

Support for National Technical Working Group Call for Proposals

Project Unit: RisiAlbania – Partner for Growth

Sector: Agribusiness

Location: All locations in Albania

Estimated duration: up to one year

Maximum number of work days: 100

Deadline: 9th May 2022, 17:00

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 through the adoption of international quality standards. During 2021 RisiAlbania facilitated and supported the establishment of National Technical Working Group (NTWG) for GlobalG.A.P. The NTWG is a public private non-formal mechanism that aims to promote the quality standards for fruits, vegetables, medicinal and aromatic plants (MAPs) in Albania which plays an important role for expansion of the Albanian exports, improving the value chain management and food safety system also in domestic market. The NTWG works in close cooperation with the GLOBALG.A.P. Secretariat and the Technical Committees.

The [NTWG](#) consists of 9 members who are engaged on voluntary basis, each representing exporters, consultants certified by GlobalG.A.P, consulting companies, agronomists, representatives from the Ministry of Agriculture and Rural Development as well as agribusiness associations.

The NTWG has submitted a request for support from RisiAlbania which covers the following areas:

In partnership with:



Implemented by:



1. Promoting the standards including GlobalG.A.P, GRASP, and other quality and social standards required from high-value markets in cooperation with the Ministry of Agriculture and Rural Development (MARD).
2. Development of National Interpretation Guidelines (NIG) for the local adaptation of the GLOBALG.A.P. standard in cooperation with NTWG and other stakeholders in Albania. The NTWG needs to identify specific local implementation challenges and develop guidelines, known as National Interpretation Guidelines. These guidelines provide guidance to certification bodies and producers on how to best implement and inspect (audit/check compliance) against the GLOBALG.A.P. Control Points and Compliance Criteria at a national level.
3. Developing guidelines and a business case for piloting and implementing the private localg.a.p standard for fresh fruits and vegetables, which includes the identification of good practices from neighbour countries for the implementation of voluntary or mandatory domestic standards. The localg.a.p. is a verified capacity-building program specifically designed by GLOBALG.A.P. for agricultural supply chains in developing economies and emerging markets. It helps producers adopt good agricultural practices which improve the efficiency of farm management, cut exposure to food safety risks, and comply with legislation on food safety. It is the entry-level of the GLOBALG.A.P. family of products and is not covered under the certification scope.

2. Overall purpose

The purpose of this call is to select a local service provider (registered business or an organisation) as a contractor that will manage the delivery of all the services needed to support the NTWG in further development and dissemination of the information on quality standards for fruits, vegetables, and MAPs which are relevant for export and domestic markets. This is in line with the MARD strategy for increasing exports to high-value markets and improving food safety in Albania. The service provider can use in-house staff or external contracted experts for this assignment.

The contractor will liaise closely with the Risi Intervention Manager and NTWG and follow an agreed weekly detailed work plan of activities.

3. Objectives and Activities

The three main objectives and related activities of this assignment are:

1. Promote the GlobalG.A.P, GRASP, localg.a.p, and other quality and social standards required from high-value markets in fruits, vegetables and MAPs.

The activities to achieve this objective are:

- a. Support the NTWG to design and implement a promotion campaign (including face-to-face information sessions in cooperation with MARD and other potential stakeholders focused on the six main regions (Shkodra, Dibra, Tirana, Fier, Berat, Korca). Applicants are encouraged to suggest other regions they consider important for the success of this activity.
- b. Design and produce the promotion materials (brochures and leaflets for NTWG, leaflets for quality and social standards, handouts) and digital promotional materials.
- c. Support NTWG to raise awareness on the role of NTWG through participation in the events/workshops/fairs that can be organised in cooperation with GlobalG.A.P or other stakeholders. Identify a number of local supermarkets ready to sell local GAP and a number of companies interested to certify their products in local gap.
- d. Assess constraints in private sector to adopt certified production and document insights in a report for NTWG to increase institutional knowledge.....

2. Support NTWG for the development of a National Interpretation Guideline (NIG)-Integrated Farm Assurance (IFA) for the local interpretation of the GlobalG.A.P. standard for fruits and vegetables.

The activities to achieve this objective are:

- a. Support the NTWG to prepare and submit the draft of NIG-IFA for approval at GlobalG.A.P secretariat.
- b. Provide support to NTWG by addressing the questions, comments, issues that might be raised during the approval process with GlobalG.A.P secretariat.

3. Develop guidelines and design a business case for piloting the private localg.a.p standard for fresh fruits and vegetables. Identify good practices from neighbour countries for the implementation of voluntary or mandatory domestic standards.

The activities to achieve this objective are:

- a. Develop in cooperation with representatives from GlobalG.A.P., the NTWG, domestic supermarkets/HORECA, Ministry of Agriculture and Rural Developments a set of guidelines for developing localg.a.p.
- b. Identify good practices for piloting and implementing the private localg.a.p standard for fresh fruits and vegetables and good practices from neighbour countries for the implementation of voluntary or mandatory domestic standards.
- c. Design a business case that underlines: the costs and benefits of implementation of a localg.a.p for a supermarket/HORECA in Albania, benefits for other actors in the value chain (including farmers), and an action plan.
- d. In cooperation with the NTWG promote the above materials to representatives of supermarkets/HORECA and other important stakeholders.
- e. In cooperation with the NTWG identify potential partners for RisiAlbania to pilot the localg.a.p.

4. Deliverables from the Contractor

- a. Promotion materials are produced and NTWG completes the promotion campaigns as per objective no 1 above.
- b. Guidelines and the business case for localg.a.p as per objective no 3 above are completed. Guidelines are updated with feedback after the piloting. NTWG supported by the contractor presents to relevant actors the documents.
- c. The NTWG prepares and submits the draft of NIG_IFA for approval at GlobalG.A.P addressing all the questions/comments up to the final approval from GlobalG.A.P within November 2022.
- d. One supermarket chain or HORECA business in Albania has a draft proposal for cooperation with RisiAlbania for piloting the implementation of localg.a.p.
- e. Final report submitted not later than 15th November 2022.

5. Consultancy profile

The contractor will bring a combination of related expertise and experience in agribusiness project management and facilitation, including the following experts as part of the team:

<i>Type of expertise</i>	<i>Skills and qualifications</i>	<i>Experience</i>
At least one expert with working experience with /certified from GlobalG.A.P	<ul style="list-style-type: none"> ▪ A University Degree in Agriculture/ Food Technology or related topic, or equivalent professional experience of at least 10 years; and ▪ Full oral and written proficiency in English and Albanian is necessary. 	<ul style="list-style-type: none"> ▪ At least 5 years of demonstrable experience in Agriculture and at least one recent experience in GlobalG.A.P standards; ▪ Demonstrable experience working in teams
One consultant with experience in marketing/exports of fresh fruits, vegetables, and medicinal and aromatic plants.	<ul style="list-style-type: none"> ▪ A University Degree in marketing or a related topic, or equivalent professional experience of at least 10 years; and ▪ Full oral and written proficiency in English and Albanian is necessary. 	<ul style="list-style-type: none"> ▪ At least 5 years of demonstrable experience in marketing with at least three recent experiences in agribusiness; and ▪ At least three recent experiences in design projects in agriculture in Albania ▪ Demonstrable experience in engaging with local communities and rural businesses and assisting them
One specialist with experience in localg.a.p standards	<ul style="list-style-type: none"> ▪ A University Degree in Agribusiness/agriculture or a related topic, or equivalent professional experience of at least 10 years; and ▪ Full oral and written proficiency in English and Albanian is necessary. 	<ul style="list-style-type: none"> ▪ At least 5 years of demonstrable experience in Agriculture and at least three recent experiences in agribusiness with local standards/ food safety systems; and ▪ Demonstrable experience working in teams.

6. Management and Reporting

The selected contractor will report to the RisiAlbania Agribusiness Intervention Manager. Deliverables will be approved by the NTWG.

7. Submission of proposals

We expect proposals to be submitted in English in one (1) hard copy and one (1) electronic copy (on USB stick) in a closed and stamped envelope to the address given below, by 9th May 2022, at 17.00 o'clock. Proposals handed after this deadline will be rejected by RisiAlbania.

To the attention of Gramos Osmani
Call for Proposals: Support for GlobalG.A.P National Technical Working Group
 RisiAlbania,
 Rr. Ismail Qemali, P.18, H.3, Ap.15,
 Tirana, Albania
 Tel.:+355 4 2248527

For any questions you might have related to the application, please write an email to info@risialbania.al with the subject line indicating "Clarification for **support for GlobalG.A.P NTWG**" before 6 May 2022.

The documents to be included in the offer submission are:

- a. Technical proposal (free format, up to 3 pages): describe the methodology and work plan you will use to successfully fulfill the service or activities requested.

- b. Financial proposal (free format): the proposed daily fee for each expert shall include all taxes. The financial proposal must include separate budget lines for activities undertaken by each proposed expert as well as an expected level of effort for each expert.
- c. CV: latest CV of the service provider(s) (up to 3 pages), documentation of relevant previous experience (if possible), and contacts of the respective references. The list of experts includes a timeline and deliverables for each expert engaged, costs of experts, and other costs related to deliverables.

8. Candidate /s assessment and selection

The selection of the contractor will be evaluated based on a cumulative analysis of the fulfillment of the evaluation criteria. The contract will be awarded to the contractor providing the best technical and financial offer based on the evaluation criteria below:

Evaluation criteria	Rating
Previous technical experience with GlobalG.A.P, localg.a.p, local standards as consultant/expert.	25
Experience in facilitating marketing activities in Agribusiness sector	25
Quality of methodology and proposed experts	25
Value for money of the proposed budget	25
Total Points	100

Shortlisted companies may be invited for an interview where certain aspects of the proposals may be discussed before confirming a final selection. Organisations and companies who already have a contract with RisiAlbania are not eligible to apply for this contract.