

Annex 6: References

The contracting authority has set the following core competences that correspond to experience in essential aspects of the assignment (See paragraph 4.3.2 of the Tender Document):

Lot 1 Expert A - Senior Expert in Organic FFV Export Competitiveness and Technical Coaching for SMEs aligned with EU Market Demand
Core Competence: Technical Coaching for Organic FFV SMEs aligned with EU Market Demand The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in providing technical coaching to SMEs in the organic FFV sector in Egypt or the MENA region, with a focus on production and productivity improvement, export readiness, and alignment with EU market requirements.
Lot 1 Expert B - Local SME Business Export Coach and Project Coordinator
Core Competence: Local Project Coordination and Technical Coaching for Organic FFV SMEs in Egypt The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in local project coordination and technical coaching for SMEs active in organic FFV production and export in Egypt or the MENA region.
Lot 1 Expert C - Technical Coaching on Organic FFV Production, Climate-smart practices and Post-Harvest Management in Egypt
Core Competence: Technical Coaching on Organic FFV Production, Climate-smart practices and Post-Harvest Management in Egypt The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in providing technical coaching to FFV producers and SMEs in Egypt or the MENA region, with a focus on organic production, climate-smart agriculture, productivity improvement, post-harvest management, and compliance with EU export quality requirements.
Lot 2 Expert D - Senior institutional support
Core Competence: Market Systems Development for SME Competitiveness and Private Sector-Led Solutions The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in applying Market Systems Development approaches, including market systems analysis, private sector engagement, and development of sustainable, commercially viable solutions and services for SMEs in agribusiness or FFV value chains.
Lot 2 Expert E- Local Value Chain and Stakeholder Development Expert
Core competence: Local Value Chain and Stakeholder Development for Organic FFV Sector Development in Egypt The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in stakeholder engagement, value chain development, and supporting collaboration between private and public sector actors in the organic FFV sector in Egypt or the MENA region.

The Tenderer has to submit a reference assignment for these core competences that fulfils the requirements set out in paragraph 4.3.2. of the Tender Document, by filling out the tables in this annex.

You submit a reference assignment for each core competence in accordance with the model below.

Lot 1:

Expert A - Senior Expert in Organic FFV Export Competitiveness and Technical Coaching for SMEs aligned with EU Market Demand		
Core Competence: Technical Coaching for Organic FFV SMEs aligned with EU Market Demand		
The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in providing technical coaching to SMEs in the organic FFV sector in Egypt or the MENA region, with a focus on production and productivity improvement, export readiness, and alignment with EU market requirements.		
Name Tenderer		
Name of the reference project		
Clear description of the reference assignment executed, meeting the requirements specified in paragraph 4.3.2 of the Tender Document and this Annex. The reference assignment must have been executed and/or completed within the four years prior to the closing date for submission of the Tender.		
	Duration of the assignment	Day of commencement – final day
	Value of the assignment	
Name of the organisation/company of the referee		
Name and function/position of the contact at the referee		

Phone number and email address of the contact at the referee	
Signature of the contact at the referee	
Place and date of signing	

Expert B – Local SME Business Export Coach and Project Coordinator
Core Competence: Local Project Coordination and Technical Coaching for Organic FFV SMEs in Egypt

The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in local project coordination and technical coaching for SMEs active in organic FFV production and export in Egypt or the MENA region.

Name Tenderer		
Name of the reference project		
Clear description of the reference assignment executed, meeting the requirements specified in paragraph 4.3.2 of the Tender Document and this Annex. The reference assignment must have been executed and/or completed within the four years prior to the closing date for submission of the Tender.	Duration of the assignment	Day of commencement – final day
	Value of the assignment	
Name of the organisation/company of the referee		
Name and function/position of		

the contact at the referee	
Phone number and email address of the contact at the referee	
Signature of the contact at the referee	
Place and date of signing	

Expert C - Local Organic FFV Production and Post-Harvest Specialist with Climate-Smart expertise
Core Competence: Technical Coaching on Organic FFV Production, Climate-smart practices and Post-Harvest Management in Egypt

The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in providing technical coaching to FFV producers and SMEs in Egypt or the MENA region, with a focus on organic production, climate-smart agriculture, productivity improvement, post-harvest management, and compliance with EU export quality requirements.

Name Tenderer		
Name of the reference project		
Clear description of the reference assignment executed, meeting the requirements specified in paragraph 4.3.2 of the Tender Document and this Annex. The reference assignment must have been executed and/or completed within the four years prior to the closing date for submission of the Tender.		
	Duration of the assignment	Day of commencement – final day
	Value of the assignment:	

Name of the organisation/company of the referee	
Name and function/position of the contact at the referee	
Phone number and email address of the contact at the referee	
Signature of the contact at the referee	
Place and date of signing	

Lot 2:

Expert D - Senior Market Systems Development Expert Core Competence: Market Systems Development for SME Competitiveness and Private Sector-Led Solutions The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in applying Market Systems Development approaches, including market systems analysis, private sector engagement, and development of sustainable, commercially viable solutions and services for SMEs in agribusiness or FFV value chains.	
Name Tenderer	
Name of the reference project	
Clear description of the reference assignment executed, meeting the requirements specified in paragraph 4.3.2 of the Tender Document and this Annex. The reference	

assignment must have been executed and/or completed within the four years prior to the closing date for submission of the Tender.	Duration of the assignment	Day of commencement – final day
	Value of the assignment	
Name of the organisation/company of the referee		
Name and function/position of the contact at the referee		
Phone number and email address of the contact at the referee		
Signature of the contact at the referee		
Place and date of signing		

Expert E - Local Value Chain and Stakeholder Development Expert
Core Competence: Local Value Chain and Stakeholder Development for Organic FFV Sector Development in Egypt

The reference assignment must demonstrate that the expert has proven experience (at least one 12-month project in the last 4 years) in stakeholder engagement, value chain development, and supporting collaboration between private and public sector actors in the organic FFV sector in Egypt or the MENA region.

Name Tenderer	
Name of the reference project	

Clear description of the reference assignment executed, meeting the requirements specified in paragraph 4.3.2 of the Tender Document and this Annex. The reference assignment must have been executed and/or completed within the four years prior to the closing date for submission of the Tender.		
	Duration of the assignment	Day of commencement – final day
	Value of the assignment	
Name of the organisation/company of the referee		
Name and function/position of the contact at the referee		
Phone number and email address of the contact at the referee		
Signature of the contact at the referee		
Place and date of signing		