

Market orientation

IUC nr.: 202402083

Notification: Local expert for local project coordination and implementation support for the coffee project in Guinea

Organisation

The Netherlands Enterprise Agency - Centre for the Promotion of Imports from developing countries

The Netherlands Enterprise Agency (in Dutch: Rijksdienst voor Ondernemend Nederland, RVO) supports private and public organisations with funding, international business partners, knowledge, and regulations. More information about RVO can be found on: www.rvo.nl and <http://english.rvo.nl/>. This specific assignment has been commissioned by CBI, part of RVO.

The Centre for the Promotion of Imports from developing countries (CBI) is a department of The Netherlands Enterprise Agency and is commissioned by the Ministry of Foreign Affairs of the Netherlands. CBI supports the transition towards inclusive and sustainable economies. We focus on transitions in sectors in developing countries, working towards becoming more inclusive and sustainable.

More information about CBI, how we work and our projects can be found on our website www.cbi.eu.

Purpose of the market orientation

The purpose of the market orientation is to identify coordinating experts present in Guinea who can contribute to the coffee project in Guinea by representing the CBI project locally, executing on the ground coordination of CBI activities and actively managing a network of major stakeholders in the sector.

Extent and duration

The CBI Guinea coffee project runs from July 2020 until June 2026.

This assignment will start as soon as the contract is signed (indication mid-May) and runs until December 2026. After December 2026 there is a possible extension of the contract of a maximum of twelve (12) months, which will be used if the project itself is further extended into 2027.

Budget indication

Maximum 80.000 EUR excluding Dutch VAT & logistic costs (if applicable) but including local taxes and all other costs.

Purpose of the project

The coffee project started in 2021 with a Business Export Coaching trajectory of two years. Based on the results of the coaching and information gathered, the project objective was redefined in December 2023. The project runs until December 2026. The project purpose for the remainder of the project is: Smallholder farmers in Guinea (CBI pilot area) benefit from better

- I) sector collaboration,
- II) enhanced service delivery and
- III) SMEs accessing markets.

The project is structured around 3 pathways (these pathways will run simultaneously during the entire project cycle), they are not mentioned in order of importance:

Pathway 1. Improved sector collaboration and regulation

Enhanced sector alignment, collaboration and improved regulations will benefit all value chain actors equally if the interest of smallholder farmers, including women and youth, is put on the agenda.

Pathway 2. Improved support services

Improved services to farmers and cooperatives will lead to better integration in the value chain and improved quality of Robusta coffee. Better management of production and processing leads to

improved quality. When cooperatives are better organised and farmers are represented in organisations, the position of farmers is strengthened, and they will have the capacity to improve post-harvest practices increase their negotiation power.

Pathway 3. Responsible supply chain

This pathway includes SMEs/exporters who are willing and capable to invest in more transparent and mutually beneficial relations in their supply chain. Improved traceability, higher volumes and more consistent quality in combination with (export)market competency enables them to comply with buyer requirements and acquiring orders.

Activities local expert

The focus of the CBI Guinee coffee project, and therefore this market orientation, revolves around all three pathways:

For pathway 1 the focus of the activities for the local expert will be on supporting the institutional expert who is responsible for institutional and service development, on content and logistics. The local expert identified through this market orientation process, will be present in Guinea and is required to follow up on sector events with multiple stakeholders and coaching of the BSOs (Business Service Organisations) initiated by the institutional expert mentioned above.

For pathway 2 the local expert will be required to provide support on content and logistics to facilitate the strengthening of cooperatives and access to services through direct support and / or through other organisations and SMEs in Guinea. The support provided by the local expert will be on the basis of the implementation plan(s) for pilot activities, developed by the institutional expert..

For pathway 3, the focus of the activities for the local expert will be on specialized support to the international Business Coach and preparations of content workshops and meetings focusing on expertise such as follow up of cost benefit analysis, sales & marketing, CSR support, monitoring and evaluation support. The local expert will be requested to co-facilitate workshops, collect necessary data at the level of the participating companies for monitoring purposes and provide support to recruit other experts, if applicable, available in Guinea.

Overall, the required local expert will have a coordinating role, meaning, he / she will have a good oversight of the activities undertaken by potential other recruited experts on the ground (such as a gender expert in Guinea).

Requested Skills/ Experience

The expert or company should indicate that they:

- Have a demonstrated network in the coffee sector and possess knowledge of stakeholders (a.o active NGOs, government institutions, private sector);
- Have a demonstrated network of relevant local expertise (logistics, gender etc) to engage upon demand;
- Have experience in identifying new experts available in Guinea, if these are not present in current network;
- Have experience with logistical support such as facilitating and hosting (multi-)stakeholder meetings and workshops;
- Have experience with project coordination and planning;
- Have experience in hosting and conducting workshops;
- Are capable to be present, even on very short notice (last-minute preparation) without long haul travelling, at location in the Macenta region and Conakry upon demand to be able to arrange logistics and workshop facilitation;
- Have experience with working with SMEs;
- Have experience in collaborating with institutions (sector organisations, government stakeholders, NGOs, private sector etc.);
- Have experience with budget management;
- Are proficient in French, C2 level or native;
- Demonstrate gender sensitivity;
- The maximum daily rate is 350 EUR excluding Dutch VAT and including local taxes.

Application procedure

You can show your interest in this procurement procedure by sending an email to Katia Sayapina, katia.sayapina@rvo.nl with your company details, confirmation of interest, and a response to the question below. The purpose of this Market orientation is to identify interest of experts available and to assess their ability to carry out this assignment.

Based on the market orientation, RVO can decide to start a procurement procedure. Interested companies/consultants can be invited to this procedure. Your response to this market orientation does not mean you have the right to be invited to this procurement procedure.

Selection will be done based on your response to below question and your CV.

Name interested party:	
Name contact person and function:	
Phone number contact person:	
E-mail contact person:	
Visiting address:	
Mailing address:	
Question	Question and answer (max 1A4)
	Please describe, based on your previous experiences, how you fit the requested requirements.
CV:	Please add your curriculum vitae (CV) (max 3A4)

If you do not meet the requirements but you know a company or consultant that does, please be free to share this document with them.

Please keep the maximum amount of A4 pages in mind. If your answer contains more than the indicated maximum, the excess will not be read.

Deadline

The deadline for responding to this market orientation is set on **20 March 2024**.

Yours sincerely,

Katia Sayapina
Consultant Procurement

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Procurement Office
Ministry of Economic Affairs and Climate Policy
Netherlands Enterprise Agency