, digitization, and how dynamic they are,
6. To map the full value-chain that will be required to achieve the business, social and environmental objectives, including list of actors, dependencies, timing of transactions, and expected volumes (including financial),
7. To develop a set of recommendations, very concrete and context-specific to refine and sharpen GreenLeader's Technical Assistance plan and resource allocation strategy supporting Contracted Farmers to transition to Conservation Agriculture practices (training methodology, access to inputs, key stakeholders' roles, impact measurement, etc.),
8. Identify potential differences in recommended Technical Assistance needed to enable female smallholders to participate in the contract farming scheme offered by Green Leader;
9. To initiate reflections on possible ways to implement innovative incentive and rewarding schemes encouraging agricultural value chain actors (especially farmers) to transition to Conservation Agriculture.

3. DELIVERABLES OF THE CONSULTANCY

#	Deliverables	Indicative Timeline
1	<p>A Data-Driven Needs & Opportunity Assessment Report including:</p> <ul style="list-style-type: none"> A quantification of the land degradation issue in the areas under contract farming with GreenLeader in Kratie Province, through desk research and/or soil analysis if relevant, A comprehensive description of the root causes as well as the social, environmental and economic consequences of this issue in the target areas, A detailed analysis of the potential of Conservation Agriculture applied on cassava plantations to contribute to mitigate land degradation in the focus areas, Evaluate the carbon credit potential of GreenLeader’s plan. 	October 30th, 2021
2	<p>An Investigation Report presenting the propensity of the farmers to be contracted by GreenLeader to adopt Conservation Agriculture practices including:</p> <ul style="list-style-type: none"> A research methodology carefully managing acquiescence, social-desirability and survey biases, as well as taking into account the nature of the value-chain and of the contract farming, A gender-sensitive analysis and synthesis of the results obtained through interviews, focus groups, surveys, questionnaires, field observations, etc., A summary of the key findings and actual evidence backing the conclusions of the Report. <p>Strict measures to ensure data security, protection and privacy should be demonstrated during the entire process- from initial data collection to final publication. Reporting should only include anonymized data.</p> <p>The consultant is expected to align data collection efforts with Chamroeun.</p>	December 15th, 2021
3	<p>A Situation and Gap Analysis Report presenting:</p> <p><i>At the Cassava Farmer Association level:</i></p> <ul style="list-style-type: none"> A brief snapshot and evaluation of the current status (data separated by gender), capabilities, standards and practices of the Cassava Farmers Associations, The (potential) political, societal, cultural, historical and economic drivers & barriers faced by the contracted farmers in relation to their move towards Conservation Agriculture, Check/confirm if the bottom-up participation, engagement and consultation of indigenous populations prior to the beginning of GreenLeader’s development have been properly conducted. Alternatively propose an action plan to ensure that the rights of Indigenous peoples are well acknowledged and respected via Free, Prior and Informed Consent (FPIC). 	December 30th, 2021

	<p><u>At the local input supply chain level:</u></p> <ul style="list-style-type: none"> • A mapping of the major agricultural service providers able to support the transition to Conservation Agriculture -related machineries, seeds and bioproducts accessible and affordable to contracted cassava Farmers, • A listing of regional trustworthy organizations, able to reliably provide GreenLeader’s contracted Farmers with clean cassava stems and planting materials. 	
<p>5</p>	<p>A Recommendation Report suggesting:</p> <ul style="list-style-type: none"> • A specific action plan to address the gaps identified to safeguard supply chains for conservation agriculture inputs for cassava Smallholder Farmers in the context of GreenLeader, • The biophysical and socioeconomic factors that could enhance the uptake of conservation agriculture and soil fertility management practices in the target areas, • A specific action plan on how female participation could be increased on the cassava production side and also along the value chain, • The various most suitable cassava-based crop rotation and intercropping systems that can be promoted, adopted and have high potential to increase cassava farmers’ yield (Taking into account GreenLeader’s requirements, the Smallholder Farmers’ constraints and the current soil properties), • Practical best practices to scale-up approaches of Conservation Agriculture in the target geographies, as a result of the consultancy work conducted on the ground and the key lessons learned from relevant success/impact stories identified via past experiences and desk literature reviews, • Concrete context-based improvement areas to refine, fine-tune and advance GreenLeader’s Technical Assistance plan designed to support the Smallholder Cassava Farmers during their transition to Conservation Agriculture, • Ways to strengthen the roles and responsibilities of GreenLeader’s key partners during the implementation of the Technical Assistance plan, • A monitoring and evaluation system for assessing the impacts of scaling conservation agriculture systems on environmental sustainability, economic productivity, farmers’ livelihoods and resilience, • The most relevant certifications that GreenLeader can apply for (Organic, Fairtrade, Carbon Credit, etc.) along with a concrete action plan and timeline to obtain them, • Possible roadmaps involving this Consortium, to develop new incentive schemes encouraging the adoption of Conservation Agriculture based practices and rewarding the achievement of positive environmental impacts. 	<p>January 30th, 2021</p>

4. PAYMENT SCHEDULE

- 50% (fifty percent) on signature of the contract,
- and the remaining 50% (fifty percent) at the successful completion of the mission.

5. ELIGIBILITY REQUIREMENTS

We are looking for a reputable consultant, consultancy firm or consortium with:

- Innovative postgraduate hands-on experts (MSc and PhD in related fields) with a proven combination of minimum 10 years of experience in Sustainable Agribusiness, Mechanization, Soil Science as well as Agricultural Cooperative and Rural Development.
- Considering the range of expertise needed for this assignment, experts/organizations are encouraged to form consortiums for applying.
- A Lead Investigator having significant experience in disseminating Climate Smart/Conservation Agriculture in South-East Asia, including through public-private partnerships,
- Experience undertaking similar assignments in Cambodia will be an added advantage,
- Non-Cambodia-based bidders should come in consortium with a Cambodia-based organization, which has experience in similar fields of studies. Native Khmer speaking skills are required within the team.

6. PROPOSAL SUBMISSION

Interested consultants/consultancy firms are invited to submit their bids in the following format:

- Background and capability statement of the firm,
- An understanding of the consultancy requirements
- A detailed full-fledged proposal detailing how the consultants/consultancy firms propose to undertake the whole exercise,
- Methodology,
- Work-plan and proposed timeline for performing the assignment, including check-in moment with the consortium, specifically with Chamroeun regarding field data collection.
- All-inclusive budget in (USD), including a detailed cost breakdown (e.g. daily staff rates, hours per deliverable/activity, ect.) and must include all logistical and material costs (e.g. local travel, accommodation, etc.). All amounts must be stated in USD, and include VAT and other taxes where applicable.
- Detailed reference list indicating the scope and magnitude of similar assignments,
- Time Commitment/Availability,
- The CVs of the team that will work on this assignment specifying their respective roles,
- List of the previous contracts for similar services provided in the last 5 years, indicating information on: contractor, year when services were provided, short description of provided services, experience with public authorities, NGOs, farmers, international organizations.

7. SUBMISSION PROCESS

All applications should be sent to Annabel Bol: bol@idhtrade.org.

by close of business on September 6th, 2021 at 17.00 Hours Indochina Time (GMT+7) and clearly marked “[Application] Conservation Agriculture Techno-Economic Feasibility Study – GreenLeader, Cambodia”.

All applicants must meet the minimum requirements described above, and those unable to meet these requirements will not be considered.

The consultants/consultancy firms will be selected on the basis of the solidity of their proposed approach, proven experience, qualifications, and ability to deliver quality deliverables in time and in efficient manner.

8. GENERAL TERMS AND CONDITIONS

I. Grounds for Exclusion

Service Providers shall be excluded from participation in a procurement procedure if:

- a) they are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- b) they or persons having powers of representation, decision-making or control over them have been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata;
- c) they have been guilty of grave professional misconduct proven by any means which the IDH can justify;
- d) they have not fulfilled obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which they are established, or with those of the Netherlands or those of the country where the contract is to be performed;
- e) they or persons having powers of representation, decision making or control over them have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organization, money laundering or any other illegal activity, where such illegal activity is detrimental to the MFA’s financial interests.

Tenderers shall not make use of child labor or forced labor and/or practice discrimination and they shall respect the right to freedom of association and the right to organize and engage in collective bargaining, in accordance with the core conventions of the International Labor Organization (ILO).

Service Providers must confirm in writing that they are not in one of the situations as listed above.

IDH will reject offers if any illegal or corrupt practices have taken place in connection to the award or the tender procedure.

II. Miscellaneous

- IDH reserves the right to update, change, extend, postpone, withdraw or suspend the ToR, this tender, or any decision with regard to the selection or contract award.
- IDH is not obliged in this tender procedure to make a contract award decision or to conclude a contract with a participant.
- IDH reserves the right to suspend or annul the Tender Procedure at any moment in time. Participants cannot claim compensation from IDH, any affiliated persons or entities, in any way, in case any of the afore-mentioned situations occur.
- By handing in a proposal, participants accept all terms and reservations made in these Terms of Reference, and subsequent information and documentation in this tender procedure.