

## **Call for Expression of Interest**

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### **Recruitment of individual consultants to conduct a remote Regional Learning on quality seed production and seed business management**

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**Opening Date: April 12, 2021**

**Closing Date: April 26, 2021**

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**CEI No. 08-2021**

In West Africa, agriculture sector represents approximately 35 percent of the region's Gross Domestic Product (GDP) and 60 percent of the active labor force. Therefore, the sector is committed to achieving food security and broad-based economic growth in the region. However, despite the progress made, the sector is pending not fulfilling its goal unless measures are taken quickly to improve the sector performance in general and the agri-inputs subsector including seeds in particular.

Quality seed and other planting materials form the basis of crop production and the key issues to be addressed for significant contribution of seed system to agricultural output are availability, quantity, quality, accessibility, and affordability, which means physical access by farmers to the right seed and other planting materials in quantity at the right time and for the right price.

The West and Central African Council for Agricultural Research and Development (CORAF) as the major actor of the seed sector in West Africa considers that the most instant challenge to be addressed in the seed system is to ensure the availability of different classes (breeder, foundation and certified) of seed of staple food crops in the ECOWAS region.

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 West Africa Seed program, the partnership has resulted in significant successes and impact in the West Africa region. 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.

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): Innovative scaling framework for Agri-input T&Is established in West Africa (WA). IR3): The use of quality agri-inputs in WA increased.

Much effort is devoted in the PAIRED program to strengthen the national and regional stakeholder capacities and their organizations (private sector, farmer-based organizations, universities/tertiary institutions, the international research institutions, policy makers, etc.) to scale new technologies, produce and supply quality seed and expand the seed industry. Therefore, the implementation of the harmonized seed regulations will be enhanced in relation to variety registration and release (including the updating of Plant Variety Catalog), quality control and certification and cross-border trade. 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.

The Executive Director of CORAF is inviting individual consultants with required qualification as described in the Termes of references to apply for that online training courses on quality seed production and seed business management.

**Interested consultants may obtain further information from the Executive Secretariat of CORAF by sending an email to : [y.diallo@coraf.org](mailto:y.diallo@coraf.org).**

The Consultants will be selected according the “consultant qualification method” following the rules contained in the Administrative, Financial and Accounting Procedures Manual of CORAF. **The consultants in their application are invited to specify the module (s)for which they are applying.**

#### **Required expertise and duration of the consultancy**

The training modules will be delivered online by the selected qualified consultants. The time allocated to the consultancy is 14 paid days for each module including, the development of the training material, the online training and the narrative article development. The training shall be delivered during the period of May-June 2021 and for each module, two to four hours slot time will allocate using ZOOM link

## General Selection Criteria

Criteria
At least 7 years of experience in Seed science and seed business development
Good knowledge of seed production, seed quality management and seed business management
Familiar with the regional seed sector and Agricultural Research for Development approach and the management of value chains
Track record in training on training in seed and agricultural sector in West Africa
Good command of French or English

Applications of the individual consultants will be evaluated based on the criteria mentioned above and the selected consultant will be invited for further discussion and negotiation.

Consultants interested in this call must submit an Expression of Interest highlighting the execution and experience of similar contracts and a detailed CV.

Expressions of Interest (Eoi) must be submitted by e-mail to the following address: [procurement@coraf.org](mailto:procurement@coraf.org) not later than the 26<sup>th</sup> April 2021 at 16:00 GMT.

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

**Partnership for Agricultural Research, Education and Development in West Africa (PAIRD)**

**Cooperative Agreement AID-624-A-17-00002**

**Terme of references**

Regional Remote Learning

Quality seed production and seed business management

## 1. Introduction

In West Africa, agriculture sector represents approximately 35 percent of the region's Gross Domestic Product (GDP) and 60 percent of the active labor force. Therefore, the sector is committed to achieving food security and broad-based economic growth in the region. However, despite the progress made, the sector is pending not fulfilling its goal unless measures are taken quickly to improve the sector performance in general and the agri-inputs subsector including seeds in particular.

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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.

## 2. Objective

The main objective of this training is to strengthen capacity of West Africa seed business actors and extensionists in quality seed production and business management to insure efficient contribution of the seed sector in the agricultural transformation.

Specifically, this course aims to:

- Provide participants with essential knowledge necessary for planning, production and supply of quality seeds.
- Improve skills of participants in seed business management and seed marketing.
- Enhance the use of proven tools and approaches to fights against fake seed and to promote the Plant Variety Protection (PVP) system for more investment in plant breeding.

## 3. Expected results

By the end of this training the main expected results are:

- Participants' knowledge and skills for quality seed production and regulatory aspects of seed production in a commercial context of West Africa are enhanced. The key component involved: seed production, seed drying, processing and storage will be shared and discussed.
- Essential knowledge necessary for seed production forecasting and planning both for the public programmes and for seed businesses are provided to participants.
- The seed forecasting electronic tool developed by CORAF is well understood for usage, and the capacity of participants in managing and anticipating the seed market demand trends is enhanced.
- Participants' practical knowledge and skills enhanced in seed testing, quality assurance and certification procedures based on ECOWAS schemes and protocols, to ensure the seeds produced and supplies meet the required quality standard.
- Experiences sharing and participants knowledge enhanced in sound seed business practices including effective, profitable, and sustainable seed business management and seed marketing approaches
- Experiences sharing and better understanding of the use of ITC including mobile payment systems ability to interact with the farmers including, capital, market information and seed services exchanges, etc. enhanced.
- The successful model of the seed codex and the experiences of NIGERIA to overcome the supply of fake seeds and provide room for discussions on way forward to minimize the real

danger of fake seed into the seed industry and food security are shared with the participants.

- The participants skills on how the breeders' rights (for protected varieties) can benefit the seed actors in the continuum value chain: plant breeders, seed companies and farmers access to new varieties are enhanced.

#### 4. Training modules

The 7 Modules training are as follows with a brief description of the content of each.

Modules	Content-description
<b>Module 1: Quality Seed production, Drying, Processing and Storage</b>	The objective of the module is to enhance the participants' practical knowledge and skills for quality seed production and regulatory aspects of seed production in a commercial context of West Africa. The key concepts and technics applied in the seed drying, processing and storage will be shared and discussed.
<b>Module 2: Seed demand forecasting and production planning</b>	This module aims to provide participants with essential knowledge necessary for seed production forecasting and planning both for the public programmes and for seed businesses. It intends to improve skills of participants in the usage of the seed forecasting electronic tool developed by CORAF, while enhancing their capacity in managing and anticipating the seed market demand trends.
<b>Module 3: Seed quality control and compliance with the regional seed certification schemes</b>	In this module, the participants' practical knowledge and skills on seed testing, quality assurance and certification procedures based on ECOWAS schemes and protocols will be strengthened to ensure the seeds produced and supplied meet the required quality standard.
<b>Module 4: Seed business management and marketing</b>	In West Africa, Private sector role in seed industry is continuously growing even if the local seed companies' capacities are still weak. In Some countries, Small and medium size Enterprises are leading the entire local seed supply and are present in export markets. This module will ensure the sharing of experiences and will enhance the participant's knowledge of sound business practices which will enable them to build healthy and sustainable seed enterprises and an effective seed business management and seed marketing approaches which will enable them to better serve, retain their existing customers and attract new ones and grow up their businesses.

<p><b>Module 5: Using of ITC in enhancing small farmers access to quality seeds.</b></p>	<p>The potential of ICT to support the access to agri-inputs and exchange of information for smallholder farmers is huge in West Africa. Through improved communication, ICT are known to enhance or expand human networks. In the Region, Mobile technology has a particularly positive impact, fostering networks between, farmers, agro-dealers, and market, so that they can support each other. Specialized applications are being developed to further extend this impact, including quality seed supply. This module will give the opportunity to exchange and share experiences on the contribution of ITC including mobile payment systems that can provide the ability to farmers to exchange capital, information on seed services, seed prices, etc.</p>
<p><b>Module 6: Fight against fake seeds within the Region using the Seed codex platform and Role of seed stakeholders</b></p>	<p>In the region, there is a need to protect the seed industry and the farmers. This module aims to share with the participants the successful model of the seed codex and the experiences of NIGERIA to overcome the supply of fake seeds. The fight against fake seed requires an adequate regulation and collaborative effort among stakeholders. The session will also provide room for discussions on way forward to minimize the real danger of fake seed into the seed Industry and food security.</p>
<p><b>Module 7: Plant variety protection and seed business empowerment</b></p>	<p>Could the seed Value chains be upgraded without Plant Varieties Protection (PVP) system? Numerous innovations have been introduced by research institutes as well as private companies in seed system. This module will enhance the participants skills on how the breeders' rights (for protected varieties) can be granted exclusively to persons or institutions discovering, breeding, or developing new varieties of plants, and how these have the effect of encouraging competition amongst breeders to breed new plant varieties and rewarding those who have been successful in innovating new varieties.</p>

## 5. Expected participants in the training

This training course is an open training session but the primarily audience is participants for seed value chain in West Africa who are actively working on plant breeding, seed business, seed quality control and seed regulation. The participants will include among others, researchers, government officials, seed private sector actors.

As the training is online the expected number per session is 80 attendees.



## 6. Training Methodology

The remote learning will be implemented through lectures via video conference system using ZOOM link provided by CORAF to stakeholders.

The training will be multi-sites synchronised sessions of at least Four hours a day linking at the same moment different countries and resource persons/presenter's location. It will also serve as a relevant platform for experts, seed industry actors and civils society leaders to share their thoughts and formulate recommendations for change towards the policy-decision makers.

- Formal opening Session by the Moderator following by two presentations by senior experts/ resources persons.
- Roundtable discussions on the presentations – contributions and experiences sharing.

## 7. Course's language

The course and lectures will be in English or French with a simultaneous translation. Each module will take at least 4 hours.

Participants will use both the Q&A box to drop questions and comments, in addition they will be invited during an allocated time to entertain live interaction with the lecturers.

During the training, CORAF ITC team will also carry conversation online through social media by using #CORAFSEED.

## 8. Course Fee and logistics of the training

This course is offered free of charge and it is sponsored by PAIRED Program funded by USAID-West Africa and implemented by CORAF.

In addition, CORAF will:

- identify and contact resource persons and experts in the region or from technical institutions (Universities, NARIs, CGIARs) or private sector to deliver lectures in that remote learning session.
- contract interpreters (French-English) for simultaneous interpretation
- communicate on throughout its website and social media for wide dissemination
- instruct its focal points in the countries to communicate and share with the potential participant the event.

## 9. Duration and Date of the assignment

The time allocated to the consultancy is 14 paid days for each module including, the development of the training material, the online training and the narrative article development. The training shall be delivered during the period of May-June 2021 and for each module, two to four hours slot time will allocate using ZOOM link.

## 10. Consultants/Lecturers tasks and deliveries

For each Module, the consultant tasks consist in developing the training modules and materials to achieve the expected results through the following format:

- **The synoptic of the training (Corpus) comprising the skeleton of the module:**
- **The PowerPoint Presentation for trainees:** This is a presentation that the consultant will present in live directly to attendees during the online training session. The presentation will be designed for the trainees to understand the technical material, the main messages of the Module, to ensure how their skills and capacities have improved. The presentation may be structured to cover all the specific points, dimensions of the module with sufficient details that can be understood by the audience including pictures, graphs etc. The presentation should be developed to be delivered not more than one hour (slot time allocated)
- **A recorded Presentation for Trainees:** The consultant will record his presentation on a video form in high definition (HD) or standard definition (SD) that may be downloaded and viewed offline on a tablet or laptop and can also be shared during the session in case of challenges with the internet connection.
- **Supplementary material:** for Each Module, the consultant will develop a narrative and extensive word format highlighting the main message and more in-depth information on the technical material and references. The narrative format will comprise an abstract, the main document including, an introduction, chapters with specific message and technical material, a conclusion and bibliography references.

All the narrative articles will be compiled and edited by CORAF in a compendium-book format with the references to all the authors/contributors.

The consultant will submit the draft of all deliveries to CORAF for review before the acceptance of the final version.

## 11. Qualifications of the consultants

- **Education**
  - Master or PhD in the related field of the training modules : seed scientist, agronomy, agro-economy, socio-economy, business management or any related fields.
- **Global Experience**
  - At least 7 years of experience in Integrated Agriculture research for development.
  - Good knowledge of regional agriculture systems or a good experience of agribusiness establishment and management.

- Familiar with the regional Agricultural sector particularly seed sector and seed business management
- Have a good experience in adult training for group of diverse actors and
- Strong background in writing of scientific articles, policy briefs etc.
- Fluent in French or in English

▪ **Specific experience**

For each module, the applicant must demonstrate:

- a strong background in the subject matter (quality seed production, seed business management, PVP system etc.)
- an evidence of similar training performed.

**The contracted consultants will work closely with CORAF/PAIRED's agri-input development Expert.**

**The training curricula and the tools as well as the narrative article will be validated beforehand by the PAIRED project team.**

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