



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:

International expert for consulting services on vegetable production (Open field cucumbers and sweet peppers)

The Rural Financial Services and Agribusiness Development Project (RFSADP), financed by the International Fund for Agriculture Development and implemented by Consolidated IFAD Program Implementation Unit, is designed to contribute to reducing rural income poverty in Moldova, through promoting access to a full range of appropriate and mainstreamed financial services, with a particular emphasis on products that support the development of sustainable improved incomes for the most vulnerable and poorest groups in rural areas.

Background

Since 1993 the areas sown with vegetable crops in the Republic of Moldova has been in a continuous decline. The efficiency of vegetable crops is constantly decreasing as well. (The vegetable crops sown during the last 20 years have decreased by 2.3 times and the vegetable production volume decreased by 3.3 times). The analysis of processing sector show that the things did not improve. According to statistical information, during 1990 - 2011, the volume of processed fruit and vegetables decreased twice. Vegetable industry decline was influenced by many factors, both internal and external order factors.

The internal factors:

- Ending of households specializing in vegetable production. As a result small farmers started the production, but they are not "ensured" with the necessary infrastructure for storage and sale according to the new requirements of the market. (Ratio between vegetable production in households and small farmers in 1991 was correspondingly 59 000 ha and 18 000 ha, while in 2011 it decreased to 7000 ha and 28,000 ha accordingly.)
- Lack of quality and quantity of production resulting in using very limitedly modern technology and equipment, actually time required.

The external factors:

- Globalization of markets - domestic producers are facing a tough competition with the biggest producers in the world, who had some prohibitions for trading in traditional Moldovan markets by the middle of 90s, whereas today these restrictions were withdrawn, and domestic producers are forced to work under the same conditions as producers in Netherlands, Poland, Italy, Hungary, etc.
- In traditional retail Moldovan markets, it is lately observed the vector directing the marketing of vegetable production through the "bazaars" for sale through retail chains.

Another important factor deriving from the factors listed above is breaking contractual relations between the main actors of the value chain of producers of vegetables: Producer - processor (exporter) and - Donor (input providers).

The farmers growing agricultural production without having any guarantee relying on intuition.

Processors cannot calculate beforehand the quantity of materials for processing because they are not guaranteed with volumes and prices and exporters cannot enter the commercial networks because

they have neither constant volumes nor the corresponding quality, and they also do not have the export infrastructure.

As a result of breaking the chain between producers and processors financiers have lost their trust in farmers. In the absence of sufficient guarantees in the money return financiers try to avoid this area, or impose harsh conditions on farmer's collateral.

By recognizing the problem as being one of importance CPIU-IFAD through the Rural Financial Services and Agribusiness Development Project (RFSADP) has set the target implementation and promotion of new forms of work. In this context, Contract farming is regarded as one of the forms of work that would enable "key players" of the value chain to achieve sustainable income working under the new conditions imposed by the markets. The mobilization and the joint work of the Producers, Processors, Exporters and Financiers should be based upon the principles: Transparency, Reliability and Efficiency. These principles are the basic ones in the Contractual farming. Effective application of this principle would re-turn Moldovan lost positions in markets and inevitably would increase the welfare of farmers.

With the support of CPIU-IFAD was created two working groups that works in the vegetables production, based on the Contact farming. During 2013 these groups will be involved in various activities, including seminars, trainings, field visit, etc. As a component part will be their fortification through specialized assistance in the implementation of modern technologies in vegetable production. For this purpose CPIU-IFAD will hire a local expert for each group and an international expert. The task of international expert will providing assistance to farmers during the vegetation period and guiding local experts that will work in the periods between international experts visits.

This will enable farmers to obtain qualitative and quantitative vegetable production sufficient to discuss with processors and/or exporters.

These groups are located in the following localities:

- First group - Calarasi Ungheni, (total 7 farmers)
- Second group- Falesti, Glodeni Riscani, (total 9 farmers)

Tasks of the assignment

The International consultant will undertake the following tasks:

- Practical assistance to members of the producer group in vegetable production based on modern technologies.
 - Inspection of production batches with a regularity once in 15 days, providing recommendations for each farmers
 - Elaboration of the technological maps for administration of chemical products
 - Deliver one-day training sessions on modern open field cucumbers, tomatoes and sweet paper.
- Suggest follow up activities/recommendations within the CPIU-IFAD on strengthening the vegetable production sector and implementation of new innovative technologies.
- 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 production of open field cucumbers;
- 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;

Deliverables and timeframe

1. The timeframe for the work of the International Consultant is tentatively June, 2013 through the end of October, 2013. The consultancy presumes about 25 working days divided in 10 missions to Moldova. (Including training sessions).
2. 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.
3. Locally expert hired would assist the international consultant.
4. Performing the mentioned above activities, the consultant will be responsible for the following deliverables:
 - 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.
 - Short review on current situation in vegetable production in Moldova (max.10 pages)
 - Practical guide on production of open field cucumbers
 - Printed and electronic version of presentations (seminars)
5. The final Scoping and Interim Design Study would be presented to CPIU-IFAD– no later than 15th of November 2013.

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;
- 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 two references, to mentioning the electronic address and contact number of referees;

- **Only the submitted bidders which will pass the minimum technical score of 70 points for technical offer will be invited to send the financial proposal. The invitation will be send by email. Please indicate the e-mail in your technical offer.**
- Detailed financial proposal will include costs per services provided (shall clearly specify consulting fee per day in country of location and in Moldova, travel cost, accommodation cost, others relevant cost, if any).
- **The financial proposal shall be expressed in USD and shall be detailed per each category of expenses. Please mention the quantities, the unit cost and the total cost.**

The evaluation criteria

The evaluation criteria:

- The expert/company will be selected in accordance with the procedures set out in the current edition of IFAD Procurement Guidelines.
- Selection of expert/companies 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).
- Provided technical offers will be examined to ensure that they would pass the minimum technical score of 70 points, to evaluate of financial offers.

Location and other aspects

- Payments will be disbursed in instalments upon submission and approval of deliverables and certification by CPIU-IFAD coordinator, that the services have been satisfactorily performed.
- Proposal should be submitted at the following address: CPIU-IFAD, office 1303,
162, Stefan cel Mare si Sfint bld,
MD-2004 Chisinau, Republic of Moldova
or by e-mail to: office@ifad.md or marina.ianev@ifad.md no later than **May 28th, 2013 till 10:00 a.m.**

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