

## CALL FOR EXPRESSIONS OF INTEREST

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**Recruitment of two firms / Design offices for the training of the TARSPRO project actors in the establishment and facilitation of innovation platforms**  
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**Opening date : 12/07/2021**

**Closing date : 02/08/2021**  
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**CEI N° 23-2021**

The Executive Secretariat of CORAF (West and Central African Council for Agricultural Research and Development) is based in Dakar, Senegal. It received financial support from the Swiss Cooperation in support of its 2018-2027 strategic plan for the implementation of the project called *Agricultural Technologies and Innovations Scaling Up Project for Increasing the Resilience of Production Systems and Family Farms in West and Central Africa (TARSPRO)*.

The 4-year project aims to ensure food, nutritional and economic security for the populations of West and Central Africa. Specifically, the projects aims at:

1. Increasing the resilience of the food production system of at least 2 million producers / processors, including 50% women and 60% young people in the 5 target countries and more than 10 million indirect beneficiaries.
2. Sustainably meeting the demand for know-how (technologies and innovations) of at least 40% of family farms affected by the project intervention.
3. Ensuring a coalition and synergy of actions of actors in the transformation of agriculture.

The Innovation Platform (IP) mechanism stems from the IAR4D approach and brings together the different actors (producers, processors, traders, transporters, researchers, extension agents, bankers, insurers, etc.) of a value chain around a problem to be solved. The platform enables the establishment of multi-actor partnerships facilitating the resolution of the various constraints being faced by the value chain in its expansion needs. The IPs have proven to be real places of learning and mutual aid and the incubation of Technologies and Innovations (T&I). Thus, the actors are informed of the existence of the research products. At the same time, researchers are informed of the needs of potential users. In addition, each actor is informed of the difficulties or constraints encountered by the different segments of the value chain and together they reflect on ways and means to overcome these constraints.

CORAF's Executive Secretariat intends to use part of the resources made available to recruit two firms / design offices specializing in training on the integrated research approach for development using the multi-actor process for agricultural value chain development. The first selected firm / design office will operate in three (03) countries (Burkina Faso, Mali and Niger) and the second in the two other countries namely (Benin and Chad).

The Executive Director of CORAF invites firms or groups of consultants meeting the qualification criteria as indicated in the terms of reference, to express their interests in this call.

Firms / groups of consultants interested in this call must submit an expression of interest indicating that they are qualified to perform such services (Understanding of the terms of reference, Methodology, references for the execution of similar contracts over the past 10 years, CVs of proposed key experts, etc.).

Firms / design offices will be selected according to the selection method based on the qualification of the consultant in accordance with the rules set out in the CORAF Administrative, Financial and Accounting Procedures Manual according to the selection criteria contained in the attached terms of reference.

Interested firms / design offices can obtain additional information from the CORAF Executive Secretariat by sending correspondence to **Mrs Marie Nicole NKOUM, n.nkoum@coraf.org**.

Expressions of interest should be addressed to the Executive Director of CORAF and submitted by e-mail to [procurement@coraf.org](mailto:procurement@coraf.org), on **August 02, 2021 at 5:00 p.m. GMT** at the latest.

**Dr Abdou TENKOUANO**  
**CORAF Executive Director**

## TERMS OF REFERENCE

### ----- **Training of actors in the establishment and facilitation of innovation platforms in Benin, Burkina Faso, Niger, Mali and Chad**

#### **Introduction**

Food demand in West and Central Africa, especially in growing urban centres, is expected to increase by around 60-80% by 2050, but agricultural yields are not keeping up with the increasing demand. This disconnection between local food supply and food demand would be the result of an agricultural sector of which 80% is made up of small family farms with little use or access to innovative technologies and modern means of production and therefore not able to increase their production sufficiently in quantity and quality to keep up with demographic trends, high urbanization and associated diet changes.

Additionally, the TARSPRO project funded by the Swiss Cooperation and planned to be implemented over a period of 12 years on the basis of three 4-year phases, calls for a better deployment of cutting-edge technologies and innovations (T&I) to ensure food, nutritional and economic security for the populations of Central and West Africa.

Specifically, TARSPRO proposes: (i) to increase the resilience and productivity of family farms; (ii) sustainably meet the demand for know-how (technologies and innovations) from family farms; (iii) to ensure a coalition and a synergy of actions of the actors of agricultural transformation.

To increase the resilience and productivity of Family Farming Operations (EAF), the project plans to: (i) support the practice of climate-sensitive agriculture (CSA); (ii) support the acceleration of technology adoption; (iii) support the promotion of gender-sensitive technologies; (iv) support the promotion of nutrition-sensitive technologies; (v) finance the mass production of the most demanded technologies and inputs; (vi) support the promotion of digital services; (vii) support the use of appropriate inputs (seeds, fertilizers and pesticides) for agricultural production and (viii) support post-harvest loss management practices.

With regard to the sustainable satisfaction of the demand for know-how (technologies and innovations) from EAFs, the proposal envisages: (i) identifying and conditioning cutting-edge technologies and innovations, (ii) supporting a real campaign information and marketing technologies; (iii) supporting the individual and institutional capacity building of implementing partners and (iv) supporting the generation of new T&I at the request of users.

Regarding the assurance of a coalition and a synergy of actions of the actors, this implies: (i) operationalizing the platform for the management of scientific knowledge; (ii) holding meetings on the state of agricultural research in West and Central Africa; (iii) organizing agricultural technology trade fairs; (iv) Holding a Research-Policy dialogue; (v) monitoring and conducting studies on emerging issues and (vi) ensuring institutional and development communication.

The implementation of activities will be guided by the following guiding principles: (a) Alignment with CORAF strategy and other initiatives; (b) Mechanism of competitive and commissioned sub-projects; (c) Climate smart agriculture; (d) Integrated Agricultural Research for development and (e) women and youth as primary beneficiaries.

The deployment of research T&I will take place primarily in the target countries of the Swiss Development and Cooperation Directorate (DDC)<sup>1</sup> in West Africa, namely Benin, Burkina Faso, Mali, Niger and Chad. At the end of the first 4 years, the project aims to reach more than 2 million direct beneficiaries in the 5 countries, i.e. an average of 400,000 beneficiaries per country and

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<sup>1</sup> The Swiss Cooperation is the funding body of the project

more than 10 million indirect beneficiaries. All the beneficiaries will be made up of 3 categories of actors, which are: (i) small family farmers and processors of agricultural products, in particular its youths, women and people with disabilities in the agricultural sector; (ii) technical research staff from centres of specialization or excellence and national institutes and agricultural education, the agricultural council and national platforms of producer organizations responsible for supporting the first category and (iii) CORAF's Executive Secretariat and partners of CGIAR centres and inter-governmental organizations responsible for leading agricultural research and development in the West African region.

To strengthen the link between Research, Extension, Production and the private sector, CORAF recommends the Integrated Research Approach for Development (IAR4D) through the establishment of Innovation Platforms (IP). These are now an effective tool for addressing the socio-economic and institutional problems encountered by small producers, including access to new technologies and innovations. The results of the implementation of this approach in the various West and Central African countries, in terms of the efficiency of accelerating the mass adoption of new technologies and innovations, plead for their use on a larger scale for a better impact of technology diffusion.

These terms of reference are proposed for the recruitment of two firms to provide training on the establishment and facilitation of innovation platforms for the benefit of stakeholders in five countries (Benin, Burkina Faso, Mali, Niger and Chad). The first firm will intervene in three (03) countries (Burkina Faso, Mali and Niger) and the second in the two (02) other countries namely Benin and Chad. As for the actors to be trained, they are made up of representatives of groups of young people and women farmers / processors and all the other actors which will be members of these platforms. The target regions per country will be those covered by Swiss cooperation intervention on agricultural development issues. A maximum of Three Innovation Platforms will be established per region. They are as follows:

<b>Country</b>	<b>Regions</b>	<b>Sectors / areas of interest according to Swiss Cooperation</b>
<b>Benin</b>	Atacora-Donga and Borgou-Alibori	Mango, vegetable crops (potato, onion), soybean, corn
<b>Burkina Faso</b>	Midwest South West Hauts Bassins and Cascades	Mango, vegetable crops (tomato, lettuce, onion), poultry, dairy production (local milk), livestock breeding
<b>Mali</b>	Sikasso, Mopti, and Tombouctou	Vegetable crops (tomato, potato), small irrigation
<b>Niger</b>	Maradi and Dosso	Agropastoralism, market gardening (onion), agricultural entrepreneurship, small irrigation
<b>Chad</b>	6 provinces : <u>Southern area</u> Moyen Chari, Logone Oriental, Mandoul Sahelian band Batha and Wadi Fira Edge of the Sahel and Sahara Ennedi West	Mango, Vegetable crops (tomato, onion), meat and milk

## Objectives

The general objective is to have a critical mass of skills for the establishment and facilitation of innovation platforms in the intervention areas of the TARSPRO project with a view to accelerating mass adoption of technologies and innovations capable of transforming agriculture in these areas. Specifically, this implies

- a. Training five specialist-facilitators per innovation platform, the best 3 of which will be recognized as champions on: (i) the principles and approach of IAR4D, the innovation platform tool, Group facilitation techniques (animation, conflict management, lobbying, etc.); (ii) techniques and tools for facilitating multi-stakeholder processes for change and (iii) establishing guidelines for planning and conducting training on innovation platforms;
- b. Carry out, after the basic training, two (2) sessions of mentoring and coaching of the trainees in order to identify at least 3 champions per IP.

### **Expected outcomes**

- Participants master the key concepts and principles of the IAR4D approach;
- Participants master the innovation platform tool;
- Participants have a good command of the stages of setting up an innovation platform;
- The participants have a good knowledge of the integration of the commercial aspect in an innovation platform;
- Participants have a good command of the management and facilitation of an innovation platform;
- Participants have a good knowledge of techniques for mobilizing financial resources for the existence of IPs
- Participants are able to lead multi-actor processes for change;
- Participants have enhanced capacities on documenting, monitoring and evaluating the performance of an innovation platform;
- Participants master and understand the theory of change;
- Participants are able to develop and lead advocacy processes.

### **Methodology**

The applicant will propose a methodological approach. However, the following aspects must be taken into account: emphasis on practice, valuation of participants' knowledge, interactive exchanges between participants.

Regarding training support, apart from PowerPoint presentations, participants will be entitled to additional literature on the various training topics and a participant's notebook.

### **Mission of the firm / design office**

The first selected firm / design office will work in three (03) countries (Burkina Faso, Mali and Niger) and the second in the other two countries, namely (Benin and Chad):

- Develop a training manual for participants;
- Conduct training missions, then mentoring and coaching of trainees;
- Produce a participants' notebook;
- Produce a report for each training session;
- Produce a mission report at the end.

## **Selection criteria**

- The Firm must demonstrate that it has a pool of qualified and available experts to provide training in a suitable manner. Experts should have solid training in social change, communication for change and multi-stakeholder processes;
- The proposed consultants must have a good knowledge of innovation systems, good practical experience in leading multi-stakeholder processes and be familiar with the IAR4D (Integrated Agricultural Research for Development) approach and the management of value chains;
- Experts should have good experience in forming diverse stakeholder groups and facilitating learning on innovation systems based on innovation platform facilitation;
- The team to carry out the mission will include a Head of Mission and at least two French-speaking associate experts.

### **The Head of Mission will need to possess:**

- Higher education; BAC +5 at least in agronomy, agro economy, economy, socio-economy, sociology of organizations; in institutional economics, knowledge management systems or innovation systems;
- Proven experience in leading multi-actor processes, training and supporting innovation platform facilitators;
- Bibliographical references on the subject;
- At least 10 years of experience in the field.

Having experience in the target countries is an added advantage.

### **Two (02) associate experts will need to possess:**

- A higher education BAC +5 in agronomy, agro economics, economics, socio-economics, sociology of organizations; in institutional economics or innovation systems;
- Proven experience in leading multi-actor processes, training and supporting innovation platform facilitators;
- At least 5 years of experience in the field.

Having experience in the target countries is an added advantage.

## **Duration of the mission**

The mission consists of 45 working days (5 days of preparatory mission, 10 of basic training and 15 days per coaching and mentoring session) per country spread over a period of 3 months.

**Mission deliverables**

1. Inception report, 10 days after signing the contract
2. Basic training report completed, 10 days after the training is held
3. Report of the 1st mentoring and coaching session in TARSPRO implementation countries, 10 days after the mission
4. Report of the 2nd mentoring and coaching session in TARSPRO implementation countries, 10 days after the mission
5. Global mission report, 20 days before the end of the contract.