

Request for Proposals

Nigeria Small-holder Dairy Farmer Development Project - Deforestation and Land Use Change Study in Ogun, Oyo and Osun

Reference No.: RQ6610
Date Published: 01/23/2025
Due Date for Responses: 02/14/2025

Background

TechnoServe is an international nonprofit organization that helps people lift themselves out of poverty by harnessing the power of the private sector. Operating in almost 30 countries, we work with hardworking women and men in the developing world to build competitive farms, businesses, and industries. By linking people to information, capital, and markets, we have helped millions to create lasting prosperity for their families and communities.

Danone Ecosystem is developing a project in southwestern Nigeria with small-holder dairy farmers to develop local milk production, together with a coalition of partners involving Gates Foundation, Danone Fanmilk, Technoserve, IFDC and potentially other partners. This would involve the growing of roughage and silage crops such as maize, sorghum, napier grass & others.

The objective of the project is not to increase the number of cattle on the land, but to increase the milk yield per animal through improved animal and crop husbandry using feed grown by local farmers in existing cropping lands.

Scope of Work

- The study should focus on both deforestation and land use change (conversion).
- The appropriate definitions of forest and land use change are to be determined and recommended by the service provider but would need to align with Danone's Forest Policy ([danone-renew-forest-policy-dec-2022.pdf](#)) as a minimum as well as the EU Deforestation Regulation (EUDR).
- The cutoff date for deforestation and land use change would be January 2025 for baseline assessments. The service provider will need to ascertain the relevance of the EUDR cutoff date of 31 December and provide advice and guidance to the project and Danone.

Deliverables

1. Qualitatively and/or quantitatively describe the current land cover and land use of the project area (i.e. forest, savannah, secondary or primary, degraded or natural, etc), and the trajectory of change over the last ten years
2. Understand the potential risk of deforestation and land use change because of dairy and related forage and roughage crop farming activities.
3. For key risks to deforestation and land cover change, develop a risk mitigation action plan, with key metrics.
4. Develop an assessment and monitoring matrix for field staff to track or monitor land use activities at the local village scale to assess risk or land use and cover change.
5. Develop a train-the-trainer curriculum and deliver training to project technical field staff.
6. Provide guidance and advice on whether a particular vegetation type should be prioritized in the risk and monitoring design.
7. Track land use and cover trends at a landscape scale with ground verification over 4 years, and ascertain whether LULCC is attributed to dairy farming and related activities. Submit verification/compliance reports to Danone. Per the Danone Renewed Forest Policy (attached), results will be tracked and reported publicly by Danone annually.

Pts 1-6 will be included in the initial study phase, with ongoing monitoring for four years as defined in pt. 7.

Anticipated Start Date

02/24/2025

Performance Location

The geographical focus are the following states:

1. Ogun
2. Oyo
3. Osun

Additional Information

In addition to responding to the Statement of Work, all proposals must:

- Provide Description of the firm's qualifications, experience, and capabilities.
- Detailed methodology in a Scope of Work, including the estimated timeline and activity implementation dates.
- Detailed cost breakdown, including applicable taxes and charges.
- Consultants should provide their daily or hourly billing rate or their proposed fixed fee for the requested deliverables.
- Provide at least 3 references for similar contracts with a description of the services provided, the value of the contract, and the contract periods of performance.
- Include a contact name, email address, and telephone number to facilitate communication between TechnoServe and the submitting firm or consultant.
- For proposals from a firm, provide a brief outline of the company and services offered, including:
 - Full legal name, jurisdiction of incorporation, and address of the company.
 - Full legal name and country of the citizenry of the company's President, Chief Executive Officer, and/or all other principal officers of the company.
- Proposals must be submitted in English in PDF format.
- Proposals must be valid for 90 days from the closing date.
- Submissions should be emailed to the designated address (to be provided). Late submissions will not be accepted.
- All proposals must be emailed to the address below with your proposal attached in one or more files (PDF preferred). DO NOT email your proposal to any employee of TechnoServe or deliver your proposal in hard copy to a TechnoServe office. Failing to adhere to these instructions may make your proposal ineligible for consideration.
 - Year the business was established.
 - If a consortium of firms or a team of consultants submits a proposal jointly, the above information should be provided for each member of the team.

Period of Performance: ● End Date: 8 weeks post-project kickoff for initial study phase deliverables, with ongoing annual monitoring for four years.

Response Instructions

To ensure consideration, all responses must be submitted no later than **02/14/2025**, written in **English** with prices stated in **NGN**.

All responses must:

- Contain a detailed cost with applicable taxes and other charges clearly identified.
- Provide requested payment terms and conditions.
- Include a contact name, email address, and telephone number.
- For quotes from a firm, provide a brief outline of the company and services offered, including the company's full legal name and address, the jurisdiction of incorporation, the full legal name and country of citizenship of the company's owners/principal officers, and the year the business was established.
- If a consortium of firms or a team of consultants submits a quote jointly, the above information should be provided for each member of the team.
- Only include attached files that are 10 MB or smaller in size. Do not include compressed (ZIP, RAR), executable, or other unusual file formats as these will be rejected.

Submit responses to: **buy+RQ6610@tns.org**

Note: DO NOT email your response to any employee of TechnoServe or deliver your response in hard copy to a TechnoServe office. Failing to adhere to these instructions may make your response ineligible for consideration.

Terms and Conditions

- This solicitation shall not be construed as an offer by TechnoServe.
- Responses must be submitted on or before the date indicated.
- Any quotes that are unresponsive will be summarily rejected.
- Responses to this solicitation shall be deemed binding offers and must remain valid for acceptance for no less than 90 days from the closing date of this solicitation.
- Any purchases resulting from this solicitation will be governed by TechnoServe's contractual terms and conditions, and may be subject to additional terms as required by donors funding the purchase.
- TechnoServe expressly reserves the right to accept or reject any quote or to cancel the solicitation process at any time without explanation, with no liability to any respondent.
- TechnoServe may, at its discretion, accept all or part of a respondent's offer.
- All information provided by TechnoServe in this solicitation is given in good faith; however, details are subject to change.
- TechnoServe may require respondents to enter into a non-disclosure agreement as a prerequisite for consideration.
- Respondents bear sole responsibility for all costs incurred in connection with the preparation of their response, including any third-party expenses.
- All responses shall become the property of TechnoServe.
- Respondents must fully disclose any conflicts of interest pertaining to this solicitation. Failure to comply may result in disqualification.

Request Files

The following attached files, if any, represent an important part of this solicitation.

| Description | File |
|----------------------------|--------------------------|
| Danone Renew Forest Policy | Download |

Selection Criteria

Submissions will be evaluated based on the following criteria and rating methodology.

| Selection Criteria | Max Points |
|---|------------|
| ● Technical Expertise: Demonstrated ability to conduct deforestation monitoring and deliver required outcomes. We will also consider prior experience and staff presence in Nigeria, and expertise in requirements related to Forest & Land use | 30 |
| ● Price, inclusive of all delivery, fees, taxes, and other charges: Budget alignment and feasibility. | 30 |
| ● Timeline Adherence: Realistic and efficient delivery schedule | 20 |
| ● Policy Alignment: Understanding and compliance with Danone's Forest Policy and EUDR guidelines. | 10 |
| ● Payment terms, with full points granted for payment 30 days after invoicing. | 10 |