

Market orientation

IUC nr.: 202402082

Notification: International expert for cooperative support and enhancing services

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 June 2026 there is a possible extension of the contract of a maximum of eighteen (18) months, which will be used if the project itself is further extended.

Budget indication

Maximum 125.000 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 intervention 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 international expert

This particular market orientation revolves around pathway 2. The objective of this pathway is to facilitate the strengthening of existing cooperatives and/or the formation of new cooperatives, in the Guinean coffee sector as well as seeking partnerships within the value chain to optimise collaboration. Pilot projects will be developed and tested, in partnership with local institutions and SMEs, aimed at organisational improvement at cooperative level and offering financially sound support services to farmers and cooperatives.

Overall, the required international expert will have a facilitating role based on the Market System Development Approach (MSD). This means that he/she will collaborate with the institutional expert within the project to facilitate market actors and local institutions to find and develop solutions and services that address a particular constraint/opportunity instead of the services being provided by CBI (or other donor organizations). As part of the MSD approach, CBI or the expert do not want to become part of the system but think about an exit strategy from the beginning. The goal is for these services to be long-term and sustainably designed.

Requested Skills/ Experience

The expert or company should indicate that they:

- Have a demonstrated knowledge of the coffee value chain, including production, processing, marketing and export and the challenges faced by smallholder farmers and cooperatives in the sector;
- Have experience in working in the agricultural sector in Guinea;
- Have experience with facilitating, hosting and conducting (multi-)stakeholder meetings and delivering workshops;
- Have experience with project design, coordination and planning;
- Have experience in working with cooperatives, including organizational development, governance and financial management;
- Are capable to travel to the Macenta region and Conakry upon demand to be able to facilitate activities as required;
- Have experience with coaching and mentoring SMEs;
- Have experience in collaborating with various institutions (sector organisations, government stakeholders, NGOs, private sector etc.) including promoting constructive dialogue towards finding mutually beneficial solutions;
- Have experience with financial analysis, including financial modelling, cost benefit analysis and investment appraisal;
- Have experience in designing exit strategies that ensure the sustainability of project outcomes after external assistance is withdrawn;
- Are proficient in French, C2 level or native;
- Demonstrate gender sensitivity;
- The maximum daily rate is 700 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

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