



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

## ***Terms of Reference***

### **Vegetable production international expert (open field cucumbers and sweet peppers)**

#### **Background**

In order to improve the participation and employment of the poor in income-increasing activities related directly or indirectly to the development of the Moldovan horticultural value chain, the Government of Moldova and the International Fund for Agricultural Development (IFAD) signed on October 29, 2009 a Programme Financing Agreement for the implementation of the Rural Financial Services and Marketing Programme.

As part of the component "Value Chain Development for Rural Poverty Reduction", in 2011 CPIU-IFAD has worked intensively with Natur-Bravo, the largest Moldovan fruit and vegetable processor, to strengthen their linkages with farmers.

For the year 2012 UCIP-IFAD is planning to continue direct assistance for the producers aiming to increase profitability. For continuous activities initiated and facilitating access to information for vegetables producers, this year a group of local experts/extension service providers are planned to be trained by international expert. Simultaneously with increasing the quality and the quantity of the received production, training and employing the experts would give the possibility to create the national network of qualified experts, capable to implement modern technologies in vegetable growing. The target groups are: CPIU-IFAD credit line beneficiaries, who are involved in vegetable growing, suppliers of raw materials for the cannery: Natur-Bravo Orhei-Vit, Alfa-Nistru, local experts/extension service provides, etc.

The main pillars for this activity are the following:

- On-going assistance for agricultural producers with the purpose to obtain quality and the quantity required by the market.
- Assisting agricultural producers to obtain the quality and quantity in the production which is subject to processing.
- Create a network of local experts/ consultants/ extension service providers in vegetable growth.
- Implement modern technologies in vegetable production.

#### **Tasks of the assignment**

Under the overall supervision of the CPIU-IFAD, the international expert is expected to perform the following activities:

- Deliver three one-day training sessions on modern sweet pepper and tomato production technology, for the farmers supplying local canneries, including Natur-Bravo, Orhei-Vit, Alfa-Nistru and EcoprodRosmol;
- Deliver two one-day training sessions on modern cucumbers, sweet pepper and tomato production technology, for the local experts selected by UCIP-IFAD
- Provide technical and technological advice to Natur-Bravo, Orhei-Vit and CPIU-IFAD credit line beneficiaries, of cucumber and sweet pepper growers throughout the growing season;

- Make one presentation at the Department of vegetable production at the State Agrarian University of Moldova for teaching staff and students of Modern Technology of Cucumber and Pepper Production Technology for Processing;
- Develop a practical guide on tomato production for processing;
- Develop a practical guide on sweet pepper production for processing;
- Training and assistance in modern production technology of vegetables.
- Give an expert review on current situation in vegetable production in Moldova and
- Make recommendation to the local Government authorities, research institutes, education organizations and other institutions dealing with vegetable production sector;
- Develop the activity report on consultancy undertaken, including attained outputs, conclusions and next stage recommendations;
- Suggest follow up activities/recommendations within the CPIU-IFAD on strengthening the vegetable production sector and implementation of new innovative technologies.

### **Deliverables and timeframe**

Performing the mentioned above activities, the international expert will be responsible for delivering of the following outputs:

- Training materials developed during training sessions with vegetable growers: PowerPoint presentations in digital format, delivered to all sessions; handouts materials; other training materials will be provided in Romanian or Russian and English languages, hard and electronic copy;
- Training materials developed during training sessions with local expert: PowerPoint presentations in digital format, delivered to all sessions; handouts materials; other training materials will be provided in Romanian or Russian and English languages, hard and electronic copy;
- Practical guide on tomatoes production for processing, hard and electronic copy;
- Expert recommendation to the local Government authorities, research institutes, education organizations and other institutions dealing with vegetable production sector on next priorities for sector development;
- Final report on undertaken assignment, including stages passed, inventory of resources used, summary of consultation process undertaken with relevant target groups, results obtained versus expected, impact of obtained results, risks overcome and problems faced, lessons learned, recommendation etc.
- Suggested follow up activities/recommendations within the CPIU/IFAD to strength the vegetable production sector and to implement new innovative technologies.

All the deliverables should be agreed with the CPIU-IFAD.

The timeframe for the work of the International Consultant is tentatively June, 2012 through the end of November, 2012. The consultancy presumes about 20 working days divided in 10 missions to Moldova. (Including training sessions)

The consultant will be assisted in his/her work by the staff of CPIU-IFAD on conceptual aspects, and mostly regarding the technical aspects of the assignment. In the countryside, transportation during the assignment will be not provided.

### **Requirements for Experience and Qualifications**

#### *Academic Qualifications:*

- University Degree in Horticulture or related fields (PhD is an advantage);

#### *Experience:*

- At least 10 years experience in horticultural sector, preferably in R&D or crop advisor role;
- Previous experience of growing or advising on cucumber and sweet pepper production for processing;



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- Previous experience of growing or advising on vegetable seedling production;
- Experience of working with expert groups and farmers;

*Competencies:*

- Good knowledge of vegetable growing technologies and existing suppliers of technologies, crop protection means, etc.;
- Good command of spoken and written English;
- Computer proficiency, including knowledge of office productivity suites.

**Documents to be included when submitting the proposals**

Interested consultants (consulting companies) should submit their applications, consisting of the following documents/information to demonstrate their qualifications:

- Technical Proposal: explaining why they are the most suitable for this kind of work;
- Description of the methodology for implementation of the activities specified in this ToR;
- Personnel CV including past experience in similar projects and at least three references, to mentioning the electronic address and contact number of referees;
- Financial proposal with indicated price in USD and detailed by type of costs.

**The evaluation criteria**

- The procurement of required services will be made in accordance with IFAD Procurement Guidelines, based on selection method "Quality and Cost-Based Selection (QCBS)", the final score obtained by each bidder being composed of 80% of the score for the parameter „Quality” (evaluated based on experience of the bidder) and 20% - score obtained for the parameter „Cost” (established based on financial bid).
- The evaluation criteria and weighting:
  - A) Technical competence (academic qualification and competencies) – 50%; (evaluated based on technical bid).
  - B) Relevant experience – 30%; (evaluated based on technical bid)
  - C) Cost – 20%. (Established based on financial bid).

**Other aspects**

1. Payments will be disbursed in installments upon submission and approval of deliverables and certification by CPIU-IFAD Coordinator, that the services have been satisfactorily performed;
2. Proposal should be submitted at the following address: CPIU-IFAD office 1305, 162, Blvd. Ștefan cel Mare și Sfint, MD-2004 Chisinau, Moldova or by email to [office@ifad.md](mailto:office@ifad.md) no later than **June 20<sup>th</sup> 2012**;

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