



Request for proposals

for

Assessment on milk value chain for the USAID Tuhifadhi Maliasili project

Issued: November 14, 2022

Responses Due Date: November 25, 2022

Vendors may email questions and responses to the following contact:

procurement@awf.org copying PMagingi@awf.org

African Wildlife Foundation (AWF)

P.O. Box 2658, Arusha



About AWF

African Wildlife Foundation (AWF) is an international conservation organization formed in 1961. Together with the people of Africa, AWF works to ensure that the wildlife and wild lands of Africa will endure forever. Headquartered in Nairobi, Kenya, AWF has field offices in nine African countries: (Kenya, Tanzania, Uganda, Cameroon, Zimbabwe, Ethiopia, Democratic Republic of Congo, Niger, and Rwanda) and is registered in the United Kingdom, Canada, Switzerland and South Africa.

Background

African Wildlife foundation is implementing a two-year USAID Tuhifadhi Maliasili Project to sustain habitat connectivity in Kwakuchinja Wildlife Corridor. The project is designed to build the capacity of future conservation leaders to gain new skills and contribute to wildlife conservation, as well as support local communities to benefit from sustainable income generating enterprises. This is including to improve the productivity of pastoralists and agropastoral community

The role of consultant and purpose of the task (milk value chain analysis)

AWF is seeking an expert to conduct an assessment on milk value chain in the target project villages of Esilalei, Makuyuni, Naitolia and Mswakini juu of Monduli district in Arusha region. This includes provide recommendations that will inform the development of the milk enterprise and linkage to existing market. Under supervision of the project manager, the consultant will be responsible to collect information on dairy practices and their involvement in the conservation of biodiversity and other natural resources. The consultant will develop the study following the requirements of the project goals and the indicators.

Specific Objectives

- Review the existing potential milk groups/cooperatives and the regulations in the milk production and identify the gaps for improvement.
- Determine volume (in litres) of milk produced in the targeted villages.
- Identify immediate buyers' and their needs in terms of quality and quantity for each value chain, and understand the capacity of producers and their organizations (POs) to access services, resources, information, leadership and management structure required for effective market linkages.
- Identify major constraints for producers & their organizations (POs) and other value chain actors to accessing critical services e.g. milk production & processing, finance and markets
- Establish emerging business models from the supply to the demand side, demonstrating potential business partnerships between POs and buyers (business companies, SMEs, large retailers, exporters, etc.)



- Assess the position of women, youth and other vulnerable or commonly excluded groups in the value chain.
- Recommend how producers and producer organizations can maximize returns on milk value chain.

Methodology and Process

- In the assessment, AWF expects the consultant to employ both quantitative and Qualitative methods for collection of data/information, using Participatory Tools and Techniques for Data collection, which may include but not be limited to In-depth interview, Key informant interview, Focus groups discussions etc.
- Comprehensive desk review of all relevant documents i.e. related literature, project proposal, and related government policy documents including Tanzania ministry of livestock and Animal Husbandry strategies for development of dairy and meat value chain.
- The consultant will interact with AWF Project staff, Livestock department Monduli district and milk buyers in the project area.
- The consult(s) will have to fully engage a sample of target project primary stakeholders (i.e. Agro-pastoralists, Pastoralists, Customary authorities, Milk/meat traders, Livestock Professional Associations, CBOs, Consumers.) who apply significant role in milk value chain.
- The total population of this survey will be determined by the consultant as a sample of household's target beneficiaries who are pastoralists and Agropastoralists and milk vendors/processors, Local government authorities and youth and women who get employed in the milk value chain.

Expected outputs and Deliverables

The consultant is expected to deliver the following:

- Digital and hard copy of the data collected and analyzed, model, diagrams including photographs & contact list of all key informants interviewed.
- Presentation of the findings with the project team, key partners and stakeholders
- Draft report and final report incorporating the comments (digital and hard copies) of value chain. The Consultant shall document the assignment in a final report; which will be completed in English by the final day of the assignment. The report shall include:
 - Executive Summary and main recommendations
 - Introduction
 - Details of the Assignment methodology and analysis
 - Issues on the value chains
 - Value Chain Analysis
 - Clear Recommendations and justifications
 - Bibliography
- The report should not exceed 40 pages excluding annexes

Reporting and Timeframe of the Study

The assignment will be carried out within a maximum of 10 days and the study consultant will report to AWF country coordinator.



Qualification and Experiences

A consultant that is highly skilled and experienced in tropical animal production, animal science, dairy technology, who is networked in livestock value chains, understands value addition, the specific markets and is familiar with the pastoral community challenges.

Requirements to the Proposal:

The proposal, to be submitted in English, shall include:

- A. A technical proposal incorporating;
 - i. A short description of deliverables (what, how and when) including a time table
 - ii. A short description of deliverables, clear work plan (dates and activities) with a proposed methodology and which shall include full justification for procedures to be adopted;
 - iii. CVs/Profile or details of the firm or individuals including experience relevant to this assignment;
 - iv. At least three referees for similar or related work done
- B. A financial proposal indicating fees for the consultancy, including all costs to conduct this assignment (this should indicate man-days and fees including VAT)

AWF's Responsibility:

AWF is viewing this consultancy as a "fee for deliverable" consultancy, in which AWF shall pay a fixed fee for the outputs identified above. The consultancy fee indicated in the proposal should cover all costs related to the completion of this consultancy, including all travel costs (to the field and meetings in Monduli and Arusha) accommodation and supplies.

AWF assumes that any consultant or firm submitting a proposal has the requisite approvals to work in Tanzania.

AWF shall provide access to relevant project materials necessary for purposes of the assignment.

Proposals should be submitted electronically to:

Country Coordinator African Wildlife Foundation,
P.O. Box 2658, Arusha
Email: procurement@awf.org with a copy to PMagingi@awf.org

Deadline for proposal submission is on 25th November 2022.

AWF reserves the right to award contract prior to deadline if a suitable consultant is identified.

No phone calls please