



MINISTRY OF AGRICULTURE AND
FOOD INDUSTRY OF THE
REPUBLIC OF MOLDOVA

MINISTERUL AGRICULTURII ȘI
INDUSTRIEI ALIMENTARE
AL REPUBLICII MOLDOVA

UNITATEA CONSOLIDATĂ PENTRU IMPLEMENTAREA PROGRAMELOR IFAD
THE CONSOLIDATED IFAD PROGRAMMES IMPLEMENTATION UNIT



Enabling poor rural people
to overcome poverty

RFSADP	
Nr. ref. AWPB	C-DE-832-MD
Category	III. Post-finance training

Terms of Reference

International technical assistance to organize an international study tour

- Theme:** Study tour for Moldovan agriculture youth entrepreneurs to Denmark.
- Scope:** Exchange of experience between youth and learning from foreign young farmers.
- Location:** Kingdom of Denmark
- Tentative timing:** 30 June-15 July, 2014
- Length of the trip:** 7 days
- Number of participants:** 10 people

Background

Rural Financial Services and Agribusiness Development Project, financed by the International Fund for Agricultural Development (IFAD) and implemented by the Consolidated IFAD Program Implementation Unit (CPIU-IFAD), aims to provide access for small- and medium-scale rural-based entrepreneurs to mid and long term financial services. As part of Rural Financial Services activities, the Programme envisages activities of development of Finance Products to support youth entrepreneurs in initiating/ developing business activities in agriculture and food industry.

To attract young entrepreneurs (YE) for developing agribusiness in rural area RFSADP provides long term investment loans (up to USD 24 000 per beneficiary) with 40% grant portion financed by DANIDA. In 2012-2013 were financed over 280 projects for youth entrepreneurs. As part of post finance training programme CPIU-IFAD plans to organize at the beginning of July 2013 a study tour for youth entrepreneurs from Moldova to Denmark to visit and learn from similar business target group of farmers. CPIU-IFAD will select 8 young entrepreneurs, which have benefited from DANIDA grant for investments in developing their business, have good farm indicators and are willing to extend the business.

The study tour will help YE from Moldova to:

- Learn from experience of Denmark young farmers on developing a modern business in agriculture and food industry,
- Study experience of foreign YE acting in different business sectors of agriculture: producers, processors, marketing, service providers;
- Learn about existing in other countries economic and social programs for assistance of YE in developing rural business;
- Make contacts with potential trading partners, supplies.

The group of visitors will include eight selected Moldovan YE and two representatives of CPIU-IFAD. CPIU-IFAD will select 8 young entrepreneurs, which have benefited from DANIDA grant for investments in developing their business, have good farm indicators and are willing to extend the business.

The group will include YE which represent different business sectors: horticulture, animal production, field crop production, processing of agriculture products. YE will be selected on competition bases, by submitting applications to participate in this study tour.

Scope of Work

CPIU-IFAD seeks to select a local or international consulting/service providing company which will assist CPIU-IFAD in the organization of a Study Tour with a length of 7 calendar days for a group of 10 persons. The Consultant/consulting company will provide the following services:

- Setting up the field visits and training program for the group:
 - (i) half day introduction seminar on agriculture and rural development in Denmark; farmer's organizations; producers groups; financing programs for youth entrepreneurs; training programs for youth entrepreneurs,
 - (ii) visits to youth farmers, farmer's organizations, processors, producers groups, packinghouses, traders, farm markets, etc.
- Providing logistics during the Study Tour (booking hotels, organizing local transportation services, interpretation, communications, etc).

Request for Proposals

Documents to be included when submitting the proposals

Interested companies/service providers should submit their applications, consisting of the following documents/information:

1. Technical proposal

Applicant will submit first only Technical proposal before the deadline 16 June 2014, 17:00 P.M, which will include the following information:

- Their interest in providing services for organizing the Study Tour and will submit information indicating that they are qualified to perform the services (CVs of the staff, which will be involved in providing services, company profile, description of similar assignments, experience, etc.);
- A preliminary visit and training program for Study Tour;
- CVs of the staff involved in providing these services,
- Information on holding office, branch in Moldova or information of partners, local contact person with whom applicant has agreements or collaborate.

Bids Opening and Evaluation Commission will evaluate submitted Technical proposals and in max two days after deadline for submission of Technical proposal will send an invitation to submit Financial offer.

Provided technical offers will be examined and only offers which will get the minimum technical score of 70 points, will be invited to submit financial offer.

The evaluation criteria:

1. Experience in providing similar services, organizing visiting programs on farms, etc. – 20 points
2. Tentative program for visits and training – 50 points
3. Staff involved in providing service (staff speaking Romanian or Russian language will be an advantage) – 20 points
4. Applicant holds an office, branch, partner or contact person in Moldova – 10 points.

2. Financial proposal

Detailed financial proposal will include:

- costs for services provided (in country transportation cost, interpreting, hosting fees, lectures, presentations, etc);

Selection methodology

- The consultant/consulting company will be selected in accordance with the procedures set out in the current edition of IFAD Procurement Guidelines.
- Selection of companies or consultants to provide afore-said consulting services will be made based on selection method "Quality and Cost Based Selection" (QCBS), the final score obtained by each company or consultants being composed of 70% of the score for the parameter „ Quality”

(evaluated based on technical bid) and 30% - score obtained for the parameter „Cost” (established based on financial bid).

Other aspects

- Proposals should be submitted to the following addresses:
CPIU-IFAD, office 1305,
162, Stefan cel Mare si Sfint bld,
MD-2004 Chisinau, Republic of Moldova

or by e-mail to: office@ifad.md or nicolae.babara@ifad.md no later than **23 June 2014, 5:00 P.M.**

Any request for clarification must be sent in writing by standard electronic communication to office@ifad.md.