

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – FIRMS SELECTION)

Country: Pakistan

Project: National Poverty Graduation Program (NPGP) under International Fund for Agricultural Development (IFAD)

Assignment Title: Hiring of a firm for Market Assessment and Value Chains Analysis in Balochistan and Khyber Pakhtun Khawa

PPAF has received a grant from the International Fund for Agricultural Development (IFAD) and intends to apply part of the proceeds of this grant to payments under the contract for hiring of a firm for Market Assessment and Value Chains Analysis in Balochistan and Khyber Pakhtun Khawa (KPK).

PPAF intends to do the Market/Value Chain assessments that would help to identify off-farm and on-farm sub-sectors for the proposed program interventions. The market/value chain assessments will help to adopt a systematic approach to involve the private sector in the identified UCs to strengthen pro-poor value chains. The market/value chain assessment would help to identify the knowledge gaps, input supply issues, technology gap, and financial access and issues related to backward and forward market linkages. The market/value chain assessment is also intended to support the identification of relevant training opportunities and relevant markets, value chains, strong district level analysis on relevant occupations and industries, market demand/supply, review of accredited institutions that can provide relevant trainings (which have wide preferably international acceptance) will be ensured at the very start. Overall objective of the Market/Value Chain Assessment is to identify economic sectors and opportunities for the proposed livelihood interventions to improve livelihoods of targeted beneficiaries.

The PPAF now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. Firm consultants shall be evaluated on the basis of following criteria:

Evaluation Criteria		
Criteria	Benchmarks	Allocated Points
1. Registration with Government	Please submit a copy of valid company registration certificate and NTN along with your EOI.	10
2. Relevant Experience	Strong track record (with at least 7 years’ experience) in conducting assessments of livelihood programs of national scale. Strong track record (with at least 5 years’ experience) in conducting market and value chain analysis of projects of comparable scale and complexity. Should have strong knowledge and understanding of various aspects of analyzing, planning, and executing the enhancement of the competitiveness of one or more economic sectors including, but not limited to extensive experience in trade practices and s/he should also have a solid foundation in the economics of labor productivity. Fully conversant with the principles and working methods of project cycle management, livelihood approaches, poverty graduation models, enterprise development, TVET, and value chain/market assessment approaches.	45
3. Geographical	Well-versed with the livelihood issues and approaches, market	15

Spread	dynamics and pro-poor value chains in different regions (especially Balochistan and KPK) of Pakistan. They should have adequately staffed and logistically appropriate office establishment (head office or branch office in any of the provinces covered by assignment would be accorded due weightage)	
4. Associated Human Resources	The consultant teams shall include the personnel (with at least 10 years of relevant experience) in areas of Value Chain Analysis, TVET, Micro Enterprise Development, Agriculture, Horticulture and Gender). Ability to mobilize rapidly a field team with appropriate qualification as mentioned above	30

The firm(s) who would qualify the above criteria would be considered for next step i.e. Short listed firm(s) will be invited to submit the technical and financial proposal for the assignment.

It is required that consultants provide professional, objective, and impartial advice and at all times hold the client's interests paramount, without any consideration for future work, and that in providing advice they avoid conflicts with other assignments and their own corporate interests. Consultants shall not be hired for any assignment that would be in conflict with their prior or current obligations to other clients, or that may place them in a position of being unable to carry out the assignment in the best interest of the Borrower.

A Consultant will be selected in accordance with the procedures set out in the IFAD's *Guidelines*.

Interested firms may obtain further information with regard to preparing the Expression of Interest (EoI) at the address given below or via email address "sohaib@ppaf.org.pk" during office hours (0900-1700 hours) from Monday through Friday.

Expression of Interest (EOI) must be delivered to the address below, clearly mentioning the title of the assignment "**Hiring of a firm for Market Assessment and Value Chains Analysis in Balochistan and KPK**" on the top-right front of the envelope, no later than **1700 hrs on 19th July, 2019**.

The EoIs shall be opened internally on 19th July, 2019 at 1130 hrs.

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