



14 August 2019

UNITED NATIONS INDUSTRIAL DEVELOPMENT ORGANIZATION

TERMS OF REFERENCE (TOR)

FOR CONTRACTS FOR SERVICES AND WORK

Scope of work:

1. Background Information

Ethiopia's economy is predominantly agriculture-based. Agriculture supports 85% of the population, constitutes 46% of gross domestic product (GDP) and 90% of export value. The agricultural sector is characterized by the dominance of many smallholder farming. The United Nations Industrial Development Organization (UNIDO) points out that although there is an excellent potential for growth as Ethiopia possesses competitive advantages in several crops, this advantage is often lost due to poor linkages with agro-industry. While agriculture is central to the economy, agro-industries accounted for only 5% of GDP. The share of processed food products out of total agro-industry exports constitutes only 1.3%. At the same time, globally, the export of processed food products is growing at approximately 10% annually, pointing to a large growing market for exports of processed food.

While Ethiopia stands to benefit from duty-free export privileges to the US market, and can also obtain duty-free entry into the European Union countries, Canada and Japan, this opportunity is not fully tapped into. Cognizant of the above challenges, the GoE enacted an Industrial Development Strategy (2002) and an Agro-Industry Strategy (2009) to bring an accelerated structural transformation of the economy which would result in agricultural modernisation, agro-industrial development, GDP growth, job creation, foreign exchange earnings, and SME development.

The production of higher value products has been identified to be critical to achieving this transformation. Investment and development of the agro-industrial sector would improve the economy by converting the agro-export from primary, unprocessed products to processed products, spurring economic growth for this sector and the country. The government is thus spearheading the development of integrated agro-industrial parks (IAIPs) and complementary rural transformation centers (RTCs), which will link farming with agro processing to assist the transformation of the agricultural sector.

IAIPs are prioritized in Ethiopia's national development strategy. They are also a core component of the current Growth and Transformation Plan (2015-2020) and are one of the vehicles to enable the realization of the country's vision 2025 of becoming a leading light manufacturing hub in Africa. IAIPs are also intended as a way to cluster agro-industries, thereby allowing the exploitation of economies of scale and agglomeration and accessing to public infrastructure and services.

Currently four pilot IAIPs and RTCs in Central Eastern Oromia, Southwest Amhara, Eastern SNNP, and Western Tigray are under construction (about 70% of horizontal infrastructure and common amenities construction has been completed). However, the operationalization of the

IAIPs and RTCs requires knowledgeable and active participation by key stakeholders, Federal and Regional authorities, the private sector (industries), farmers and farmer cooperatives

The concept of agro industrial or agro food parks has been around for many years with well-known successful cases in China, India, Denmark, Honduras and Tunisia. The sizes and mode of operations is either a fully private and or with public contribution also variable.

The organisation of a study tour to East Asian Agro and food parks is meant to deepen the understanding on how smallholder farmers can be integrated in agro-industrial value chains, what management models of agro and food park infrastructure are the most successful and establish twinning opportunity for further knowledge transfer, and adoption of technology.

2. Objective of the present service agreement

The objective of the contract is for the services of a suitable entity to organise an industrial study tour in India and another in an East Asian Country (such as Vietnam, Malaysia or Thailand) where agro-industrial or food parks are well established and engaging both smallholder and commercial farmers, for a beneficiary group of stakeholders from Ethiopia, on behalf of UNIDO. The purpose of the study tour is to gain a complete overview of agro-food park management and operations, entrepreneurial opportunities over the entire value chain and the integration of smallholder farmers into the respective agro-industrial/ food parks systems.

The participants will be up to a maximum of 20 persons and will include high-level representatives from Ministry of Agriculture, Ministry of Industry, the Ethiopian Investment Commission, Regional Bureau of Agriculture and Industry, Regional Industrial Park Development Corporation, in Ethiopia and accompanied by staff of the UNIDO Project Management Unit (PMU). The training component is expected to be organised in a country with a viable knowledge of Agro Industry Parks.

The service provider is to arrange suitable hostel/hotel accommodation including breakfast for participants in the location(s), where the training will be held and included in the cost estimate. All other expenses related to travel of participants, air tickets and pocket money for lunch diner and incidentals as well as insurance will be arranged directly by UNIDO on behalf of the participants

3 Deliverables and general time schedule

The study tour and training is expected to take place over 10 working days, starting beginning of October 2019. The 10 day programme will include structured training sessions with lectures on the background to the establishment of agro-food, park operation and management of agro/food parks and site visits to establish operational agro-food parks. The service provided is expected to conduct the necessary background analysis and prepare a detailed training plan.

The training should cover the following subject areas:

- Institutional structure supporting farmer's delivery of quality product for Food Park, including of farmer cooperative facilities and financings, storehouses, pack houses and/or other Common Facility Centre.

- Modalities for organisation of smallholder farmers and their integration into agro-industrial value chains;
- Agro/food Park management and operations and related aggregation and logistic issues covering entire value chains;
- Handling of major agricultural commodities (cereals, milk and milk products, and fruit and vegetables) for processing into of various values added food products
- Modalities for ensuring good manufacturing practices, food safety and quality control (traceability), hygiene, and packaging of food products, of agro/food park tenants.

At the end of the training, all training documents will be provided to UNIDO and copies to the trainees, consisting of the following electronic files:

- PDF file
- Original work files (WORD, POWER POINT, EXCEL, etc.).
- Photographs

The electronic copy can be provided via e-mail, if the nature and size of the files make it possible. Otherwise, the electronic copy will be provided in a CD or DVD copy. All deliverables and related documents will be provided in English.

4 Technical Requirements

The respective expert(s)/focal person(s) assigned to this project by the chosen institution will report to the project manager at UNIDO HQ and will work in close collaboration with the UNIDO Chief Technical Advisor and the National Project Coordinator. The assigned expert(s) must possess the following skills and qualifications: (CVs are to be provided).

- At least 7 years of working experience in relevant fields.
- University degree in a relevant field of study such as: agriculture; agriculture economics, agriculture engineering; international development; rural sociology (or similar through experience)
- Familiar to the Agro-Industrial Park /Food Park model,
- Very good understanding of agricultural and agro-industrial practices in developing countries especially sub-Saharan African countries including Ethiopia,
- Demonstrated experience in providing training under Technical Cooperation projects for trainees from developing countries
- Knowledge of the broader international development agenda and strategic issues such as agricultural modernisation, agro-industrial development and structural transformation of the economy, climate change and gender.
- Very good conceptual and writing skills;
- Excellent command of the English language;

All experts should be based in the country where the study tour will take place.

5. EVALUATION CRITERIA

- Proven experience in undertaking similar logistical arrangements, providing details such as size of group, destination countries etc.
- Clear understanding of the requirements by way of providing a methodology, realistic timelines and cost allocation.

6 Language Requirements

The will be conducted in English. All written material submitted to UNIDO should be of such quality that no additional technical editing is required.

7 Reporting

The reporting schedule will be establish in the contract. This will include an inception report detailing the final training programme before the start of the training programme, a progress report midway through the programme and final report upon completion, The respective expert(s) assigned to this project by the chosen institution will report to the project manager at UNIDO HQ and will work in close collaboration with the Chief Technical Advisor of the project.

8 Application

Suitable institution should submit their application (see Annex 1 below). Offer must include a technical proposal with tentative schedule of activities, CV's and sample of relevant bibliography of assigned experts as well as a financial proposal.

Upon selection, the service provider will be required to do a detailed desk review of the Ethiopian project, discuss with the Project Manager and fine-tune the training programme in line with project.

9 Contact

All communications with regard to the request should be made to Mr. Egbert Mentzingen , Procurement Assistant, email E.Mentzingen@unido.org Tel. +43 1 26026 3662

ANNEX1: Format for proposals

In order for UNIDO to conduct the most efficient and thorough bid analysis, interested enterprises / institutions should submit the proposal in English, no longer than ten (10) pages (not including Annexes) and provide the following information:

1. Background

A summary of the institution's mission and other background information, management structure and key personnel assigned to this contract, capacities/resources, previous experience, proof of financial stability and adequate resources to execute tasks

Brief overview of the banana industry in the host country

2. Technical proposal

Scope of training, proposed methodology and approach

Training curriculum/course content

Delivery modes

2. Cost breakdown (detailed)

Facilitate accommodation (hotel booking) for participants, training materials, field trips/local logistics, trainer fees, other costs)

3. Schedule of training

4. Annexes

Expert(s) CVs

Any supporting documents