
Feed the Future Tanzania Kilimo Tija (Horticulture Productivity) Project

Notice of Subcontracting Services

Request for Services within the Scope of Work of the Feed the Future Tanzania Kilimo Tija (Horticulture Productivity) Project

Application Submission Deadline: July 1, 2024

Advert Issuing date: June 11, 2024

CONTENT

Section 1: Program Description

Section 2: Award Information

Section 3: Eligibility Information

Section 4: Submission Information

APPENDIXES:

Appendix I: Scope of Work (SoW)

Appendix II: Application Templates (Word)

Appendix III: Budget Templates (Excel)

SECTION I: PROGRAM DESCRIPTION

Feed the Future Tanzania Kilimo Tija (Horticulture Productivity) Project is a five-year USAID Feed the Future Project aiming at transforming the Tanzanian horticulture market system to a more vibrant, competitive, resilient, and inclusive one capable of fuelling sustained growth and drawing in new market participants.

The purpose of the Kilimo Tija Project is to sustainably increase economic opportunities in horticulture market systems, especially for youth. This will be achieved by three main strategic objectives:

- **Objective 1:** - Strengthening horticulture market systems to increase enterprise and employment opportunities.
- **Objective 2:** - Increasing access to commercially provided, climate smart, and productivity-enhancing agricultural technologies.
- **Objective 3:** - Strengthening the enabling environment for market systems.

Through Kilimo Tija Project (KTP), Tanzanian smallholders, MSMEs and producer organizations will benefit from improved commercial access to productive technologies and training to help them produce quality fresh and processed fruits and vegetables for an expanding and diverse market of domestic and international buyers. The Kilimo Tija Zone of Influence (ZOI) includes the regions of Morogoro, Iringa, Mbeya, Njombe, and Zanzibar.

ACDI/VOCA, the implementing organization for the USAID Feed the Future Tanzania Kilimo Tija (Horticulture Productivity) Project, is seeking subcontractors to support its primary objectives 1 and 2. In fiscal year 2024, the Kilimo Tija Project, through its Horticulture Transformational Fund (HTF), has identified specific priority technical areas to focus on, including: -

Objective 1: Strengthening horticulture market systems to increase enterprise and employment opportunities. Under the objective 1, the project is expected to achieve the following: -

- Strengthen organization of the horticulture market system to enable farmers and entrepreneurs to upgrade into higher-value activities. Upgrading activities could include expanding the use of business development services, grades, and standards and improving business skills, post-harvest handling, aggregation, and value addition.
- Strengthen trust and transparency among market actors, including youth, that contributes to the ability of the market system to upgrade.
- Improve businesses' skills and strategies, throughout selected horticultural market systems that will enable them to upgrade.
- Reduce financial constraints of farmers and entrepreneurs throughout selected horticultural market systems, including leveraging value chain finance.
- Increase participation of young women and men by overcoming forms of collusion, extractive business practices, and systemic biases.

Objective 2: Increasing access to commercially provided, climate smart, and productivity-enhancing agricultural technologies. Under the objective 2, the project is expected to achieve the following:

- Expand adoption and imitation of improved technologies and practices.
- Increase trust between buyers, agro-dealers, and seed companies to achieve more in-kind credit, repeat sales, and customer loyalty.
- Crowd in seed companies and agro dealers into the market system serving smallholder horticulture producers.
- Increase sales of improved seeds and fertilizers. Increase yields, sales, and consumption of high-quality horticulture crops.

SECTION 2: AWARD INFORMATION

Total Available fund under Horticulture Transformation Fund (HTF)	2.6 billion TZS
Anticipated Number of Awards	Expected 5-6 awards, each individual award should fall within the range of 260,000,000 TZS - 832,000,000 TZS
Advert Issuing Date:	11 th June 2024
Question/Inquiry Submission Deadline	22 nd June 2024
Submission Dates Deadline	1 st July 2024
Duration per individual Award	Provided under Appendix I below for each of the outsourced services.

Summary of Outsourcing Services (Service Details Refer to **Appendix I** Scope of Work for each service requested)

1. Provide support in marketing, aggregation and facilitate the establishment of commercial linkages.
2. Business Development skills support
3. Food processing specialists support
4. Extension service provision for avocado cultivation and management
5. Irrigation Specialists for large-scale horticultural tree crop large farms support.
6. Setting up of collection centre for pesticide empty containers:
7. Gender, Youth and Social Inclusion (GYSI) - Cross-cutting

Please refer to **Appendix I** award guidance, for specific budget ranges for each service. Each service Guidance includes the Award Value.

SECTION 3: ELIGIBILITY INFORMATION

I. Eligible Applicants:

- Nonprofit Agricultural Organizations: These organizations focus on agricultural development, extension services, and capacity building within the farming community.
- Consulting Firms: Consulting firms specializing in agriculture, market systems development, or related fields.
- Non-Governmental Organizations (NGOs): NGOs with a proven experience in agricultural development, community empowerment, and capacity building are well-suited for the subcontracting roles.
- Private Firms: Private companies offering services such as agribusiness consulting, technology provision, or supply chain management can contribute to project objectives.
- Private Colleges or Universities: Private Academic institutions with expertise in agriculture, economics, or related disciplines that can offer training, and capacity-building services.
- An applicant **MUST** be a locally entity registered in Tanzania working with Tanzania local communities and possess sound managerial, technical, and institutional capacities to perform the work.
- All Applicants will be reviewed for eligibility and must meet the minimum requirements described in this advertisement to be considered eligible.
- All Applicants must have an active registration in the U.S. Government System for Award Management (www.sam.gov) before the application submission deadline of the announcement.

SECTION 4. SUBMISSION INFORMATION

1. Instructions

This announcement contains all information necessary to apply to this subcontracting opportunity. Eligible Applicants should submit their applications following the format provided in the **Appendix I**. The application should not exceed (11) eleven pages (not including the cover page) and must contain the information requested in **Appendix I**. The applications that do not follow the format provided will not be evaluated.

2. Multiple Applications and Awards

An applicant may submit and request to supply more than one services listed in the **Appendix I** requested in response to this opportunity.

3. Submission Dates and Times:

All applications must be submitted by the deadline of July 1, 2024. Applications submitted after this deadline will not be accepted.

4. Submission Point of Contact

Questions and applications must be submitted electronically, in English, by the dates indicated in the above instructions. They should be directed to: kta.grants@acdivoca-tz.org
Please insert the following text into the subject line of the submission email: KTP-SUB-JUNE 2024.

Questions on this solicitation should be submitted to e-mail address provided above no later than the date indicated under (Section 2 Award information).

APPENDIX I

SCOPE OF WORK

SPECIFIC DETAILED GUIDANCE FOR EACH OF SERVICE REQUESTED.

Objective I - Intermediate Results I (IRI): - Strengthening Horticulture Market Systems to Increase Enterprise and Employment Opportunities: -

(1) Provide support in marketing, aggregation, and facilitate the establishment of commercial linkages: -

The subcontractor will support the project by supplying two (2) full time marketing specialists to assist in marketing activities within the targeted regions of the Kilimo Tija Project which include Njombe, Mbeya, Iringa and Morogoro. Their responsibilities will also be extended into other regions of the Kilimo Tija Project's market shed areas across Songwe, Dodoma, Arusha and Dar es Salaam. One specialist will be stationed in Mbeya, and the other in Iringa.

Anticipated Award Value: Up to 832,000,000 TZS

Assignment Duration: 2.5 years per Specialist

Main tasks required:

- The provision of technical support, training and linkage services to producers (on-farm) and off-farms beneficiaries in the target regions i.e. aggregators, buyers, producers, transporters, support road resellers and creating linkages for both the on-farmers & off farms enterprises.
- Support producers in producing products which meet market standards through various awareness campaigns/events.
- Help enterprises in branding products and marketing messages for their products.
- Facilitate the establishment of commercial linkages to address issues hindering business growth, trade, employment creation, and the inclusion of youth and women in the horticulture industry.
- Provide trainings to at least 500 buyers, aggregators, road resellers and transporters.
- Provide training to 3,000 smallholder farmers on market standards, crop calendars, grading, and sorting, with at least 1,500 of them linked to markets for their produce. Additionally, train 1,000 MSMEs and support 500 MSMEs in accessing markets

(2) Business Development Skills Support: - The subcontractor will support the project by supplying three (3) Business Development Skills (BDS) experts to provide business development skills trainings to project beneficiaries (Micro, Small and Medium Enterprises-MSMEs) in the regions of Zanzibar, Njombe/Mbeya, Iringa/Morogoro.

Anticipated Award Value: Up to 299,000,000 TZS

Assignment Duration: 120 days on demand basis per expert or specialist.

Main tasks required:

- Support BDS in providing business training (both financial and non-financial) to MSMEs, Cooperative Officers who will cascade the training to Cooperatives (AMCOS), producer groups/associations and support MSMEs in development of bankable business plans, support the process of mentoring existing and upcoming MSMEs and facilitate record keeping and the use of business software for basic accounting, inventory, and cost controls. Also support enterprises in developing a simple business/enterprise growth strategy.

- Provide business development skills training to a minimum of 40 AMCOS in Mbeya and Njombe, 10 AMCOS in Iringa and Morogoro, 5 irrigation schemes in Morogoro, 100 MSMEs in Njombe and Mbeya, 100 MSMEs in Iringa and Morogoro and 50 MSMEs and 50 Cooperatives in Zanzibar.

(3) Food processing Specialist: -The subcontractor will assist the project by recruiting three (3) specialists to work closely with Incubation centres and micro, small and medium sized processors in the regions of project operations, which include Zanzibar, Njombe, Mbeya, and Iringa, Morogoro. The specialists will be placed in Zanzibar, Iringa, and Mbeya, respectively.

Anticipated Award Value: Up to 299,000,000 TZS

Assignment Duration: 120 days on demand basis per expert or specialist

Main tasks required:

- Work closely with Incubation Centres and Processors under incubation centres. supporting newly identified and existing/progressive Processors.
- Supporting improvement of the quality of Processors products and providing technical support regarding the production sites. Assist processors in meeting necessary requirements for registration and other food regulatory authorities. Assist Processors in upgrading their products or/and adding potential line of products.
- Support a total of 200 progressive and basic processors in Mbeya and Njombe, and another 200 in Iringa and Morogoro, with training, incubation, and mentorship.

Objective 2 - Intermediate Results 2 (IR2): - Increasing access to commercially provided, climate smart, and productivity-enhancing agricultural technologies:

(1) Extension service provision for avocado cultivation and management: - To supply three (3) extension experts to facilitate the improvement of extension services by providing training on Good Agricultural Practices (GAP) for avocado cultivation and management to Lead farmers, Government Extension Officers (GEOs) and Agricultural Marketing Cooperative Societies (AMCOS) in Iringa, Mbeya, and Njombe.

Anticipated Award Value: Up to 390,000,000 TZS

Assignment Duration: 180 days on demand basis

Main tasks required: -

- a) Develop a comprehensive training plan for 150 Government Extension Officers (GEOs) and Avocado Agricultural Marketing Cooperative Societies (AMCOS) members from Iringa, Mbeya, and Njombe.
- b) Conduct training sessions to 1,500 smallholder farmers covering various topics related to Good Agricultural Practices (GAP) for avocado production, including but not limited to:
 - Soil and plant water relations for avocado crops
 - Avocado crop pruning techniques.
 - Management of pests and diseases affecting avocado crops
 - Harvesting practices and post-harvest requirements for avocado crops
 - Nutrient requirements and fertilizer recommendations for avocado cultivation
 - Planting density considerations and variety selection for avocado crops
 - Establishment of avocado nurseries and grafting techniques

(2) Irrigation Specialists for large-scale horticultural tree crop large farms.

The subcontractor will supply 1 specialist to support Drip Irrigation Design, Maintenance, and Installation for Horticultural Tree crops, with a special focus on avocado and apple crops during dry spells to avoid flower abortion in the regions of Njombe, Iringa and Mbeya.

Anticipated Award Value: Up to 260,000,000 TZS

Assignment Duration: 180 days on demand basis

Main tasks required: -

- Develop a training manual for drip irrigation design, maintenance, and installation, with a focus on horticultural tree crops such as Avocado and Apples.
- Create a training plan for drip irrigation specifically tailored to avocado and apple cultivation, targeting Government Extension Officers (GEOs), Lead farmers and AMCOS.
- Conduct training sessions for 300 GEOs and agronomists from Iringa, Njombe, Mbeya, and AMCOS on the design, maintenance, and installation of drip irrigation systems for avocado and apple crops.
- Develop technical tools for drip irrigation system design and sketching, pipe selection, and equipment specifications, to streamline installation processes on farms.

(4) Setting up of collection centre for pesticide empty containers.

The subcontractor will supply 1 specialist per region to support the activities (4 specialists in total) as described below in the target regions of Njombe, Iringa, Mbeya and Zanzibar.

Anticipated Award Value: Up to 468,000,000 TZS

Assignment Duration: 2.5 years

Main tasks required.

- Procuring and installing 26 cages for storing empty pesticide containers across the targeted regions.
- Conducting a comprehensive mapping of existing Empty Pesticide Container Collection centres in Iringa, Morogoro, Njombe, and Mbeya regions.
- Identifying and mapping the sites (wards/villages) in greatest need of establishing Pesticide Empty Container Collection Points.
- Monitor and report on the progress and adoption of cage usage by smallholder farmers.
- Collaborating with Local Government Authorities (LGAs) to facilitate the transfer of empty pesticide containers from the cages to designated district/regional disposal sites.
- Provision of environmental trainings and promotion/increasing accessibility/affordability of Personal Protective Equipment (PPEs) in the ZOI.
- Organizing training sessions for 1,700 farmers and 160 Agricultural Extension Officers (GEOs) on the environmental impact of improper pesticide container disposal in Iringa, Morogoro, Njombe, Mbeya and Zanzibar.

Gender, Youth and Social Inclusion (GYSI) - Cross-cutting Issues

(1) Gender, Youth and Social Inclusion specialists: - The subcontractor to supply two (2) Gender, Youth and Social Inclusion specialists, 1 for each region (Njombe and Mbeya).

Anticipated Award Value: Up to 338,000,000 TZS

Assignment Duration: Two (2) years

Main tasks required.

- Work with project specialists (finance, business, agronomy, etc.) to identify business opportunities for youth and women led initiatives.
- With the guidance of the Youth and Social Inclusion Manager, design, and lead systems to streamline gender and youth activities which promote production and productivity within the region of project operations.
- Support partners and stakeholders to integrate and improve gender and youth inclusion in the project.
- Support the design, planning and implementation of appropriate curricula to help the regional offices plan and implement training programs that promotes youth, gender, and social inclusion.
- Organize capacity building sessions for various stakeholders which includes Association, SACCOs, Saving Groups and other microfinance institutions in ZOI in areas such as microenterprise lending, the use of digital tools or related areas, including convening stakeholders/workshops and facilitating focused trainings that promotes youth and women engagement.
- Conduct awareness rising events and workshops to communities for promotion of opportunities within horticulture sector for women and youth.
- Facilitate access and adoption of productivity enhancing technologies which are youth and women friendly.
- Participate in routine and periodic data collection and monitoring.
- Collect baseline data and follow-up data on OCA, and M4 (Marketing, Membership, Monetary & Membership) for beneficiaries.
- At all-time ensure effective implementation of the Youth and Gender Engagement strategy
- Provide training on Gender, Youth, and Social Inclusion to at least 1,500 identified youth and women beneficiaries.

APPENDIX II

Application form Template (Word format)

Applicants must submit a full application, using the templates provided (**in the appendix II**) for detailed information.

APPENDIX III

Budget Template (Excel format)

Applicants must submit a full budget in their application, using the templates provided in this call (**in the appendix III**) for further information about templates).

NOTE: Include Budget Narrative This narrative should explain why costs are reasonable, allocable, and necessary to provide the service. For every line-item request reflected in the detailed budget needs to be narrated and should include the calculations, and the totals across all budget documents must match. The applicant should justify unit rates for each cost category proposed with supporting information to clearly identify the basis of all costs, such as market surveys, price quotations, current salaries, historical experience, etc. Any assumptions should be clearly stated.