

**REPUBLIC OF MALAWI**

**MINISTRY OF AGRICULTURE**

**SHIRE VALLEY TRANSFORMATION PROGRAMME-II**

REQUEST FOR EXPRESSIONS OF INTEREST

(CONSULTING SERVICES – FIRMS SELECTION)

**Country: MALAWI**

**Name of project: SHIRE VALLEY TRANSFORMATION PROGRAM II**

**Credit No.**  **IDA 71350**

**Assignment Title: TECHNICAL AND INVESTMENT COORDINATION CONSULTANCY**

**Reference No**. **MW-MOAIWD-385153 – cs - qcbS**

The Government of Malawi has received financing from the World Bank toward the cost of the Shire Valley Transformation Program-II, and intends to apply part of the proceeds for consulting services.

The overall objective of the Technical Investment Coordination (TIC) consulting service is to enable the Smallholder Owned Commercial Farm Enterprises (SOCFEs) of the Shire Valley Transformational Program (SVTP) to successfully invest in their farming enterprises with the use of SVTP grants and their own matching funds. The TIC team will be composed of a minimum of 6 key experts (agricultural investment Manager, agricultural enterprise financial manager, irrigation engineer, civil engineer, agricultural procurement specialist and organizational development expert) and will work closely with the SOCFES and service providers in the following aspects:

1. Project Planning – Technical and Procurement
2. Finalizing the business plans and making sure they are practically feasible and realistic (agronomically; technically; financially)
3. Preparing tender documents and commencing the procurement process – this requires a very specialized skill set – combining technical and procurement.
4. Launching the tender process for supply of land preparation; irrigation system; infrastructure; moveable assets.
5. Providing Engineering Procurement and Construction Management (EPCM) support to the SOCFE’s to monitor the implementation of the irrigation development plans.
6. Administrative and financial Support
7. Assisting SOCFE’s in establishing a basic staff structure that will be capable fo running the first years crop….. and then build up on this in the subsequent years .
8. Assisting SOCFE’s in developing basic administrative and financial management systems that are suited and applicable to the development/construction period as well as the operational phase.
9. Investment and Marketing Support
10. Assisting SOCFE’s in accessing financing for their own contribution components.
11. Assisting SOCFE’s in securing market offtake agreements.
12. Practical Agricultural Production Support
13. Supporting SOCFE farm management team in establishing all agricultural production systems – from land preparation-planting- fertilizing-herbiciding- irrigating-pest controls-harvesting-storage.
14. Supporting SOCFE’s in achieving the agricultural production plans (area (ha’s) planted) and tonnes harvested.

The detailed Terms of Reference (TORs) for the assignment can be found at the following website (www.svtp.gov.mw) or can be obtained upon request at the address given below at (1).

The Ministry of Agriculture now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

1. Core business of the firm(s) and years in agri-business financing;
2. Relevant Similar Experience: The consulting firm should have experience in East/Southern African region. It would need to demonstrate at least 10 years’ experience of supervising investment in and operation of commercial large-scale (at least 5,000 hectares) irrigated farms in East and Southern Africa. Firm should demonstrate that the investments it had supervised were technically and financially viable after the investment phase.
3. Technical and managerial capability of the firm (The firm should have access to technically relevant back-up staff, such as agronomists, irrigation experts, marketing specialists and management advisors, Provide only the structure of the organization, general qualifications, and number of key staff. Do not provide CVs of the staff). **Key Experts will not be evaluated at the shortlisting stage.**

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” dated November 2020 (“Procurement Regulations”), setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Quality and Cost Based Selection method set out in the Procurement Regulations.

Further information can be obtained at the address below at (1) from **7:30hrs to 12:00hrs and 13.00hrs to 16:30hrs local time, except on Weekends and Public Holidays.**

1. **Address for Clarifications and further information**

**The Project Coordinator**

**Ministry of Agriculture**

**Shire Valley Transformation Program-II**

**11 Macleod Road, Makata Industrial Area**

**Old Import and Export Building**

**Private Bag 379**

**Blantyre 3.**

**Email:** [**procurement.doi@svtp.gov.**](mailto:procurement.doi@svtp.gov.)**mw**

**Copy:**

[**mmaoni.doi@svtp.gov.mw**](mailto:mmaoni.doi@svtp.gov.mw)**; mtewete.doi@svtp.gov.mw;mwalabu2005@yahoo.co.uk**

Expressions of interest must be delivered in a written form to the address below at (2) (in person, or by mail, or by fax, or by e-mail) by **15th November, 2023**

1. **Address for Submission of Expression of Interest**

**The Chairperson of Internal Procurement and Asset Disposal Committee**

**Ministry of Agriculture**

**Shire Valley Transformation Program II**

**11 Macleod Road, Makata Industrial Area**

**Old Import and Export Building**

**Private Bag 379**

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