 

PROGRAMME FOR IMPROVING FISHERIES GOVERNANCE

AND BLUE ECONOMY TRADE CORRIDORS IN SADC REGION (PROFISHBLUE)

**REQUEST FOR EXPRESSION OF INTEREST (REOI)**

**CONSULTING SERVICES TO DEVELOP THE BUSINESS DEVELOPMENT ADVISORY SERVICES: MECHANISMS FOR REPLENISHIBLE TRUST AND EMERGENCY RELIEF FUNDS IN THE FISHERIES SECTOR IN SADC REGION.**

***(Firm Selection)***

**Grant Number:** 2100155041083

**Project ID Number:** P-Z1-AAF-015

**Date:**  February 2023

The Southern African Development Community (SADC) Secretariat has received financing from the African Development Bank (AfDB), being a grant under the African Development Fund (ADF) to finance the Programme for Improving Fisheries Governance and Blue Economy Trade Corridors in SADC region (PROFISHBLUE). The Secretariat plans to apply part of the agreed amount for this grant to payments under the contract for **consultancy services to develop the business development advisory services: mechanisms for replenishible trust and emergency relief funds in the fisheries sector in SADC Region.**

The SADC Secretariat through the PROFISHBLUE Project is envisaging the creation of the sustainable engagement platform and business development for women and youths who are small and medium Enterprises (SMEs) involved in fish trade and eco-tourism. It is also establishing the Trust, Emergency and Relief Funds to build adaptive capacity against climate change and other external shocks in the Blue Economy. This is after the realization that emerging SMEs fail in their business due to the lack of skills and resources. They may not be aware of the networks, have limited access to financial products and lack support services that could lead to the long term success of their businesses. The external shocks and climate change negative impacts are also putting pressure on the SMEs.

# Objectives of the assignment

The specific objectives of the consultancy are:

* + To create a regional sustainable engagement platform/hub for women and youths in the fisheries and aquaculture sector at national and regional level in the SADC Member States with special reference to Comoros, Democratic Republic of Congo (DRC), Malawi, Madagascar, Mozambique, United Republic of Tanzania and Zimbabwe.
	+ To develop an implementation framework for the trust fund, that targets emergency and business advisory services to be established by SADC.
	+ To devise the mechanism and criteria of the business development Institutions (BDIs) or entrepreneurs involved in fish trade and eco-tourism for them to undergo the business development training/incubation programme targeting enterprises development, fish product development, branding and marketing with support from WorldFish, UNIDO and ARSO, as well as support to start-ups and enterprise promotion.
	+ To provide the business development training/incubation to BDIs in the SADC Member States with special reference to Comoros, Democratic Republic of Congo (DRC), Malawi, Madagascar, Mozambique, United Republic of Tanzania and Zimbabwe. This should be leveraged on the work being conducted by project partners
	+ To devise the mechanisms (criteria, eligibility, size of the financial support etc) to access the trust fund, emergency relief towards loss and damage and other business promotion services by the capacitated BDIs.
	+ To develop a technical and financial sustainability plan including modalities on resource mobilization to ensure sustainable Fund growth linking them to the already established or pipelined initiatives at SADC Secretariat as well as national trust funds, Multilateral Development Bank (MDB) trust funds, climate financing mechanisms and others.
	+ To identify mechanisms for the funds to the administered to selected beneficiaries in the targeted countries within the SADC region
	+ To provide advisory services on the monitoring of the utilizations of the funds and implementation of the activities in participating institutions.

**Scope of Work:**

This consultancy is establishing an operational stakeholder engagement platform and business development to support SMEs in the SADC region. Furthermore, it is also developing the plan to improve/upgrade the organizational and technical capacity of the selected business development Institutions or individuals. The consultancy envisages also to develop the mechanism for replenish able regional trust funds to target start-ups. Lastly, it supporting the mitigation of disaster, hazards and support emergency and relief programs. All these are targeted mainly at SMEs involved in fish trade and eco-tourism with special reference to Comoros, Democratic Republic of Congo (DRC), Malawi, Madagascar, Mozambique, Tanzania, and Zimbabwe.

The Consulting firm will be engaged for a period of Twenty-four (24) months.

The SADC Secretariat now invites eligible Consulting firms to indicate their interest in providing these services. Interested firms must provide information indicating that they are qualified to perform the services. The shortlisting criteria are: (a) firm’s relevance to the assignment (core business); (b) number of years in business; (c) relevant experience; and (d) regional experience. The firm should have the following Experts among its team of Experts to carry out this assignment: (i) Lead consultant (Business Development Specialist) with a Master of Science/Arts in Fisheries/Aquaculture Economics or Agriculture or Animal Science Economics or Business Administration or Project Management/with experience in Fisheries/Aquaculture and Five (5) years professional experience in business development and grants administration; (ii) Grants Officer who holds postgraduate degree in Economics, Management, Finance, Economic Affairs (Advanced level + 5) or equivalent diploma in financial management or accounting and at least 10 years professional experience in an accounting or financial monitoring position in development projects; (iii) Fisheries/Aquaculture Specialist with Bachelor of Science degree in Fisheries and Aquaculture or related fields and Five (5) years professional experience in the Fisheries and aquaculture sector and/or fish farming management; (iv) Monitoring and Evaluation Officer with at least have a Bachelor of Science/Arts in Fisheries/Aquaculture Economics or Agriculture or Animal Science Economics or Business Administration or Project Management/with experience in Fisheries/Aquaculture and Five (5) years professional experience in monitoring and evaluation of the development projects.

Eligibility criteria, establishment of the short-list and the selection procedure of Open Competitive Bidding (OCB) for Non-Consulting services shall be in accordance with the African Development Bank’s Procurement Framework, which is available on the Bank’s website at <https://www.afdb.org>. Full Terms of Reference will be shared with the shortlisted firms.

Interested consultants may obtain further information at the address below during office hours from 8:00 am to 5:00 pm Botswana time.

Expressions of interest must be submitted electronically via this LINK: <https://collab.sadc.int/s/ycr4BRNfikXM9Lj> **by midnight Botswana time)** on **11 March 2023** and mention **“DEVELOPMENT OF THE BUSINESS DEVELOPMENT ADVISORY SERVICES: MECHANISMS FOR REPLENISHIBLE TRUST AND EMERGENCY RELIEF FUNDS IN THE FISHERIES SECTOR IN SADC REGION’’.**

***Attn:***

***The Procuring entity:*** *SADC Secretariat*

***Contact person:*** *Thomas Chabwera****,*** *Head of Procurement*

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