



Call for Proposals

Designing a targeted intervention to strengthen the capacity of millers and support the growth of small and medium enterprises in the rice value chain in Tanzania

Overview

REPOA welcomes interested parties to send a proposal (a maximum of 20 pages) in PDF format to repoa@repoa.or.tz or in writing to:

The Executive Director, REPOA

157 Mgombani/REPOA Streets, Regent Estate P.O. Box 33223, Dar es Salaam
Phone: (22) 2700083 / 0784 555 655 Fax: (22) 2775738

The deadline for applications is **5:00 pm, Tanzanian Time on Friday, August 21st, 2020**. In case you have questions, please feel free to contact REPOA at the email address listed above. The deadline for receiving queries on this call is **5:00 pm, Tanzanian Time on Friday, August 14th, 2020**. Please reference all communication with respect to this call for proposals adequately. The following examples can be used when communicating with REPOA:

RE: Designing a targeted intervention to strengthen the capacity of millers and support the growth of small and medium enterprises in the rice value chain in Tanzania | Submission of proposal; or

RE: Designing a targeted intervention to strengthen the capacity of millers and support the growth of small and medium enterprises in the rice value chain in Tanzania| Submission of query;

Proposals are invited from organisations that will comprehensively respond to the Terms of Reference outlined below. Proposals must contain the following information:

- i. Expression of Interest
- ii. A technical proposal explaining your experience relevant for the assignment advertised
- iii. A workplan outlining the timing and duration of aggregate activities to be undertaken in the course of the assignment.
- iv. Names and CVs of team leader and 2 lead team members (where available, maximum 1-page each). The CVs should be for individuals who would be staffed on the project or in the case that project-specific hires are anticipated, CVs should be provided for current staff members at equivalent positions.
- v. A financial proposal (budget) with a detailed breakdown of costs per activity and engagement of personnel and other resources.
- vi. The names and details (client, project description) of 3-4 similarly themed assignments undertaken by your organization.
- vii. Description of the subcontractor(s), if any, that would assist your organization in completing the assignment.

Selection will take place based on price, quality of the proposals (including the methodology and strength of human resources), and demonstration of relevant work experience in implementing similar assignments. It is expected that the selected respondent will begin the Assignment in August 2020, and that the duration of execution will be for no longer than 18 months.

Only selected applications that meet the above requirements will be considered. Those who do not hear from REPOA two weeks after the expiry date should consider themselves unsuccessful.

REPOA is an equal opportunity employer. Women-led organisations or teams are encouraged to apply.

1. Background

REPOA and the International Institute of Social Studies at Erasmus University secured a two-year grant from the European Union's TradeCom II facility to implement a research and capacity building programme aimed at promoting Tanzania's trade competitiveness and diversification for widening trading opportunities with the EU. It focuses on five value chains of logistics, leather, horticulture, rice, and seaweed. The programme's interventions are coordinated around three key related areas across the value chains:

- Knowledge generation
- Capacity building
- Value Chain Development through Technical Assistance (TA)

The programme seeks to leverage Tanzania's existing trade capital—business environment reforms, young and affordable labour, geographical location, and membership of international trade arrangements — to augment knowledge, analytical, negotiation and organizational capacities for exports. The programme responds to observations that despite significant improvements of Tanzania's physical infrastructure such as roads, harbours, and energy, trade expansion and diversification constraints remain particularly with regard to institutional and regulatory framework. The programme's basis of engagement is the limited understanding and knowledge about the constraints hampering trade reforms and their economic impacts. Such gaps are affecting the coordination and complementarity between the trade, industrial and transport policies of the various states. The programme seeks to address these institutional shortcomings through a combination of knowledge based (including research) activities, capacity building, and institutional technical assistance to beneficiaries. The programme's intended beneficiaries include:

- sector ministries,
- key public trade facilitation agencies, including revenue, port, as well as standards and testing authorities
- trade promotion agencies
- trade statistics organisations
- private sector support institutions
- traders

Regarding this call, rice is the second most important food and cash crop in Tanzania (after maize); mainly grown by both small- and large-scale farmers. It is also one of the top five commodities in intra-regional EAC trade. The Aroma Rice has exceptional quality with notable potential for exports to EAC/SADC countries but a myriad of bottlenecks across its value chain, and a presence of NTBs inhibit its realization of this potential. In

addition, competitiveness of the sub-sector is also hindered by high cost of production and quality issues. More importantly for this action, there are underlying trade policy issues (import competition) that require analysis for the sector to realize its export potential. Owing to its strategic importance, rice was among three commodities included in the Big Results Now (BRN) initiative, launched by 4th phase government with the objective of achieving results that have wider impact on poverty reduction and economic development.

2. Objective and Scope of the Assignment

Objective

The overall objective is to engage in specified research activities, capacity building, value chain development, and coordinate a series of high-level policy dialogues and that will facilitate successful implementation of the policy research, capacity building and engagement programme. Furthermore, the main objective of this assignment is to improve the quality and competitiveness of local produced rice through building capacity of 100 rice millers on good rice milling practices (GMP) and inculcate entrepreneurship behaviour and skills to transform millers from service providers to business operators and facilitate growth and transformation of 10 SMEs to serve as a model for rice trading in Tanzania.

Scope

REPOA is currently implementing a two-year policy programme titled “Targeted support to strengthen capacity of policy makers, exporters, and trade associations to assess and review trade and related economic policies to promote trade competitiveness and diversification for widening trading opportunities with the EU”. The programme aims to support exporters, trade support institutions (TSIs), the government of Tanzania and other development stakeholders to enhance the capacity of Tanzania as an ACP country to formulate and implement suitable trade policies, including strategies for strategic measures to harness the opportunities arising from effective implementation of regional and international trade agreements. Tanzania is a founding member of the WTO and plays an active role in the African Union (AU); and African, Caribbean, and Pacific (ACP) groups. Tanzania served as the focal point (within the ACP Group in Geneva) on the Trade Facilitation negotiations prior to the WTO TF agreement. On the continent, Tanzania is implementing the EAC Customs Union, and the SADC Free Trade Area, and is actively participating in the negotiations for the EAC-Common Market for Eastern and Southern Africa (COMESA)-SADC Tripartite Free Trade Area. It participates in the United States-EAC Trade and Investment Framework Agreement and has concluded (but not signed) the EAC-EU Economic Partnership Agreement.

The programme is funded by the Secretariat of the African, Caribbean and Pacific Group of States (ACP Group). It is hoped that the successful bidder will work with REPOA and other third parties to coordinate capacity building of identified beneficiaries, high-level policy dialogues, conduct research and analyses, as well as publishing findings related to the programme.

3. Key Tasks and Outputs

This overall assignment comprises of the following key tasks:

Task 1 includes conducting research to improve the quality and competitiveness of local produced rice through building capacity of 100 rice millers on good rice milling practices (GMP) and inculcate entrepreneurship behaviour and skills to transform millers from service providers to business operators and facilitate growth and transformation of 10 SMEs to serve as a model for rice trading in Tanzania.

Task 2 will entail working with beneficiaries to conduct a training needs assessment, design and implementation of short-term training programmes, and facilitation of learning by doing.

Task 3 will focus on a review of the institutional arrangements for export competitiveness and diversification in Tanzania mainland and Zanzibar, provision of technical assistance to central ministries responsible for trade and marketing to facilitate a diagnostic review of Value Chain Development in the rice sub-sector, undertaking of field work on rice sub-sector studies, and organization of public-private dialogue (PPD) among relevant actors in the rice value chain.

The execution of Tasks 1, 2 and 3 by the successful bidder will be guided by the following specific objectives:

- To offer strategic support to rice millers to adopt technologies and milling skills for production of quality rice that meets required milling standards
- To Improve the functioning and performance of the rice value chain and marketing by facilitating growth of SMEs involved in provision of commercial services.
- To enhance the capacities of all actors to adhere to strict quality control procedures emphasizing on good hygienic practices, milling, safety practices, packaging and labelling and storage and distribution to link millers with regulatory institutions for certification
- To enhance millers' business skills to run the mills and increase their engagement in upper rice value chain activities (branding packaging and trading).

- To promote linkage of rice value chain actors to credit sources to ensure reliable access to inputs, equipment and market.
- To facilitate reliable pricing and market information system for use by stakeholders along the value chain.

4. Deliverables

The following outputs are expected to be produced by the consultant:

1. Provision of strategic support to rice millers to adopt technologies and milling skills for production of quality rice that meets required milling standards
2. Improved functioning and performance of the rice value chain and marketing through facilitation of growth of SMEs involved in provision of commercial services.
3. Enhanced capacities of targeted beneficiaries to adhere to strict quality control procedures emphasizing on good hygienic practices, milling, safety practices, packaging and labelling and storage and distribution.
4. Institutionalisation of linkages between millers and regulatory institutions for certification
5. Enhanced millers' business skills to run mills and increase their engagement in upper rice value chain activities (branding packaging and trading).
6. Promoted linkages of rice value chain actors to credit sources to ensure reliable access to inputs, equipment and market.
7. Creation of a reliable pricing and market information system for use by stakeholders along the value chain.

The Draft methodology and assignment implementation action plan will be reviewed by the assignment's Programme Steering Committee (PSC) comprising of both REPOA and EUR-ISS, with the Programme Implementation Unit (PIU) expected to incorporate the feedback in the final methodology.

5. Duration of the Assignment

The implementation period of assignment will be 14 months from August 2020 to December 2021 with the possibility of a no-cost extension of the period depending on the operating conditions.

6. Administration, Reporting and Coordination

The Consultant will be contracted by REPOA. Please note that **no** office space, equipment and other logistical arrangements will be provided to the Researcher/Consultant during the period of work. The Consultant will report to REPOA's Director of Strategic Research (DSR) during this assignment.

7. Qualifications and Experience

The team of researchers/consultants must have the following experience and skills to be able to perform the tasks of the TOR as outlined below:

- Have post-graduate degree in Economics or a related field.
- Minimum ten years of research experience and evidence of past engagement in at least one of the following: rice value chain research programmes/projects/strategies; monitoring, evaluation and impact assessment of programmes and plans.
- Minimum five years of experience collecting primary data through field works and interviews.
- Demonstrated ability to write high quality, methodologically sound, analytical reports
- Solid interpersonal communication skills and understanding of the targeted sub-sector.
- Ability to liaise properly with technical and administrative staff of international organizations.
- Ability to liaise properly with senior officials of the government and private sector partners.
- Exposure to value and principles of the thematic areas of REPOA and policy research.
- Have a good working knowledge of the quantitative and qualitative performance evaluation methods and programming strategies commonly used in development projects. Experience with ICT and/or mobile data approaches a plus.
- Excellent oral and written communication skills in English and Kiswahili.

While REPOA is an equal opportunity employer, a team of researchers/consultants with mixed sex will be preferred.