

Support for fruits and vegetables export market development

Call for Proposals

Project Unit: RisiAlbania – Partner for Growth

Sector: Agribusiness

Location: All locations in Albania

Deadline: **26th March 2021, 15:00**

1. Background

The RisiAlbania Project is supported by the Swiss Agency for Development and Cooperation (SDC), in partnership with the Ministry of Finance and Economy, and implemented by a consortium consisting of HELVETAS Swiss Intercooperation and Partners Albania. The overall goal of the project is to contribute to an increase in employment opportunities for young women and men (age 15-29) in Albania

This goal will be achieved through:

- (i) enhanced growth and job creation by the private sector in three selected subsectors: agribusiness, tourism, and ICT (labour demand),
- (ii) improved access to job opportunities and labour market information and services (intermediation), and
- (iii) improved skills of young people by improving the offer of private training providers in the three selected sectors (labour supply).

Under its agribusiness portfolio, Risi's interventions aim to create jobs and increase investments in the fruits and vegetable sector, and in the medicinal and aromatic plants (MAPs) sector. Both sectors have a potential for increasing exports to high value markets. Research supported by RisiAlbania identified that Albanian exporters have limited knowledge and capacities to design and implement effective export strategies, which is a must to enter new markets.

2. Objective of the call for proposals

Albanian exporters will grow faster if they access and use information channels that provide market information and linkages with export markets. They can also boost their performance by increasing their internal capacity in export management or cooperating with service providers that can support their success in exports.

The objective of this call is to support innovations that will increase agribusiness export management capacities.

Eligible applicants include:

- Private service providers supporting export management practices, preferably with previous experience in the agribusiness sector;
- Sector associations and / or chambers of commerce who aim to introduce or improve their service offer related with the export management in agribusiness;
- Universities and / or training centres who aim to partner with exporters and support them through capacity building.

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Applications in consortium or joint ventures between Albanian / foreign companies are encouraged.

3. Submission of the proposals

We expect proposals to be submitted in English via e-mail by **26th March 2021, at 15:00**. Proposals handed after this deadline may be rejected by RisiAlbania.

The email must be addressed to info@risialbania.al with the subject line "Export Management". Proposals should be sent as .pdf documents and should be signed in all pages.

We do NOT support operational costs (e.g, rent, salaries, utilities, etc).

4. Content of the proposals

The proposals must include the information required in the attached business idea template. Applicants should include a concise list of services they provide to businesses in the field of export management.

Your Business Idea proposal must provide the following information:

- An overview of potential beneficiaries of the services you plan to pilot and if possible, a draft market segmentation.
- Your strategy to reach exporters, specifying your long-term plans to expand geographically and in the number of customers beyond the support from RisiAlbania.
- A business model outlining the commercial viability and sustainability of the services you will provide, and the affordability of the costs for exporters, since to ensure long term viability applicants are encouraged to charge clients for the services. Your business model will be presented in the financial plan and you will need to cover at least 50% of the cost for activities.

Financial support and matching funds: applicants should ensure matching funds contribution of at least 50% of the total project costs. The maximum contribution of RisiAlbania will be 10,000 Euro.

Priority will be given to the applicants with a higher share of investment.

5. Documents to be included in the offer submission.

- a) Business idea proposal ([Word format](#)) in English, no longer than 10 pages (without annexes),
- b) Financial proposal ([Excel format](#)) linked to the business idea clearly presenting the costs that will be covered by your company/organisation/university, and those that you expect Risi to cover, as well as revenue sources from the companies that will buy the services. The financial proposal will specify for how long Risi support will be required (maximum up to July 2021).
- c) CVs of the proposed team, maximum 2 pages each.

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Please use the templates provided by RisiAlbania for a) and b).

6. Selection process

Shortlisted companies may be invited for an interview where certain aspects of the proposals may be discussed prior to confirming a final selection.

The selection of the winning company / companies will be done based on the evaluation criteria below:

Evaluation criteria	Rating
Viability of the proposals <ul style="list-style-type: none"> • Financial sustainability • Affordability for clients 	30
Quality of proposed methodology <ul style="list-style-type: none"> • CV of the proposed team • Quality of the approach 	30
Experience working with agribusinesses	10
Gender and Social Inclusion considerations	10
Value for money** , including a financial plan and the amount of cost sharing with RisiAlbania requested in the proposal	20
Total Points	100

*** If the company is subject to taxation, the company alone is responsible for paying taxes/custom duties and other expenses including VAT. For services provided by third parties who are subject to VAT the company shall make a pre-tax deduction.*

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