

REQUEST FOR EXPRESSIONS OF INTEREST **CONSULTING SERVICES**

RG-T4008-P001

Selection Method: Firm Procurement-Simplified Competitive Process

Country: Grenada

Sector: IFD/CTI-Competitiveness, Technology and Innovation Division

Funding – TC #: ATN/CO-19210-RG

Project #: RG-T4008

TC name: *Strengthening the Implementation Capacity of Caribbean Blue Economy Clusters and Value Chains*

[Link to TC document](#)

Description of Services:

Consultancy to Conduct Leadership and Business Management Training for the Board of Directors, Management Teams and Members of the GNExTT Cluster in Grenada.

The overall objective of this consultancy is to increase the local, regional and international competitiveness of the GNExTT cluster members through specific capacity building initiatives. More specifically the consulting firm will conceptualize, design and deliver training programs for directors, staff, and fishers in cooperative principles, management, business operations and organizational development skills.

The Compete Caribbean Partnership Facility (CCPF) is poised to invest US\$4.5 million to support private sector-driven projects in the blue economy in the Caribbean, as well as policy reforms in the blue economy space that can help unleash growth. In November 2020, CCPF issued a Blue Economy Cluster Call for Proposals under its Pillar I - Productivity and Innovation in Firms. It sought to support blue economy focused, private sector cluster initiatives that can help Caribbean firms grow, generate employment and export to new markets, and the Caribbean economies to diversify to better confront the COVID-19 crisis.

In response to the call for proposals, six projects were chosen from around the Caribbean. The GNExTT cluster proposal from Grenada was selected. The goal of GNExTT is to improve the operational efficiency of the supply chain and the market value of fish products primarily Yellow Fin tuna. Central to the achievement of this goal is the introduction and use of supply chain traceability technology and other modern fishing practices to improve the quality of fish products. The GNExTT cluster comprises of three organisations namely 1 Skip Development with fisheries management and traceability experience, the Gouyave Fishermen Cooperative and FIJIBAY Inc a private NGO fully owned by the Carriacou Fishers Association. GNExTT evolved over a four-year period of active involvement of the partners who participated in the Caribbean Bill Fish Project funded by the World Bank and implemented by the FAO 2017-2018. As part of the project, the team participated in the design of a business case to transition the tuna long line and FAD fisheries in Grenada to a more sustainable and profitable activity. Additionally, the first Comprehensive Tuna Fishery improvement project (C-FIP) in the Caribbean was produced.

A cluster Development plan was completed to create a strategic direction for the cluster and to reach consensus on the priorities that address the challenges and opportunities for inclusive and sustainable economic growth. The cluster's mission is to improve the operational efficiency of the supply chain and the market value of fish products. In pursuit of this mission, a critical goal is the building of GNExTT's data

collection system linking all cluster ports and integrating same into the government's data base at the Ministry of Agriculture and Fisheries.

The Compete Caribbean Partnership Facility (CCPF) is seeking consulting firm to provide expertise in designing and delivering capacity building activities in the areas of management and leadership for the management of GNExTT and the fishing cooperatives. For this operation, the IDB intends to contract consulting services described in this Request for Expressions of Interest. The Compete Caribbean Partnership Facility (CCPF) is executing the above-mentioned operation. For this operation, the IDB 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: May 23, 2022, 5:00 P.M. (Washington D.C. Time).

The consulting services ("the Services") include the design of a training course on governance, organizational development and cooperative principles for the directors, staff, and fishers of the GNExTT cluster to demonstrate the importance and benefits of formalizing its operations. It also includes the delivery of a high-quality training programme based on basic management and business skills, with the level of training specifically based on the capacity of participants. This also includes the development of a framework that can measure and demonstrate the impact that training has had on management and members of the GNExTT cluster.

Key Activities:

- I. Develop a more in-depth understanding of the consultancy and the business environment by liaising with Cluster Management and Compete Caribbean; studying background documents (Cluster Development Plan), executing necessary stakeholder consultations; and liaising with other key stakeholders.
- II. Engage with cluster members and stakeholders to gain a comprehensive understanding of the CDP and the training needs of its management and members.
- III. Prepare and submit a concise draft Work Plan for the conduct of the assignment with timeline of activities, and final reports about realized activities, participation, issues and recommendations.
- IV. Design a separate 'Cluster Leaders' training programme, most likely targeted at a slightly higher and more managerial level in GNExTT, Gouyave & Cariaccou Fishing Cooperative and Carriacou Fishers Association/ FIJIBAY. This training programme should address areas of Governance, Cooperative Management and Strategic Planning and deliver the training designed for the management of the cluster.
- V. Develop a training manual for the Cluster Leaders on the areas of Governance, Cooperative Management and Strategic Planning as described in 4.4.
- VI. Design specific business skills training programme for the management and the members of the cluster on business operations, including global best practices and knowledge gained from other aspects of the cluster project. The business skills training should include, but not be limited to, modules on basic financial management, human and resource management, team building, communications, leadership, conflict management, customer service, employee engagement and managing people.
- VII. Develop a training manual on the areas described in 4.6 and deliver the training designed for the management and members of the cluster.
- VIII. Coordinate the activities related to virtual/hybrid training including assessing the training requirements for the cluster, developing the curriculum and evaluating the training. The consulting firm will liaise with GNExTT and Compete Caribbean to develop the training programmes that are consistent with the cluster's training needs assessment.
- IX. Prepare a Midterm Training Report on the activities completed, training delivered and implementation of remaining activities.
- X. Provide up to date data to the cluster M&E requirements with data on training undertaken,

numbers of participants, feedback, revisions to the training manuals and application of skills and overall effectiveness to cluster operations. Collect and analyze data and update the report to include data on the results achieved in accordance with Compete Caribbeans M&E requirements.

- XI. Prepare a Final Report summarizing the scope of work implemented; a final project status report, with specific details on training activities undertaken, evaluation of results achieved; lessons learned; and recommendations for development, which may be needed to support achievement of the planned results of the cluster.

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 persons to indicate their interest in providing the services described above in the [draft summary](#) of the intended Terms of Reference for the assignment. Interested persons must provide information establishing that they are qualified to perform the Services (description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.).

Interested persons may obtain further information during office hours, 09:00 AM to 05:00 PM, (Atlantic Standard Time) by sending an email to:

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