Call for expressions of interest
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Recruitment of Individual Consultants to conduct a regional study on the rice value chain in West Africa

Opening date: 18th July 2013
Closing date: 2nd August 2013
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CEI N° 45-2013

1. The West and Central African Council for Agricultural Research and Development (CORAF/WECARD) has received funding from the IDA and IBRD for the implementation of the West Africa Agricultural Productivity Programme (WAAPP). These funds, coming in particular from the World Bank are being used to support the implementation of the Operational Plan of CORAF/WECARD in order to achieve sustainable improvement in productivity, competitiveness and markets within the National Agricultural Research Systems in West and Central Africa.

2. The Executive Secretariat of the West and Central African Council for Research and Agricultural Development (CORAF/WECARD) responsible for the implementation of the WAAPP intends to use a part of these funding to make payment under the contracts established with individual Consultants for conducting rice value chain studies under the WAAPP funding.

4. The services of consultants Consultant are required to: (1) develop a methodological note, (ii) provide documentation for the baseline situation on existing studies on the rice value chain, (iii) capitalize on existing information; (iv) produce a report on the baseline situation based on existing information; (v) carry out missions in Mano River Union countries and in Mali to collect additional information. The tasks of the Consultant are detailed in the annexed Terms of Reference.

5. The Executive Director of CORAF/WECARD invites consultants to express their interest in providing the services described above.

6. Consultants interested must provide an Expression of interest providing: (i) evidence of performance and experience with similar contracts, and (ii) their CV.

The Consultant will be selected in accordance with procedures specified in the Guidelines: “Selection and Employment of Consultants within the Framework of IBRD loans, IDA credits and grants by World
Bank Borrowers’ dated January 2011.

7. The criteria for selection are the following: (i) Education level/Degrees; (ii) Experience in conducting value chain studies over the five past years; (iii) experience in project/program management; (iv) vi) number of publications on accomplished value chain studies; (vii) mastery of the two working languages(English and French).

8. Interested Consultants may obtain additional information concerning reference documents from the Policy Market and Trade programme Manager of CORAF/WECARD, Dr Mbène Dièye FAYE (mbene.faye@coraf.org) from 8 AM to 12midday and from 3 PM to 5 PM GMT. For further information, the Terms of Reference of the mission can be found in the pages annexed.

9. 10. Expressions of interest must be submitted by e-mail at the following address: proposals@coraf.org or to the Executive Director of CORAF/WECARD, 7 Avenue Bourguiba, Dakar, Senegal not later than the August 2nd 2013 at 5pm GMT.

Dr Harold Roy-Macauley
Executive Director of CORAF/WECARD
TERMS OF REFERENCE FOR THE CONDUCT OF A REGIONAL STUDY ON THE RICE VALUE CHAIN

1.0 Source of funds

CORAF/WECARD has received grants from the International Development Association (hereinafter called the “Association”), and the Japanese Policy and Human Resources Development Trust Fund (hereinafter called PHRD) towards the cost of the West Africa Agricultural Productivity Program (WAAPP), and intends to apply portions of the proceeds of these grants to eligible payments under this Contract for Consulting Services for the conduct of a regional study on the rice value chain West Africa.

2.0 The West Africa Agricultural Productivity Programme (WAAPP)

The WAAPP was initiated by ECOWAS with the financial support from the World Bank to support regional cooperation in the agricultural sector. The development objective of WAAPP is to generate and disseminate proven technologies across ECOWAS countries, in regional priority areas identified in the CORAF/WECARD Strategic Plan, which is aligned with the ECOWAS agricultural policy (ECOWAP).

From three pilot countries (Senegal, Mali, and Ghana) in 2008, the WAAPP has increased to thirteen countries in 2011; It is expected to cover the fifteen countries of ECOWAS by the end of 2013.

3.0 Project Development Objective

The Project Development Objective of WAAPP is to generate and accelerate the adoption of improved technologies in participating countries’ top agricultural commodity priority areas that are aligned with the sub – region’s top agricultural commodity priorities as outlined in ECOWAP.

4.0 Project Components

The project has four (4) main components:

Component 1: Enabling Conditions for Sub – Regional Cooperation in the Generation, Dissemination and Adoption of Technologies.

The Component 1 aims to speed implementation of ECOWAS regulations within participating countries to allow them to benefit from regional technical and scientific cooperation.

Component 2: National Center of Specialization (NCOS)

This component aims at strengthening the research systems within member countries through the rehabilitation/reconstruction/restocking of derelict research facilities and capacity building of researchers and scientists to undertake research work.

Component 3: Support to Demand - Driven Technology Generation
This component aims to accelerate the adoption of readily available technologies as well as to generate and disseminate adapted technologies for commodities of high regional and national priorities for WAAPP.

**Component 4: Project Coordination, Management and Monitoring and Evaluation**

This component aims to establish an effective coordination, management, and M&E system at national and regional levels.

**5.0 Objective of the assignment**

The overall objective of this consultancy is to conduct a rice value chains study in the MRU countries and in Mali. The outcome of this study is expected to contribute to the development of a strategic plan to improve the productivity and competitiveness of rice to the benefit of all the chain actors.

**6.0 Brief Description of the assignment**

The value chain study for rice to be conducted under this assignment is expected to be approached from a regional perspective. Specifically, this assignment will involve the following:

i. Mapping of the key value-chain actors starting with input suppliers, producers, traders, agro-processors, final distributors (wholesalers/retailers) and other service providers at various levels of the value-chain. A value-chain with flow linkages among all key actors is expected as starting point of the analysis;

ii. Collection of cost/price and quantity flows data at all levels of the value-chain in order to estimate cost and value-added structures along the value chain from input supply to final distribution/marketing of processed commodities. On the basis of established benchmarks (i.e. export and/or import parity benchmarks), characterize the performance of the value chain, specifically identifying where competitive advantage/disadvantages exist rice products produced in the MRU countries and in Mali;

iii. Describe key constraints and opportunities faced by value-chain actors. This should include the detailed description of the main issues, constraints and opportunities at each transfer point in the chain; i.e. yields, prices, payment systems, transport, quality, frequency of transfers (points of sale); storage limitations; processing limitations (low technology), including the policy and institutional issues affecting the value-chain performance such as, but not limited to, trade barriers (tariff and non-tariff) etc.

iv. Access Innovation Platforms (IP) in the Rice Value Chain and recommend appropriate actors in the IP to ensure efficiency and transparency and conduct a SWOT analysis for improvement;

v. Estimate through stakeholder consultations and review of national trade statistics, the market demand volumes both for the domestic and regional market for rice products;

vi. On the basis of the constraints and opportunities along the chain and their key causes:

   - Make specific recommendations on what needs to be done to promote the value-chain performance for rice so as to improve the volume and value of trade. Propose a capacity development plan for the value chains actors.
6.0 Task/Responsibilities/Duties of the Consultant

a) Desk review:
The desk research includes a research into the characteristics of the macro-economy and agricultural policies, other key sector studies including value chain analysis conducted on rice in West African countries. This will entail collection of all relevant studies and materials already produced by governments, donor partners, NGOs and/or research institutes in the recent past, and detail outcomes of these studies, as a starting point to understand the structure of agriculture, and in particular, the key issues affecting the performance of the rice value-chain.

The results of the desk review are to be summarized in a brief report, which will become part of the final analysis. On the basis of the desk review, among other issues, the methodology and the terms of references for the experts may be further defined or expanded upon.

The consultant will be expected to produce an inception report, detailing his/her understanding of the key agricultural sector issues, with particular reference to the main issues affecting the volume and value of trade in rice in the MRU countries and in Mali. The inception report will also outline the methodology for data collection, the quantitative and qualitative approach to data analysis, the profile of the study team and schedule for completion of the study.

b) Field work:
Primary data collection in the field is undertaken by local/country experts. They are hired to conduct fieldwork to collect missing data, assess specific country situations, and engage and collect views of potential stakeholders. The consultant’s primary role is to coordinate the data collection of local experts to ensure that the right information is gathered. Once all the necessary information is collected, the consultant is expected to visit countries, compare value chains of targeted countries and analyze issues noted in the field data collection.

The fieldwork comprises:

i. Identification of key chain actors (interviews where possible), to conduct an assessment of essential characteristics, functions and relationships of key stakeholders and actors, including women and the youth in the rice value chain. Sex disaggregated data of stakeholders and key actors should be presented (i.e. share of women participating at critical points along the chain)

ii. Identification of opportunities for local stakeholders including the women and the youth, to increase benefits; options for stimulating job creation, livelihood opportunities and employment generation in the local economy with emphasis on the women and youth in the community

iii. Baseline data collection; statistics on number of chain actors, constraints along the chain, current export/import volumes, employment, market trends, trade barriers (tariff and non-tariff) and other aspects affecting trade flows.

c) Data analysis and Reporting:
Following field data collection, the value chains of rice is analyzed from farm inputs, through the production and processing sectors to wholesale and retail. This will involve the following:
i. Undertake a value chain analysis on the interrelationship of main actors along the value-chain from input supply to final distribution of final products;

ii. Identify major leverage points for value chain development and market opportunities as basis for better livelihoods of small producers and farmers;

iii. Mapping of the range of activities that trace product flows and value added elements at different stages along the chain;

iv. Use the value chain analysis as basis for the identification of priority projects and investment programs related to different aspects of the supply and demand chain, support infrastructure and the required institutional support ECOWAS region

v. Conduct stakeholders’ validation and consensus building workshop(s), ensuring equitable representation of key actors and stakeholders (women and men), to discuss findings and recommendations;

vi. Develop an action plan detailing activities to be done at each stage of the value-chain in order to promote the value-chain performance and improve the volume and value of trade of rice products among countries.

7.0 Expected Outputs

a) Inception Report;

b) Interviews and consultations held with major stakeholders within each member State of the Union;

c) Report on field consultations prepared, and debriefing session held with reference group;

d) Validation workshops held and workshop reports prepared;

e) Value chain analysis report on rice.

08.0 Qualification/Experience of Key staff

a) Lead Consultant/Coordinating Expert:

The lead consultant must have a minimum of MSc degree in Agricultural Economics, Rural Development or a related field of study, and must meet the following additional criteria:

i. At least 10 years of practical experience in undertaking detailed agricultural sector analyses including export or enterprise development, and development of enterprise support institutions;

ii. Experience with value chain analysis in developing countries, preferably Sub-Saharan African region; and must have conducted at least one or more value chain analyses before as lead consultant/researcher, preferably in the agricultural sector;

iii. Proven record of international programme/project development experience;

iv. Experience in, understanding of and a network in the sub region;
v. Outstanding inter-cultural communication, networking and coordination skills;

vi. Excellent written and oral skills in English and French; knowledge of other local languages is an asset.

b) Local Experts:

Each of the local experts/consultants must have a minimum Master’s degree in agricultural economics or a related field of study, and must meet the following additional criteria:

i. At least 7 years of demonstrated knowledge and experience in the field of export or enterprise development in the agricultural sector;

ii. Practical experience in conducting value chain analyses in the agricultural sector;

iii. Strong network within one or more of the ECOWAS member countries; preferably based in the country of proposed operation under this assignment;

iv. Excellent written and oral communication skills;

v. Excellent written and oral skills in English and French; knowledge of other local languages is an asset;

09.0 Duration of the assignment

The duration of this assignment will be 60 days with 40 man-days.

10.0 Submission of reports and obligations

a) Reports to be submitted:

i. Upon signing of the contract, the consultant(s) will be required to present an inception report to CORAF and NCoS, outlining their methodology for data gathering that will guide the process of conducting value chain studies. The inception report will include a profile of the team leader or his/her company and/or institution, the team’s understanding of the assignment, the methodology to carry out the consultancy.

ii. Draft value chain analysis report

iii. Action plan to guide project support towards promoting traded volumes and values of rice product and by-products

iv. Final Value Chain study report for rice

b) Obligations:

i. CORAF/WECARD will assist the Consultant in organizing key stakeholder meetings, and validation sessions.

ii. The consultant will work closely with CORAF/WECARD and will have the Policy Market and Trade programme Manager as Primary contact within CORAF for this assignment.
11.0 Duty Stations:

The duty station for this assignment will be Mali and the MRU countries with extensive travels in any other ECOWAS country that should be visited.

12.0 Services and Facilities to be provided by the Client:

The following facilities and services will be made available to the consultant:

i. Office space;

ii. Space for holding meetings, Internet connection, and ICT facilities for making report presentations;

iii. WAAPP project documents