



MINISTERUL AGRICULTURII ȘI  
INDUSTRIEI ALIMENTARE  
AL REPUBLICII MOLDOVA

MINISTRY OF AGRICULTURE AND  
FOOD INDUSTRY OF THE  
REPUBLIC OF MOLDOVA

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



Enabling poor rural people  
to overcome poverty

## **Terms of Reference: Supplier for Cucumbers harvesting Platform**

### **Context of Activity:**

The CPIU-IFAD, within Value Chain Development for Rural Poverty Reduction component of the Rural Financial Services and Marketing Programme (RFSMP) is providing technical assistance to IFAD loan beneficiaries and poor people from rural area (Beneficiaries) in order to increase the incomes from agricultural activities. Among planned activities in 2013 was provided specialized technical assistance in several value chains of agriculture commodities. In the last few years, the Beneficiaries that deals with vegetable production were provided with specific assistance, by transferring knowledge and technology, using new varieties, linking growers to the value chain drivers(VCD), improving on farm food safety systems, etc.

The RFSMP experience of working with vegetables producer groups achieved during 2011-2013 led to a significant increase of harvests and sales of the products on fresh market and for processing industry. Over 45 growers of cucumbers for processing got technical assistance provided by local and international experts. In 2013, the VCD-processors of cucumbers and tomato have contracted and purchased from growers over 2400 tons of products, being assisted by RFSMP. 100% of these processed products were already exported. Assessment of VCDs has demonstrated that in 2013 the demand on raw materials for processing was satisfied only at 15-20%.

Harvesting of cucumber it is labour intensive process, which represents the main constrain for further development of this value chain. A detailed analyses of the cucumber production value chain in Ukraine and Germany clearly demonstrates that harvesting with mechanized harvesting platforms can increase work productivity with 30-40%, reduce harvesting period with 15-20 days, and increase crops productivity per ha by 35-45 tones. Introduction of this harvesting innovation will conduct to increase production area and increase of supply of VCD with cucumbers.

### **Description of Activity:**

Based on a national competition, from among of local and international companies that sell technical machines and equipment, based on the bids submitted for the contest, will be selected a company, that will sign in the nearest future the agreement /contract for delivery of cucumber harvesting platform under the conditions and parameters listed below.

### **General Bidder's responsibility:**

- Will participate in the competition for supplying a cucumber harvesting platform, respecting the integrity requirements for participation.
- Will present integral and veridical date on technical characteristics under the following conditions
  1. Delivery condition (Ex Works Incoterms 2010).
  2. Delivery time: No more than 90 days after signing the delivery contract
  3. The price indicated in the offer will include platform cost and provided facilities.
  4. All prices must be exempt of VAT, Customs duties, excises.
  5. The transportation cost should be indicated separately.
  6. Prices can be indicated in **USD, MDL or EUR**.
  7. The prices indicated in the offer are firm and fixed and not subject to any adjustment during

- contract performance
8. Bids will include price only for new platforms.
  9. Warranty: Offered platforms should be covered by the following warranty: At least one year from the date of signing receiving documents.

**Minimum technical dates required for the cucumber platform to be purchased by CPIU-IFAD**

<b>Cucumber harvesting platform</b>		
<b>N d/r</b>	<b>Technical date</b>	<b>Minimum required parameters</b>
1.	Destination	Harvesting cucumbers in the open field
2.	Width of the platform, m	Min. 20
3.	Number of workers on the platform, pers.	Min. 22
4.	Possibility to be aggregated with tractor of the class, kH MTZ-82 (Byelorussian tractors)	14
5.	Hydraulic system	Independent of the tractor's hydraulic system
6.	The roof of platform	Fully covered with tarpaulin (tent)

**Criteria of eligibility**

The companies participating in the competition will be declared eligible bidders only if they will meet the following conditions:

- Will submit for participation to the tender Profile of the company, as per model in Annex 1;
- Will present the technical bid in accordance with the required technical characteristics set out in Annex 2;
  - The submitted offer shall obligatory meet all minimum required technical data for cucumber platform. Those offers that will not include integral minimum requirements technical dates will be rejected.
- Will fulfill financial offer in accordance with Annex 3
- Will comply with the terms of submission of bids submitted under the conditions.

**Offer Content**

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

1. Technical Proposal will include:
  - a. Profile of the company, relevant experience for the assignments, etc. – Annex 1
  - b. Technical characteristics – Annex 2.
2. Financial proposal – Annex 3.

**The evaluation criteria**

- The suppliers will be selected in accordance with the procedures set out in the current edition of IFAD Procurement Guidelines.
- Selection of suppliers will be made based on selection method “the lowest price”.

**Conditions for offer's submission**

To be considered interested companies should submit their proposal (technical and financial offer) in original and a copy in separate sealed envelopes. Each envelope will consist of the technical and financial offer sealed in separate envelopes as well (a total of 2 envelopes, each with 2 envelopes inside). Offers to be submitted to the following address: CPIU-IFAD, 162, Stefan cel Mare si Sfint blvd., office 1303, MD-2004 Chisinau, Republic of Moldova no later than **06.03 2014, 15:00**.

Any request for clarification must be sent in writing by standard electronic communication to [iurie.usurelu@ifad.md](mailto:iurie.usurelu@ifad.md) and/or [office@ifad.md](mailto:office@ifad.md).