

## CALL FOR EXPRESSION OF INTEREST

-----

### Partnership for Agricultural Research, Education and Development (PAIRED)

-----

#### Recruitment of two individual consultants (Seed expert and IT expert)

*Consultancy to Upgrade the Seed Demand Forecasting Tool for the Development of Seed Demand Roadmaps for Private Companies and Country Programs in West Africa*

-----

**Opening Date: May 13, 2019**  
**Closing Date: May 23, 2019**

-----

**CEIN° 12-2019**

A new Cooperative Agreement signed between the USAID and CORAF in June 2017 is facilitating the implementation of a five-year program named Partnership for Agricultural Research, Education and Development (PAIRED) in West (Central) Africa. This is being implemented within the context of a Strategic Plan (2018-2027), an Operational Plan (2018-2022) and a Resource Mobilization Plan to support the achievement of CORAF objective *Agricultural productivity, competitiveness, and markets sustainably improved for target groups in West and Central Africa*.

The Specific objective of PAIRED is to improve the performance of Agri-input system in West Africa (WA). However, The lack of information on the accurate estimation of seed demands often puts seed enterprises and breeder seeds producing units in disarray in their effort to produce seeds to meet the actual demands of seed thus creating a considerable gap between seed supply and seed demand.

To reduce the seed supply and demand gap, CORAF adapted a tool originally developed by CIMMYT to support some member countries such as Nigeria, Niger, Mali and Senegal to develop five-year roadmaps for actual seed demand. Determination of the potential and actual seed demands will also help estimate the seed market value to attract additional investment. In this context, the tools and mechanisms

developed by CORAF will need to be scaled up to holistically embrace seed, linked to technology and innovation to create greater impact.

CORAF intends to develop an electronic-based tool for seed demand forecasting and seed production roadmaps designing. The Seed demand forecasting tool will be a practical instrument for the determination of the potential and actual seed demands to support both for public sector decision-making and for the Seed companies in the seed market value estimation and business investment.

The upgraded seed forecasting tool should be used in the process of making projections of demand for each class of seed by examining past and present performance levels, combined with an assessment of available seeds and markets.

The seed forecasting tool will be a computerized interactive spreadsheet. The program will operate on data entered in cells of a table. Each cell containing either numeric or text data, or the results of formulas that automatically calculate and display a value based on the contents of other cells.

The tasks to be performed as well as other information relating to the call are detailed in the terms of reference attached.

The Executive Director of CORAF invites candidates meeting the qualification criteria, as indicated in the terms of reference, to express their interest in this recruitment.

Interested consultants can obtain additional information from the CORAF Executive Secretariat by sending correspondence to the CORAF Agri-Input Expert by e-mail to [y.diallo@coraf.org](mailto:y.diallo@coraf.org) from 8h to 12h and 15h to 17h GMT.

Applications must be submitted by e-mail to the following address : [procurement@coraf.org](mailto:procurement@coraf.org) on May 23, 2019 before 16H at the latest.

**Dr. Abdou TENKOUANO**  
Executive Director of CORAF

## 1. CONTEXT

For over 12 years, the USAID West Africa Mission has partnered with CORAF to support CORAF institutional capacity development and implementation of research and development projects such as The Cereals Network, the Food Crops Program through the Global Food Security Response (GFSR) initiative in response to The Comprehensive Africa Agriculture Development Programme (CAADP) and ECOWAS Regional Agricultural Policy (ECOWAP) frameworks. The partnership has resulted in significant successes and impact in the West and Central Africa region. After ten years of the implementation of CAADP, the new order through the Sustainable Development Goals (SDGs), CAADP+10 (hinged on the Malabo Declaration), the ECOWAP+10, FtF Strategies, etc. have provided new opportunities to address emerging issues such as climate change, resilience, women and youth, immigration, food and nutrition security and health. A new Cooperative Agreement signed between the USAID and CORAF in June 2017 is therefore facilitating the implementation of a five-year program named *Partnership for Agricultural Research, Education and Development (PAIRED) in West (Central) Africa*. This is being implemented within the context of a Strategic Plan (2018-2027), an Operational Plan (2018-2022) and a Resource Mobilization Plan to support the achievement of CORAF objective *Agricultural productivity, competitiveness, and markets sustainably improved for target groups in West and Central Africa*.

.

## 2. OBJECTIVE, IMPLEMENTATION APPROACH AND COMPONENTS

The Specific objective of PAIRED is to improve the performance of Agri-input system in West Africa (WA). This is being achieved through three mutually reinforced Intermediate Results (IRs): IR1): CORAF capacity strengthened for effective coordination of agricultural research and development in West (and Central) Africa. IR2): CORAF's leadership in scaling Agri-input T&Is established in WA. IR3): The use of quality agri-inputs in West Africa increased.

Much effort will be devoted to strengthen the national Centers of Specialization/Regional Centers of Excellence (NCoS/RCoEs) and establish institutional arrangements for full implementation of technical activities. With enhanced capacity, the NCoS/RCoEs, as coordinating units, will ensure joint planning, resource mobilization, cost sharing, for the implementation of actions at the national level. Thus, a platform approach (comprising the key stakeholders) will be used to implement the program with focus on four priority commodity value chains (Table 1).

**Table 1:** Priority Value Chains, Host Countries of the NCoS/RCoE and Associated Cluster Countries

No	Focus Crops	Lead NCoS/RCoE	Cluster Countries
1.	Rice	IER (Mali)	Niger and Nigeria
2.	Maize	INRAB (Benin)	Nigeria, Ghana and Mali
3.	Sorghum/Millet	CERAAS (Senegal)	Niger and Mali

CORAF is thus, rebranding itself as a renewed organization with strong marketing, business development and resource mobilisation drive to realize its objective with a strong sense of accountability. The PAIRED program is helping to strengthen three National Centers of Specialization

(NCoS)/Regional Centers of Excellence (RCoEs) – Senegal, Mali and Benin to effectively work with cluster countries and organisations (private sector, farmer based organizations, universities/tertiary institutions, the international research institutions, policy makers, etc.) to achieve PAIRED program objective.

Strong NCoS/RCoEs, as coordinating units, will ensure joint planning, resource mobilization, cost sharing, implementation, training, knowledge sharing and transfer of T&Is across the region for four key commodity value chains (rice, sorghum, millet and maize). The approach will attract expertise and resources from the Privates Sector, Farmer Organisations, the West Africa Agricultural Transformation Program (WAATP), AGRA-PIATA, AfDB-TAAT/AARP, CGIAR centers, IFDC and Foundations/NGOs, as well USAID Bilateral Programs and the Feed the Future Innovation Laboratories, etc. to work together in synergy at both regional and national levels. Specifically, at the regional level, a Consortium of Partners mentioned above will govern the program while the CORAF Executive Secretariat coordinates and provides regional level technical backstopping. CORAF is backstopping the NCoS/RCoEs through its governance system, the management of information and tools and approaches for the up-scale of climate-smart Technologies and Innovations (T&Is).

With regards to the use of quality agri-inputs in West Africa increased, the Alliance for Seed Industry in West Africa (ASIWA) will be strengthened to become self-sustaining association. A strong collaboration will be fostered between ASIWA and the West Africa Fertility Association (WAFA) to engage agri-input stakeholders on common platforms to create synergy in the promotion of agri-inputs. Implementation of the harmonized seed regulations will be enhanced in relation to variety registration and release (including the updating of Plant Variety Catalogue), quality control and certification and cross-border trade. The West Africa Seed Committee will be strengthened to provide an annual platform for sharing best practices and providing directives in the implementation of the seed regulations. Entrepreneurship and organizational capacities of the Private sector will be strengthened to enhance its advocacy and leadership roles in the delivery of quality seeds. In addition, Intellectual Property Rights will be promoted to protect the emerging private seed companies and to promote innovation in plant breeding.

### 3. JUSTIFICATION FOR THE CONSULTANCY AND SCOPE

The lack of information on the accurate estimation of seed demands often puts seed enterprises and breeder seeds producing units in disarray in their effort to produce seeds to meet the actual demands of seeds. Inadequate estimation of demand and the consequences of over production or under production can cause serious financial consequences for a seed company. On the contrary, farmers get disappointed when seed supply doesn't meet their demand (type of seed, quantities and timely). Often in West Africa, the basic principles in economics of the law of supply and demand is applicable in the seed industry. When supplies are high, demands are low and vis-versa. To reduce the seed supply and demand gap, CORAF adapted a tool originally developed by CIMMYT to support some member countries such as Nigeria, Niger, Mali and Senegal to develop five-year roadmaps for actual seed demand. Determination of the potential and actual seed demands will also help estimate the seed market value to attract additional investment. In this context, the tools and mechanisms developed by CORAF will need to be scaled up to holistically embrace seed, linked to technology and innovation to create greater impact.

CORAF intends to develop an electronic-based tool for seed demand forecasting and seed production roadmaps designing. The Seed demand forecasting tool will be a practical instrument

for the determination of the potential and actual seed demands to support both for public sector decision-making and for the Seed companies in the seed market value estimation and business investment.

The upgraded seed forecasting tool should be used in the process of making projections of demand for each class of seed by examining past and present performance levels, combined with an assessment of available seeds and markets.

The seed forecasting tool will be a computerized interactive spreadsheet. The program will operate on data entered in cells of a table. Each cell containing either numeric or text data, or the results of formulas that automatically calculate and display a value based on the contents of other cells.

The intended embodiment of the seed forecasting tool includes a computer program defining a plurality of chapters including demand calculation, business and industry. Each chapter includes a number of sections and subsections making projections of the demand for each class of seeds for specific crops.

The priority crops to be addressed are: Maize, Rice, Sorghum, millet, and field missions will cover selected countries in West Africa (Benin, Ghana, Mali, Niger and Nigeria)

For the development of the seed forecasting tool, CORAF will recruit at least two individual consultants (One Seed Expert and on IT expert) who will work closely with and under the guidance of a regional steering Task force.

#### 4. DUTIES AND RESPONSIBILITIES FOR THE CONSULTANCY

The seed forecasting tool will be computer-based product planning systems. Its development will take into account the various factors affecting the demand of the type and class of seeds for each specific crops these factors include:

- The distinction between actual demand and perceived demand.
- Examining past and present performance levels, combined with an assessment of available seeds from the past season
- The agronomist practices: cropping pattern and intensity, the crop cycles, the growth rate and new technology uptake etc.
- The industry's competitive structure and economic environment by looking at the forces of competition that influence the competitiveness of the business and competition in the industry.
- The market scenario: area of cultivation and purchase power of the seed users, the intensity of rivalry among competitors,
- The policy and public intervention: Government intervention in the seed production and seed price fixing, and existence or not of the subsidy mechanism for small scale farmers.
- Environment: Cyclic droughts

In addition, the specific task of the consultant team will include:

- assessing the existing seed forecasting tools developed by other partners (CIMMYT, ICRISAT etc...)
- Developing or upgrading the Seed Forecasting Tool with an electronic modeling version to facilitate its use by national programs and the individual private seed company
- Developing the handbook/manual and training CORAF staff in the use the electronic model upgrading.
- working with the NCoS/RCoE, Cluster Countries, Partner institutions and Private Seed Enterprises in the use of the Seed Forecasting Tool for the development of Five-Year Road Maps at the national and regional levels.

## 5. REQUIREMENTS FOR THE CONSULTANCY: EXPERIENCE AND SKILLS

Based on the requirement of the Scope of the work, the consultant team will be composed by:

- **Expert N°1: Seed specialist (team leader):** This position will be held by someone with at least M.Sc. in Agriculture, Agricultural Economics, Agronomy, Seed Technology, Plant Breeding or related subject.
  - He/she should be knowledgeable in the agricultural research and development and seed systems in West Africa, an experience, particularly in the production and marketing of Breeder, Foundation and Certified seeds is required.
  - He/she must be competent in the use of the Seed Forecasting Tool and the development of the seed demand roadmap.
  - He/she must have the ability to provide advisory and technical support to the use and monitoring, and improvement of the Seed Forecasting Tool and the Five-Year Seed Demand Roadmaps.
  - Good communication and interpersonal skills and ability to get your point across to senior government and development partner officials, succinctly and diplomatically, and to be proactive.
  - Computer and modelling literate and fully familiar with the Microsoft Office® Suite of software
  
- **Expert N°2: Computer Scientist:** This position will be held by someone with at least B.Sc in Computer Sciences, specifically very knowledgeable in computerized modelling system
  - Knowledgeable in Microsoft Office® Suite of software.
  - He/she must be competent in the development of modelling system and interactive Spreadsheet.
  - He/she must have experience in working with agriculture sector.

The candidates should possess excellent English and French oral and written communication skills.

- The candidate should possess excellent English and French oral and written communication skills.

## 6. PERIOD FOR PROVIDING SERVICE - DELIVERABLES

The assignment will be conducted of 20 Paid days for Each Consultant to be carried out within the period May - July 2019.

**The expected deliverables are:**

- Phase 1: development of the electronic Seed Forecasting Tool and with a user manual
- Phase 2: Development of the Five-Year Road Map, with focus on the Target NCoS/RCoE and Cluster Countries for the specific crop.

## 7. WORKING WITH CORAF

The consultant remuneration will depend on the skills, experience and track record of the successful applicant, and will be internationally competitive. CORAF invests heavily in creating a culture of quality, professionalism, mutual support and teamwork. It creates opportunities for continuing formal and informal professional development and training. The candidate must be a national of a CORAF Member State. He/she will report directly to the Manager of PAIRED and comply with the reporting requirements of CORAF for its senior management. **This contract will be for a period of twenty-five day paid per consultant within a calendar period of two months.**

## 8. APPLICATION PROCEDURE

Interested candidates must please e-mail a covering letter and a detailed CV, which must also include the names and contact details of three referees. The application should be addressed to the Executive Director of CORAF Executive Secretariat, N°7- Avenue Bourguiba, BP 48 Dakar-RP, Senegal and e-mailed to [procurement@coraf.org](mailto:procurement@coraf.org). The application should be received at the CORAF Secretariat no later than 16H on the May 23, 2019.

**Only short-listed applicants will be contacted for full proposal submission (Methodology *work plan and budget, including remuneration*) to carry out the assigned duties.**

End of the document.