

Invitation for Expression of Interest

Ref. #IsDB/RHB-2022/80

Date: 13 June 2022

Project: Agricultural Mechanization and Employment Opportunity Development Project

Consultancy Service for Preparation of Feasibility Study and Procurement Strategy

1. The Islamic Development Bank (IsDB) has approved an administrative budget for financing consulting services (the Services) for the above project. The Terms of Reference (TOR) of the Services is in Appendix A. The Services will be provided by a consulting firm. IsDB will select and engage the Consultant in accordance with the IsDB Corporate Procurement Policy (Policy).
2. IsDB now invites Expression of Interest (EOI) from potential applicants for consideration by IsDB in determining a shortlist of firms to be invited to submit proposals. Depending on the number of the EOIs received and the qualifications of the applicants, IsDB may or may not short list all potentials who have submitted EOIs.
3. Applicants who wish to submit an EOI should complete the EOI Form in Appendix B and submit it through by email by 12:00 noon 28 June 2022 to the following authorized representative of IsDB:

Muhammad Sulaiman Regional Manager Regional Hub of Dhaka, Bangladesh Islamic Development Bank Group Email: Msulaiman@isdb.org	Abu Sandy Bockarie Operations Team Leader (Economic Infrastructure) Regional Hub of Dhaka, Bangladesh Islamic Development Bank Group Email: ASbockarie@isdb.org	Nasser M. Yakubu Operations Team Leader (Social Infrastructure) Regional Hub of Dhaka, Bangladesh Islamic Development Bank Group Email: Nyakubu@isdb.org
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Islamic Development Bank
Banque Islamique de Développement



البنك الإسلامي للتنمية

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With best regards.

Muhammad Nassis Sulaiman
Regional Manager
(Resident Country Head in Bangladesh)

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Appendix A: Terms of Reference

Preparation of Feasibility Study and Procurement Strategy for the Agriculture Mechanization and Employment Opportunity Development Project.

1. Introduction

With an expanding population, planning for future food production and demand is crucial to meeting future food security challenges in Bangladesh. Despite higher agricultural growth in proportion to population growth, critical concerns remain whether the land mass of Bangladesh can support its expanding population by 2030. Against this background, the Government of Bangladesh (GOB) has decided to go for a large mechanization program. GOB is ready to provide a subsidy to help small holder farmers purchase machinery at cheaper price to minimize labor cost and to also develop training infrastructure to support the program.

The mechanization project proposed by Government of Bangladesh aims to enhance production and productivity of agriculture through scaling up on GOB farm mechanization program. The project could potentially also develop an innovative integrated farming system and strengthening agriculture value chain towards significantly increasing smallholder farmers income as well as improving the livelihoods of their communities in Bangladesh. It aims to also strengthen farm organizations, improve marketing and increase farmer incomes and livelihood through increased agriculture productivity, income and inclusive sustainable value chain development. It will address inefficient agriculture production that is driven by chronic and growing shortage of agriculture labor and youth unemployment in rural areas.

As such, the project will contribute to the overarching objective of the government in poverty reduction. Majority of the farmers in Bangladesh belong to the less income population. Some of them could have earning slightly above the poverty line but vulnerable and at risk of leaning back to poor category due to numerous challenges like price volatility, inaccessibility to finance & market, lack of innovative practices and adoption of technologies in farming- all hindering their ability to make a decent living from agriculture.

2. Background

The Government of Bangladesh has requested support from Islamic Development Bank to scale up governments' ongoing efforts in farm mechanization through financing the project titled 'Agricultural Mechanization and Employment Opportunity Development Project. The Islamic Development Bank (IsDB) is therefore supporting the Government of Bangladesh with the preparation of a feasibility study and procurement strategy for the processing of the proposed project for the consideration of IsDB financing. Farm mechanization has been an on-going effort by the Government of Bangladesh and two earlier projects funded by GOB are said to be yielding impactful results.

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A feasibility study for earlier phases of the programme was prepared in 2019 and targeted GOB financing. The 2019 feasibility study needs to be enhanced to provide additional information required to enable the processing of the project by IsDB for financial consideration by its executive board of directors and is also vital for the preparation of the detailed project proposal (DPP) required for GoB's internal approval of the project.

A consultant on the ground is therefore required to develop a feasibility study and procurement strategy in consultation with the relevant stakeholders. The feasibility study will contain pertinent information for the processing of the project by IsDB Regional Hub of Dhaka in line with the scope of the new phase of the programme. To date the GOB has prepared a Preliminary Project Development Proposal and together with the 2019 feasibility study. The successful consultancy firm is expected to prepare a feasibility study for the new phase of the programme.

3. Objective, Scope and Methodology

The overall purpose of the assignment is for a firm to support the IsDB Regional Hub of Dhaka (RH Dhaka) and the Government of Bangladesh in the preparation of feasibility studies and procurement strategy with solid and evidence-based groundwork on technical and financial analyses that will feed into the IsDB Project Preparation Review Report (PPRR) and Project Appraisal Document (PAD) in a timely and efficient manner.

The consultant shall perform the assignment in close coordination with the Islamic Development Bank, Ministry of Agriculture represented by the Department of Agricultural Extension and other relevant government officials and private sector stakeholders in Bangladesh. In carrying out the assignment the consultant shall ensure that the information provided in the indicated deliverables are sufficient for the purpose of processing the project by IsDB and GoB.

The geographical coverage of the project includes forty (40) districts which have intensive cropping pattern. 15-30% of this zilla will be used for feasibility study;

1	Manikgonj	11	Chittagong	21	Rangpur	31	Chuadanga
2	Tangail	12	Noakhali	22	Kurigram	32	Khulna
3	Kishorgonj	13	Rajshahi	23	Lalmonirhat	33	Satkhira
4	Norsindi	14	Naoga	24	Nilphamari	34	Barishal
5	Mymensing	15	Chapainababgonj	25	Dinajpur	35	Borguna
6	Jamalpur	16	Natore	26	Thakurgoan	36	Bhola
7	Kumilla	17	Bogura	27	Jessor	37	Faridpur
8	Brahmanbaria	18	Joypurhat	28	Jhinidah	38	Rajbari

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9	Hobijonj	19	Pabna	29	Magura	39	Gopalganj
10	Moulavibazar	20	Sirajgonj	30	Kustia	40	Madaripur

4. Working modalities

- The firm will prepare the project document by undertaking consultations with key government agencies, meeting other MDBs, and conducting stakeholders' analysis. The firm will also undertake field visits to validate findings
- The firm will conduct desk review and field visits to collect necessary data through surveys and will also use past experience from previous similar projects in the country financed by UN agencies, MDB and GOB.
- The firm may engage other individual consultant (s) / specialist (s) to carry out the scope of works as detailed above. However, the consultant will be the sole responsible entity on the quality, coordination, timeliness, and integration of the report.
- The firm shall coordinate closely with the IsDB Team and Ministry of Agriculture throughout the assignment taken into cognizant key elements for the inclusion into the project. Coordination will take place through at least one bi-weekly meeting to debrief on progress and key findings of the consultant. The firm will also conduct a workshop to validate the findings of the report.
- The firm shall also assist the IsDB in the appraisal mission physical (1 week).

5. Deliverables and Scope of Services

I. Deliverables: The deliverables are:

- Technical and Economic feasibility report & Procurement Strategy (including procurement plan).

SN	Deliverables	Weeks						Payment schedule
		1	2	3	4	5	6	
	Inception Report	X						10%
3.	Draft Reports				X			40%
4.	Final Reports						X	50%

Scope and task to be carried out:

- Assess and analyze the status of machinery and production technical support of zilla and upazilla; ii) carryout a market appraisal to identify local demands and determine

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- types, number, and category of machinery and equipment needed in each project location and validate these needs with end-users; and iii) analyze the scope of establishing new post-harvest business and technical training in Bangladesh.
2. Determine the knowledge and skills of target farming families, including women farmers, status of technology transfer, agriculture equipment and commodity training and adoption of modern agricultural machinery technology.
 3. Assess results and lessons learnt from similar project in the agricultural sector aiming at determining the feasibility of the proposed investment and recommending suitable solutions and approaches in project design including the incorporation of aspect of use of digital technology, strengthening farmer organizations and market linkages.
 4. Identify the role of financial institutions and propose a sustainable financial mechanism and programmes that will improve farmers access to finance for inputs including machines. To also analyze GOB financial subsidy arrangement.
 5. Identifying beneficiaries, number of locations for support in Bangladesh and target number of farmers and other project beneficiaries. (Data should be gender disaggregated)
 6. Identify costs and benefits of the proposed project and lead in conducting an economic appraisal and an alternative analysis to inform the design solution. Utilize acceptable standard practice in determining the relevant economic indicators (CB ratio, NPV and IRR) to justify and form the basis of selecting the preferred approach. The assessment should be supported with a comparative analysis by comparing the proposed project with (i) baseline scenario / without the intervention; (ii) any alternative option such as establishing an agricultural equipment leasing / hiring system.
 7. Develop Project Components and Implementation Arrangement including the following:
 - i. Develop a result based logical framework identifying the key performance indicators for outputs, outcomes and impact and the risks. Related to this, construct and collect the base line information (especially for higher level results of outcome indicators and impact).
 - ii. Propose project components and detail activities for each component. The design shall consider specific activities that have already been discussed by IsDB and DAE and shall include activities / initiatives that aim at women and youth empowerment.
 8. Take lead and overall responsibility to analyze climate risks, identify past and current adaptation responses/ measures adopted for extreme climate events and propose adaptation measures as found appropriate, assess the capacity of the executing agency in climate and environmental risk management.
 9. Collect data on project location characteristics including location topographic characteristics, geological terrain and details on average water use per farm and production processes.
 10. Assess the environmental and social impact of mechanization and propose mitigation measures and other environmental and social safeguards for the project.
 11. Assess socio-economic profile (employment pattern, income levels, productive assets, financial status, food security, food consumption pattern, marketing and storage systems of farm produce, youth and gender participation, each of the above by gender)
 12. Assess the role of NGOs, CSO and private sector in the project and identify key stakeholders and a strategy for consultation and participation of civil society in the project design, implementation, and monitoring

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13. Assess the gender-responsiveness of proposed mechanization options and GHG emission.
14. Lead market survey and in collaboration with DAE, develop the cost for each component including monitoring and evaluation systems. The cost is to be benchmarked against the market rates. The analysis should factor in the assumptions and risks that may influence the cost during the lifecycle of the project and sustainability plans.
15. Collect necessary data, lead and take overall responsibility for preparation of a Procurement Strategy (PS) and Procurement Plan, as per the requirements mentioned in IsDB's Guidelines for Procurement Goods, Works and Related Services and IsDB's Guidelines for Procurement of Consultant Services under IsDB Financing (April 2019) for consideration of DAE. The PS should include the procurement procedures that are Fit-for-Purpose and reflect Value for Money (VfM) through the application of IsDB's core procurement principles. The details procedure for development of PS and standard template for PS and PP are available in IsDB's Guidance Notes on Procurement Planning and Strategy (June 2020)
16. Review the institutional framework and the governance structure of the project (including the Operation and Maintenance phase (O&M)). The consultant will need to collect, analyze the existing policies for such project in the country and the documents supporting the organization of the sectors.
17. Assess the technical capacities of the project stakeholders (during implementation and during O&M phase) and propose a capacity building program to ensure smooth implementation and sustainability.
18. Assess the capacity of the executing agency (to be identified) to carry out procurement/contract management and manage and implement the project.
19. Analyze to what extent the existing policies/legal framework support and protect the development of this kind of projects in the country. The consultant will need also to review the other legislation documents (investment Law, PPP Law, taxes law, etc..) to identify the areas that contribute to sustain the project with partnership with the private sector.
20. Mapping of/identify CSOs (i.e INGO, local NGOs, CBOs) active in the targeted sectors and assess possibility of providing value addition, or helping hard-to-reach communities, vulnerable groups, rural communities
21. Develop a detailed institutional mechanism (incl. roles & responsibilities, reporting lines, performance management) for project implementation, and the proposed structure of Project Management Unit.
22. Provide a brief analysis on women and youth empowerment, fragility, and employment generation and how that is integrated in the project design.

6. Duration of the Assignment

The assignment will be carried out over a period of two months. However, the total time input required for the assignment is 90 person-days. The indicative schedule of deliverables is shown below.

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SN	Deliverables	Weeks					
		1	2	3	4	5	6
	Inception Report	X					
3.	Draft Reports				X		
4.	Final Reports						X

7. Selection Criteria

The shortlisting criteria are:

- Qualification and experience of firm relevant to terms of reference (30 points)
- Regional and country experience (20 points)
- Qualification and experience of key personnel (50 points)

8. Instructions to Consultants

Consultants may associate with other firms to enhance their qualifications but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

The selection process will follow the IsDB Corporate Procurement Rules and procedures for use of consultant using the Consultants' Qualification Selection (CQS) method.

Interested consultants may obtain further information at the address below during office hours. 09:00 to 17:00 hours, Dhaka Time on Sunday - Thursday.

Applicants who wish to submit an EOI should complete the EOI Form in Appendix B and submit it through email by 12:00 noon 28 June 2022 to the following authorized representative of IsDB. Interested consultants may obtain further information by sending enquiries to the address below during office hours. 09:00 to 17:00 hours, Dhaka Time on Sunday - Thursday.

Interested Consultants should also provide specific information which demonstrates that they are fully qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). All documents shall be supplied with a certified translation in English language.

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Muhammad Sulaiman Regional Manager Regional Hub of Dhaka, Bangladesh Islamic Development Bank Group Email: Msulaiman@isdb.org	Abu Sandy Bockarie Operations Team Leader Regional Hub of Dhaka, Bangladesh Islamic Development Bank Group Email: ASbockarie@isdb.org	Nasser M. Yakubu Operations Team Leader Regional Hub of Dhaka, Bangladesh Islamic Development Bank Group Email: Nyakubu@isdb.org
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The selection process will follow the IsDB Corporate Procurement Rules and procedures for use of consultant using the Consultants' Qualification Selection (CQS) method.

A consultancy firm will be required for this assignment as highlighted earlier consisting of three (03) experts that are expected to coordinate their activities as per tasks of the assignment. The consulting firm should have at least five (05) years of adequate experience in assignments of similar nature. The firm should have carried out similar assignments in Bangladesh with a very good understanding of the agricultural landscape and socio-economic trends of Bangladesh. The firm should be experienced in carrying out feasibility studies for agricultural projects for consideration of Multi-lateral Development Bank financing and should also be acquainted with GOB internal project processing requirements. Firms that have carried out similar studies on Farm Mechanization within the past 3-5 years will be given highest priority.

The experts' specifications as are follows:

- i. Agricultural Expert / Economist. Must possess a master's degree in the field of Agriculture or Economics or Business administration or related fields with minimum of 10 years of relevant sectorial experience in agriculture extension services and agricultural mechanization. She/He should also have ten (10) years experiences in leading agricultural sector financial/economic analysis and wide experienced in rural development and agriculture machine function. He/ She have at least 05 years' experience in similar, consultancy, advising government on policies and strategies and have previous satisfactory experience in leadership. He / she must possess prior experiences in the preparation of feasibility studies of similar nature for donor funded projects. High level proficiency in written and spoken English and report writing. Computer literacy and skills MS Word, Excel and Power Point etc.)
- ii. Environmental and Social safeguards specialist: Must possess a master's degree in science / agricultural Science/ Social Science or Environmental Sciences. Candidates having PhD in relevant subject may have an added advantage. Candidate should have at least ten (10) years' experiences in carrying out environmental and social impact assessments in the agricultural sector for donor funded project. Also experienced in climate proofing of agricultural projects. Minimum 10 years working experience in social and environmental related activities in donor assisted agricultural development projects of similar nature. High

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level proficiency in written and spoken English and report writing. Computer literacy and skills MS Word, Excel and Power Point etc.)

- iii. Procurement Expert: Must possess a master's in economics/Statistics/Finance/Business Administration/Procurement/Law or Engineering or any relevant field. Professional degree in Procurement from an internationally recognized institution will be given preference. At least ten (10) years of experience in the field of procurement in a public/autonomous/international organization where the responsibility substantially covers the procurement of goods works and services. Candidates having experience as consultant in the field of procurement in similar donor funded project will be given priority and a thorough understanding of MDB procurement rules and guidelines for goods, works and services. High level proficiency in written and spoken English and report writing. Computer literacy and skills MS Word, Excel and Power Point etc.)

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Appendix B: EOI Form

Expression of Interest (EOI) by Applicant

Agricultural Mechanization and Employment Opportunity Development Project

Consultancy Service for Preparation of Feasibility Study and Procurement Strategy

Date: _____

Muhammad Sulaiman
Regional Manager
Regional Hub of Dhaka,
Bangladesh
Islamic Development Bank Group
Email: Msulaiman@isdb.org

I have carefully read your Invitation for Expression of Interest for the captioned assignment/project and find the Terms of References (TOR) and Scope of Work match our skill mix and experiences for providing the services required in the TOR. I would like to express my interest for our firm being considered for the Shortlist. I understand that IsDB does not have an obligation that I must be shortlisted.

I have attached to this EOI supporting documents highlighting the relevant expertise and Experience for your consideration. Some of the key information is highlighted below:

Company Profile

Name of Consultant (Company's name or JV's name):
Permanent Address:
Phone No.:
Email:
Name of Authorized representative:
Capacity: {insert the person's capacity to sign for the Consultant}

Past Consultancy Assignment References

[Notes to consultant: Please select most relevant consultancy assignments you have recently completed to demonstrate]

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your technical qualifications and experience.]

Period	Client	Project	Country	Your role (As lead consultant or as member of a team?)	Value of the Contract

III. Availability

Our firm shall be available for the services from _____ to_____.

IV. Eligibility Declaration

I, the undersigned, certify to the best of my knowledge and belief:

- ☐ We have read terms of reference (TOR) and Scope of Work (Appendix A), for this assignment.
- ☐ We confirm that the project references submitted as part of this EOI accurately reflect the experience of our firm.
- ☐ We confirm that I have never been convicted of an integrity-related offense or crime related to theft, corruption and fraud.
- ☐ We understand that any misrepresentations that knowingly or recklessly mislead, or attempt to mislead may lead to the automatic rejection of the proposal or cancellation of the contract, if awarded, and may result in further remedial action, in accordance with IsDB's Integrity and Anti-corruption Policy.

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Signature:

Name of the Applicant

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