

Activity 3.1.3.

RECRUITMENT OF AN AGRO-ENGINEERING ENTERPRISE TO CONSTRUCT AND EQUIP 20 GREENHOUSES FOR INTENSIVE MARKET GARDENING IN THE S.W.R-CAMEROON.

SUMMARY

PROJECT: UNDP Recovery Program

Pillar 3: Economy and Livelihood Annual Work Plan - 2021

Output 3.1: Revitalize Agricultural Production

Activity :3.1.3: Support to innovative production systems (Erection of Greenhouses)

1. Context

The socio-political conflict in the Northwest and Southwest has caused large-scale damage, spurred a humanitarian crisis, and exacerbated existing social tensions. The affected populations (predominantly women and youths) who have been subject to humanitarian assistance since 2017 are now in need of more sustainable assistance to rebuild their lost assets, restore their livelihoods and strengthen their capacities to manage the impacts of the on-going crisis. In both regions, the crisis has resulted in widespread destruction of cultivated lands, greenhouses, livestock and poultry farms, water wells, irrigation networks and other productive agricultural assets. Food and vegetable production have seen a significant decline resulting in high food prices on the local market. As a consequence, households now spend significantly higher proportions of their income on food while food security is on steady decline.

The Government of Cameroon and UNDP collaborated in the formulation of the Presidential Plan for Reconstruction and Development (PPRD) of the North West (NW) and South West (SW) Regions. The PPRD feeds into the Government's efforts to resolve the current crisis. It is against this backdrop that UNDP has engaged in recovery activities in both regions. The objective of this plan is to strengthen institutions and processes that facilitate peacebuilding and resilience through the following three pillars:

- (i) Strengthening social cohesion
- (ii) Rehabilitation of damaged infrastructure
- (iii) Revitalization of the local economy

The PPRD plan will be implemented in phases, and the first phase which is expected to cover two to three years will focus mainly on Recovery. This will complement and reinforce current humanitarian efforts by supporting the transition towards civilian-led recovery and social cohesion, economy, and livelihood revitalization, and ultimately the return to normalcy for the Anglophone regions. UNDP will focus in this first phase of the PPRD on the human, social, economy and livelihood aspects of recovery.

2. Justification

In crisis and post-crisis situations when food security strongly adversely threatened, there is need to develop and scale-up high-productivity and 'all year-round' crop production mechanisms. This is where greenhouse farming comes into play. The benefits of greenhouse farming are enormous and include increased production, minimized, profit maximization, increased pest and disease control and all-year-round farming.

To revitalize agricultural production, scale-up production and mitigate food shortage in the SW, the Recovery program will put in place 20 greenhouses and in the SWR and train and mentor 10 beneficiary Organizations (cooperative and CIGs) in greenhouse farming, intensive market gardening and sustainable management.

3. Main Objective:

The main objective is to recruit an Agro-engineering enterprise to erect and equip twenty (20) greenhouses (120-150 m2 each) in the SW and train beneficiary cooperatives/CIGs in greenhouse farming, intensive market gardening and sustainable management with goal to scale-up food production, enhance food security and enhance beneficiaries' livelihoods.

Specific objectives

1. To identify reliable market channels and establish a profitability profile for beneficiaries.
2. To identify potential beneficiary cooperatives already involved in fruit and vegetable production (tomatoes, bell peppers, strawberries, chillies, egg plant etc. including leafy vegetables) with experience/interest in greenhouse farming.
3. To train beneficiaries on intensive market gardening, farm management and greenhouse infrastructures maintenance.
4. Provide technical assistance to beneficiaries in terms of capacity building
5. To produce and transmit periodic monitoring reports and final evaluation report.

4. Expected Results

1. 10 beneficiary organizations (Cooperatives and CIGs) are identified and selected.
2. A technical analysis for profitability as well as marketing mechanism (process) is established.
3. Food sufficiency is increased, and food commodity prices are decline.
4. Beneficiaries' incomes and wellbeing are enhanced.

5. Methodology

The methodology adopted for the realization of the above intervention for the achievement of desired results will be through the recruitment of one (01) agro-engineering enterprise that has demonstrated a sound mastery in the construction and application of greenhouse technologies in Cameroon. Beneficiary organizations will provide an appropriate site for the erection the greenhouses while process supervision will be ensured by UNDP-RP. A call for manifestation of interest will be published for the selection of beneficiary cooperatives/CIGs through UNDP procurement process.

6. Scope of intervention of the selected agro-engineering company

The selected Agro-Company will erect 20 greenhouses in Fako and Meme divisions ; SWR based on UNDP-RP approved technical and financial proposal through due procurement process. The company will also provide expertise in training the beneficiaries on relevant themes and provide technical support to beneficiaries. They will produce and transmit activities reports on greenhouse erection, training, production and marketing to UNDP-RP. Their activities will be closely monitored and evaluated by the UNDP Economist and Livelihood Expert in the South West.

7. Eligibility and selection criteria

Administrative criteria

Agro-engineering firms:

- ✓ With a legal status and have been in existence for at least 3 years.
- ✓ Must have fulfilled all tax obligations in accordance with the legal provisions in force in Cameroon

Technical criteria

The bidding company :

- ✓ Must have at least 3 years of experience in the agricultural technologies development with specific experience in greenhouse and drip irrigation schemes.
- ✓ Must show proof of experience in training, capacity building and technology transfer.
- ✓ Must show proof of high-profile market connections (Hotels, Restaurants, Supermarkets etc.) for high-end profitability. Justify with elements: MoUs, Supply requests, contracts photos etc., etc.
- ✓ Should have a staff with the minimum requisite qualifications including an agronomist (or agric technician) and an agric/rural engineering expert (agro technologies, technological entrepreneurship or "genie rurale")
- ✓ and field staff should have a minimum of 2 years working experience in crisis situations.
- ✓ Must have Minimum of 2 years working experience in the SW region.

8. Presentation of the offer

-Technical offer

The technical proposal must comply with the requirements described in these terms of reference. The tendering company must provide a technical proposal comprising the following elements:

- A note of understanding of the activity specifying the level of understanding of the mission and the ability of the structure to deliver on the mission;
- A presentation of the methodology to be used and the tools that will be mobilized; including a timetable for the completion of the mission, the steps and the technical / human resources (experts, mentors, local labor) to be mobilized;
- A technical presentation which precises: the ground layout of the greenhouses, dimensions, water supply and irrigation networks;
- A capacity building program on relevant themes for beneficiaries;
- CVs of team members.

Points will be awarded for the clarity, conciseness, logic, relevance and presentation of the proposal.

9. Beneficiaries

Twenty (20) gender-inclusive Rural Producer Organizations (Cooperatives and CIGs) in target the areas will be the direct beneficiaries. Each benefiting COOP will be receive 2 Greenhouses. Indirect beneficiaries are the different households and the local population in the zones of intervention.

	Division	Number Of Greenhouses	No. Of Beneficiary Coops
1.	FAKO	10	05
2.	MEME DIVISION	10	05
	TOTAL	20	10

10. Proposed Budget

	ITEM	UNIT COST	NUMBER	COST
1.	Construction and equipping of Greenhouses			
2.	Training & mentorship			
	TOTAL			

11. Evaluation of bids

The proposals will be evaluated technically and financially. Only technical proposals having obtained a score greater than or equal to 70/100 according to the evaluation grid below may be considered for the financial evaluation.

The criteria for evaluating technical offers are as follows:

	EVALUATION CRITERIA	Mark
1.	PROFILE AND REFERENCES OF THE BIDDING INSTITUTION	20
1.1	General profile of the tenderer - At least 2 years of experience (2 points) - At least three references of technical assistance in the delivery of similar projects, supporting evidence (3 points)	5
1.2	Specific references over the past three years: - At least 2 technical assistance references in greenhouse construction and equipping with drip irrigation (references) (10 pts) - At least 2 technical assistance reference farmer capacity building and market insertion (references) (5 pts)	15
2.	UNDERSTANDING THE MANDATE AND METHODOLOGY	25
2.1	Understanding of the issues, the context and the ToRs	5
2.2	Relevance of the methodology proposed in relation to the expected results of the mission	15
2.3	Coherence and feasibility of the methodology	5
3.	DESCRIPTION OF THE SOLUTION AND A DEPLOYMENT PLAN	30
3.1	Structural layout/plan, dimensioning, water supply and irrigation	10
3.2	Training content meeting the requirements (including structure maintenance for sustainability)	10
3.3	Profitability and Marketing strategy	10
4.	MANAGEMENT STRUCTURE AND QUALIFICATION OF KEY PERSONNE	25
4.1	Team Leader, Project Manager	15
4.1.1	At least a Bachelor degree in Rural/Agricultural Engineering, Technological Entrepreneurship or related fields	4
4.1.2	At least 5 years of relevant experience in project management, team coordination	2
4.1.3	Proven experience in entrepreneurial pedagogy and leadership - at least five (5) years	4
4.1.4	At least five (5) years of relevant and demonstrated experience in conducting similar assignments	3
4.1.5	Good working knowledge of English and pidgin	2
4.2	Agronomist(technician in Agriculture or rural engineering "genie rurale")	10
4.2.1	Have at least a BAC + 3 qualification in agriculture, botany or similar field	3
4.2.2	Proven experience in intensive market gardening and greenhouse farming	4
4.2.3	Proven experience in working with farmers and farming groups (CIGs and COOPs) and their capacity building	2

4.2.4	Working knowledge of English and Pidgin	1
	TOTAL	100

Other abilities

- Good ability to work in a team and under pressure.
- Structured working style with a high degree of self-organization, flexibility and rigor.
- Excellent communication skills (oral).
- Good leadership, facilitation, knowledge transfer and reporting skills.
- Listening, having the ability to adapt to the context, and the environment.

12. Deliverables and payments

Payments will be made in 3 installments according to the work assessed and delivered:

1st payment instalment upon delivery of the following works (40%):

- Land/Site preparation
- Erection of 10 greenhouses
- Development of a production, marketing and profitability plan

2nd payment instalment upon full delivery of the following works (30%):

- Land/Site preparation
- Erection 8 greenhouses

3rd payment instalment upon full delivery of the following works (30%):

- Erection of 2 greenhouses (to total 20 greenhouses)
- Provision of polybags
- Set up a drip irrigation network in all 20 greenhouses
- Erection of 4 raised water tanks (of 2 cubic meters) for irrigation (per site of 10Greenhouses)
- Training of 10 beneficiary cooperatives.

UNDP will consider all offers with the same objectivity. The best offers will be selected on the basis of their technical and financial proposals. Only the promoters of the selected offers will be contacted.

13. Submission of tenders

- A letter of submission addressed to the UNDP Resident Representative
- Presentation of the structure, including references and evidence of the information provided.
- A technical offer and a financial offer as described above
- CVs of team members and references

