



TERMS OF REFERENCE FOR A COLD CHAIN SUPPLY CONSULTANT IN TANZANIA

1.0 The AECF.

The AECF is a development institution which supports businesses to innovate, create jobs, leverage investments and markets in an effort to create resilience and sustainable incomes in rural and marginalized communities in Africa. Launched in 2008, the AECF has mobilized over US \$310 million to date, leveraging more than US \$580 million in matching capital and improving the lives of more than 13 million people in 2016 alone through jobs and increased household incomes. The AECF has so far supported 257 companies in 24 countries in sub-Saharan Africa across 40 value chains in our focal sectors of agribusiness and renewable energy.

In the new 2018-2020 strategy, our goal is to “double our impact in half the time”. To achieve this, we will continue to focus on the agribusiness and renewable energy sectors, increase support to climate smart technologies, refine our challenge model, expand regional presence, deepen focus on gender, youth and employment by expanding our products and partnership approach to better meet our investees’ current needs; and ensure they rapidly scale and transition to external financing and sustainability thereby attaining our vision of ‘A Prosperous and Enterprising Rural Africa’.

Since 2012, AECF REACT has provided investment support, worth (US\$131M) to a cluster of 78 businesses in across sub Saharan Africa focusing on either renewable energy or adaptation to climate technologies. The businesses have experienced a number of challenges and technical assistance is expected to help address these in the growing portfolio. Since the inception, The AECF through REACT has provided investment support (US \$63M) to a cluster of 58 businesses in across East Africa, focusing on renewable energy or adaptation to climate change technologies (REACT) and agribusiness. Some of the businesses have experienced a number of challenges and the AECF is providing technical assistance to help in addressing those challenges and improve performance of the respective businesses.

2.0 East Africa Fruits and Farm Co. Ltd

East Africa Fruits and Farm Co.Ltd deals with distribution of fruits and vegetables to different customers in Tanzania. It buys produce from smallholder farmers, processing the produce and then re-sell hygienic produce in particular to institutional businesses, retail and wholesale outlets in Tanzania.

As part of expansion and improve the project, the company with support from The AECF has invested in cold chain supply from the collection centres to distribution that will add value to the produce and reduce losses incurred by smallholder farmers Dar es Salaam and Moshi in Tanzania.

3.0 Purpose and deliverables of the Assignment

The objective of the assignment is to train EA Fruits on horticulture (fruits and vegetables) cold chain supply from collection centers to distribution (transport from the collection centers, processing, packaging, storage and distribution to end users).

3.1 Specific duties and responsibilities of Consultant

- a) Study the business established cold chain supply efficiency and recommend areas where improvement is required.
- b) Identify potential cold chain supply challenges likely to affect the business and propose measures to overcome them.



- c) Train EA Fruits staff on how to maintain the quality and ensure health safety of the produce along the cold chain supply as per international standards with emphasis on packaging materials/equipment and storage.
- d) Arrange a visit to a local business with experience on cold chain supply in fruits and vegetables for both local market and export.
- e) Develop a business tailored manual on cold chain supply that incorporate issues on a-d above.

3.2 Outputs and Reporting Requirements

The consultant shall report to the EA Fruits and Farm Co. and S/He will deliver the following outputs:

- a) Training on cold chain supply to the EA Fruits and Farm Co.Ltd.
- b) A tailored manual on cold chain supply that incorporate findings in 3.1, above.
- c) 5 EA Fruits and Farm Co. Ltd staff visit a local company with experience in fruits and vegetables cold chain supply.

4.0 Duration of Service

The duration of the service will be 20 man days spread over a period of 3 months. This service is expected to commence in **20th May 2018**.

5.0 Proposal Submission

Qualified consultants (individual or institutional consultants) are invited to submit the proposal which include the following:

- a) Qualification and experience of the individual/institution.
- b) Approach and methodology to undertake this assignment.
- c) Previous experience in similar assignment(s).
- d) Detailed financial budget (in USD) and work plan.

6.0 Criteria for BID Evaluation / Assessment

Key areas for Evaluation/ Assessment	Weighted Award
a) Technical Proposal	
i) An understanding of the consultancy requirements;	
<ul style="list-style-type: none"> • Outline of what The AECF and EA Fruits Limited do and how this fits into the bidder's previous work. 	5
<ul style="list-style-type: none"> • An in - depth understanding of Cold Chain Supply. 	10
ii) Methodology and work - plan for performing the assignment:	40
Demonstrated capacity to deliver the task(s) within a realistic timeline, based on the consultancy days designated per task.	
iii) Relevant services undertaken by the bidder in the past engagements.	10
iv) Detailed reference list indicating the scope and magnitude of similar assignments:	10
<ul style="list-style-type: none"> • Letters of reference from past customers or associates to the lead consultant or the consulting organization. 	



• Registration and other relevant statutory documents (applies to institutional consultants)	5
b) Financial Proposal	
i) Clarity, relevance, reality to market of value/ value for money of cost for the assignment (inclusive of any applicable tax).	20

7.0 Qualifications

- A master degree in agribusiness, agriculture or horticulture.
- At least 6 years' experience in agriculture or horticulture cold chain supply.
- Experience in training and manual development highly desirable.
- Fluent in English.

To be considered , your application must be received by **10th May 2018** addressed to procurement@aecfafrica.org