

## Request for Proposal (RFP)

The current Request for Proposal (RFP) is developed for identification and selection of the potential Implementing Partner (Co-facilitator) to support the implementation of one of the pilots of the RECONOMY programme (hereinafter RECONOMY) – a regional inclusive and green economic development programme in the Eastern Partnership and the Western Balkans.

### 1. About the RECONOMY Programme

The Swedish International Development Cooperation Agency (Sida) has a long-standing commitment to the growth and prosperity of the Eastern Partnership region and the Western Balkans. As part of this commitment, Sida has partnered with HELVETAS Swiss Intercooperation for implementing RECONOMY, a regional inclusive and green economic development programme in the Eastern Partnership and the Western Balkans.

The overarching objective of the RECONOMY programme is to enable women and men, particularly young people, and those from disadvantaged and excluded groups, to benefit from economic opportunities by increasing their income and taking up decent employment/self-employment. The RECONOMY programme has an 8-months extension of the Inception Phase, which starts in May 2022 and will last till the end of December 2022.

The RECONOMY programme focuses on three broad workstreams:

- **Workstream 1:** The RECONOMY programme aims to address widespread skills mismatches - the gap between an individual's job skills and the demands of the job market - in the region. The focus will be on improving formal and non-training offers as well as strengthening labour market information and intermediation services.
- **Workstream 2:** The RECONOMY programme aims to support private sector development through promoting new and improved business and financial services and public-private coordination, stimulating enterprise investment, growth, invest and ultimately the creation of more employment and income-earning opportunities.
- **Workstream 3:** The RECONOMY programme supports advocacy (policy/regulatory/legislative/administrative improvements) so that target groups and private enterprises increase their participation and voice, and hence access better economic opportunities.

The market systems development (MSD) approach guides the implementation of the RECONOMY programme. Central to the application of the MSD approach will be working through a variety of market actors (both public and private) and supporting behavioural changes which will lead to long-term improvements in their performance, ultimately benefitting the target groups. The programme plays a facilitative role in this process, acting as an agent stimulating improvements in the way in which market actors within the system perform their functions.

### 2. The objective of the assignment

The RECONOMY is seeking out organisations interested in acting as Implementing Partner/Co-facilitator in this process and supporting the implementation of one of the pilots of the programme during the extension of the Inception Phase: May - December 2022. For this RFP, the focus is on the **Sustainable food systems** in which the Co-facilitator's activities will be focused on Armenia.

The role of the Co-facilitator, some selected deliverables/activities and expected results during the pilot implementation:

- Identify and map food systems relevant key stakeholders (SMEs, BMOs, local governments) in the area of public-private dialogue;
- Identify and assess the capacity and incentives of the relevant market actors (SMEs, BSOs, BMOs, Farmers associations, local governments) operating in the financial intermediation, transport and communication, education, healthcare, hospitality-related sectors as well as in modern technology to increase the quantity and quality of agricultural products;
- Engage the identified/ selected market actors (SMEs, BSOs, BMOs, Farmers associations, local governments);
- Develop and agree on business models and roles with the market actors;
- Design a detailed pilot intervention, including Result Chain and Intervention plan;
- Integrate and apply MSD principles to the pilot and reflection on how they will be used in facilitating the pilot;
- Facilitate linkages and establish firm collaboration practices between engaged market actors in accordance with the developed business models;
- Adapt processes, such as data systems, monitoring arrangements, and tracking tools for tracing and measuring the pilot performance.;Promote shared understanding, knowledge and learning among key market players about sustainable business models;
- Ensure that the GSI strategy of the Programme is mainstreamed into the pilot.

### 3. Application Procedure

RECONOMY is reaching out to a limited number of potential Co-facilitators/Implementing Partners. Your organisation is kindly asked to submit a short proposal in the following structure. The selection of the Implementing Partners will be based on an assessment of the quality of their proposals meeting the objective of this RFP.

Please note that in order to be eligible, your organisation needs to have non-profit status.

#### 3.1. Technical Proposal (max. 10 pages)

The technical proposal should be focused on **Food Systems** and structured around above-stated two, the 2<sup>nd</sup> and the 3<sup>rd</sup>, workstreams, which will be the focus of the Co-facilitator's role. Since the RECONOMY programme has a strong regional value addition, it would be a plus if the proposal focuses on ideas that will have regional added values to inclusive and green economic development.

**Under workstream 2, the following questions should act as a guide:**

- What are the main reasons for weak intersectoral linkages in food systems as well as underutilised potential of secondary cities?
- What are the main reasons that agriculture's contribution to total employment is falling, and the sector is providing a smaller share of total employment?
- What are the main obstacles/reasons that makes it difficult for a fragmented subsistence agriculture sector to move into a profitable export-oriented sector?
- What are the main obstacles to incentivise and change the behaviours of food system innovators for integrating strategies for the promotion of biodiversity-sensitive food systems that also deliver economic benefits?
- What should the RECONOMY programme do to:

- strengthen intersectoral linkages and utilise potential of secondary cities that will stimulate and change the behavior of food system innovators;
- stimulate fragmented subsistence agriculture sector to move into a profitable export-oriented sector that would lead to the increase of agriculture’s contribution to total employment.

**(Propose not more than three intervention ideas).**

**Under workstream 3, the following questions should act as a guide:**

- What prevent engagement of food system innovators from participating in inclusive multi-stakeholder consultations?
- What are the main barriers to developing a shared vision (and performance improvement strategy) and an integrated set of solutions that are supported by multistakeholder partnerships relevant to food systems that can deliver better results?
- How should the RECONOMY programme go about tackling these constraints – fill the gap for inclusive multi-stakeholder consultation frameworks among food system innovators to strengthen relations among diverse stakeholders of the food system, determining the benefits they extract from conducting food system activities and thus driving their behaviour? **(Propose not more than two intervention ideas).**

### 3.2. Capability Statement (max. 2 pages)

This should include details of the previous project(s) experience demonstrating the following capabilities:

- Experience relevant to the objective of the assignment;
- List and a short description of similar activities conducted or projects implemented;
- Experience of working in Armenia;
- Number of the staff and their relevant experience;
- Familiarity with the Market Systems Development (MSD) approach;
- Capacity to identify and manage environmental risks and opportunities within the project cycle
- Monitoring capacities and experience; and
- Experience managing and accounting for funding.

## 4. Financial offer

The estimated budget for the planned co-facilitation is CHF 250,000 and the duration for the implementation is 8 months. By considering these, as well as proposed interventions, the applicant is kindly asked to provide the targets/ expected results, as a potential impact of the project implementation by providing/ filling-in the following indicators:

***Goal** - Women and young people, in particular, disadvantaged and excluded ones, benefit from improved economic opportunities (better income and decent jobs) inclusively and sustainably*

- Number of people with additional income and decent job opportunities	xxx
- % of people with additional income and decent job opportunities who express satisfaction with their situation	xxx%
- Number of people who improve their skills and knowledge, and increase their employability as well as start their own economic/income-generating initiatives	xxx

- % of people who express satisfaction with the relevance of skills, knowledge, and information services	xxx%
- % of private sector enterprises that report higher turnover and/or profit as a result of changes stimulated by the program	xxx%
- Additional investment made by private sector enterprises as a result of changes stimulated by the program	xxx
- Number of policies/regulations/administrative requirements that directly contribute to economic opportunities and improved business environment	xxx
- Percentage of target groups and private enterprises who report increased economic opportunities and business environment	xxx%
- Number of relevant and improved skills and knowledge initiatives designed and delivered	xxx
- Number of private and public skills, knowledge, and information providers that adopt new/improved practices/models	xxx
- Number of relevant and new/improved business and financial services offered	xxx
- Percentage of business and financial service providers that report increased performance due to adoption of new/improved practices/models	xxx%
- Number of successful public-private dialogue initiatives stimulated by the program	xxx
- Percentage of private sector enterprises that report increased capacity/confidence and satisfaction in advocating on their interests	xxx%

By considering these targets, as well as proposed interventions, the applicant is kindly asked to provide the budget for the implementation in the following structure:

<b>Part 1: Personnel</b>	<b>CHF</b>
Total part 1	XXX
<b>Part 2: Operation costs</b>	
Total part 2	XXX
<b>Part 3: Activities/Interventions</b>	
Total part 3	XXX
<b>Grand total</b>	<b>XXX</b>

## 5. Timeline

- RFP submission date: **09-Feb-22**
- Application submission deadline: **14-Mar-22**
- Submission: Application should be submitted to Helvetas Eastern Europe [easterneurope@helvetas.org](mailto:easterneurope@helvetas.org)
- Applications will be evaluated by the RECONOMY's procurement committee and the applicant can expect to receive a decision on their proposal by **04-Apr-22**. RECONOMY reserves the right to include an exchange or test of capabilities as part of the evaluation if needed to conclude this RFP.