

REQUEST FOR EXPRESSIONS OF INTEREST CONSULTING SERVICES

Selection #: RG-T3677-P001

Selection Method: Simplified Competitive Selection

Country: Regional

Sector: *Competitiveness, Technology, and Innovation (IFD/CTI)*

Funding – TC #: ATN/CO-18235-RG

Project #: RG-T3677

TC name: *Design and Implementation of a Regional Ag-Tech Pilot Project for the Caribbean*

[Link to TC document](#)

Description of Services:

Design and Execution of a Regional Ag-Tech Challenge and Supervision of Ag-Tech Pilot Project Implementation

The objectives of this consultancy are to: contribute research to support the achievement of the overall project objective; design and execute a Regional Ag-Tech Challenge; provide technical support to prospective applicants via participatory approaches such as design thinking workshops; participate in the evaluation of submitted proposals; supervise and monitor the implementation of the selected pilot proposals; and transfer know how to, and build the capacity of, sector stakeholders to sustain the piloting of solutions.

Recent discussions among several development partners have pointed to a need to implement ag-tech solutions and promote the associated business models that can contribute to the improvement of agriculture sector productivity in the Caribbean. A Regional Ag-Tech Challenge is considered an effective mechanism for mobilizing a broad set of stakeholders all along key agriculture value chains and engaging them in the design, piloting and scaling of such ag-tech solutions. Prior to this Challenge, an Ag-Tech Maturity Assessment of a selection of Caribbean countries is being conducted. The development of this regional project is a collaborative effort of the Compete Caribbean Partnership Facility (CCPF), the International Telecommunication Union (ITU) and the Food and Agriculture Organization of the United Nations (FAO).

The Caribbean region faces major challenges to improve the competitiveness and sustainability of the agriculture sector. Growth in agricultural productivity has been slow (1.3% total factor productivity growth rate across Latin America and the Caribbean between 1991 and 2000, as compared with 2.1% TFP growth in Sub-Saharan Africa, 1.5% TFP growth in Asia and the Pacific, and 1.7% TFP growth in the Middle East and North Africa) and the sector suffers from low access to credit (particularly for smallholder farmers who make up the majority of farmers in the English-speaking Caribbean), high trade costs and a low capacity to comply with modern food safety and quality standards. Therefore, the sector has been unable to adequately respond to rapidly growing demand for high-standard agri-food products from the tourism, processing, and retailing sectors – both within and outside the region. Instead, the growing demand by these sectors in the region is mainly fulfilled by imports. The region's agricultural sector is also constrained by large and increasing pressures on natural resources and a high vulnerability to climate change.

The increased design, development and deployment of technologies in the agricultural sector (otherwise known as Ag-Tech), to support advisory services, improved market linkages, supply chain management, financial access and

overall macro-sector intelligence, has the potential to address some of the key competitiveness constraints and promote modernization of the sector. Further, the World Bank estimates that “providing women equal access to services and assets and enhancing their agency and opportunities in the agricultural sector could increase agricultural production in developing countries by about 2.5-4%” . In turn, a more productive and competitive agricultural sector would contribute to increased production of fresh and processed products for local consumption, a decreased food import bill for many countries across the region, and increased food security. This objective is increasingly pertinent considering that the COVID-19 global pandemic has revealed the extent to which Caribbean countries rely on imports for food (where no shortages in the supermarkets of these food items, the prices would have increased).

To this end, the Compete Caribbean Partnership Facility (CCP) is supporting the implementation of a technical cooperation (TC) project entitled **Design and Implementation of a Regional Ag-Tech Pilot Project for the Caribbean**. This TC is a collaborative effort of the CCPF, the Food and Agriculture Organization of the United Nations (FAO), the International Telecommunication Union (ITU), governments of the region, and the agricultural research and development community.

The Compete Caribbean Partnership Facility (CCPF) is executing the above-mentioned operation. For this operation, CCPF intends to contract consulting services described in this Request for Expressions of Interest.

Expressions of interest must be delivered using the IDB Portal for Bank Executed Operations (<http://beo-procurement.iadb.org/home>) by: **15 January, 2021**, 5:00 P.M. (Washington D.C. Time).

The consulting services (“the Services”) include the following activities to be implemented over an 18-month period: conducting gender-sensitive research on the state of ag-tech in the Caribbean; designing and executing a Regional Ag-Tech Challenge for the Caribbean; attracting participation in the Challenge from relevant stakeholders including farmers, agro-processors, extension officers, policymakers, technocrats, developers, and private investors; supporting the development of project proposals through the execution of several capacity building events; transferring knowledge to regional stakeholders to sustain such events; raising awareness of potential collaborators, including donors, of all the proposals developed and influencing wider piloting of ag-tech solutions; supporting the implementation of selected pilot projects; reporting on project implementation progress; and, analyzing and providing a final report upon completion of all pilot projects that includes recommendations for expanding and sustaining the piloting of ag-tech solutions, coordinating pilots and sharing results.

Eligible consulting firms will be selected in accordance with the procedures set out in the Inter-American Development Bank: [Policy for the Selection and Contracting of Consulting firms for Bank-executed Operational Work](#) - GN-2765-4. All eligible consulting firms, as defined in the Policy may express an interest. If the Consulting Firm is presented in a Consortium, it will designate one of them as a representative, and the latter will be responsible for the communications, the registration in the portal and for submitting the corresponding documents.

CCPF now invites eligible consulting firms to indicate their interest in providing the services described below in the [draft summary](#) of the intended Terms of Reference for the assignment. Interested consulting firms must provide information establishing that they are qualified to perform the Services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Eligible consulting firms may associate in a form of a Joint Venture or a sub-consultancy agreement to enhance their qualifications. Such association or Joint Venture shall appoint one of the firms as the representative.

Interested eligible consulting firms may obtain further information during office hours, 09:00 AM to 05:00 PM, (Washington D.C. Time) by sending an email to:

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Draft Summary of Terms of Reference

The scope of services includes the following:

- Conducting gender-sensitive research on the state of Ag-Tech in the Caribbean
- Designing and executing a Regional Ag-Tech Challenge for the Caribbean
- Attracting participation in the Challenge from relevant stakeholders including farmers, agro-processors, extension officers, policymakers, technocrats, developers, and private investors.
- Supporting the development of project proposals through several capacity building events; and transferring know how and building the capacity of stakeholders to sustain such events.
- Raising awareness of potential collaborations, including donors, of all the proposals developed and influencing a wider piloting of Ag-Tech solutions.
- Participating in the evaluation of submitted project proposals
- Supporting the implementation of the selected pilot projects
- Reporting on project implementation progress
- Analyzing and providing a final report upon project completion that includes recommendations for expanding and sustaining the piloting of Ag-Tech solutions, coordinating pilots and sharing results.

The Consulting Firm will carry out the following key activities that will facilitate the achievement of the objective:

- Review background documents and liaise with various stakeholders that are active and relevant to ag-tech, including the Ministry of Agriculture in each of the participating countries, members of the agricultural research and development community, and producers of primary commodities and value-added agro-processed products, to develop a more in-depth understanding of the assignment, the challenges facing the agriculture sector, and potential ag-tech solutions for improving sector productivity.
- Develop a gender-sensitive Ag-Tech Mapping Research report of a selection of Caribbean countries
- Design and support the execution of a gender-sensitive communication plan to promote the Ag-Tech Challenge, including a call for proposals in all participating countries.
- Design and execute a call for proposals (which must specifically target women-owned firms), application guidelines and selection criteria (including measures to ensure that the selected pilots come from different countries and provide additional points to proposals submitted by women-owned firms).
- Design and execute participatory capacity building activities using methodologies such as design thinking to provide technical support and transfer know how to stakeholders in participating countries.
- Transfer knowledge to regional stakeholders on how to run such participatory capacity building activities (e.g. design thinking workshops) for Public-Private interaction in the future.
- Support the evaluation of submitted project proposals by an Investment Panel that will be convened by Compete Caribbean to select up to three (3) project proposals to receive funding.
- Design and host online events and at least one public-private forum, as well as use other methods to disseminate information that presents the highest-quality shortlisted project proposals to regional stakeholders and promotes wider piloting. The forum should be targeted to potential funders of additional pilots, beyond those that will be funded by Compete Caribbean.
- Provide technical support and guidance to up to three (3) project teams as they proceed through implementation of their pilot projects
- Provide concise results-focused draft Quarterly Progress Reports on implementation progress of the pilot projects, detailing status of: achievement of each pilot's milestones; results achieved/outputs generated; lessons learned; and any amendments to the implementation plans for the remaining period.
- Upon completion of the pilot projects, write a pilot evaluation report that analyzes and comments on the project results, including but not limited to: participant experiences; assessment of results achieved; lessons learnt; project sustainability; value to stakeholders; recommendations for improving and/or scaling the pilots.
- Design and host online events or otherwise disseminate information on project results to regional stakeholders

Consulting firms should have specific expertise and knowledge, which will be the main criteria for their selection.