



Transformative Land Investment (TLI) Project

ToR for conducting assessment on selected Agricultural Investments
(investments in coffee and cereal crops)

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| Client | SNV – Netherlands Development Organization |
| Project | Transformative Land Investment (TLI) Project |
| Reports to | Project Team Lead |
| Assignment | Conducting assessment on selected agricultural Investments mainly in coffee and cereal commodities |
| Duration | 30 working days |
| Contract type | Independent Consultant |
| Location | Ethiopia |

1. Background

Company Description

At SNV, we envision a world where, across every society, all people live with dignity and have equitable opportunities to thrive sustainably. We apply our strong foundations and technical expertise within and across three inter-related sectors of agri-food, energy, and water, which are critical to enabling people to lead dignified lives and thrive. Within and across these sectors, we work on three core themes: Gender Equality and Social Inclusion (GESI), climate adaptation and mitigation, and strong institutions and effective governance. Across these sectors and themes, we also focus on impact driven finance, digitalization, systems change, and youth.

Global principles for responsible land-based investments such as the Voluntary Guidelines on Responsible Governance of Tenure (VGGT), and the Responsible Agriculture Investments (RAI) have been developed and accepted as relevant guide in the implementation of land-based investments, they have not fully addressed the risks and challenges land-based investments bring. Working with over 100 agribusinesses, the Centre for International Forestry Assessment (CIFOR) generated valuable insights into the type of business models and conditions that enable investors to better reconcile social, environmental, and economic interests. It, among others, found that while many investors are highly committed to innovating toward more impactful business models, most are confronted by large internal resource and capacity gaps. Only investors that succeed in closing this gap by forging cross-sector partnerships with government, civil society, assessment organizations and/or other agribusinesses are generally able to effectively create shared value.

2. Overview of the project

In view of the above challenges, SNV has joined up with CIFOR, ICRAF, LEI, and RECOFTC, to constitute a consortium that is implementing the Transformative Land-based Investment (TLI) project. The project seeks to address investors' need for



independent technical backstopping, partnership identification, development and brokering of support. The first phase of the TLI program (2022–2025) is supported by Swiss Development Cooperation.

3. Consultancy Objective:

The purpose of this assessment is to address investors' needs for independent technical backstopping, meaningful partnership development and brokering supports to contribute to more sustainable food systems, with gender-sensitive and socially inclusive improvements in land tenure security, livelihoods, resilience, and ecosystem health, through co-creation of interventions that benefits both the investment and the host community with win-win solutions and business models. The assessment will be done based on a pre set questionnaire prepared by the project. The consultant is expected to delve further and have an elaborate note on the questions.

The needs assessment should produce descriptive, detailed, and clear information on the set questions that will allow both the project and the LBIs to understand the capacity needs of the investment to practice Responsible Agricultural Investments. The results will be basis for both the project and the investment for meaningful partnership and co-creation of strategic interventions within the context of TLI pillars¹and principles, while also taking into account the context of the area and the intervention types of each business model and practice.

Specific Tasks:

The specific tasks under the proposed assignment include but not limited to the following:

- 3.1 **Review TLI project documents and related investment regulations and incentives in relation to Responsible Agricultural pillars and principles:** The TLI project responds to Swiss Development Cooperation's (SDC) commitment to a sustainable food system transition, which is described in the Global Food Security Programme. This Program recognizes that such a transition necessitates an integrated, holistic approach that involves action on all four sustainable food system components: (1) improved global governance; (2) agroecological production; (3) inclusive agricultural and food market systems; and (4) healthy diets and nutrition. It is critical that the assignment be understood within this context.
- 3.2 **Interact with potential LBIs and select appropriate ones in their respective sectors:** Assess and review the business models, practices, barriers and needs of the LBIs (6) identified by the project. The project will prepare the investments, locations and contact persons of the investments to be assessed. This will ensure that their readiness to work with TLI project and assumed to be good representative of the local context. The discussion points would be but not limited to LBI's business models, commodities, end markets, agro-ecological zones, business origin etc. The assessment will also inform the interest and capacity of the LBIs to adopt and apply principles of responsible Agricultural Investment (RAI).
- 3.3 **Review the assessment instruments, develop a good understanding and appreciation of the areas of interest; and provide inputs where necessary.** The consultant will review and contextualize a generic assessment instrument and make inputs where necessary. It is important to ensure that

¹ **The TLI Pillars are** Land governance, Environmental stewardship, Gender and Social Inclusion and Societal. Each of these have specific principles that respond to address the tents of the pillars.



the Gender Equality and Social Inclusion (GESI) dimensions of each aspect of the assessment instrument is put front and center in the effort to contextualize in order to capture the extent to which LBIs address gender and social inclusion.

- 3.4 ***Conduct interviews using the agreed assessment instrument for the selected LBIs.*** The consultant will conduct a desk study to provide all relevant information required about the target LBIs that is already available in prints and in electronic media. This will be followed by an in-person interview with the LBIs. The consultant is expected to benchmark the TLI principles to assess the transformative needs of Target LBIs in agriculture and forestry sectors. The identification of the implementation deficit of identified LBIs in applying the TLI principles with outcomes on sustainable food systems must be recommended. The consultant will mainstream GESI in the selection of interviewees, ensure that the GESI focus of the assessment tool gets the same attention as other topics, the analysis of the interview data and the recommendations

4. Scope of Work, assignment days and locations:

This task will be completed in one month and a week in Sidama, South, Central South and Oromia national regional states.

5. **Activity details:** The following are the deliverables expected from the assignment:

1. A fully completed interview form for each respondent LBI (in hard and electronic copies)
2. Consolidated report on LBI responses in a single spread sheet.
3. Conduct the following analyses including other trends of interest to the assessment objectives:
 - Categorize the value chains/sectors interviewed and types of business models adopted.
 - Trends in land acquisition processes, guidance and support received, and facilitating institutions
 - Trends in international best practices/standard being applied by the LBIs
 - Trends in environmental and social safeguard measures applied by the LBIs, including how the LBIs are contributing to:
 - Good land governance
 - Environmental stewardship
 - Local Development
 - Societal development
 - Gender and social inclusion
 - Interest and capacity to implement TLI principles and pillars/RAI Principles
 - Trends in benefits obtained from applying TLI pillars and principles
 - Challenges to applying TLI pillars and principles
 - Opportunities for applying TLI pillars and principles
 - Capacity Needed to practice TLI pillars/RAI principles



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6. Expected Deliverables:

- 6.1 Inception report with instruments and approach- in electronic Microsoft word document with detailed methodology, detailed work plan and timeline. Report should be maximum of 10 pages
- 6.2 LBI assessment report of publishable quality that addresses challenges of responsible agricultural investment and TLI pillars and principles, barriers gaps in the land-based investments- Report must not exceed 20 pages in length (without executive summary, appendices, lists of key informants, etc.). Font is Times New Roman; font size is 12 and 1.5 single spacing. The report should include the spreadsheet, infographics, tables etc.,).
- 6.3 Profile of the LBI and its business model, strategic partnership area or co-creation for new initiatives for win-win solutions, market destination, employment opportunities created in male and female, total land access and utilized, supported with pictures.
- 6.4 Gender and Social Inclusion (GESI) knowledge output enables the project to involve women, youth, and other vulnerable and marginalized populations in co-creation initiatives.
- 6.5 Stakeholder mapping in simple tabular or graphical form to identify business entities' partners with the LBI in technical, financial, and supply chain management.

All rights to resulting Intellectual Assets as knowledge output under the assessment assignment under the TLI project shall be solely owned by the SNV Transformative Land Investment (TLI) project.

7. Evaluation criteria and process

7.1 Eligibility Criteria:

- Valid Legal registration/ License
- Technical & Financial Proposals submitted in separate envelopes or separate email for proposals submitted via email.

7.2 Technical Evaluation

The consultant will be selected based on their technical and financial proposal and experiences that weight as table below. The total score will be out of 100, for technical 70% and financial proposal 30%.

| Technical Qualifications | Score |
|---|-------|
| <p>Related Experience: : Prior experience with similar assignments (with reference,) good knowledge and understanding of responsible agricultural investment good understanding of operations of private sector especially in agricultural investments.</p> <ul style="list-style-type: none">• Consultants having more than 8 years of experience on similar assignment will get 20 out of 20.• Consultants having 5-8 years of experience on similar assignment will get 15 out of 20.• Consultants having between 3-5 years of experience on similar assignment will 10 out of 20.• Consultants having less than 2 years of experience on similar assignment will get 5 out of 20. | 20 |



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| Technical proposal write-up: Well, understanding of the assignment, preparation, and submission of clear and quality technical proposal including the work plan: <ul style="list-style-type: none">• Consultants who well understood the assignment and wrote clear, quality proposal and work plan in detail will get 20 out of 20.• Consultants who have a partial understanding and proposal lacks certain elements. will get a 10 out of 20 rating.• Consultants who did not fully understand the job and not produced a quality proposal and detailed work plan will get 0 out of 20 rating. | 20 |
| Capacity (technical and manpower): Technical capacity towards conducting assessments, probing and preparing a detailed report especially with private sector, agricultural investments, GESI and with team capacity of local languages (Amharic, Afaan Oromo & Sidamiffaa). Very good analytical report writing skills in English. <ul style="list-style-type: none">• Consultants who meet the above points will get 30 out of 30.• Consultants who partially fulfill the requirements will get 15 out of 30. | 30 |
| Total weight for technical proposal evaluation | 70 % |

The final evaluation rating will be 100%: Technical competence 70% and financial offer 30%.

Important Note: *technical and financial proposals should be submitted separately sealed envelopes or separate emails. Only proposals that have a point of 60/100 (42/70) and above in the technical proposal are eligible for financial evaluation.*

8. Qualifications, skills, and experience required: The proposal must demonstrate that it will have the personnel for the key positions that meet the following requirements:

- Advance degree in Sustainable Agriculture and International Development, Land governance, natural resource management, sociology, Forestry, Gender equality and any related course with at least 10 years of demonstrable experience
- Experience /exposure to responsible agricultural investment, gender equality and social inclusion analysis,
- Experience/exposure to Natural resources/landscape management, local governance and community development in rural areas.
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- Good understanding of land sector (both statutory and customary) land governance systems,
- Demonstrable ability to conducting assessments, probing and good reporting, analysis skills and commitment to follow a strict time frame,
- Fluent in English, and knowledge of local languages (Amharic, Afaan Oromo and Sidamiffaa) is advantageous.

9. Submission of proposal:

Note: the consultant should submit the technical and financial proposals in separate envelopes or separate email. The proposals must be in two categories



1. **Technical proposal:** will include the methodology, detailed workplan, strategies as per the ToR. Up-to-date CVs of the assessment teams should be included in the proposal annex. Applicant should submit sample evidence of similar work previously conducted. It is advisable the proposal includes specific and relevant assignments done by the firm/team related to the assignment.
2. **Financial Proposal:** The financial proposal will include daily cost of the technical team and total cost of the assignment and all assignment related costs. It should explain the budget amount, no of units and unit cost. All travel related costs Per diem (daily subsistence allowance, accommodation,) will be included in the financial proposal. All costs should be inclusive of relevant government taxes for the assignment.

SNV will provide a vehicle for land transportation, a round-trip air ticket if a flight to the location is used, and the necessary TLI project documents and resources to assist the consultant's work. SNV will arrange the required connections with land-based investors (LBI) to be assessed.

Only shortlisted consultants would be invited to discuss their proposals in more detail and would be selected based on SNV's selection process. SNV can decide to accept the whole, or part of any proposal.

Important note: *Proposals that have scored 60/100 (42/70) of the technical proposal will have their financial proposals evaluated and only shortlisted candidates would be contacted.*

10. **Submission guideline and application due date**

- 10.1 Submission Guideline and Application submission date:** Interested and qualified applicants who meet the qualification stated above, should submit their proposals as indicated below.

Both the Technical and Financial proposals should be submitted in a separate sealed and stamped envelope or via email to ettenders@snv.org. Title of the specific assignment "**Conducting assessment on selected agricultural Investments mainly in coffee and cereal commodities**" should be mentioned in the envelop/email subject. Technical and Financial proposals should be in a separate envelop or separate email. SNV will not be responsible for proposals submitted without indicating title of the assignment on the envelope or subject of the email.

Proposals must be received by SNV Addis Ababa office to the address below no later than **February 03, 2025**, 17:00 close of business (5:00PM).

All submissions should be sent to: SNV Ethiopia, Mexico Sarbet road Next to African Union P.O. Box 40675, Addis Ababa | Ethiopia Fax + 251 (0) 11 616 6252 Tele + 251 (0) 11 616 6232 or via email <ettenders@snv.org> as per the above guideline.



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