





Standard Procurement Documents



Terms of Reference Template

1st Edition

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***TRANSFORMING AGRICULTURE
THROUGH DIVERSIFICATION AND
ENTREPRENEURSHIP (TRADE)
PROGRAMME***

**Terms of Reference for
Provision of Technical Services**

To

**IMPLEMENT PROJECTS UNDER THE
TRADE PROGRAMME**

Ref No: *[insert ref #]*



September 2023

Foreword

These terms of reference have been prepared by the *Transforming Agriculture Through Diversification And Entrepreneurship (TRADE) Programme* and are based on the 1st edition of the IFAD-issued standard procurement documents template for terms of reference is available at www.ifad.org/project-procurement This document is to be used for the procurement of services in projects financed by IFAD.

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Terms of Reference (TOR)

TO IMPLEMENT PROJECTS UNDER THE TRADE PROGRAMME

1. BACKGROUND ON THE PROJECT

Ministry of Local Government is the lead implementing agency of a six-year programme known as Transforming Agriculture through Diversification and Entrepreneurship (TRADE). TRADE is a successor programme of the Rural Livelihoods and Economic Enhancement Programme (RLEEP) and it is being co-funded by International Fund for Agricultural Development (IFAD) and Opec Fund for International Development (OFID).

The goal of TRADE is to improve the sustainable livelihoods of rural people in Malawi. The development objective is “Increased value chain commercialisation and resilience of rural poor and smallholder producers”. The development objective will be achieved through a holistic approach to addressing the agriculture commercialisation challenge (building on RLEEP and informed by the 2019 CLE on IFAD’s Engagement in Pro-Poor Value Chain Development).

TRADE is implemented through three interlinked components:

Component 1: Sustainable Producer-Private Partnerships

The objective of this component is to support smallholder farmers to improve productivity and commercialisation and to strengthen private sector engagement in the target commodities. The component foresees significant efforts to strengthen smallholder farmers' productive capacity to be able to participate in the commercialization of targeted commodities.

Component 2: Enabling Environment for Smallholder Commercialization

This component seeks to improve the commercial environment for TRADE-supported commodities. It is comprised of two sub-components: 1. Enabling environment for commercial agriculture which will focus on three activities. 2. Construction and rehabilitation of basic, need-based public infrastructure essential for the promotion of commercial agriculture for the TRADE-supported commodities.

Component 3: Institutional Support and Programme Management

The objective of this component is to strengthen the capacity of smallholder farmers to participate in commercial relationships under Component 1 by developing an ecosystem of services that will create inclusive and equitable arrangements. This will be achieved through two sub-components, 1. Capacity building and value chain governance. 2. Programme management and knowledge management.

2. BACKGROUND OF THE ASSIGNMENT

Upon phasing out of RLEEP in 2017 an evaluation was conducted whose report of the programme pointed out some areas that needed further support of which the successor programme. During the take-off of the TRADE programme in 2022, PMU conducted an assessment through desk review and focus group discussions with some groups that worked with RLEEP. Findings of the assessments agreed with the RLEEP evaluation findings as the assessment found low productivity, access to markets and access to finance as being major issues across the value chains. Between December 2022 to March 2023, TRADE programme engaged technical service providers to help address the challenges with farmers in all the 11 districts. However, the engagement was for a short time hence the technical service providers only managed to reach a fewer number of beneficiaries.

TRADE seeks to consolidate the achievements under RLEEP for the realisation of sustainable development impacts, and gradually expand to new areas with a market-driven approach. TRADE is currently covering 11 districts and 36 EPAs focusing on 7 commodities; **groundnuts, soybean, sunflower, Irish potato, dairy, beef and honey.**

Table 2: Targeted Districts and EPAs

District	Targeted EPA (s)	Value chain
Chitipa	Chisenga and Lufita	Beef
Karonga	Vinkhukutu, Mpata, Lupembe and Nyungwe	Beef
Rumphi	Bolero, Mhujju, Ntchenachena and Mwazisi	Beef and Honey
Nkhatabay	Mzenga, Mpamba, Chintheche and Chikwina	Honey
Ntchisi	Chikwatula, Kalira and Malomo	Potato, Soybean, Groundnuts
Kasungu	Chulu	Soybean and Sunflower
Lilongwe Rural	Chingothi, Chitekwere, Mpingu, Ukwe and Ming'ong'o	Soybean and Sunflower
Mchinji	Mulonyeni, Zulu, Chioshya and Mkanda	Soybean, Groundnuts, Sunflowers and Potato
Dedza	Mayani, Kanyama and Chafumbwa	Potato and Groundnuts
Thyolo	Thyolo Central, Khonjeni, Dwale and Matapwata	Dairy
Blantyre Rural	Ntonda and Chipande	Dairy

2.1 Background to Beef and dairy Value chains

Malawi is home to over 1.5 million beef cattle, and smallholders supply 90 percent of the beef in the country. However, productivity in the sector is low because of cattle inbreeding, poor service delivery, and poor marketing. There are good opportunities to grow the beef sector: the government's National Livestock Development Policy seeks to "transform small-scale farmers to semi-commercial and commercial livestock production chain actors. This process is expected to

lead to increased agricultural production, productivity and farm income among the rural beef farmers in Malawi.

As for dairy, Malawi has the lowest consumption of milk per capita in Africa (estimated at 4.7 kg/capita/year compared to an Africa average of 15 kg/capita/year). Demand for milk and other dairy products such as butter, cheese, yoghurt and ice cream is growing but milk production in Malawi is stagnating while steadily increasing in neighbouring countries. Dairying is one of the most promising farm enterprises for development particularly for rural smallholder farmers. Keeping dairy cows can generate high margins per unit area, making them particularly suited to small-scale farms. Dairy cows' care is sometimes kept at relatively low cost since they can be fed largely on grass and by-products. Dairying is also labour intensive, not least in twice daily milking, so it suits densely settled rural areas where labour is relatively abundant. The need to transport and process milk creates additional jobs in the local economy too. Lastly, more dairy consumption can improve diets in developing countries particularly for households that mainly rely on grain and tubers as their staple food.

The estimated population of dairy cows in Malawi is said to be over 10,000 predominantly Friesian and Holstein crossed with local Zebu. Some additional milk comes from the 1.2 million herd of Zebu (*Bos Indicus*) cattle that are kept primarily for meat and draught power, and only to a lesser extent for milk production. Milk from the specialised dairy cows in the national herd is produced by between 5,000 and 7,500 dairy farmers who typically have one or two cows each. Cows in the dairy herd at smallholder level produce between 8 and 15 litres a day during lactation period, depending on feed and health of the cow. It is estimated that 19% of milk is retained by dairy producers for household consumption. Of the remaining 81%, just over half is sold through milk bulking centres and it is delivered to formal processors while the remaining half is sold to informal traders. As of 2010, the amount of milk delivered to processors has risen from about 20,000 tonnes in 2010 to over 110,000 tonnes to date.

Beef and dairy value chains are therefore important in contributing to livelihoods of rural communities in Malawi. TRADE Programme outsourced services of non governmental organisations (NGOs) to implement market oriented interventions targeting smallholder beef and dairy farmers during the financial year of 2022/2023. The NGOs were hired by the TRADE Programme as short term consultants for a maximum duration of 4 months. Considering the fact that beef and dairy value chain interventions are diverse and impact may be attained over a relatively longer duration, TRADE Programme will hire services of technical service providers to implement different interventions targeting smallholder beef and dairy producers to improve their capacity to participate actively in the value chains.

2.2 Background to Honey value chain

Nkhatabay and Rumphi districts were identified as programme implementation areas under RLEEP and they are currently the same under TRADE programme with possibility of expanding to other areas as described in the programmes PDR.

The RLEEP programme worked on addressing some of the challenges including the following; (i) expensive processing equipment and honey inputs; (ii) adoption of modern technologies such as Top bar and Langstroth hives is still low; (iii) Productivity and production are low; (iv) unorganized beekeeper; (v) improper storage facility; (vi) insufficient knowledge to diversify the honey products; (vii) lack of business management and marketing skills by the few FBOs that are organized; (viii) difficult to transport honey from the hives to market or aggregation centres; and (ix) Adulteration of honey.

Time has eroded some of the successes under RLEEP and by the time TRADE programme started its implementation in 2022 additional challenges were noted including; (i) there is a lack of skills in local communities to produce inputs for honey-like modern hives, smokers and bee suits; (ii) lack of pest and disease management by the beekeepers and extension officers; (iii) insufficient knowledge by the value chain players to differentiate the product and target unique markets such as the organic, fair trade and EU markets; (iv) unorganized private sector; (v) limited government extension workers; (vi) limited access to finance; and (vii) unavailability of ICT extension support systems for honey production and marketing.

The TRADE programme employed two service providers December 2022 and March 2023., one in Rumphi and another in Nkhatabay who reached out to a total of 3355 households as of March 2023 addressing some of the value chain challenges. It was noted during the implementation of these two service providers that colonization of hives and adoption of modern beekeeping technologies such as creation of broods and catching swarm is still low in the districts. Little has been done to address these challenges mainly due to timeframes of the projects hence TRADE intends to employ a service provider to address some of the challenges as described in the scope below. By strengthening the honey value chain, the TRADE programme contributes to improving food security, income generation, environmental conservation and social cohesion among rural communities.

2.2. Background to Potato value chain

Potato is among the most important crops in Malawi with great potential to take a household out of poverty within one season. During the predecessor of TRADE program called RLEEP, 5,315 potato farmers from Dedza, Ntchisi, and Mchinji Districts were supported. RLEEP program implemented various interventions to address high incidence of diseases and pests; limited access to clean seeds and markets among others. Some of interventions implemented included promotion of positive and negative seed selection approach, use of Diffused Light Storage (DLS), integrated pest/disease management (IPM) among others. RLEEP also facilitated the formation of Village Savings and Loans (VSLs), and linkage of farmers to Micro Finance Institutions (MFIs) such as CUMO Ltd in Dedza District. The farmers were also linked to both informal and formal markets which included Universal Industries Ltd. Following these interventions, a good proportion of farmers recorded an increase in yield and income. However, RLEEP completion report done in 2017 highlighted key gaps that still existed among the beneficiaries and included the following: (i) lack of a well-established potato seed system (ii) low adoption of Good

Agricultural Practices (ii) limited access to market information and intelligence; (iii) weak FBOs; (iv) limited win-win partnerships between producers and private sector among others. In addition to these challenges, some of the successes recorded under RLEEP have eroded over time. Follow-up potato value chain analysis reports conducted by other players such as USAID and CIP (2022), and subsequent assessment reports by TRADE PMU also confirmed the existence of these challenges but also opportunities that now exist in potato value chain which include the following; (i) increase in demand for potatoes by the urban population (ii) huge export market opportunities (iii) big potential for import substitution currently being done by major supermarkets and hotels among others.

In an attempt to address the challenges and capitalise on the opportunities listed above, TRADE programme engaged two service providers in Dedza and Ntchisi Districts between December 2022 and March 2023. During the period, these service providers implemented the following key interventions; (i) training of farmers in good agricultural practices including climate-smart technologies, (ii) market linkages among others. Key outputs from their work included training of 2, 780 smallholder farmers in GAP, identification and training of 123 community-based seed multipliers, facilitation of market linkages to potato vendors with 18 loose partnership agreements signed, and strengthening of 130 Village Savings and Loans groups with a total membership of 1670. Due to limited time frame, the two service providers did not manage to address all key challenges. TRADE programme therefore intends to employ a new set of service providers to continue addressing these challenges by building upon the existing successes from both RLEEP and TRADE's initial set of service providers in order to strengthen the potato value chain so that it contributes to improvement in the sustainable livelihoods of smallholder farmers.

2.3 Background to Legume value chain

Legumes are high value and profitable crops, characterized as versatile, with many uses due to its elevated content of protein, oil, and essential minerals. Legumes provides greater opportunities in the agriculture diversification as an important alternative for the export drive in Malawi. Recognizing this potential of legumes in agriculture commercialization, RLEEP which is a predecessor programme to TRADE promoted legume value chain (Soybean and Groundnuts) among its target farmers from 2011. RLEEP phased out in 2017 and an evaluation report of the programme pointed out some areas that needed further support of which the successor programme TRADE was to focus on. The areas were access to quality seeds (certified seeds), access to markets and access to finance.

During the take-off of the TRADE programme in 2022, PMU conducted an assessment through desk review and focus group discussions with some groups that worked with RLEEP. Findings of the assessments agreed with the RLEEP evaluation findings as the assessment found low productivity, access to markets and access to finance as being major issues in the legume value chain. Between December 2022 to March 2023, TRADE programme engaged service providers to help address the challenges with farmers in the TRADE EPAs. However, the engagement was for

a shorter period hence did not finish the assignments to see tangible impacts and the service providers managed to work with 7000 beneficiaries under legumes. This call therefore seeks to engage service providers to continue from where the previous service providers stopped and also engage new farmer groups that were not targeted last time in order to address the identified gaps.

2.4 Background to Sunflower value chain

Sunflower in Malawi has the least developed value chain that would need most scope for growth. This value chain has a number of gaps or challenges ranging from; unavailability of certified seed, high usage of recycled seed, little knowledge of sunflower agronomic practices by smallholder farmers and frontline staff, pests and diseases infestation that lead to low productivity and production, low revenue returns from the produce due to low prices offered by local traders and processors, lack of collective marketing skills and lack of access to financial services, low extension message package outreach among others.

Through sunflower value chain projects, the following interventions will be implemented to address the bottlenecks /gaps; Increase access of affordable certified seed, promote awareness on the benefits of using certified sunflower seed, capacitation of farmers and agriculture frontline staff in Sunflower good agricultural practices, innovative way of increasing the farmers' price margin from their produce. The project could also encourage collective marketing by collective aggregation and link farmer to financial institutions for

access to finance. These interventions would be integrated by these cross-cutting issues climate smart agriculture and natural resources management interventions, gender and social inclusion (women and youth as well as people with disabilities) as well as nutrition. The interventions target 4,490 for a period of 24 months renewable annually

2.5 Background to Outreach and Digital Extension

Outreach and Digital Extension is aiming at addressing challenges that the agriculture extension system in Malawi faces, which has contributed to low agricultural production and productivity and limited access to structured markets. The project, through the provision of extension through the use of digital platforms, will address, among others, the limitation caused by high extension worker-to-farm household ratio; lack of access to extension services among women and the youth; and limited utilization of ICTs in extension service delivery. The project will take on board dissemination of information on crosscutting issues that includes mindset change, environment and climate change and gender and social inclusion and will be designed on premises of sustainability to ensure continuity beyond the lifespan of the project; innovation to ensure effective scalability, reachability and impact.

3. Call for proposal

TRADE invites NGOs interested in serving as **Technical Service Providers** under the TRADE programme and in implementing activities as described in the terms of reference outlined in this document. Detailed programme documents can be accessed through www.tradeprogramme.org. To ensure efficiency in service provider coverage, the target areas have been clustered according to the target value chains and the service provider shall be expected to submit their applications in line with the clusters provided. This call is in two stages. Bidders are required to submit Expression of Interest and those that will succeed at this stage will be asked to submit detailed project proposals. Successful organisation can only be awarded one cluster from the following:

	Target districts	Target value chains and clusters
1	Chitipa and Karonga	Beef Cluster 1
2	Rumphi	Beef Cluster 2
3	Rumphi and NkhataBay	Honey Cluster
4	Kasungu and Ntchisi	Legumes and Oilseeds Cluster 1
5	Lilongwe and Dedza	Legumes and Oilseeds Cluster 2
6	Mchinji	Legumes and Oilseeds Cluster 3
7	Dedza	Potato Cluster 1
8	Ntchisi and Mchinji	Potato Cluster 2
9	Blantyre and Thyolo	Dairy Cluster
10	All Districts	Outreach and Digital Extension Cluster

The detailed scope of work is outlined in the tables below

4. SCOPE OF WORK

The scope of works will be per value chain as presented below;

4.1 Scope of work in Beef value chain

Component	Output	Gaps	Scope of work	Target
Component 1: Sustainable producer-private partnerships	<i>Win-Win partnerships between smallholder Producers and Public and Private (4P) entities Supported</i>	<ul style="list-style-type: none"> Unreliable or inexistence of beef animals marketing channels such as the auction markets 	<ul style="list-style-type: none"> Promoting contract beef smallholder production; and Support smallholder beef producers to access high-quality services; 	3000 beef farmers of which 50 must be youth, 55% women, 5 % persons with disabilities. At least 70% must adopt climate smart agriculture technologies.
	<i>Business skills of Smallholder Producers to engage in commercial agriculture strengthened</i>	<ul style="list-style-type: none"> Subsistent oriented beef production among smallholder farmers 	<ul style="list-style-type: none"> Establishment of commercially oriented beef FBOs such as beef clubs to promote Farming as a business at farmer level. 	A minimum of 10 beef clubs upgraded to become commercially oriented and linked to business coaches at enterprise stage.
	<i>Production skills of smallholder producers to engage in commercial agriculture strengthened</i>	<ul style="list-style-type: none"> Indigenous livestock breeds (Malawian Zebu). Due to the time that it takes for the zebu to reach full size, its small mass, and its tendency to succumb to disease, this has led to poor quality and inconsistent supply of beef to the market. Altered disease patterns due to climate change are putting even more pressure on production - recent outbreaks of Rift 	<ul style="list-style-type: none"> Increased capacity of individual beef farmers to improve production and productivity of smallholder beef animals including in areas of (1) animal housing, (2) promote cross breeding such as enhance creation of demand for AI services and promoting the adoption of the same, (3) innovative animal feeding 	A total of 5000 smallholder farmers trained in various technologies in production and productivity in 10 EPAs.

		<p>Valley Fever in Southern Africa - Climate determines distribution of ticks & vectors (Red water, Gall sickness, Heart water, Corridor disease, East Coast Fever).</p> <ul style="list-style-type: none"> • Limited animal husbandry knowledge and skills among the smallholder farmers • Low competency of AI technicians as well as fewer numbers of AI technicians, inadequate AI equipment and transport for AI technicians, • Low competency of AI technicians as well as fewer numbers of AI technicians, inadequate AI equipment and transport for AI technicians, 	(4) parasite and disease prevention, management and control (5) small-scale animal fattening and stall feeding among other interventions	
	<i>Knowledge and access to climate-smart agriculture (CSA) technologies and practices and Natural Resources Management (NRM) enhanced</i>	<p>High temperature leading to reduced feed intake due to heat stress and reduced grazing time.</p> <ul style="list-style-type: none"> • Recurrent disasters affecting production and productivity among smallholder dairy farmers 	<ul style="list-style-type: none"> • Build capacity of at least 70% of targeted beef producers in innovative environment and climate change interventions in the beef value chain to enhance resilience against climate change effects among them. • Promote natural resources and environmental rehabilitation activities such as tree planting, promotion of agroforestry among other activities. 	<ul style="list-style-type: none"> • 2100 farmers reporting adoption of CSA interventions • 1000 Village Natural Resources Management Committees (VNRMCs) supported to sustainably manage Natural Resources
	<i>FBO's skills for collective services and market linkages provided</i>	<ul style="list-style-type: none"> • Limited availability of reliable markets for beef producers 	<ul style="list-style-type: none"> • Support smallholder beef producers and FBOs to actively participate in district and national agriculture 	At least 4 beef enterprises showcase their products and get involved into B2B

			fairs to discuss and seal business-to-business (B2B) deals with private entities	dialogue with potential offtakers
	<i>Smallholder producers and FBO's access to financial services increased</i>	<ul style="list-style-type: none"> • Lack of inclusion of smallholder beef farmer in financial related activities • Limited knowledge in financial management aspects for smallholder beef farmers 	<ul style="list-style-type: none"> • Increased capacity of smallholder beef producers and FBOs in financial literacy and promote their financial inclusion through promoting their linkage to financial institutions such as microfinance institutions and commercial banks. Priority is to ensure that they also benefit from financial products promoted by FARMSE. • Explore digital financing, value chain financing, public private partnerships and microfinance in the programming 	A total of 2500 households to be supported. At least 250 smallholder farmers in each EPA in the concerned clusters.
Component 2: Enabling environment for smallholder commercialization and component	<i>Enabling Infrastructure to Support VC Development</i>	<ul style="list-style-type: none"> • Idle and unutilised beef related infrastructure such as dip tanks and market centres 	<ul style="list-style-type: none"> • Interventions may mainly focus on creating more awareness to promote the utilisation of the existing beef-related infrastructure previously supported by RLEEP and currently by the TRADE programme 	Smallholder farmers increase utilisation of beef related infrastructure by 150% particularly dip tanks (5) livestock markets (1) slaughter houses (1).
Component 3: Institutional Support and Programme Management	<i>Institutional capacity and knowledge Management for VC development</i>	<ul style="list-style-type: none"> • Limited knowledge among government frontline extension workers 	<ul style="list-style-type: none"> • Build capacity of frontline government staff in various innovative technologies relating to the commercialisation of beef value chain such as in SHEP approach, etc 	Additional 100 government staff members trained in SHEP approach and 200 extension workers actively work with SHEP classes.
	<i>Crosscutting gender, social inclusion and nutrition issues</i>	<ul style="list-style-type: none"> • Limited knowledge in understanding the need to integrate gender and social inclusion activities in various dairy related interventions. 	<ul style="list-style-type: none"> • Building capacity of individual beef smallholder producing households and beef FBOs in GALs, household approach among other related 	At least 10 GALs facilitators work with farmers in 10 beef EPAs

		<ul style="list-style-type: none"> • Inadequate participation of women and youth 	<p>approaches that will promote gender and social inclusion.</p> <ul style="list-style-type: none"> • Promoting youth participation by implementing innovative youth-related interventions to build their capacity as community animal health workers (CAHW). Specific activities may also include building their capacity in agripreneurship to engage in small-scale business ventures such as getting involved in the supplying and distribution of beef production-related inputs. • Interventions that will promote the consumption of beef products at a community level to improve household nutrition. 	
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4.2 Scope of work in Dairy value chain

Component	Output	Gaps	Scope of work	Target
Component 1: Sustainable producer-private partnerships	<i>Win-Win partnerships between smallholder Producers and Public and Private (4P) entities Supported</i>	<ul style="list-style-type: none"> Unreliable milk collection schedules by milk processors especially during rainy season Milk processors use less than half of their capacity due to inadequate raw milk supplies from dairy farmers predominantly smallholders. 	<ul style="list-style-type: none"> Promoting contract dairy smallholder production Support smallholder dairy producers to access high-quality services 	3000 of which 50 must be youth, 55% women, 5 % persons with disabilities. At least 70% must adopt climate smart agriculture technologies.
	<i>Business skills of Smallholder Producers to engage in commercial agriculture strengthened</i>	<ul style="list-style-type: none"> Subsistent oriented milk production among smallholder farmers 	<ul style="list-style-type: none"> Where necessary promote the establishment of commercially oriented dairy FBOs such as MBGs, dairy cooperatives or other innovative business-oriented farmer organisation 	At least 3 more MBGs are established and 8 MBGs get registered as cooperatives in the dairy communities.
	<i>Production skills of smallholder producers to engage in commercial agriculture strengthened</i>	<ul style="list-style-type: none"> Land and fodder (feed) scarcity, Animal health issues Undeveloped breeding systems, Limited animal husbandry knowledge and skills among the smallholder farmers Low competency of AI technicians as well as fewer numbers of AI technicians, inadequate AI equipment and transport for AI technicians, Low competency of AI technicians as well as fewer numbers of AI technicians, inadequate AI equipment and transport for AI technicians, 	<ul style="list-style-type: none"> Increased capacity of individual dairy farmers to improve production and productivity of smallholder dairy to increase quantity and quality of milk including in areas of (1) animal housing, (2) breeding such as creating demand for AI and promoting the adoption of the same, (3) innovative animal feeding such as promoting hydroponic fodder, cassava silage, etc (4) parasite and disease prevention, management 	8000 smallholder dairy farmers increase their knowledge in improved dairy production technologies.

		<ul style="list-style-type: none"> • A high percentage of milk, estimated at 17%, sent to the processing companies from smallholder owned milk bulking centers being rejected due to quality issues. 	and control among other livestock management elements.	
	<i>Knowledge and access to climate-smart agriculture (CSA) technologies and practices and Natural Resources Management (NRM) enhanced</i>	<ul style="list-style-type: none"> • Recurrent disasters affecting production and productivity among smallholder dairy farmers • Low adoption of CSA Interventions • Environmental Degradation 	<ul style="list-style-type: none"> • Build capacity of at least 70% of targeted dairy producers in innovative environment and climate change interventions in the beef value chain to enhance resilience against climate change effects among them • Support Village Natural Resources Management Committees (VNRMCs) to sustainably manage natural resources 	<ul style="list-style-type: none"> • 2100 farmers adopt CSA interventions • 1000 VNRMCs supported to sustainably manage the environment and natural resources
	<i>FBO's skills for collective services and market linkages provided</i>	<ul style="list-style-type: none"> • Limited access to competitive markets for smallholder dairy farmers 	<ul style="list-style-type: none"> • Build the capacity of individual smallholder beef producers and FBOs to engage in value addition and processing of dairy products and get them certified with the Malawi Bureau of Standards (MBS) to access formal markets. • Support smallholder dairy producers and FBOs to actively participate in district and national agriculture fairs to discuss and seal business-to-business (B2B) deals with private entities including processors. 	4 dairy FBOs trained in value addition and processing of dairy products.

	<i>Smallholder producers and FBO's access to financial services increased</i>	<ul style="list-style-type: none"> Limited knowledge in financial literacy 	<ul style="list-style-type: none"> Increased capacity of smallholder dairy producers and FBOs in financial literacy and promote their financial inclusion through promoting their linkage to financial institutions such as microfinance institutions and commercial banks. Priority is to ensure that they also benefit from financial products promoted by FARMSE. Explore digital financing, value chain financing, public private partnerships and microfinance in the programming 	Up to 6000 farmers trained in financial literacy.
Component 2: Enabling environment for smallholder commercialization and component	<i>Enabling Infrastructure to Support VC Development</i>	<ul style="list-style-type: none"> Lack of optimum utilization of infrastructure. 	<ul style="list-style-type: none"> Interventions may mainly focus on creating more awareness to promote the utilisation of the existing dairy-related infrastructure previously supported by RLEEP and currently by TRADE programmes such as the Milk Bulking Centres. 	Additional 3000 dairy farmers bulk their milk in the existing MBGs
Component 3: Institutional Support and Programme Management	<i>Institutional capacity and knowledge Management for VC development</i>	<ul style="list-style-type: none"> Limited knowledge among frontline extension workers due to outdated knowledge in emerging technologies 	<ul style="list-style-type: none"> Build capacity of frontline government staff in various innovative technologies relating to the commercialisation of beef value chain such as in SHEP approach, etc 	Additional 80 Government extension workers get trained in SHEP approach and 230 extension workers actively work with SHEP classes in dairy communities

	<p><i>Crosscutting gender, social inclusion and nutrition issues</i></p>	<ul style="list-style-type: none"> • Limited knowledge in understanding the need to integrate gender and social inclusion activities in various dairy related interventions. • Inadequate participation of women and youth 	<ul style="list-style-type: none"> • Building capacity of individual dairy smallholder producing households and beef FBOs in GALs, household approach among other related approaches that will promote gender and social inclusion. • Promoting youth participation by implementing innovative youth-related interventions to build their capacity as community animal health workers (CAHW) may encourage them to participate in dairy value chain interventions. Specific activities may also include building their capacity in agripreneurship to engage in small-scale business ventures such as getting involved in the supplying and distribution of dairy production-related inputs such as feed ingredients such as maize bran and molasses, basic veterinary services, milk collection from hard to reach places, among other ventures. • Interventions that will promote the consumption of dairy products at a community level to improve household nutrition. 	<p>At least 5 GALs facilitators work with households to promote household visioning activities per EPA in the targeted cluster</p>
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4.3 Scope of work in Honey value chain

Component	Output	Gaps	Scope of work	Target
Component 1: Sustainable Producer-Private Partnerships	<i>Win-Win partnerships between smallholder Producers and Public and Private (4P) entities Supported</i>	<ul style="list-style-type: none"> • Access to inputs. • Insufficient knowledge by the value chain players to differentiate the product and target unique markets such as the organic, fair trade and EU markets 	<ul style="list-style-type: none"> • Support bee clubs in demanding services from extension officers, input suppliers, and off-takers. • Youth pitching 	<ul style="list-style-type: none"> • 3 win-win partnerships signed. • 500 beekeepers sell through contracts. • 50 youths were able to pitch their business idea.
	<i>Business skills of Smallholder Producers to engage in commercial agriculture strengthened</i>	Lack of business knowledge by individual beekeepers	Support implementation of SHEP approach	5500 beekeepers trained in SHEP
	<i>Production skills of smallholder producers to engage in commercial agriculture strengthened</i>	<ul style="list-style-type: none"> • Low production and productivity. • Lack of skills to produce inputs in rural areas. • Lack of pest and disease management 	<ul style="list-style-type: none"> • Promote swarm catching, colony allocation, harvesting techniques and any other honey modern beekeeping techniques. • Develop curriculum for primary and secondary school students 	<ul style="list-style-type: none"> • 5500 beekeepers trained in modern beekeeping practices. • 50 learners are trained in basic beekeeping and they start practising it. • Refresher training for 50 extension officers

		<ul style="list-style-type: none"> • Insufficient knowledge to diversify the honey products. • Low colonisation levels • Low honey quality 	<ul style="list-style-type: none"> • Train extension officers in modern production techniques • Hives production • Promotion of modern equipment that would encourage women's participation e.g. honey pressers, bee suits, smokers etc. • MBS Certification 	<p>on modern beekeeping practices.</p> <ul style="list-style-type: none"> • 3 FBOs certified by MBS.
	<i>FBO's skills for collective services and market linkages provided</i>	<ul style="list-style-type: none"> • Unorganised beekeepers 	<ul style="list-style-type: none"> • Exchange visits • Support access to market information. 	<ul style="list-style-type: none"> • 6 FO exchange visits conducted • 1500 beekeepers linked to platforms for easy access of market information
	<i>Knowledge and access to CSA technologies/ practices and Natural Resources Management (NRM) enhanced</i>	<ul style="list-style-type: none"> • Low levels of knowledge on CSA • Low adoption of CSA • Environmental degradation 	<ul style="list-style-type: none"> • Floral calendar, citrus and fruit tree planting training • CSA training 	<ul style="list-style-type: none"> • 5500 beekeepers trained in forage and floral management. • 4000 beekeepers adopt CSA • 1000 Village Natural Resources Management Committees (VNRMCs) to

				sustainably manage the Environment and Natural Resources
	<i>Smallholder producers and FBOs' access to financial services increased</i>	Limited access to finance	<ul style="list-style-type: none"> • Beehives pass on a project using VSL • Access to formal finance • Priority is to ensure that they also benefit from financial products promoted by FARMSE • Explore digital financing, value chain financing, public private partnerships and microfinance in the programming 	<ul style="list-style-type: none"> • 3100 are into VSL groups • 2 FO accessed loans from formal financial institutions.
Component 2: Enabling Environment For Smallholder Commercialization	<i>The capacity to influence policy and formal business arrangements increased</i>	Uncoordinated stakeholders at local and national levels.	<ul style="list-style-type: none"> • Form Apex Farmer organisation • Support facilitation of EPA platforms. 	<ul style="list-style-type: none"> • Support formation of 1 Apex FO. • Support 32 EPA stakeholder meetings
Component 3: Institutional Support And Programme Management	<i>Institutional capacity and knowledge Management for VC development</i>	<ul style="list-style-type: none"> • Unavailability of ICT support systems. • Limited government extension workers 	<ul style="list-style-type: none"> • Develop outlooks and documentaries for the innovations promoted, new technologies, success stories and impact of the project. 	<ul style="list-style-type: none"> • 2 documentaries of successes of the project. • A database is shared • A training conducted on VC development

			<ul style="list-style-type: none">• Develop a beneficiary and stakeholder database• Train District Officers in VC development	with the government officers.
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4.4 Scope of work in Potato value chain

Component	Output	Gaps	Scope of work	Target
Component 1: Sustainable Producer- Private Partnerships	<i>Win-win partnerships between smallholder producers and public and private (4P) entities supported</i>	<ul style="list-style-type: none"> • Limited market linkages between producers and the private sector • Market linkages both for inputs and outputs 	<ul style="list-style-type: none"> • Promote the establishment of partnerships/agreements between FBOs and public or private entities for both agricultural inputs and outputs • Provide support to FBOs, vendors and non-farm value chain actors to access TRADE ACIF grants for improved market linkages and efficient functioning of commercial activities 	<ul style="list-style-type: none"> • 20 informal partnerships/agreements signed • 14, 915 producers linked to markets

	<p><i>Strengthened business skills of smallholder producers to engage in commercial agriculture</i></p>	<ul style="list-style-type: none"> • Lack of business skills among the producers 	<ul style="list-style-type: none"> • Training of producers in farming as a business concept • Training and promoting income-generating activities or business management skills among the targeted beneficiaries • Mobilization of informal potato traders and facilitation of linkages with producers • Training of potato farmers and traders/vendors in grading, potato standards, pricing, and post-harvest management including other value addition technologies 	<ul style="list-style-type: none"> • 14, 915 producers trained in income-generating activity/business management • 60 potato vendors and 14, 915 farmers trained in post harvest management and potato standards
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	<p><i>Strengthened FBO's skills for collective services and market</i></p>	<ul style="list-style-type: none"> ● Weak and disorganised FBOs ● Lack of collective marketing ● Limited access to market information and intelligence 	<ul style="list-style-type: none"> ● Strengthening Farmer-Based Organizations ● Facilitate marketing linkages ● Facilitate market information and intelligence ● Promote collective marketing ● Explore different types of farmer-market linkages, and support the testing and demonstration of those which offer opportunities for improving smallholder revenues. ● Identify and promote suitable post-harvest 	<ul style="list-style-type: none"> ● 200 farmer clubs strengthened and supported in collective marketing ● Three efficient and effective technologies for post harvest management identified and promoted ● Improved utilisation of 3 warehouses, 2 irrigation schemes and 2 DLS
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			<p>management technologies</p> <ul style="list-style-type: none"> Facilitate utilization of both new and existing infrastructures (storage facilities, market sheds, DLS and irrigation schemes) 	
	<p><i>Smallholder producers' and FBO's access to financial services increased</i></p>	<ul style="list-style-type: none"> Limited access to financial services 	<ul style="list-style-type: none"> FBO's linkage to microfinance institutions Promote the establishment of win- 	<ul style="list-style-type: none"> 166 FBOs linked to MFIs 15 partnerships established between FBOs and input suppliers

			<ul style="list-style-type: none"> win partnerships/ agreements between FBOs and input suppliers Promote Village Savings and Loans Priority is to ensure that they also benefit from financial products promoted by FARMSE Explore digital financing, value chain financing, public private partnerships and microfinance in the programming 	<ul style="list-style-type: none"> 250 VSL groups established/strengthened
	<p><i>Strengthened production skills of smallholder producers to engage in commercial agriculture</i></p>	<ul style="list-style-type: none"> Low adoption of Good Agricultural Practices (GAP) 	<ul style="list-style-type: none"> Training of government extension staff and farmers in GAP and CSA practices 	<ul style="list-style-type: none"> 75 government staff trained in GAP and CSA practices 14, 916 producers adopt GAP

			<ul style="list-style-type: none"> ● Strengthen adoption of new varieties and other key Good Agricultural Practices (GAP) ● Establish and strengthen formal seed systems at the community level and facilitate linkage to research institutions and markets ● Facilitate seed quality inspection and certification, and strengthen farmers' skills in positive and negative seed selection. ● Identify and promote innovations that enhance productivity and production 	<ul style="list-style-type: none"> ● 100 community based seed multipliers trained and multiply at least 360 MT of seed annually
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			<ul style="list-style-type: none"> Identify and promote suitable post-harvest management technologies for both ware and seed potatoes 	
	<p><i>Knowledge and access to climate-smart agriculture (CSA) technologies and practices and Natural Resources Management (NRM) enhanced</i></p>	<ul style="list-style-type: none"> Low levels of knowledge on CSA Low adoption of CSA Deforestation 	<ul style="list-style-type: none"> Build the capacity of at least 70% of targeted potato producers in climate-smart agriculture technologies to enhance their resilience to the effects of climate change. Support Village Natural Resources Management Committees (VNRMCs) to sustainably manage natural resources 	<ul style="list-style-type: none"> At least 10, 442 adopt CSA interventions 800 Village Natural Resources Management Committees (VNRMCs) supported to sustainably manage the environment and natural resources
Component 2: Enabling Environment For	<p><i>Increased policy Influencing capacity and</i></p>	<ul style="list-style-type: none"> Limited enabling environment for 	<ul style="list-style-type: none"> Facilitate the strengthening of District (EPA) platforms 	<ul style="list-style-type: none"> 5 EPA platforms strengthened

<p>Smallholder Commercialization</p>	<p><i>formal business arrangements</i></p>	<p>smallholder commercialization</p>	<ul style="list-style-type: none"> ● Facilitate win-win commercial contracts for partnerships between smallholder farmers and private sector ● Marketing Negotiations ● Facilitate access to Market Information and Intelligence ● Identify infrastructure needs that support the potato Value chain in the target areas 	<ul style="list-style-type: none"> ● At least 10 contracts signed ● 14, 916 farmers linked to markets ● 10 infrastructure needs identified
<p>Component 3: Institutional Support And Programme Management</p>	<p><i>Strengthened institutional capacity and knowledge management for VC development</i></p>		<ul style="list-style-type: none"> ● Training of frontline workers in GAP and market-oriented production ● Train frontline workers in value chain development 	<ul style="list-style-type: none"> ● 75 government staff trained in market-oriented production and value chain development

	<p><i>Crosscutting gender, social inclusion and nutrition issues</i></p>		<ul style="list-style-type: none"> ● Building capacity of individual potato smallholder-producing households in approaches that will promote gender and social inclusion. ● Promoting youth participation in the potato value chain by implementing innovative youth-related interventions to build their capacity to become agripreneurs either as producers or input suppliers (for potato seed and other inputs) or market agents or traders so that they are encouraged to participate in the potato value chain. 	<ul style="list-style-type: none"> ● 14, 916 producers trained in gender and social inclusion ● At least 7, 500 youth participate in potato value chain interventions
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4.5 Scope of work in Legumes value chain (Soybean and Groundnuts)

Component	Output	Gaps	Scope of work	Target
Component 1: Sustainable Producer-Private Partnerships	<i>Win-win partnerships between smallholder producers and public and private (4P) entities supported</i>	<ul style="list-style-type: none"> • Limited access to markets • Limited access to finance 	<p>Market linkages both for inputs and outputs.</p> <p>Promote the 4Ps model among FBOs, private and public entities.</p> <p>Promote vertical and horizontal linkages among FBOs</p> <p>Explore digital financing, value chain financing, public private partnerships and microfinance in the programming</p>	<ul style="list-style-type: none"> • 22,410 farmers have access to markets • 56,000 MT soy and groundnuts sold through the linked markets annually • 15 formal market agreement signed between farmers and offtakers • 100 informal marketing agreements signed
	<i>Strengthened business skills of smallholder producers to engage in commercial agriculture</i>	<ul style="list-style-type: none"> • Limited access to markets 	<ul style="list-style-type: none"> • Skills in market linkages 	<ul style="list-style-type: none"> • Train 22,410 farmers agriculture marketing and market oriented farming • Conduct small scale value addition activities among 20 farmer groups of smallholder farmer and

				<p>assist large scale ACIF grantees in value addition activities</p> <ul style="list-style-type: none"> • Facilitate MBS certification of 5 FBOs • Train 22,410 farmers in gross margin and setting prices for produce
	<i>Strengthened FBO's skills for collective services and market</i>	<ul style="list-style-type: none"> • Limited access to markets 	<ul style="list-style-type: none"> • Strengthening Management of Farmer groups • Facilitate utilisation of warehouses among FBOs and youth clubs 	<ul style="list-style-type: none"> • Strengthen 500 farmer groups in group dynamics and leadership skills • Train 100 groups in collective marketing and aggregation • Train 10 FBOs in warehouse management
	<i>Smallholder producers' and FBO's access to financial services increased</i>	<ul style="list-style-type: none"> • Limited access to finance 	<ul style="list-style-type: none"> • Farmers and youth club's linkage with microfinance institutions 	<ul style="list-style-type: none"> • link 50 farmer groups to microfinance institution and 5 of which should be youth clubs
			<ul style="list-style-type: none"> • Village Savings and Loans 	<ul style="list-style-type: none"> • Train 500 farmer groups in financial literacy and VSL methodology

				<ul style="list-style-type: none"> Facilitate establishment of 500VSL groups
			<ul style="list-style-type: none"> Priority is to ensure that they also benefit from financial products promoted by FARMSE 	
	<p><i>Strengthened production skills of smallholder producers to engage in commercial agriculture</i></p>	<ul style="list-style-type: none"> Low productivity 	<ul style="list-style-type: none"> Improved Crop Husbandry Practices 	<ul style="list-style-type: none"> Train 22,410 farmers in improved Legume husbandry practices Train 8 youth groups in legume value chain development Train 22,410 farmers in improved technologies in legume value chain
			<ul style="list-style-type: none"> Promote usage of recommended inputs by farmers 	<ul style="list-style-type: none"> Facilitate access to certified seed and other inputs by the 22,410 target farmers
			<ul style="list-style-type: none"> Post-Harvest Management 	<ul style="list-style-type: none"> Conduct post-harvest management training with 22,410 farmers

			<p>Enhance Adoption of Climate Smart Agriculture (CSA) and Natural Resources Management Interventions</p>	<ul style="list-style-type: none"> 15,687 farmers report adoption of Climate Smart Agriculture (CSA) technologies
			<ul style="list-style-type: none"> Research and Technologies that enhance soybean and groundnuts productivity 	<ul style="list-style-type: none"> Promote adoption of improved technologies like use of inoculants and foliar fertilisers in legumes by at least 50% of the target farmers
			<ul style="list-style-type: none"> Fabrication of farm implements to reduce drudgery 	<ul style="list-style-type: none"> Promote labour saving technologies among farmers
	<p><i>Knowledge and access to climate-smart agriculture (CSA) technologies and practices and Natural Resources Management (NRM) enhanced</i></p>	<ul style="list-style-type: none"> Low levels of knowledge on CSA Low adoption of CSA Deforestation 	<ul style="list-style-type: none"> Build the capacity of at least 70% of targeted farmers in climate-smart agriculture technologies to enhance their resilience to the effects of climate change. Support VNRMCs to sustainably manage natural resources 	<ul style="list-style-type: none"> 15,687 farmers reporting adoption of CSA interventions 1000 Village Natural Resources Management Committees (VNRMCs) supported to sustainably manage the environment and natural resources

Component 3: Institutional Support And Programme Management	<i>Strengthened institutional capacity and knowledge management for VC development</i>	<ul style="list-style-type: none"> • Low productivity • Limited access to markets 	<ul style="list-style-type: none"> • Train government frontline workers on improved crop management technologies. 	<ul style="list-style-type: none"> • Train 160 extension in emerging recommended technologies being promoted by the service provider
			<ul style="list-style-type: none"> • Train frontline workers on market-oriented production 	<ul style="list-style-type: none"> • Train 160 extension in emerging recommended approaches being promoted by the service provider

4.6 Scope of work in Sunflower value chain

Component	Output	Value chain Gaps	Scope of work	Target
Component 1: Sustainable Producer-Private Partnerships	<i>Win-win partnerships between smallholder producers and public and</i>	<ul style="list-style-type: none"> • Unavailability of certified sunflower seed and lack of structured market for sunflower outputs like grains, cakes 	Provision of market linkages both for inputs such as seed and outputs such as sunflower grain, crude oils, refined oils as well as sunflower cakes	<p>120,000 tonnes sunflower sold through formal markets</p> <p>20,000 litres crude oil sold from Sunflower</p> <p>4490 farmers have access to better markets</p>

	<i>private (4P) entities supported</i>		Promote producer, public, private partnerships (4Ps) model among FBOs, that will support farmers with extension services, linkages or provide markets and processing of the commodities	4 partnerships established
			Promote vertical and horizontal linkages among FBOs	
	<i>Strengthened business skills of smallholder producers to engage in commercial agriculture</i>	<ul style="list-style-type: none"> • Lack of markets 	<ul style="list-style-type: none"> • Marketing skills • Value Addition and Processing • MBS certification of Sunflower FBOs and their products 	<ul style="list-style-type: none"> • 4490 farmers trained in marketing skills • 4 FBOs trained in value addition • 4 FBOs facilitated for MBS certification
	<i>Strengthened FBO's skills for collective services and market</i>	<ul style="list-style-type: none"> • Poor leadership 	Strengthening leadership governance, management and operation skills of Farmer Based Organizations in Kasungu, Lilongwe and Ntchisi	8 FBOs trained
		<ul style="list-style-type: none"> • Low utilisation of storage facilities 	Facilitate increased utilization of warehouses among FBOs in Kasungu, Lilongwe and Mchinji	8 warehouse management committees trained
		<ul style="list-style-type: none"> • Inadequate collective marketing among the FOs 	Facilitate the learning or/and exchange visits among FBOs in Kasungu, Lilongwe and Mchinji.	6 learning visits

	<i>Smallholder producers' and FBO's access to financial services increased</i>	<ul style="list-style-type: none"> Lack of access to financial services 	<p>FBO linkage with microfinance institutions</p> <p>Priority is to ensure that they also benefit from financial products promoted by FARMSE</p> <p>Explore digital financing, value chain financing, public private partnerships and microfinance in the programming</p>	25 FBOs linked
		<ul style="list-style-type: none"> Lack of cash for agricultural investments 	Facilitate Village Savings and Loans groups	400 VSLA groups established
	<i>Strengthened production skills of smallholder producers to engage in commercial agriculture</i>	<ul style="list-style-type: none"> Practice of conventional farming practices in sunflower 	Improved Crop Husbandry Practices	Train 4490 farmers in Sunflower husbandry
		<ul style="list-style-type: none"> Use of recycled local seed 	Improved seed systems.	Train 4490 farmers
		High post-harvest losses	<ul style="list-style-type: none"> Facilitate Post-Harvest Management . 	Train 4490 farmers
	<i>Knowledge and access to climate-smart agriculture (CSA) technologies and practices</i>	<ul style="list-style-type: none"> Low levels of knowledge on CSA Low adoption of CSA 	<ul style="list-style-type: none"> Build the capacity of at least 70% of targeted sunflower producers in climate-smart technologies to enhance their resilience to the effects of climate change. 	<ul style="list-style-type: none"> 3143 Sunflower farmers adopt CSA technologies

	<i>and Natural Resources Management (VNRMCs) enhanced</i>	<ul style="list-style-type: none"> • Environmental Degradation (Deforestation) 	<ul style="list-style-type: none"> • Support Village Natural Resources Management Committees to sustainably manage natural resources 	<ul style="list-style-type: none"> • 800 Village Natural Resources Management Committees (VNRMCs) to sustainably manage natural resources
Component 2: Enabling Environment For Smallholder Commercialization	<i>Increased Capacity to influence policy and formal business arrangements.</i>	<ul style="list-style-type: none"> • Lack of enabling agribusiness environment 	<ul style="list-style-type: none"> • Policy Lobbying • Marketing Negotiations. • Facilitate Contract farming • Market Information and Intelligence • Identify infrastructure needs that support the Sunflower Value chain in the target areas. 	8 contracts signed
Component 3: Institutional Support And Programme Management	<i>Institutional capacity and knowledge mgt. for VC development</i>	<ul style="list-style-type: none"> • Lack /inadequate dialogue among the Value chain actors. • Lack of agronomical knowledge in sunflower production among frontline staff 	<ul style="list-style-type: none"> • Train frontline Extension workers on improved crop management technologies. 	

4.7 Scope of work in Outreach and Digital extension

A. Enhancing digital extension to upscale agricultural communication and outreach among smallholder producers for increased productivity and production

- i) Develop message matrix for 7 commodities being promoted by TRADE to be uploaded on digital Platform: The Service Provider will work with communication experts to customise the content based on the platforms for dissemination in channels such as radio, SMS, IVR and mobile app.
- ii) Customise the content for 7 commodities being promoted by TRADE in local languages: The Service Provider will produce and broadcast radio programs, and IVR messages in Tumbuka and Chichewa.
- iii) Produce and broadcast participatory radio programs in a period of 12 months: produce 48 radio programs, 8 jingles and 8 promos for the seven value chains, economic empowerment, mindset change and gender transformative and nutrition messages
- iv) Provide real-time extension to 6000 farmers through farmer call centre: The Service Provider will use its call centre to upscale the provision of good agricultural practices and marketing information and use frequently asked questions to inform content for radio programs.
- v) Provision of extension to 6000 farmers through a digital application: The Service Provider will upscale access to GAP, CSA, Natural Resources Management (NRM) and market information and services through the mobile app.
- vi) Provide information to 6000 farmers through SMS push to smallholder producers: This will provide agro tips and weather forecast information based on value chains and location.
- vii) Conduct 2 radio station assessments: The Service Provider will assess the capacity of 4 radio stations to be used to provide radio extension services.
- viii) Conduct radio station engagement: The Service Provider will identify and engage 4 radio stations that will promote comprehensive radio extension services.
- ix) Train broadcasters in impactful radio programming: The Service Provider will train the broadcasters for the 4 radio stations to develop impactful interactive radio programs which adhere to VOICE standards.
- x) Update TRADE Portal and Link Broadcasters for the 4 radio stations to the Platform: The Service Provider will ensure that TRADE Portal has updated content on the key value chains and is accessible by broadcasters to guide radio programs.

- xi) Conduct quarterly broadcasters review meetings: to assess the quality of programming and feedback from the 6000 farmers with broadcasters.
- xii) Facilitate monthly field recording: farmers' voices are key in radio programs and Service Provider will facilitate field recordings.
- xiii) Train call centre team: to promote technologies for quality services

B. Strengthening capacities of Farmer Based Organizations: adult male, adult female, male and female youth to increase agriculture technology update and adoption through digital extension.

- i. Conduct farmer-based organisation mapping as ICT hubs: The Service Provider will map functional farmer-based organisations to be engaged as ICT hubs.
- ii. Train ICT hubs: facilitate training of identified farmer-based organisations as ICT hubs and train them in ICT hub concept and gender.
- iii. Service Providers collect GPS coordinates that will be linked to remote sensing to track crop development and provide localised extension service. Service providers introduce innovative sensors that can enhance honey and livestock production
- iv. Identify digital champions: The Service Provider will identify 36 potential AEDOs to be digital champions in each EPA that will work with 100 lead farmers to support ICT hubs.
- v. Train 36 digital champions: The service provider will facilitate the training of digital champions and AEDOs in digital tools and platforms for an extension.
- vi. Conduct quarterly supportive supervision and monitoring: this will focus on the functionality of the 100 ICT hubs, knowledge updates and practice by the smallholder producers.
- vii. Conduct knowledge update assessments: with 6000 smallholder producers
- viii. Conduct quarterly road shows in marketplaces: to raise awareness of market information and services.
- ix. 100 FBOs digitised into software that will include all FBOs members: Volumes aggregated and sold collectively to buyers will be tracked.
- x. At Least 50 potential Buyers digitised and market linkages documented in the software: Net income reports (Tracking change at household level)

5 CROSS-CUTTING ISSUES

5.1 Gender and social inclusion

The Project interventions must comply with TRADE Programme Targeting and mainstreaming strategy. The service provider should be committed to pro-poor and gender balanced value chain development and must specify a total number of intended beneficiaries disaggregated by sex, age (youth) and disability. The service provider should integrate a gender awareness module in their interventions and or GALS, gender dialogues and other transformative interventions that promote gender equality. Projects should include awareness creation on TRADE Programme's zero-tolerance stance on Sexual Exploitation and Abuse (SEA) and sexual harassment according to the programmes SEA and SH guidelines. Projects are encouraged to bring in unique concepts for mobilising and integrating persons with disabilities in the project including but not limited to developing efficient-low cost demand-driven and locally made assistive technologies to reduce the barriers that persons with disabilities face in their participation of value chains.

5.2 Nutrition

The service provider must ensure that project interventions incorporate Nutrition mainstreaming tapping on actions specified in the nutrition strategy. The service provider is expected to have nutrition indicators in line with the programme and track the performance of the same through its interventions

5.3 Environment and Climate Change

The service provider should indicate how they intend to implement Climate Smart Agriculture (CSA) and Natural Resources Management (NRM) Interventions in their project; it is a requirement that a minimum of 70% of the overall project target beneficiaries should report adoption of Climate Smart Agriculture Interventions at the end of the project. The service provider should therefore have CSA/NRM indicators in the proposed project and indicate how they intend to support groups (Village Natural Resources Management Committees (VNRMCs) to sustainably manage natural resources; and how they intend to reach their target beneficiaries with Climate Smart Agriculture (CSA) Interventions.

6. REPORTS AND SCHEDULE OF DELIVERABLES

Projects are mandated to have a robust monitoring and evaluation (M&E) component to track progress, assess the effectiveness of interventions, and inform future decision-making. The consultants will be requested to submit the following reports;

- Inception reports, at three weeks of project implementation that includes; revised milestones, revised work plan, revised methodology, mapped stakeholders and other relevant information.
- Monthly, quarterly, semi-annual and annual progress reports that also include a database on targeted stakeholders, market linkages made, volumes sold and cash generation from the transactions
- End of project comprehensive report, submitted at the end of the project span period.
- And any other information that the PMU may ask for.

Templates portraying formats for routine reports as attached in the programme M&E plan will be made available to the successful applicants.

7. QUALIFICATIONS AND EXPERIENCE OF ORGANIZATION AND STAFF

The criteria for eligibility mechanism are as outlined below:

1. **Organisational Status:** The applicant must be a non-governmental organisation (NGOs). It must have legal status and be registered with the Malawi NGO board and Council for Non-Governmental Organisations (CONGOMA)
2. **Governance:** Applicants must have a formal decision-making structure (e.g. a board of trustees) which can take legal responsibility for the administration and use of TRADE Programme funds.
3. **Accounts:** Applicants must have annual audited accounts comprising at a minimum the Balance Sheet, the Income and Expenditure Statement, and Cash Flow statement for the three financial years prior to application. These accounts must be externally and independently audited and must be available at the date of the funding application. The organisations should also be Tax compliant. A separate bank account for the project/s must be opened.
4. **Cash Contribution:** The organisation should be able to contribute at least 10% cash during the project implementation period.
5. **Funding Amount:** The minimum amount that can be applied for is USD 150000 and the maximum amount is USD 500000 with a maximum of 15% going towards overhead costs for a minimum period of 24 months and a maximum of 36 months renewable annually.
7. **Beneficiary Target:** Minimum beneficiary target is indicated under each commodity's scope of work
8. **Record of Compliance:** Applicants, previously in receipt of TRADE Programme funds, must have a record of compliance in terms of the administration and use of such funds. Applicants who have a previous record of non-compliance with the terms of the TRADE Programme contract(s) may not be considered for funding.

At proposal stage applicants will be required to propose appropriate staff to implement the programme with at least the key experts outlined below.

Key expert 1: Production specialist

Minimum of a University degree in general Agriculture or Agronomy or Animal Science with a minimum of 5 years' experience in providing service in crop or livestock. The specialist should have a good understanding of the selected crop and/ or livestock needs and ability to identify and promote effective and efficient farming practices to enhance productivity. In addition, the production specialist should have a good understanding of the crop or livestock industry trends, technology and developments.

Key expert 2: Agribusiness specialist

Minimum of a University degree in Agribusiness management with a minimum of 5 years' experience in agriculture marketing. The specialist should have expertise in commodity development of the selected value chain, linking farmers to sustainable markets, liaising with chain actors, exploring opportunities for value addition and other technical related issues.

Project Field Officer (s)

Minimum of a Diploma in, Agricultural/Development Economics, Agribusiness, Rural Development, Community Development or any related discipline. At least 3 years of work experience with proven track records in the development of gender-sensitive value chains including crops and livestock but not limited to those supported by the programme.

The proposal should also indicate how cross-cutting issues (Environment and climate change, Gender and social inclusion) will be managed.

8. Project coordination

The identified service provider will be closely supervised by the Agribusiness section of the TRADE programme in collaboration with Environment and Climate Change, Gender and social inclusion, Monitoring and Evaluation, Knowledge management and Procurement to ensure that the discharging of activities conforms to required standards as in the agreed schedule of

deliverables and milestones. In addition, the Procurement section will be responsible for the administration of the contract.

9. Services and facilities to be provided by the client

TRADE programme as a client will provide the following services and facilities to the engaged consultants; funds for the implementation of identified interventions in various value chains, salaries for some staff in the projects, and utility bills. Service providers will be allowed to use programme resources for fuel, services and maintenance of the vehicles while using their vehicles in the execution of TRADE programme activities and airtime for communication with different stakeholders and partners. TRADE programme will also provide value chain information (data) related to various commodities such as targeted FBOs.

TRADE will also provide technical advice to consultants on the proper implementation of interventions, where the programme feels there is a diversion from deliverables and milestones.

10. Services and facilities to be provided by the consultant

While the organizations are carrying out TRADE assignments, they will be required to provide their own office space, furniture, laptops and desktop computers. The consultants will be required to use their vehicles and on a special request and the Programme feels it necessary, they will be allowed to use part of the funds to buy motorcycles for the field staff using TRADE programme funds.

11. Evaluation Criteria

The evaluation will be done using the *grant method*. The technical proposal will be evaluated first then after the financial proposal. The evaluation will be done on those applicants that meet all eligibility criteria and checks such as Certificates of registration. The budget quoted is in line with the ceiling and expected percentage of contributions, Service Provider has submitted audited and unqualified Statement of Financial Position in place. The evaluation will focus on;

- i. Proven experience in similar exercise- 15%

- ii. Key expertise – 25%
- iii. Methodology – 25%
- iv. Implementation arrangements – 20%
- v. Sustainability and Exit Strategy- 15%
- vi. Financial proposal - 30%
- vii. Innovative idea of mainstreaming climate smart agriculture, environment and natural resource management.
- viii. Innovative ways of responding to gender issues
- ix. Innovative ways of responding to nutrition.

12. Further Information about the Application Form

Requests, questions and/or inquiries should be sent to the TRADE programme no later than 7 days before the deadline through an email procurement@tradeprogramme.org. TRADE programme will have no obligation to respond to questions submitted after this day. Responses to all questions received by the 7th day will be published on the TRADE programme website.

13. Submission of Proposal

The detailed written proposal must be delivered electronically to email procurement@tradeprogramme.org by..... before 17:00 (Malawi Time) clearly indicating the description of the assignment and the name of the cluster in the subject line.

The National Programme Coordinator
 TRADE Programme
 Plot No. 9/ 328, Off Mchinj Road/ Multichoice Road
 P.O. Box 2135
 Lilongwe

Or

Email: procurement@tradeprogramme.org