EOI-WE4F S/C Africa-002 –2022
Expression of Interest (EOI) from Service Providers

- **Join a pre-vetted pool of service providers for Water and Energy for Food (WE4F): A Grand Challenge for Development.**
- **Work with game changing innovators in the water-energy-food nexus and be a part of scaling solutions and unlocking opportunities across the Southern and Central Africa Region.**

EOI Timeline	
Launch of the EOI on website and online networks	August 05, 2022
Deadline for receiving questions on the EOI	August 15, 2022 at 4 PM CAT
Questions and Answers (Q&A) Webinar (optional for service providers to join)	August 17, 2022 at 2-3 PM CAT
Deadline for submission of EOIs	September 19, 2022 at 4 PM CAT
Evaluate and vet service providers	September 23, 2022
Confirmation of pre-vetted service providers	September 27, 2022
Deadline for onboarding service providers	September 28, 2022
Estimated timeline for the procurement and delivery of services	Length of services timeline will vary based on innovators` needs. Services will be delivered in October 2022 – July 2024

About Water and Energy for Food (WE4F): A Grand Challenge for Development

The Water and Energy for Food (WE4F): A Grand Challenge for Development is a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Ministry of Foreign Affairs of the Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida) and the U.S. Agency for International Development (USAID).

WE4F is designed to address barriers to enable the production of more food with efficient and sustainable usage of water and energy along the value chain from farming to end-user, to impact food security, gender, and poverty reduction in an environmentally sustainable way.

Together with partners and investors, the Southern and Central Africa Regional Innovation Hub (S/C Africa RIH) supports mid to later-stage enterprises to scale innovations that positively impact food security in an environmentally sustainable way. This is through grants, technical assistance (TA), and investment facilitation supports. Supported innovations use less water and more sustainable energy to produce more food, protect biodiversity and mitigate the effects of climate change while providing opportunities to women, youth, and the poor. The S/C Africa RIH is implemented by Tetra Tech in association with Open Capital Advisors (OCA) and the International Water Management Institute (IWMI).

With this document, the S/C Africa RIH invites eligible service providers to respond to WE4F's Expressions of Interest (EOI) to become part of the pool of pre-vetted service providers to deliver technical assistance. As TA needs are identified, requests for proposals (RFPs) and requests for quotation (RFQs) will be issued to pre-vetted service providers in their respective TA category areas. All subcontracts resulting from limited competition among pre-vetted service providers will be issued by Tetra Tech.

Objective of the EOI

EOIs submitted by applicants are to help the WE4F S/C Africa RIH identify registered companies who are interested in being included in a pool of pre-vetted service providers and provide services to the innovators supported by WE4F between 2022 to 2024. Being selected to participate in the pre-vetted pool of service providers does not guarantee any award from the WE4F S/C Africa RIH. Instead, it provides an opportunity to bid on RFPs and/or RFQs with specific scopes of work to provide TA to innovators.

Why be part of Water and Energy for Food?

The Southern and Central Africa region is subject to many challenges including intensive energy and water uses that exacerbate climate change, depletion of natural resources and biodiversity loss, poverty, and

inequality. Tackling issues in the water-energy-food nexus is imperative to achieve political and social stability, gender equality and inclusion, food security, and sustainable development.

Despite the challenges the region faces, at the same time, it presents an emerging opportunity for local innovators to find solutions for the most pressing water and energy issues in food production and agriculture while countering the effects of climate change and protecting biodiversity.

These innovators, however, often have insufficient entrepreneurial capacities to scale up developed prototypes successfully and sustainably, access catalytic investment, integrate gender into their operations, or engage with policy and regulation environments. They require specific support services to unlock such opportunities to scale their solutions, prepare them to accelerate their growth, and achieve good Environmental, Social, and Governance (ESG) impact.

Therefore, WE4F S/C Africa RIH will not only provide direct support to the innovators (Tier 1 support) but also work with pre-vetted service providers to assist in delivering such services (Tier 2 support), as part of a comprehensive support suite to help accelerate the growth of innovators.

The EOIs is launched to build a pool of qualified service providers to deliver a variety of services to the innovators supported by WE4F S/C Africa RIH.

Target Innovators of the WE4F Grand Challenge

WE4F works with entrepreneurs and innovators through the following actors:

- For-profit and nonprofit organizations as well as organizations in academia with a for-profit arm that are working on scalable sustainable innovations at the nexus of water-energy-food. These organizations can apply through the Calls for Innovations.
- Actors that are identified by the Regional Innovation Hub and fit the criteria of WE4F and are crucial for the scaling of impacts.
- Innovators with a large potential for sustainable scaling, that have previously received support and proved successful in the introduction phase from either Securing Water for Food or Powering Agriculture Grand Challenges (WE4F`s preceding programs).

Innovations supported by WE4F include, but are NOT limited to, the themes mentioned below:

- Theme 1: Innovations in food production to reduce water usage
- Theme 2: Efficient use of water resources for food production
- Theme 3: Sustainable use of energy and water on the farm
- Theme 4: Energy innovations for food processing and/or logistics
- Theme 5: Food production with efficient energy use
- Theme 6: Leveraging food/agriculture waste for energy

Who should apply to join the pre-vetted pool of service providers?

This EOI for service providers will only target the twelve operating countries of the S/C Africa RIH that are listed below. The targeted countries for this EOI are listed, alphabetically, in *Table 1* and determined based on **(i)** the current location of our CFI 1 innovators and their operations and **(ii)** the tentative location of the expected grantees and their operations chosen through the second call for innovations (CFI 2) and **(iii)** where the S/C Africa RIH has staff with local expertise located.

Table 1: Tier 2 TA focus countries

Countries of focus for Tier 2 TAs	
Angola	Lesotho
Botswana	Mozambique
Central Africa Republic	Namibia
Chad	South Africa
Democratic Republic of Congo	Zambia
Eswatini	Zimbabwe

Table 2 presents all focused TA contents that the pre-vetted service providers are expected to provide. Service providers who specialize in each TA category are welcome to apply and be pre-vetted. While we will accept applications for all categories listed below, we have an immediate need for service providers in the categories that are bolded.

To qualify, service providers must be operating in at least one of the S/C Africa RIH's 12 target countries: **Angola, Botswana, Central Africa Republic, Chad, Democratic Republic of Congo, Eswatini, Lesotho, Mozambique, Namibia, South Africa, Zambia, and Zimbabwe.**

Table 2: Intended Tier 2 TA Categories

TA category	Content
Investment Facilitation	- Legal (drafting and/or review of transaction documents) - Accounting and financial due diligence (quality-of-earnings analysis, etc.) - Audit
Business Development	- Advisory services on import tariffs - Supply chain management - Proposal writing
Product Development/Refinement	- Product diversification - Product quality control - Product lifecycle management - Product development/refinement - Advisory services on product standards and certifications - Information technology/platform
Gender Integration	- Gender-inclusive business modelling - Gender-based missing markets analysis

TA category	Content
	● Implementation of gender-responsive firm-level policies
Base of Pyramid (BoP) Impact	● End-user financing modelling ● In-house credit facility development ● BoP Impact assessment ● BoP business model advisory ● Partnerships for BoP impact
Environmental Sustainability	● Holistic environmental impact assessment
Organizational Capacity Development	● Human resources management ● Financial management and accounting systems ● Audit system efficiency ● Team management and leadership training ● Operational efficiency and expansion
Public Relations (PR) and Communications	● Graphic design ● Website development ● Media training
Market Research and Analysis	● ESG related market research ● Sector/Theme based market research ● Geography/Region based market research
Marketing and Sales	● Smallholder marketing and outreach ● Traditional and Digital marketing ● Sales modelling and strategy ● Sales processes and operationalization ● Sales training ● Customer service
Legal Services and Grant Agreement Compliance	● Legal advisory services ● Partner/Vendors contracts ● Intellectual property ● Regulatory advisory services
Other	● Travel services ● Technical writing and scope of work development ● Information technology support

EOI process and timeline

To submit questions: Prospective service providers who have questions concerning the contents of this EOI can submit them in writing no later than **August 15, 2022, at 4:00 PM CAT** to WE4FAfricaBids@tetratech.com. Only questions submitted to this email address will be considered.

To attend the webinar: Prospective service providers who are interested in joining the informational webinar and discussion on questions and answers (Q&A) on **August 17, 2022 at 2:00 PM CAT** can register their interest via this Eventbrite link. The webinar recording will be uploaded on the following webpage for your easy access: we4f.org/s-ca-rih/eoi

Submission deadline: EOIs must be submitted no later than **September 19, 2022, at 4:00 PM CAT**. Prospective Service Providers are requested to complete the EOI questionnaire and upload all required documents via this SurveyMonkey form.

Required Documents

Important: To ease the registration process please have the following documents completed and ready to upload before accessing the above SurveyMonkey form.

- ✔ A three-slide summary of your previous projects **per area** of your expertise (Projects related to WE4F nexus in the past three years are strongly preferred).
- ✔ Three CVs of your experts per each area of your expertise.
- ✔ Certification that the company is not owned or controlled in total or in part by any entity of any government (Certification template link)
- ✔ Proof of incorporation
- ✔ Proof of registration (Copy of Business License)
- ✔ SAMS Unique Entity Identification Number : Visit here to get a unique entity ID

EOI Questionnaire

The following is a list of questions to be completed on the online portal by each service provider.

1. **Company Overview**
   1.1. Point of contact name
   1.2. Point of contact email address
   1.3. Complete registered name of the company
   1.4. Type of business
   1.5. Overview of your company and legal structure
   1.6. Summary of your services
   1.7. Country of registration
   1.8. Country(ies) of operation in Southern and Central Africa
   1.9. Year of establishment
   1.10. Number of relevant technical experts (full-time in the organization, and short-term experts)
   1.11. Number of management-level employees
   1.12. Number of women in management-level positions
   1.13. Address of company
   1.14. Website

2. **Authorized Point of Contact**
   2.1. First name
   2.2. Last name
   2.3. Title
   2.4. Position
   2.5. Email

2.6. Phone Number

3. **Technical Expertise and Past Performance**
   3.1. Please select all areas of your organization's expertise from the service categories (Table 2).
   3.2. Please upload a 3-slide summary of your previous projects per each area of your expertise (Projects related to WE4F nexus in the past three years are strongly preferred).
   3.3. Please upload 3 CVs of your experts per each area of your expertise.

4. **Others**
   4.1. Please upload relevant certifications:
   - Representation and Certifications (Organization Conflict of Interest Certificate)
   - Certification that the company is not owned or controlled in total or in part by any entity of any government
   4.2. Please upload other supporting documents:
   - Proof of incorporation
   - Proof of registration (Copy of Business License)
   - [SAMS Unique Entity Identification Number](#)

Evaluation Criteria

EOIs will be scored on a 100-point scale and service providers that score 70 and above will be selected. Available points for each evaluation factor are given in *Table 3*. EOIs must address each evaluation factor.

Table 3: Vendor's pre-qualification criteria

Pre-qualification Criteria	Percentage
A. Management Capacity and Profiles	**30**
Comprehensiveness of firm profile (including key sectors and services, key geography of operations, headquarters location, year of establishment, organizational structure)	10
Ability to manage and execute technical assistance services to WE4F Innovators.	10
Demonstration of experience in relevant TA service categories, degree of expertise, and geographies of operations	10
B. Technical capacity	**40**
Level of clarity and detail of the team profiles (Biographies of key personnel with experience in services to be offered)	20
Level of clarity and detail of the services offered (please describe up to 3 main services)	20
C. Past and Illustrative Performance	**30**
Track record in delivering similar services, highlighting key outcomes and efficiency in delivery (at least 3 project references in the last three years for each country that they will be working in)	30
Total	**100**

Previous experience in achieving Environmental, Social, and Governance (ESG), as well as biodiversity impacts, will be considered but not quantitatively evaluated.