CALL FOR TENDERS FOR FARMER MOBILIZATION AND ONBOARDING OF A CLUSTER DEVELOPMENT PROGRAM IN THREE INDIAN STATES (TAMIL NADU, KARNATAKA AND ANDHRA PRADESH)

Ref.: TAFHURUMA04.WAYCOOL.07 **Date:** 15th November 2023

GAWA Capital Partners SGEIC, S.A., ("GAWA"), a company of Spanish nationality, require the services, with the characteristics and general conditions for their provision according to Annex I and Annex II respectively, in relation to the Technical Assistance Facility (TAF) of the Huruma Fund (the "Fund").

For the purpose of such procurement, GAWA hereby issue this call for tenders by simple open award procedure, in accordance with the following:

1. Title

Cluster Development Program – Farmer Mobilization and Onboarding

2. Procedure

Award by simple open award (single-stage procedure).

3. Funding

This contract is financed through the Technical Assistance Facility (TAF) of the Huruma Fund. Huruma's TAF is primarily financed by the European Union[1], in the framework of the blending facilities (through the AgriFi thematic facility).

4. Contracting Authority

Gawa Capital shall act as contracting authority.

5. Facilitator

WayCool Foods and Products Pvt. Ltd. (Waycool) an Indian entity acting as the Facilitator appointed by GAWA Capital.

6. Maximum budget

The estimated maximum budget of this contract for professional fees is **345.600 Euros** and any proposal exceeding this amount will be considered ineligible and will be disqualified from the process.

The estimated budget includes all possible services - a breakdown of fees, travel (travel and accommodation), general expenses, applicable taxes or any other type of expense that may be incurred in the execution of the work carried out -, regardless of the time at which they are to be carried out, as well as, where appropriate, any extensions or price revisions that may be established in the contract with the successful tenderer. Proposals based on ratios/hour without limit (cap), or similar formulas for estimating fees that could imply exceeding this maximum

[1] During the investment period, the Huruma Fund also makes a one-off contribution to the TAF of 0.10% of the Fund's aggregate commitments.

amount, or budgets based on assumptions of maximum time for the development of the work, will not be accepted.

7. Tender calendar

MILESTONES	DATE
Publication of the Call for Tenders	15th November 2023
Clarification period	22nd November 2023
Technical and economic offer	until 13th December 2023
Amendments, if any, at the admission stage, until	2 business days
Amendments, if any, at the qualification stage, until	2 business days
Provisional award	18th/20th December 2023
Allegations	2 business days
Final award	21st / 26th December 2023

For the purposes of this call, business days are understood to be those business days in the city of Madrid, Spain.

8. Clarification period

Tenderers have a period of 5 working days from the publication of the call for tenders to request in writing clarifications on the content of the tender as set out in the terms of reference before the submission of their proposals.

Where the clarification to be communicated to one of the tenderers could be of general interest to the other tenderers, the Contracting Authority shall make it known to all tenderers on equal terms and at the same time.

The request for clarification does not interrupt the tendering process, except where irremediable defects are found which render the process ineffective, in which case the Contracting Authority will inform all tenderers.

9. Modification of the Call

In the event that before or during the period granted for the submission of proposals the contracting authority detects the need to introduce modifications to the call for tenders, the period will be extended to allow for a new competition, giving the same publicity as the initial call for tenders so that all potential tenderers can be informed.

10. Decision not to award or conclude the contract and withdrawal of the procedure

The decision not to award or conclude the contract or to abandon the procedure may be taken by the Contracting Authority before the contract is concluded for reasons duly substantiated in the file.

In such cases, candidates or tenderers eligible to take part in the tendering procedure shall not be compensated for the costs they have incurred.

11. Submission and deadline for receipt of proposals

This invitation to tender shall be exclusively electronic in nature, so that the submission of proposals and the notifications and communications derived from the awarding procedure will be carried out by these means.

All proposals must be sent, in English, to the following e-mail address: tafhuruma.waycool@gawacapital.com . Proposals sent by any other means will not be considered.

Technical and financial proposals must be sent by email in password-protected PDF format (to ensure the transparency of the process) before 13th December 2023 at 14:00 h (CET time). Proposals received after the deadline will not be accepted.

The password will only be sent after 14:01 h (CET time) on 13th December 2023 to the same address to which the proposal was sent. Those proposals whose password is sent beforehand will not be accepted.

12. Content of the offer

The content of the proposal must include, apart from other provisions included in the attached Annex II, as a minimum:

a) Responsibility Declaration accrediting capacity to act, not being subject to any prohibition to enter into contracts and economic, financial and technical or professional solvency (see Annex III).

b) Documentation necessary to assess the tenderer's technical capacity:

- Previous and relevant experience in the last five (5) years. A list of the main services or works carried out of the same or similar nature to those that constitute the object of the tender during the last five (5) years, indicating the amount, the date, the content of the services and the public or private recipient of the same.

- Analysis of the Subject of the Contract demonstrating a general understanding of the main challenges of the sector and of the task to be performed, pointing out possible shortcomings and/or suggesting solutions and ideas that could improve the quality of the task and its outcome.

- Proposed methodological approach to implementation, sequence and duration of the proposed activities, identification of important milestones in the execution of the contract and personnel assigned to the different tasks. In particular, a detailed methodology and implementation plan related to field work, events and visits for farmers.

- Curriculum Vitae (CVs) of the project team and consultants with whom the firm expects to implement the project and which illustrate the relevance and quality of the general and specific professional experience of the personnel.

- Documentation that demonstrates capability to implement the tender activities in the three Indian states: Tamil Nadu, Karnataka and Andhra Pradesh

c) Financial proposal

The financial proposal shall be structured by means of a budget sheet expressing all costs in euros (EUR). Any future costs necessary for the continuation of the project in the long term shall be specified.

13. Expertise requirements

The contractor will need to have the following experience/knowledge:

- Interstate outreach so that it can mirror the geographies of the expected work.
- Previous experience regarding agricultural extension work, field trainings, model farms, with smallholder farmers in India
- Previous project experience in the defined states of implementation, including capacity to work on the relevant local languages.
- The minimum recommended team size and structure (per cluster) would comprise of:
    - Team leader – 1
    - Project managers – 2
    - Agriculture expert – 1
    - Engineer or Civil Technical expert – 1
    - Field associates or Field Personnel – 6 to 10

The recommended professional and educational experience for the proposed team is as follows:

- Team Leader: Master's qualification with minimum 10 years of relevant work experience
- Project Manager: Master's qualification with minimum 5 year of relevant experience
- Field associates/personnel: Graduation qualification with minimum 5 years of Community Outreach experience

It will be considered relevant the work experiences the one in the following areas: extension work, field trainings, model farms, regenerative/natural farming, agroforestry projects and inclusive value chains among others.

14. Eligibility criteria

Natural or legal persons, local or foreign, who have full capacity to act, are not subject to any prohibition to enter into contracts and can prove their economic, financial and technical or professional solvency in the manner required in this publication, as well as in the conditions for the provision of the services requested indicated in Annex II, may apply for the award of the contract.

Economic and financial solvency shall be based on the tenderers' average annual turnover. In this regard, natural or legal persons intending to tender must have an average annual turnover of the company or the group to which it belongs in the field of the services required of more than EUR 100,000 in the financial years 2021 and 2022, In case of Non-Profit Organisations the financial solvency will be based on the financial amount of the project awarded during the reference years.

Technical or professional solvency shall be based on previous and relevant experience in the object of the contract (Annex I) in companies or institutions in the agricultural sector in India during the last 3 years. Likewise, there must be at least one professional associated with the execution of the contract with more than 3 years of experience in similar services.

15. Validation of eligibility criteria

In order to speed up the tendering process, potential tenderers are required to submit the aforementioned Responsibility Declaration (Annex III) at the time of submitting the proposal, and only the tenderer selected in the provisional award is required to submit the supporting documentation at a later date, and in any case before the contract is formalized (as indicated in Annex V).

16. Modifications, if any, to the offer and its cost

Potential tenderers may amend their proposals by notification before the closing date for submission of proposals. Proposals may not be modified after this deadline.

17. Receipt and opening of proposals

The proposals to be submitted shall comply with the Terms of Reference (Annex I) and no tenderer may submit more than one proposal, nor may it do so in a joint venture with others if it has done so individually or be in more than one joint venture. Nor may different companies that are related to each other or have any kind of incompatibility with the Contracting authority or the Facilitator submit proposals. In the event that these rules are violated, the tender will be declared inadmissible.

The opening of the bids will take place at the same time and with a guarantee of the rigour and transparency of the management. If any rectifiable defects are observed in the documentation submitted, the contracting body will grant, where appropriate, a period of two working days for the potential tenderer to rectify or correct the rectifiable defects. Simple non-essential formal defects and/or those that allow the documentation for the accreditation of tenderers to be completed are understood to be rectifiable.

18. Admission of tenderers

The Contracting Authority will analyse the documentation received concerning the conditions for the admission of tenders in order to establish the list of admitted tenderers. If a rectifiable error is identified, the tenderer concerned will be asked to rectify it within two working days.

Once the list of admitted tenderers has been drawn up, the Contracting Authority will proceed to open and analyse the documentation submitted by the tenderers. If necessary, tenderers will be asked to rectify any rectifiable defects detected in the documentation submitted within two working days.

The Contracting Authority will assess the proposals submitted by the tenderers in accordance with the evaluation criteria indicated in section 14, for which it may request any technical reports it deems appropriate, all of which will be used to identify the best proposal.
If no proposals have been submitted or if the proposals submitted are inadequate, irregular or unacceptable, the procedure will be declared void.

19. Tender evaluation criteria

For proposals submitted that meet the eligibility criteria, the quality of each technical offer will be assessed in accordance with the evaluation criteria and the associated weighting as detailed below:

Evaluation criteria	Scoring criteria
Phase I	
Technical proposal: - Experience - Methodology - Analysis - Team	45 points: - Experience (10) - Methodology (15) - Analysis (10) - Team (10)
Phase II	
Financial proposal	55 points
Total Score	**100 points**

The score for each section will be weighted according to its rating as excellent (100%), good (75%), average (50%), fair (25%) and poor (0%).

20. Classification of offers

Once the eligibility criteria of the proposals received have been examined, the valid proposals will go on to Phase I. Phase I will be ranked in order of score, in accordance with the information submitted and broken down in point 8.

Those bids that obtain a minimum score of 32 points will pass to Phase II of evaluation.

In Phase II, the financial offer of the qualified tenderers will be evaluated and once this evaluation Phase has been completed, the ranking of the classified proposals will be updated, and the provisional award of the tender will be made to the proposal with the highest overall score.

21. Criteria for evaluating the financial offer

The proposal with the lowest total budget receives 55 points. The others receive points according to the following formula:

Financial score = (Lowest budget / Budget of the proposal under consideration) x 55.

When evaluating the financial offers, the Contracting Authority compares only the total fees and lump sums and will take into account any recurrent and future costs associated with the continuation of the project.

22. Provisional and final award. Periods of allegations

The Contracting Authority will formally notify all tenderers of the provisional award to the best proposal. They will have a period of two (2) working days from the notification to request in writing allegations or to present arguments against the provisional award. The Contracting Authority must reply to these requests and, if appropriate, the Contracting Authority will rectify any defects that can be rectified, which must be formally communicated to all tenderers. This communication includes the new deadlines to be considered for the award process.

Neither allegations nor arguments against the procedure or its outcome will interrupt the tendering process, unless the existence of irremediable defects in the procedure is verified, which will render it ineffective, in which case the Contracting Authority will inform all tenderers.

The Contracting Authority will ask the provisional awardee, if applicable, to submit the additional documentation provided for in the terms of reference within two (2) working days. If the documentation requested from the provisional awardee is not received in due time and form, it will be understood that the latter has withdrawn its proposal, in which case the same documentation will be requested from the following tenderer, in the order in which the proposals were classified.

Once the requested documentation has been received in due time and form and favourably assessed by the Contracting Authority, the provisional award will become definitive and the Contracting Authority will make the appropriate notifications.

23. Data protection

The successful tenderer must include in the contract the clauses on confidentiality and data protection of signatories and contact persons in accordance with the clauses described in Annex IV.

ANNEX I. SERVICES REQUESTED

SERVICE PROVISION FOR FARMER MOBILIZATION AND ONBOARDING OF A CLUSTER DEVELOPMENT PROGRAM IN THREE INDIAN STATES (TAMIL NADU, KARNATAKA AND ANDHRA PRADESH)

TERMS OF REFERENCE

1. Context

The Huruma Fund is an impact investment fund aimed at improving access to finance for small- and medium-sized farmers by investing in Microfinance Institutions (MFIs) and other Financial Intermediaries with an agro/rural focus, and strengthening their product design, offerings, processes, risk management and staff capacities. Huruma also supports producer organisations and SMEs in the agricultural value chains with the aim of strengthening and preparing them for the inclusion of smallholder farmers in their operations.

The Technical Assistance Facility runs parallel to the investment fund and operates independently. It is funded by the European Commission through COFIDES and governed by the Technical Assistance Steering Committee.

The Technical Assistance Facility is a key element of the Huruma Fund's value proposition and is set up to strengthen the invested entities. This is channeled through tailor-made Technical Assistance projects to improve their capacities and help increase the overall impact of the investments.

2. Location

This technical assistance project will be carried out in three Indian states (Tamil Nadu, Karnataka, Andhra Pradesh) with potential travel within India and covering six cluster locations facilitated by Waycool according to the table below.

The potential tender applicants must demonstrate capability to implement the tender activities in the below listed clusters

COUNTRY	STATE	CLUSTER NAME
India	Tamil Nadu	Tindivanam (Villupuram District)
		Krishnagiri
	Karnataka	Chikkaballapur
		Kolar
		Mysore
	Andhra Pradesh	Chittoor

3. Duration and start date

The total duration of the works spans over 3 years following the calendar, activities description, expected deliveries and results included below. Please note that some of them of intermittent nature.

The estimated start date is 8th January 2024.

4. Facilitating Institution

WayCool Foods and Products Pvt. Ltd. (Waycool) will act as the appointed facilitator.

The Facilitator is defined as the organization that plans, guides and manages the on-field project implementation and helps it meet its end goals towards the end beneficiaries.

The Facilitator is an organization operating in India whose main business is the procurement and sale of produce from farmers across India as well as provide them with Technical Assistance for increasing the produce and boosting their sale. The Facilitator is part of the Huruma Fund Portfolio.

5. Subject of the contract

a) Context

India is amongst the largest agricultural economies in the World, where the sector contributes to about 15.4% of its total GDP. With a population of 1.3 billion people, agriculture with its allied sectors, remains the largest source of livelihood in India. Over 70 percent of the rural households are primarily dependent on agriculture for their livelihood. With nearly 86.25 percent of the farmers being small and marginal (as per 10th Agriculture Census 2015-16 report), their role is vital not only for the agrarian economy, but also for achieving alleviation of hunger and poverty.

The production of food in India is resource intensive, cereal centric and regionally biased. Owing to small land holding size, coupled with other barriers like limited access to information, know-how and resources, it is challenging for the farmers to ensure financial security and livelihood through farming. As climate-related meteorological risks (weather events) become more complicated and unpredictable, this challenge is intensified.

Additionally, the current agricultural practices have raised serious sustainability issues. IPCC cites that agriculture, forestry, and other land use (AFOLU) accounted for 23% of total anthropogenic GHG emissions between 2007 and 2016. The impacts of climate change have in-turn threatened agricultural productivity, resulting from – higher average temperatures, stressed water resources, degraded land & soil health, and frequent pest & disease attacks – leading to decreasing productivity of crops and livestock resources.

This scenario requires improvement in management of agricultural practices and innovative agri-insurance handles for farmers to overcome the extremities of climate change on multiple fronts.

b) The Cluster Development Program (CDP)

The food supply chain in India has traditionally been inelastic and “supply led”. This gap between the demand of the market and the farmer’s selection of crops, is leading to extreme price fluctuations for farmers, higher produce wastage and monetary loss for both producers and aggregators.

Waycool’s core strategy is to transform this into a “data-driven demand led supply chain”, through interventions starting right from crop planning and cultivation practices adopted by the farmers. It drives focused farmer extension programs like Outgrow, to build their capacity through access to timely information, know-how and resources, coupled with technology and advisory support system.

The Cluster Development program is one such new intervention facilitated by WayCool that aims to handhold farmers to produce and supply sustainably with the long-term ambition of supplying high quality, traceable and safe produce to end consumers, with minimal environmental impact. Since some of the recommended climate positive farming practices like regenerative agriculture[2], agroforestry[3] and water harvesting are new techniques compared to their conventional practices in the selected clusters, the CDP program aims to handhold the farmers more closely in making this shift successful and create measurable impact not just on their soil and water resources (environment) but also on their net income, yield and cost of cultivation, hence helping achieve regional food security.

Thereby, the CDP as an initiative will endeavour to:

- Enhance the resilience of the farmer communities to economic vulnerabilities and climate risks
- Ensure continuous supply of high quality, traceable and safe produce to our end consumers, with minimal environmental impact.

CDP will focus on improving the economic conditions of farmers by positively impacting their cost of cultivation, productivity and net income. Along with these common goals, the CDP project aims to reduce the environmental footprint of conventional farming practices through natural and regenerative methods.

The CDP will be implemented in those regions that are growing the major fresh produce and staples and are well known as major markets for this produce. Some of the major crops of focus for the program include horticulture crops (vegetables and fruits), perennial tree crops (fruits and timber), leguminous varieties as inter and cover crops, staple grains, millets, herbs, green manure crops and high value and exotic vegetables as per availability and farmer's capacity.

Based on the interventions planned, the CDP will work with farmers who comply to the following requirements and responsibilities:

Requirements:

i. At least 1.5 hectares of the total land holding made available for the CDP[4].
ii. Availability of irrigation facility through borewell
iii. Commitment to implement and comply to the regenerative agriculture and agroforestry best practices in the onboarded land parcels, at least for 3 years.

Responsibilities:

i. Make available farmer and plot registration details (with farm/land coordinates, personal identification information).

[2] Regenerative agriculture practices mentioned in the document denote specific practices of farming that abides by the following principles: Minimal soil disturbance through reduced or zero tillage, Cover cropping, Live roots through Crop diversification, Livestock integration for Natural input, Mulching and Crop residue incorporation

[3] Agroforestry in the given proposal denotes incorporative perennial tree crops like fruiting and timber trees along with field crops, as part of crop diversification.

[4] The minimum land holding size of 1.5 hectares is proposed as the minimum eligibility for the initial 100 farmers in each cluster, based on cluster-level demographic study on the crops, landholding and economic conditions. Since a minimum of 1.5 hectares is most suitable to incorporate all the elements of regenerative agriculture which includes crop and biodiversity, livestock integration, rainwater harvesting etc., hence achieve maximum value from the soil, water and income benefits. As the farmer base in the cluster scales, the minimum land holding criteria will be flexibilised.

ii. Conduct baseline soil testing thrice in the year before every cropping season.
iii. Participate in training programs organized in respective clusters.
iv. Capture field level activities and information in a digital platform
v. Commit to diligent adoption of the following recommended regenerative agriculture and agroforestry practices in the registered parcel of land for a minimum of 3 years.

a. Adoption of natural inputs:

- Adoption of natural inputs / fertilizers
- Adoption of commercial bio / organic inputs that can improve soil health.
- Follow application recommendations as recommended by agronomy experts.
- Avoidance of synthetic fertilizer/pesticide application.

b. Improve residue management:

- Crop residue retention and reincorporation practices like green mulching.
- Avoidance of crop residue (stubble) burning.
- Incorporate plastic mulch for conservation of soil moisture.
- No / minimum tillage adoption in land preparation.

c. Livestock integration:

- Integrate livestock like cattle (desi/hybrid), poultry and pisciculture for crop inputs and additional revenue.

d. Improved crop planting and harvesting through crop diversification:

- Adopting multiple cropping within the same growing season as per recommended cropping pattern under Cover crops, trap and border crops.
- Assigning at least 20 percent of the registered plot area for perennial tree crops (fruits etc.).

e. Water harvesting and efficient irrigation:

- Adopting efficient irrigation practices like micro-irrigation (drip, rain house).
- Incorporating on-farm water harvesting and recharge structures like farm pond, percolation pond, channels etc.

The Cluster Development Program is a Technical Assistance intervention financed with resources from the Technical Assistance Facility of the Huruma Fund and facilitated by Waycool that its structure around the following activities and components: 1. Farmer mobilisation. 2.Farmer onboarding, 3. Capacity Building - Infrastructure, 4. Capacity Building - Service Provision, 5. Capacity building - Training, 6.Agri-insurance, 7. Regenerative Agri-inputs, 8. Technology, 9. Project administration and 10. Carbon credits. The Total project budget its 685.596 Euros.

c) The Tendered Activities: Farmer mobilization and onboarding

This announcement comprises the first tender of the program and includes the Farmer mobilization and onboarding activities.

The Service Provider will implement the Farmer mobilization and onboarding activities included in the CDP program described above in the whole intervention area. The intervention area covers 6 (six) cluster locations. A 'cluster' is defined as a region covering 4-5 nearby villages with similar agroclimatic conditions. A brief profile captured through field teams and their direct interactions with individual farmers, FPOs[5] and KVKs[6] of the 6 selected clusters under the program is provided below:

ID	Cluster Name	Waycool Footprint	Geographic Area (Sq. Km)	Number Of Farmers	Major Crops	Agroclimatic Zone	Soil Type	Avg land holding (ha)	Farmer net income P.A (EUR)*	Average Annual Rainfall (mm)	No. of farmer beneficiaries targeted
1	Chittoor (Andhra Pradesh)	Outgrow Farmers	15,151	15,576,000	Rice, Maize, Groundnut, Cotton, Sugarcane	Southern Zone	Red loamy, Red sandy and Black soils	0.86	€1,079	933.9	100
2	Tindivanam (Villupuram District) (Tamil Nadu)	Collection centre and Outgrow farmers	2,233	33,985	Vegetables, Groundnut, Pulses, Rice, Flowers	North-Eastern	Red loam and clay loam	0.75	€2,000	1045	100
3	Krishnagiri (Tamil Nadu)	Collection centre and Outgrow farmers	5,143	310,135	Paddy, Ragi, Redgram, Cowpea, Maize, Groundnut, Vegetables	North-western zone	Dark reddish brown, Sandy loam	0.68	€1,937	767.7	100
4	Chikkaballapur (Karnataka)	Collection centre and Outgrow farmers	4,244	197,814	Ragi, Maize, Pulses, Mulberry, Groundnut, Fruits, Vegetables & Flowers	Zone-5 Eastern dry zone	Red soils, Lateritic and Alluvial Soils	0.83	€2,451	511	100
5	Kolar (Karnataka)	Outgrow farmers	4,012	34,676	Ragi, Maize, Pulses, Mulberry, Groundnut, Fruits, Vegetables & Flowers	Zone-5 Eastern dry zone	Red soils, Lateritic and Alluvial Soils	0.77	€2,449	399	100
6	Mysore (Karnataka)	Collection centre and Outgrow Network Partner (ONP)	6,584	608,596	Cotton, pulses, groundnut, jowar, maize, ragi, rice, sugarcane, sunflower	Southern dry zone	Red sandy, red loam and deep black	1.1	€2,200	800	100

**The average net income is sourced or calculated from secondary resources covering major crops in the respective districts*

1. Farmer Mobilization

The objective of this activity is to mobilize, create awareness and to ensure both economic and environmental benefit to farmers through selective interventions around soil health, irrigation, pest and disease management.

The Farmer Mobilization ought to be completed within 9 months from the appointment of the successful tenderer as the 'Contractor'.

The required sub-activities to be completed through local field associates by the Contractor are:

1.1 Cluster Profiling:

[5] FPO stands for Farmer Producer Organizations. FPO is an organization, where the members are farmers itself. The main aim of the Farmer Producer Organization is to ensure a better income for the producers through an organization of their own. Small producers do not have the volume individually to get the benefit of economies of scale, hence they form an FPO.

[6] KVK, is an integral part of the National Agricultural Research System of India (NARS), aims at assessment of location specific technology modules in agriculture and allied enterprises, through technology assessment, refinement and demonstrations. KVKs have been functioning at each district-level as Knowledge and Resource Centres of agriculture technology supporting initiatives of public, private and voluntary sector for improving the agricultural economy of the district and extension system for farmers.

Conduct surveys, credible secondary research and on-field interactions to profile the selected cluster on the following parameters:

1.1.1 Cluster Profiling (Agriculture):

A. No. of villages covered and respective Taluks
B. Total land area under cultivation
C. Total number of farmers
D. Agroclimatic zone
E. Average rainfall
F. No. of cropping seasons
G. Major crops-wise cultivated area
H. Major soil types
I. Number and location of Agriculture, Horticulture offices and KVKs
J. Number and locations of soil testing stations (public / private)
K. Names and Locations of Agriculture institutions
L. Number and location of APMC mandis and local markets
M. Major sources of water for agriculture
N. Names and locations of storage facilities like cold storages, Grain storage, Warehouses etc
O. No. of agri-input dealers and input shops
P. Total number of FPOs

1.1.2 Cluster Profiling (Location & Infrastructure):

A. Total geographical area
B. Number of schools
C. Number of hospitals
D. Number and location of veterinary hospitals
E. List of agro-processing units
F. Historical occurrence of disasters / weather conditions

1.1.3 Cluster Profiling (Gender and Other factors):

The Contractor, aided by the Facilitator, shall identify a cluster of farmers handling major crops where CDP objectives can be enforced optimally.

A. Number of potential farmers bases to participate in the CDP.
B. Major crops sourced in the identified clusters.
C. Number of Women led self-help groups (SHGs)
D. Number of Women led cooperatives (Farmer Cooperatives, Credit cooperatives etc)
E. Landholding by Women farmers
F. Accredited Social Health Activists (ASHAs),
G. Coverage of Women agri-extension workers

1.2 Farmer awareness events:

The Contractor through its field associates will conduct one farmer awareness event per month in each cluster to create awareness on topics like Soil Health, Irrigation Management, P&D Management, the CDP Program & its benefits, Smart agriculture Tech Interventions, Water Harvesting, Natural Inputs, etc.

These can be 2-3 hour events with average of 80-100 farmer participants conducted in local language. This can be conducted in formats like farmer gatherings, farmer field day events, online webinars supported by social media campaigns, good agriculture practice demonstrations, etc. The potential tenderer should provide a detailed implementation methodology and plan in their respective "Technical offer"

1.3 Farmer exposure visits:

The Contractor will facilitate farmer representative's visit to the Facilitator's facilities like Regenerative model farm, collection centres, tech-experience centres, and Distribution Centres, to engage on the CDP.

One exposure visit (duration 6-7 hours for one day) per month per cluster can be organized and each exposure visit group can comprise of up to 10 representatives. The cost must include charges for food and transportation for 10 members for one day.

The potential tenderer should provide a detailed implementation methodology and plan in their respective "Technical offer"

1.4 Farmer promotional events:

The contractor through Field associates will conduct one farmer awareness event per month in each cluster for promotional activities that will motivate farmers to onboard on this program. This can include Farmer onboarding drive, Free soil testing drive, Farmer-field day, Farmer awards and recognition events, Field Day, Success story publications and launches, Farmer milestone celebration etc.

These can be 2–3-hour events followed by refreshments, with average of 250-300 farmer participants conducted in local language. Cost will include charges for the venue, food and marketing collateral for the participating farmers.

The potential tenderer should provide a detailed implementation methodology and plan in their respective "Technical offer".

2. Farmer Onboarding

The activities under Farmer onboarding are aimed at enrolling the interested farmers on the CDP program and make them aware of the support they will be eligible for, under different interventions:

2.1 Farmer onboarding

This activity is to be completed within 1 year from the execution of third-party contract.

a) As an outcome of the continuous farmer mobilisation activities the Contractor must ensure onboarding of 100 farmers per cluster across all 6 clusters into the CDP program.
b) An onboarded farmer will comply to the eligibility criteria and the improved regenerative agriculture practices defined through the program.
c) A farmer onboard will be considered complete on their sign off on the "Farmer onboarding form", stating their commitment to the program and the practices.

d) Cost will include E-signoff of farmer onboarding form and capture and sharing of farmer supporting documents for verification.

2.2 Baseline soil testing

This activity tenure covers 3 years of implementation of third-party contract.

a) The Contractor will facilitate every onboarded farmer to conduct soil testing from the registered land parcel, thrice in a year (prior to every crop season) to study in improvement in soil characteristics and plan soil input application - across all 3 years.
b) The cost will include soil sample collection, soil sample pouches, logistics to reach testing stations and delivery of soil testing report to the farmer.
c) The Soil test can be conducted in any NABL (National Accreditation Board for Testing & Calibration Laboratories) laboratories or Portable soil testing technologies in India.
d) The Test shall provide analysis of both micro and macro nutrient composition of the soils which will be an average of 10-12 parameters.

2.3 Field monitoring & audit (Tenure covers 3 years):

a) The Contractor will conduct periodic field monitoring & audits to the onboarded farmer's land, to monitor the progress of execution and report and address farmer challenges.
b) The cost will include the travel charges to conduct a total of 68 visits per farmer across 600 farmers, split as 52 visits in Y1, 12 in Y2 and 4 in Y3.
c) The monitoring & audits are calendared to be conducted throughout the span of 3 years with higher number of monitoring & audits visits happening in Y1 (Weekly), followed by Y2(Monthly) and Y3 (Quarterly). This is in a sliding scale, as farmers will require a lot more closer handholding in the first year of adoption as compared to consecutive years.
d) The Contractor will ensure reporting of observations and progress of on-ground execution.

The project requires in Y1 (Weekly), followed by Y2(Monthly) and Y3 (Quarterly) visits per farmer, to closely handhold them with the transition to the recommended best practices. This can be implemented by mapping of about 20 farmers per contractor field officer. This implies a requirement of about 5 contractor field officers per cluster. Nevertheless, this mapping will depend on the farm locations of the onboarded farmers.

6. Calendar

No.	Activity	Q3 2023	Q4 2023	Q1 2024	Q2 2024	Q3 2024	Q4 2024	Q1 2025	Q2 2025	Q3 2025	Q4 2025	Q1 2026	Q2 2026
1	**Farmer mobilization**												
1.1	Cluster Profiling												
1.2	Farmer awareness events												
1.3	Farmer exposure visits												
2	**Farmer Onboarding**												
2.1	Farmer onboarding												

2.2	Baseline soil testing												
2.3	Field monitoring& audits												

7. Main expected deliverables

Activity	Deliverable	Date
1.FARMER MOBILISATION (Farmer awareness events, Exposure visits and Promotional activities)	• Completion of 54 farmer awareness events, • 54 exposure visits and • 54 promotional activities across 6 clusters	(Quarterly Reports) 31st March'24
2.1. FARMER ONBOARDING (Farmer onboarding and Completion of baseline soil testing)	• Onboarding of 600 farmers under the program across 6 cluster • Completion of 600 baseline soil tests for onboarded farmers • Completion of 52 audit visits / meetings with onboarded farmers	(Quarterly Reports) 30th June'24
2.2. Season-wise soil tests	• Completion of one soil test per season, for all the 600 farmers in addition to the baseline across 6 clusters • (Subjective to crop selection and respective seasons)	(Quarterly Reports) 30th Jun'26
2.3 Field monitoring & audits	• Periodic field audits to the onboarded farmer's	(Quarterly Reports) 30th Jun' 26

8. Main expected results

No.	Activity	Indicator	Baseline	Target	Verification	Date
	Cluster Development Program (Overall program targets)	No. of farmers trained	0	3,600	Project Report	June 2026
		% Female farmer beneficiaries	0	Minimum 10%	Project Report	June 2026
		Average percentage increase in farmer income	0	5% – 15%	Project Report	June 2026
		Average percentage reduction in cost of cultivation	0	5% – 30%	Project Report	June 2026
		Acreage of seasonal crop acreage developed	0	2,400	Project Report	June 2026
		Acreage of Agroforestry developed	0	600	Project Report	June 2026
1	**Farmer mobilization**	No. of Farmer awareness meetings conducted	0	54	- Farmer meetings report with details on participants, photographs, feedback and activities -Exposure visit logs	March 2024
		No. of Farmer attending awareness meetings (disaggregated by gender, age, etc.)	0	5.400		
		No. of Exposure visits	0	54		
		No. of Farmer attending Exposure visits (disaggregated by gender, age, etc.)	0	540		
		No. of Farmer promotional events	0	54		
		No. of Farmer attending	0	300		

		promotional events (disaggregated by gender, age, etc.)				
2	**Farmer onboarding**	No. of farmers onboarded on CDP (disaggregated by gender, age, etc.)	0	600	- Farmer CDP onboading form with farmer and onboarded acreage details	October 2024
		Total acres onboarded	0	3,000		
		Number of field monitoring & audit visits	0	68	- Field monitoring & audit reports	June 2026
		Number of soil tests conducted	0	1,800	-Completed soil test reports mapped to unique farmer and Test IDs.	June 2026

8. Provisional start date of the contract

8th January 2024.

9. Implementation period

The initial period of contract execution will be 36 months. This period may be extended, subject to the approval of the Contracting Authority.

The project will be audited financially and operationally at the end of the period for which the supplier is required to collaborate with any external auditor even after the execution period.

ANNEX II. CONDITIONS FOR THE PROVISION OF THE REQUESTED SERVICES

The following are a number of conditions for the provision of the requested services which must be incorporated into your proposal in order for it to be considered as an admissible tender, either by acceptance by reference to this document or by incorporation in the proposal itself in the same or substantially similar terms.

a) Involvement of the external consultant and working methods

The external consultant shall take the lead role in the execution of the services requested in this document.

The main consultant for GAWA Capital shall be your firm, without prejudice to the fact that you may use, if deemed necessary, other consultants, your own or associated, in all those matters that require your collaboration. Your firm must be in a position to liaise with said consultants, assuming responsibility for their work, without prejudice to the direct communications that GAWA Capital and the Facilitator consider necessary to maintain with the same, in order to make any clarifications that may be necessary on the content of the reports prepared by said consultants or on the actions carried out by them.

Invoices for fees shall be issued by his/her own firm to Gawa Capital

b) Conflict of Interests

In performing the work your firm shall provide impartial and objective consulting services and shall not have or permit persons involved in the work to have any conflict of interest in accepting or performing such work.

c) Confidentiality

See Annex IV.

d) Protection of personal data

See Annex IV.

e) Intellectual Property Rights

All reports, studies, business plans, graphs, technical data, specifications and any other material prepared or a result for this consultancy work are produced exclusively for GAWA Capital, who may use them either internally or with third parties.

f) Non-transfer of workers

Under no circumstances may this call for tenders be understood or implied as a transfer of workers by the firm to Gawa Capital

The firm must state in its proposal the commitment to exercise in a real, effective and regular manner the power of management inherent to any company in relation to its workers.

It must also indicate in its proposal the person, belonging to its staff, who will coordinate the work and will be the interlocutor with Gawa Capital

g) Validation of eligibility criteria

No contract may be awarded to any entity whose elegibility criteria have not been previously validated (see Annex V).

Consequently, compliance with this requirement shall be an essential precondition for the contracting of its services, and it is imperative that the tenderer provides documentary evidence of the elegibility criteria and that its proposal includes the confidentiality undertaking and the Responsibility Declaration referred to in Annex III.

h) Additional documentation

The attached form (Annex V) incorporates the documentation to be provided for such validation, which will be requested from the successful applicant in the provisional award. In the event that some of the documentation is already in the possession of GAWA Capital please state this on the form itself.

i) Contract

If your Entity is the successful tenderer, it shall enter into a contract with Gawa Capital containing at least the following information:

a) The identification of the parties.

b) The accreditation of the capacity of the signatories to sign the contract.

c) Definition of the object of the contract.

d) Reference to the law applicable to the contract.

(e) A list of the documents making up the contract.

(f) The price certain, or the manner of its determination.

(g) Any possible modifications and the method of their cost.

h) The duration of the contract or the estimated dates for the beginning of its execution and for its completion, as well as that of the extension or extensions, if foreseen.

i) The conditions of reception, delivery or acceptance of the services.

j) The terms of payment.

k) The cases in which termination is appropriate.

l) The regulations relating to the previous sections on: confidentiality, data protection, transfer of workers, subcontracting and technical capacity, intellectual property rights.

j) Law and jurisdiction

The service contract if selected shall be subject to Spanish law and jurisdiction.

ANNEX III - MODEL OF RESPONSIBILITY DECLARATION
(For provisional award prior to final award)

Date:

Name/Company name of tenderer:

VAT number/Other tax identification number:

Subject of the tender:

I RESPONSIBLY DECLARE

I. That the tenderer (name of the natural or legal person) has full capacity to act.

II. That the tenderer (name of the natural person or legal entity) is not subject to any of the prohibitions on contracting referred to in Article 71 of Law 9/2017, of 8 November, on Spanish Public Sector Contracts (LCSP) [7] and has the technical or professional authorisation to execute the order.

III. That the tenderer (name of the natural or legal person) can accredit its economic-financial and technical solvency.

IV. That all the supporting documentation relating to the previous sections can be provided to GAWA Capital and the Facilitator prior to the final award in the event that the tenderer is selected for the contract in accordance with the provisions of the tender.

Signature:
Name:
Position of the signatory (*with powers of representation*):
VAT number:
E-mail address:

Your data will be processed for the purpose of managing the commercial and administrative relationship with GAWA Capital, the legal basis for the processing being the execution of the contract to which you are a party. The data will be kept for the duration of the contractual relationship and the appropriate legal periods. To exercise your rights of access, rectification, deletion, portability, limitation or opposition to processing, please send a communication to: dpo@valvonta.es. In the event that your right is not satisfied, you can complain to the Spanish Data Protection Agency. For more information, please consult our privacy policy on our website.

[7] https://www.boe.es/buscar/pdf/2017/BOE-A-2017-12902-consolidado.pdf

ANNEX IV: CONFIDENTIALITY AND DATA PROTECTION

[name of the Contractor] is obliged to maintain total confidentiality, both during the term of this contract and after its termination, of all information obtained directly or indirectly related to the services provided, and shall be liable to ***GAWA Capital*** *for breach of the duty of confidentiality.*

For the purposes of this contract, any information relating to commercial matters, legal documents, technology, technical processes, methodologies, technical manuals, technical information, processes, products, marketing techniques, price lists, economic offers, personal data relating to the staff, candidates and/or clients, facilities and premises, which before being received by [name of the Contractor] were not in the knowledge or power of the latter, shall be considered confidential.

The confidential nature of the information that may come to the knowledge of [name of Contractor] through access to the technical manuals provided by Gawa Capital and the list of beneficiaries of CDP is expressly stated.

[name of the Contractor] undertakes to protect against any unauthorised disclosure of the information provided by [name of Contractor] to Gawa Capital, provided that such information has been clearly identified, in writing, as confidential. Throughout the term of the contract, [name of Contractor] undertakes to apply the same diligence in protecting Gawa Capital's information as it would apply in protecting its own confidential information.

[name of Contractor] shall not use the confidential information to which it has access under this contract for purposes other than those set out in this contract.

Upon expiry of this contract, [name of the Contractor] undertakes to return, without the need for prior notice, all documentation or material provided by Gawa Capital.

The Parties undertake to treat confidentially any personal data and information processed by them under this contract and to comply adequately and at all times with the applicable data protection provisions in force.

Specifically, [name of Contractor] undertakes to inform and, where appropriate, to obtain the consent of its personnel from whom it collects personal data, in accordance with the applicable regulatory requirements. Furthermore, it shall inform such persons and, where appropriate, request their consent for their data to be communicated to GAWA Capital so that the latter may incorporate them into its databases in its capacity as data controller.

The Parties, as data controllers, inform each other that the personal data (identification data, contact data, signature data, as well as data that may appear in the documentation proving representation) of the signatories acting in the name and on behalf of each of the Parties to this Agreement (the "Representatives"), as well as the personal data (identification data and contact data) of the persons indicated in this Agreement for notification purposes (the "Contact Persons") or of such other persons as may be indicated at a later date, will be processed by each of the Parties; shall be processed by each of the Parties for the purpose of managing the maintenance, compliance, development, control and execution of the provisions of this Agreement.

The data of the Representatives and Contact Persons shall be kept by the Parties for the duration of this Agreement. Once terminated, they shall be blocked for the legal statute of limitations, generally ten years. After the statutory limitation periods have expired, the data shall be destroyed.

The Parties shall not transfer the personal data of the Representatives and Contact Persons to third parties, unless required by law.

Representatives and Contact Persons may exercise their rights of access, rectification, erasure, objection, limitation of processing and portability, by means of a letter accompanied by a copy of a document accrediting their identity to the address indicated between each of the parties. Likewise, those persons who consider that the exercise of their rights has not been adequately respected may file a complaint with the Spanish Data Protection Agency (www.agpd.es).

The Parties undertake to adopt and maintain the technical and organisational measures necessary to guarantee the security of the personal data processed by them in the performance of this Agreement. Each Party shall be responsible for the processing of the data concerned.

In the event that the performance of any service between the Parties involves the configuration as data processor of any of the Parties, a data access contract shall be concluded under the terms required by applicable law, including possible subcontracting of services.

The secrecy obligations set forth in the preceding paragraphs shall not apply where there is any administrative or judicial requirement or other legal imperative to the contrary.

ANNEX V. MODEL APPLICATION FORM FOR VALIDATION OF ELIGIBILITY CRITERIA

Date:

Name/Company name of tenderer:

VAT number/Other tax identification number:

Subject of the tender:

(Delete the option that does not apply)

LEGAL ENTITY:

The company ....., which I ..... represent in the capacity of ..... (*position and legal representation*), hereby requests to be validated by GAWA Capital, for which we hereby submit the following documentation relating to:

1. Capacity to act

☐ Memorandum or Articles of Association (duly entered in the Commercial Register) or certificate from the Commercial Register regarding the headings of incorporation, corporate purpose, registered office and administrative bodies

NATURAL PERSON:

I, Mr/Ms ..... (*name and surname*), hereby request to be validated by GAWA Capital and I hereby submit the following documentation relating to:

1. Capacity to act

☐ ID card or passport

2. Non-concurrence of prohibition to contract (LEGAL OR PHYSICAL PERSON)

☐ Responsibility Declaration executed by an administrative authority, notary public or qualified professional body

3. Economic-financial solvency (LEGAL OR PHYSICAL PERSON) *(choose at least one relevant option)*

☐ a) Appropriate declarations from financial institutions or, where appropriate, proof of the existence of professional risk indemnity insurance.

☐ b) Annual accounts filed with the Mercantile Register or with the corresponding official register. *Entrepreneurs who are not obliged to file their accounts with official registers may provide, as an alternative means of accreditation, duly legalised accounting books.*

☐ c) Statement of overall turnover and, where appropriate, of turnover in the area of activities corresponding to the subject-matter of the contract.
This must relate to no more than the last three financial years available, depending on the date on which the contractor was set up or commenced activities, insofar as the turnover references are available.

☐ d) Other accreditation modalities (*to be assessed by GAWA Capital*): .....

4. *Technical solvency (LEGAL OR PHYSICAL PERSON)*

4.1 *Technical solvency in service contracts* *(choose at least one relevant option)*

☐ a) A list of the main services or work carried out in the last three years, including the amount, dates and the recipient, public or private, of such services or work.

☐ b) Indication of the technical staff or technical units, whether or not belonging to the firm, involved in the contract, especially those responsible for quality control.

☐ c) A description of the technical facilities, the measures employed by the undertaking to ensure quality and the undertaking's study and research facilities.

☐ d) The academic and professional qualifications of the employer and the company's management and, in particular, the staff responsible for the performance of the contract.

☐ e) Where appropriate, indication of the environmental management measures that the contractor may apply when performing the contract.

☐ f) Statement on the company's average annual workforce and the importance of its management staff over the last three years, accompanied by the corresponding supporting documentation.

☐ g) Declaration indicating the machinery, material and technical equipment that will be available for the execution of the works or services, to which the relevant supporting documentation shall be attached.

☐ h) Indication of the part of the contract which the employer may intend to subcontract.

☐ i) Other accreditation modalities (*to be assessed by GAWA Capital*):

5. *Qualification[8] (LEGAL OR PHYSICAL PERSON)* *(if applicable)*

☐ Professional or technical qualification evidence

6. *Other optional documentation* *(may provide additional points in the selection process)*

☐ Quality Certifications

☐ Environmental Certifications

☐ Corporate Social Responsibility Documentation

In addition, I hereby affirm that the corporate purpose and activities of the tenderer do not violate any of the Principles set out in the United Nations Global Compact (*see www.pactomundial.org*).

[8] Professional or business authorisation is the qualification, licences or authorisations required to carry out an activity or exercise a profession. Not all activities require it, which is why it is the tenderer himself who must inform of what is essential for the development of his activity, and, where appropriate, provide documentary evidence of it. E.g. registration for a lawyer to practise, registration in a register of authorised entities for an appraisal company.

If requested, any clarification or complementary documentation that may be required in the fulfilment of its contracting obligations will be provided.

Signature:

Name:

Position of the signatory (*with powers of representation*):

Tax identification number:

E-mail address:

Your data will be processed for the purpose of managing the commercial and administrative relationship with GAWA Capital, the legal basis for the processing being the execution of the contract to which you are a party. The data will be kept for the duration of the contractual relationship and the appropriate legal periods. To exercise your rights of access, rectification, deletion, portability, limitation or opposition to processing, please send a communication to: dpo@valvonta.es. In the event that your right is not satisfied, you can complain to the Spanish Data Protection Agency. For more information, please consult our privacy policy on our website.