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## Instructions to Tenderers

### CONFIDENTIALITY

No part of this document may be disclosed verbally or in writing, including by reproduction, to any third party without the prior written consent of Eswatini Water & Agriculture Development Enterprise (ESWADE). This document, its associated appendices and any attachments remain the property of ESWADE and shall be returned upon request.



# CALL FOR EXPRESSION OF INTEREST

CONTRACT NO.: SWADE/0409

## 1. Background

The Smallholder Market-Led Project/Climate-Smart Agriculture for Resilient Livelihoods (SMLP/CSARL) is designed upon the Government of the Kingdom of Eswatini's (GoE) request to the International Fund for Agricultural Development (IFAD). The Project targets reducing poverty and food insecurity of poor rural dwellers through an investment supporting increased agricultural production and productivity and market-led commercialization of smallholder agriculture. Existing market opportunities form the driver for investment in production systems, market linkages and conservation of soil and water resources. Production of commodities, suitable both for household nutrition and market supply will be enhanced; as will the linkage between markets and producers, resulting in improved food security and incomes.

Thirty-seven (37) Chiefdoms out of an approximate total of 50, located within twelve Tinkhundla in the Southeast of Eswatini have been pre-selected based on their rain-fed nature and on the Chiefdom's leadership's commitment to engage with the Project and set-up and consult community development committees in decisions pertaining to development activities. The approximate population of the Chiefdoms is ca. 96,000 people or 16,000 households. Pending a more exact inventory of population and poverty, it is estimated that 85% (81,600) are predominantly engaged in smallholder agriculture, and stand to benefit from the Project. A little over 60% (57,600) of the population classifies as poor; and 5/6th (48,000) of those can be seen as economically active smallholders. Ten percent of the households (1,600 households) is food deficit and is unlikely to be able to produce for the market as these households are headed by children, elderly/very old, chronically ill and disabled. Five percent better-off households rely on incomes outside agriculture.

The project area is characterized by erratic rainfall patterns which results in long dry spells that contribute to drought and poor crop yields. The water when it eventually falls in flash floods, is lost to the river systems due to the absence of water harvesting structures at household, farm and chiefdom levels, causing the communities miss out in capturing the water. The project therefore provides a solution to the water needs in the target areas through small earthdam's rehabilitation and construction, downstream irrigation development and rainwater harvesting at household through ferro cement tanks. Apart from the water shortages, the productive lands are characterized by severe land degradation due to soil erosion which is which is not only caused by natural phenomenal but large accelerated by the human activities. The project apart from fixing the land, it will also capacitate communities on sustainable land use approaches that would minimize the depletion of natural resources.

The Project targets economically active poor households. As this group is in need of both better nutrition and enhanced income, the choice of value chains to be developed is centered on comparative advantage for homestead production of food commodities. Increased productivity will support nutritional intake and marketing of surplus production to enhance household incomes. Project investments in systems for market linkage, land and water conservation and engagement of extension services have significance for national service delivery. The Project, scheduled to run for a six-year period from February 2016 onwards, delivers results in three areas as stated below:

**Component 1 – Chiefdom Development Planning.** Based on an approach that is embraced by the Ministry of Tinkhundla (Local Government), the Project will support participatory planning in the Chiefdoms, where decision-making on socio-economic development activities is informed by consultation with concerned households and communities. The result will be a transformation of the development processes



Chiefdoms, contributing to the allocation of the natural resources in the Chiefdom to agricultural and economic activities that benefit the Chiefdom's population both in terms of food security and incomes.

**Component 2** – Infrastructure for Soil and Water Conservation. The Project invests in rainwater harvesting, in rehabilitation and new construction of small irrigation dams and in erosion control with a view to enhance the productivity of land and water resources in a sustainable manner. All investments will be guided by the Chiefdom Development Planning, as well as by effectiveness criteria. All infrastructure will be developed through participatory processes with the intended community beneficiaries. The associated groups and agreements required to manage the infrastructure will be established through Chief's letter of consent. The capture of water resources and the protection of land resources result in those resources being available to market-led agricultural initiatives.

**Component 3** – Market-led Agriculture. Based on market demands identified during the project design, legumes, vegetables, fruits, indigenous chicken, goats and beekeeping will form the starting point for development and improvement of value chains. Supported by the Project, market partners will take steps to improve and innovate the value chains available to smallholder farmers.

## 2. General Objective

The project is currently supporting farmers involved in the following value chains; Horticulture, Legumes, Honey, Indigenous Chickens and Goats. The project would like to further extend its support to the development and strengthening of marketing linkages plans for the Horticulture, Legumes, Indigenous Chickens, Goats and Honey value chains that sustainably enhance food and nutrition security and incomes for smallholder farmers in the Project Chiefdoms. The main objective of the assignment is to assess the setting-up and strengthening of marketing linkages plans for the selected value chains which will identify viable opportunities for increasing volume of marketed products and incomes from the point of participating farmers within the project area.

The consultancy will make a comprehensive assessment of Horticulture, Legumes, Indigenous Chickens and Goats and Honey value chains. This will be based on a review of existing national studies, project strategic documents as well as interviews with key stakeholders in the agricultural sector. The consultancy will also recommend suitable interventions in these value chains that would allow the project to meet its objectives.

## 3. Call for Expression of Interest Process

The objective of the expression of interest is to prequalify Individuals for Market Linkages Technical Expert through **Expression of Interest (Eoi)** procedures specified in the Swaziland Public Procurement Act, 2011 and policies laid down by the Eswatini Public Procurement Regulatory Agency (SPPRA) together with the IFAD Procurement Guidelines of 2010.

The complete Eoi document in English may be downloaded from our website, [www.swade.co.sz](http://www.swade.co.sz) or the SPPRA's website at [www.sppra.co.sz](http://www.sppra.co.sz).

## 4. Information to be submitted with Eoi

Tenderers are to submit the Eoi Document and Forms completed in all respects. The Eoi document is to be kept intact, bound and listed as per the requirements mentioned in the Eoi. The full Eoi shall include the following documents:



- 1) Certified Copy of National ID
- 2) Valid Police Clearance Certificate
- 3) Signed Declaration of Eligibility
- 4) Updated Curriculum Vitae
- 5) Certified Copies Educational Certificates
- 6) Description and Experience of similar assignments

## 5. Notification to Successful Individuals

ESWADE will notify the successful Individual (if any) of the acceptance of their proposal within the period of EoI validity or any extended period of validity of EoI, if applicable.

## 6. Submission of Expression of Interest

Proposals shall be valid for a period of 90 days after the deadline of EoI submission. Late proposals will be rejected. EoI opening will **NOT** be opened publicly.

### Location of EoI Submission:

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**ESWADE OFFICE**  
**SINCEPHETELO MVA BUILDING, 3<sup>RD</sup> FLOOR, MBHILIBHI STREET**  
**MBABANE, HHOHHO REGION, ESWATINI**

## 7. Selection Process and Criteria

Evaluation of the EoI will be based on a pass or fail basis using, but not limited to the elements listed in Section 4 and below. The EoI Evaluation will be done by ESWADE.

### 7.1 Qualification, Experience and Competencies

- At least Master's Degree or PhD in Agricultural Marketing, Agricultural Economics or closely related qualifications.
- At least 5 years' experience in Value Chains Systems development.
- Work experience in value chains including vegetables, small livestock and field crops is highly desirable.
- Sound analytical and technical competence in the subject matter

Qualification will be based on submission of documents listed in Section 4 regarding the legal status of the Consultant. Failure to submit the listed documents as per Section 4 of this document will result to disqualification of the proposal. Failure to provide all the documentation and/or complete all requirements of this document at the time of submission shall invalidate this application.

## 8. Persons Excluded from this Tender

Public officers and politicians shall not participate in all ESWADE tenders. Participation and/or completion of this pre-qualification stage by Tenderers shall not constitute an offer from ESWADE to provide the required services or a promise to enter into Contract(s) with the ESWADE. Nor will it obligate ESWADE in any way with regard to their final decision.



## 9. Enquiries Regarding Tender Documents

All enquiries in connection with this EoI are to be directed to ESWADE in writing. Tenderer may request clarification on or before **24<sup>th</sup> April 2019**. Any request for clarification must be sent in writing, through standard electronic means to [smlp-procurement@swade.co.sz](mailto:smlp-procurement@swade.co.sz). Verbal questions will NOT be accepted. Should ESWADE deem necessary to amend the EoI document as a result of a clarification, it shall do so and inform all Tenderers.

## 10. General Information

The details entered hereunder will be considered confidential. ESWADE reserves the right to consult referees, clients or consultants, as entered in this pre-qualification document. ESWADE reserves the right to require the Tenderer to produce evidence in support of all details entered herein. The Tenderer will allow ESWADE representatives to interview present and previous clients.

## 11. Date of Closure of Tenders

The Date and Time for closure of the EoI is **Thursday, 2<sup>nd</sup> May 2019, 10:00am**. Late proposals will not be accepted. A Postponement of the closure of EoI may be made by ESWADE by issuing a Public Notice to Tenderers.

## 12. Cost of Preparation of the EoI

Neither ESWADE and the Government of Eswatini will be responsible for, or pay for, any expense or loss which may be incurred by the Tenderer in the preparation of the proposal.

## 13. Validity of EoI

The EoI shall be held valid for a period of ninety days (90) CONSECUTIVE CALENDAR DAYS from the closing date of the EoI.





## DECLARATION OF ELIGIBILITY

[Pursuant to Section E. "Eligibility" of the IFAD Project Procurement Guidelines, IFAD financing proceeds are disbursed exclusively for expenditures of goods, works and services produced in or supplied from the territory of any country.]

[All Suppliers must meet the following criteria, to be eligible to participate in public procurement. Suppliers must provide a signed declaration on their company letterhead in the following format. If the Eol is being presented by a joint venture or consortium all members must sign the declaration.]

[>>> Name of Tenderer, Address, and Date>>>]

**To: The Chief Executive Officer  
Eswatini Water & Agriculture Development Enterprise (ESWADE)  
Sincephetelo MVA Fund Building, 3<sup>rd</sup> Floor  
P.O. Box 5836  
Mbabane, Kingdom of Eswatini**

Dear Sir,

**RE: Expression of Interest – ESWADE/0409**

In accordance with the eligibility requirements of the Procurement Regulations and the Eol document we hereby declare that:

- (a) I, as an Individual, have the legal capacity to enter into the contract;
- (b) I, further declare that I am not insolvent, in receivership, bankrupt or being wound up, or being administered by a court or a judicial officer. I am not being suspended and am not the subject of legal proceedings for any of the foregoing;
- (c) I, declare that I have fulfilled my obligations to pay taxes and social security contributions;
- (d) I, have not, been convicted of any criminal offence related to my professional conduct or the making of false statements or misrepresentations as to qualifications to enter into a contract within a period of five years preceding the commencement of the procurement proceedings; and
- (e) I, do not have a **conflict of interest** in relation to the procurement requirement.

Authorized Signature: .....

Date: .....



## 14. ANNEXURE A

### Section 1: Company Details

#### 1.1 Company information

- 1.1.1 Quote Contract Number – ESWADE/0409
- 1.1.2 Name of Individual
- 1.1.3 Physical address
- 1.1.4 Postal Address
- 1.1.5 Telephone
- 1.1.6 Email Address

### Section 2 – Track Record

#### 2.1 Implementation of similar services done in last 3 years

- 2.1.1 Name of Client
- 2.1.2 Contract Period
- 2.1.3 Contact persons

#### 2.2 Contracts aborted (Failure to disclose this information may lead to cancellation of contract if awarded).

#### 2.3 Referees (Related institutions)

- 2.3.1 Name of contact person
- 2.3.2 Company / Organization
- 2.3.3 Telephone Email address

### Section 3 – Implementation Approach

#### 3.1 Approach for implementation of the services

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*(End of Document)*

