

## CALL FOR EXPRESSIONS OF INTEREST

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### Recruitment of service providers for the establishment of community immersion hubs for agricultural technologies and innovations in Burkina Faso, Benin, Mali, Niger and Chad

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Opening date: March 7, 2022

Closing date: March 28, 2022

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**CEI N° 05-2022**

CORAF (West and Central African Council for Agricultural Research and Development) based in Dakar, Senegal, has received financial support from the Swiss Cooperation for the implementation of the project titled *Agricultural Technologies and Innovations Scaling Up Project for Increasing the Resilience of Production Systems and Family Farms in West and Central Africa (TARSPRO)*. With a duration of four (04) years, the project aims to ensure the food, nutritional and economic security of the populations of West and Central Africa. Specifically, the project 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 targeted 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's intervention
3. Ensuring a coalition and a synergy of actions of the actors of agricultural transformation

This call for expressions of interest is addressed to all non-governmental organizations (NGOs), national public institutions and international organizations capable of intervening in the countries mentioned above. Particular attention will be given to national structures and organizations that have already intervened or are intervening in these countries.

The tasks to be carried out as well as other information relating to the conduct of the mission are detailed in the terms of reference annexed to this call.

The Executive Director of CORAF therefore invites service providers interested in this call to express their interest in providing the services described.

Service providers interested in this call must provide a notice of expression of interest which presents: (i) Qualifications in the field of the service requested (as well as brochures and references concerning the execution of similar contracts), (ii) Technical and management capacities of the service provider, as well as similar experiences of the last five years, particularly

in Africa, (iii) General qualifications and number of permanent essential staff; and (iv) Customer References; and any information deemed relevant.

Interested service providers can obtain additional information from the CORAF Executive Secretariat by sending correspondence by email to Mrs. Marie Nicole NKOUM ([n.nkoum@coraf.org](mailto:n.nkoum@coraf.org)) with a copy to [procurement@coraf.org](mailto:procurement@coraf.org).

The service provider will be selected in accordance with the rules contained in CORAF's Administrative, Financial and Accounting Procedures Manual. And the selection method to be used will be that of a fixed budget (SBD).

A shortlist of six (06) firms will be established at the end of the call for expression of interest and a request for proposal will be sent to them.

It should be noted that the interest shown by a provider does not imply any obligation on the part of CORAF to include the institution in the shortlist.

Expressions of interest should be submitted by email to [procurement@coraf.org](mailto:procurement@coraf.org) and addressed to the Executive Director of CORAF, 7 Avenue Bourguiba, Dakar (Senegal) on **March 28, 2022** at 5:00 p.m. GMT at the latest.

**Dr Abdou TENKOUANO**  
CORAF Executive Director

# Terms of Reference

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## **Establishment of Community Immersion Hubs for agricultural technologies and innovations in Burkina Faso, Benin, Mali, Niger and Chad**

### **Introduction**

Food demand in West and Central Africa, particularly in urban areas, is expected to increase by around 60 to 80% by 2050. However, agricultural yields are not keeping up with this increase in demand. This imbalance between the local food supply and the food demand would be the result of an agricultural production in which 80% of the actors are made up of small family farms with little recourse or access to innovative technologies and modern means of production. This explains their inability to sufficiently increase their production in this context of galloping demographics and strong urbanization with what this implies on change in diet.

In support of the implementation of CORAF's 2018-2027 strategic plan, the Swiss Cooperation is funding, over a period of 4 years, the deployment of cutting-edge technologies and innovations (T&I) with producers and processors to increase the food, nutritional and economic security of the populations of its areas of intervention in West and Central Africa.

Specifically, it aims at: (i) increasing the resilience and productivity of family farms; (ii) sustainably satisfying the demand for know-how (technologies and innovations) from family farms; (iii) ensuring a coalition and a synergy of actions of the actors of agricultural transformation.

To increase the resilience and productivity of Family Farms (FF), the project plans to: (i) support the practice of climate-smart 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 highly-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) of the FFs, the proposal envisages: (i) identifying and conditioning cutting-edge technologies and innovations, (ii) supporting a real information and marketing campaign for technologies; (iii) support the individual and institutional capacity building of implementing partners and (iv) support 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, the project envisages: (i) operationalizing the scientific knowledge management platform; (ii) holding meetings on the state of agricultural research in West and Central Africa; (iii) conducting agricultural technology 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 areas of intervention of the countries of concentration of the Swiss Agency for Development and Cooperation<sup>1</sup> (DDC) in West and Central Africa which are: Benin, Burkina Faso, Mali, Niger and Chad.

At the end of the 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 more than 10 million indirect beneficiaries. All of the beneficiaries will be made up of 3 categories of actors: (i) small family farmers and processors of agricultural products, in particular its youth, 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, agricultural advice and national platforms of producer organizations responsible for supporting the first category and (iii) the Executive Secretariat of CORAF and partners from the CGIAR centres and intergovernmental organizations responsible for leading agricultural research and development in the West African region.

To accelerate the adoption of T&I by the target group and after having identified the value-added sectors/chains to be supported, CORAF has devised a system with three components, namely innovation platforms, technology parks and community immersion hubs (CIH). These terms of reference relate exclusively to CIH.

## **II. CONCEPT OF COMMUNITY IMMERSION HUBS (CIH)**

In the context of this mission, the CIH means: "a decentralized space for the demonstration of technologies, innovations and know-how for the production and processing of agricultural products in a community environment. The CIH is therefore a place for guided tours, training and agricultural advice adapted to the needs of local stakeholders. The choice of technologies and innovations to be demonstrated there will result from the request of the beneficiaries. The technologies and innovations could originate from the parks of the centres of specialization or from any other research institution operating in the regions of West and Central Africa. As a production unit for plants, animals, seeds and processing of agricultural products, the CIH also serves as a platform for interaction between producers/processors and the private sector.

## **III. EXPECTED RESULTS FROM THE CREATION OF CIHs**

The objective of community immersion hubs is to bring technologies and innovations closer to end users who are young people and women producers and processors of agricultural products for better knowledge and physical access. Therefore, the ultimate results expected from the implementation of CIHs are: (i) a massive demand for acquisition, (ii) a massive acquisition and (iii) a significant increase in the rate of adoption of the technologies and innovations demonstrated by the beneficiaries of the localities covered.

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

#### IV PRIORITY VALUE CHAINS IN THE AREAS OF INTERVENTION

During the TARSPPro launch workshops in the countries of intervention, the national actors listed, without being exhaustive<sup>2</sup>, some priority value chains of their activities as presented in the table below. For TARSPPro, specific requests for technologies and innovations will come from the innovation platforms currently being set up. The technical offer must therefore take into account the priority value chains and be sufficiently flexible in order to be able to adapt or be supplemented as T&I requests are expressed.

Table: Priority value chains according to the regions of intervention in each country of implementation

Country	Regions	Priority value chains
<b>Benin</b>	. Atacora Department . Donga Department . Borgou Department . Alibori Department	Mango, vegetable crops (potato, onion), soy, corn
<b>Burkina Faso</b>	. Central West Region . Hauts-Bassins region . South West Region . Cascades region	Mango, vegetable crops (tomato, lettuce, onion), poultry, dairy production (local milk), livestock breeding
<b>Mali</b>	. Sikasso region (former division) . Mopti region . Timbuktu region	Vegetable crops (tomato, potato), small irrigation
<b>Niger</b>	. Zinder region . Tahoua region . Maradi region . Dosso region	Agro-pastoralism, vegetable crops (onion), agricultural entrepreneurship, small-scale irrigation
<b>Chad</b>	6 provinces : <u>Southern area</u> Middle Chari, Logone Oriental, Mandoul <u>Sahelian strip</u> Batha and Wadi Fira <u>Sahel and Sahara border</u> Ennedi West	Mango, vegetable crops (tomato, onion), meat and milk

#### V. TYPES OF TECHNOLOGIES <sup>3</sup> TO BE DISSEMINATED

To tackle current challenges such as: climate change, environmental degradation, the need for healthy food and inclusive development, TARSPPro intends to promote technologies and innovations that contribute to meeting these challenges.

These technologies and innovations which include: (i) new varieties of plants, (ii) specimens of animal breeds, (iii) prototype tools, (iv) equipment and machinery for cultivation and animal

<sup>2</sup> The list of priority value-added chains is not exhaustive. The CIH may also take into account other emerging and/or relevant value-added chains according to the needs expressed by the target group.

<sup>3</sup> A small opening will be made to the promoters/holders of T&I relating to the relevant value chains in order to exhibit their work there, with the aim of having a more complete range of T&I in the CIHs

production, post-harvest and processing treatments, etc. should have the following characteristics:

**A. Climate-smart :** Climate-smart agriculture (CSA), as outlined in the FAO Climate-Smart Agriculture Reference Guide (2017), refers to agricultural practices and technologies that: (i) sustainably increase productivity and income, (ii) helps to adapt and build resilience to climate change, and (iii) reduces/eliminates greenhouse gas (GHG) emissions (mitigation).

**B. Nutrition-sensitive:** The staple foods consumed by the rural populations of West and Central Africa respond in a very limited way to the needs of organisms in essential nutrients (vitamins and trace elements) and cause what is known as "hidden hunger". Nowadays, bio-fortified crop varieties such as high-iron cowpea, sweet potato, and orange-fleshed cassava are available in the tech market. The same is true for bio-control products for aflatoxin contamination on crops such as maize and peanuts.

**C. Gender sensitive:** Gender equity requires greater attention due to the leading role that youth and women will play in agricultural transformation. Priority should be given to technologies such as rice steamers, fonio hullers, millet sheller machines, fish smokers, peanut oil processing tables, etc. which reduce the arduousness of tasks and save time for the women who use them.

## V CIH FACILITATION

On an indicative basis, TARSPro expects to see the following aspects taken into account in the facilitation of the CIHs. It is clear that each service provider could, on the basis of its know-how and creativity, go beyond what is listed.

**Location :** The site for setting up a hub should: (i) be easily accessible at any time of the year on busy roads, (ii) have easy access to water, (iii) not entail any risk of land litigation, (iv) be designed to be able to accommodate annual and perennial plant crops, animal and fish species, mechanical crop, post-harvest treatment and processing equipment, therefore, (v) with a minimum size of 1.5 hectares of one single stretch; finally, (vi) the number of sites will not exceed 10 per country due to limited resources.

**Estimated cost:** TARSPro estimates an investment of 30 million CFA Francs for the installation of a CIH in the first year and 15 million CFA Francs for maintenance and facilitation in years 2 and 3. The estimates for year 2 and 3 assume that the CIH could cover part of the costs from products such as the harvesting of annual and perennial crops, the destocking of animals or fish and other possible income.

**Technology Marketing/Communication:** To make users aware of the site's technologies, the following should be considered: (i) regular guided tours at appropriate times, (ii) radio programs on the technologies being demonstrated, videos to be broadcast on social media, technical sheets to distribute in French and in the main local dialects, traveling demonstrations, etc. In addition, a mechanism for collecting requests for the acquisition of technologies and innovations must be put in place, said requests must be communicated as they arise to the relevant actors (CORAF, private investor, promoter, etc.). The target audience should include men, women, young people, who work in agriculture, livestock, fish farming, forestry, collection and processing of agricultural products, seed producers, the craftsmanship and multiplication of mechanical equipment, etc.

**Private sector involvement:** One of the major constraints to the adoption of technologies is their physical access at reasonable costs. This is where TARSPro believes that the private sector such as seed companies and local artisans can help solve this constraint. The service provider should make these actors strategic partners to meet the technology demand of the beneficiaries.

### **Mission of the Service Provider**

**The service provider is expected to undertake the following mission:**

1. Acquire/obtain demonstration sites with the characteristics mentioned above;
2. Develop each site;
3. Research, with the support of CORAF, the technologies and innovations requested by the beneficiaries from national and international agricultural research institutions;
4. Acquire/obtain the said technologies (seeds, specimens of animal species, fish, prototype mechanical equipment for production, post-harvest treatment or processing) to be demonstrated;
5. Install technologies and innovations;
6. Organize guided tours at appropriate times;
7. Produce marketing communication materials for technologies and innovations (technical sheets, videos to be broadcast via social media, etc.);
8. Contract local radio stations to communicate on technologies;
9. Establish a strategic partnership with the private sector to meet the technology demand of beneficiaries;
10. **Thoroughly document the life of the CIH to report to CORAF.**

### **Conditions of participation**

Applicant NGOs, public and international institutions must:

- ✓ Provide references of their experiences and similar work carried out previously to this call for demonstrations;
- ✓ Provide evidence of their ability to conduct the mission through the CVs of key people;
- ✓ Have in the team a person with proven skills in marketing / product sales strategy;
- ✓ Have in the team at least one person with skills in gender.

The Head of Mission must:

- ✓ Have a higher education: BAC +5 at least in agronomy, agro-economics, socio-economics, sociology of organizations, or related fields;
- ✓ Have proven experience in agricultural research and/or agricultural extension/advice;
- ✓ Have at least 10 years of experience.

The associated experts must possess:

- ✓ Relevant experience in the field for which they are positioned;
- ✓ At least 5 years of experience in the field.

### **Duration of the mission**

The implementation and handling of the CIHs will be spread over 3 years. Applicant organizations will propose a detailed timeframe taking into account the context of the area of intervention.

An assessment of the service will be made each year. The continuation of the collaboration in year 2 and in year 3 will be conditioned by the result of the assessment of the previous year. The assessment criteria (including the rate of adoption of technologies and innovations) will be defined by mutual agreement during the first year.

**Sources of information for the collection of T&I (not restrictive)**

[www.mita.coraf.org](http://www.mita.coraf.org)

[www.accessagriculture.org](http://www.accessagriculture.org)