

TERMS OF REFERENCE (TOR) FOR CONSULTANT ENGAGEMENT:
SCOPING STUDY ON ACCESS TO INDUSTRIAL MARKET AND AGRICULTURAL TECHNOLOGY

BACKGROUND

The Foundation for Partnership Initiatives in the Niger Delta (PIND) is a non-profit organization that promotes peace and equitable economic growth in the Niger Delta region through strategic partnerships and collaborations with diverse organizations, including bilateral and multi-lateral aid agencies, federal and state government agencies in Nigeria, private companies, and civil society. With an overarching goal of increasing income and employment in the region, PIND has two primary programs:

- **Economic Development:** Facilitates inclusive, sustainable, and diversified economic growth enabled by improved analysis, advocacy, and capacity building of market actors.
- **Peace Building:** Strengthens conflict management systems and capacities for enabling peace & economic growth, utilizing analysis & advocacy to address constraints to peace

These two programs are supported by four enablers: capacity building, advocacy, communications, gender and social inclusion.

PROJECT BACKGROUND

PIND's Market Development project is a vital initiative focused on strengthening agricultural productivity and uplifting the economic status of farmers and small enterprises across the diverse landscapes of the Niger Delta region. Through the adoption of a market systems development (MSD) approach, the project strategically targets the root causes of market underperformance, ensuring sustainable enhancements in key agricultural sectors.

Following a thorough mid-line technical review in Q3 2022, PIND received valuable recommendations advocating for a transition towards a cross-cutting strategy. This strategic shift aims to address overarching challenges that permeate multiple agricultural value chains. While commodity-specific solutions have been instrumental, they often exhibit cross-cutting impacts that could be leveraged across various sectors.

In line with this strategic evolution, PIND aims to amplify its interventions by collectively addressing common issues shared by cassava, cocoa, palm oil, poultry, and other value chains. These sectors have been identified as pivotal pillars for agricultural development within the region.

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1, Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980

Over the last 4 years, PIND has continuously supported the productivity of farmers across multiple value chains by developing sustainable models which include the facilitation of technical services with a strong focus on Good Agricultural Practices. To expand this, PIND seeks to strategically adopt a cross-cutting strategy by stimulating changes in farmers' access to industrial markets and agricultural technology across the Niger delta

This will focus on engaging new and existing off-takers, including exporters, processors, cooperatives, and aggregators to develop a guaranteed market mechanism for farmers as well as brokering stronger relationships with certification organizations to drive information dissemination on certification standards across the various value chains.

On the other hand, will

be a focus on improving farmer access to agricultural technologies which reduces manual labor costs, improves productivity, and helps to maintain quality/storage. This comprises of farming equipment used on the field, crop processing, and quality analysis.

PURPOSE/OBJECTIVES OF THE ACTIVITY

The purpose of this study is to conduct a comprehensive analysis of the challenges with farmer access to and adoption of appropriate agricultural technologies for select value chains and to understand the barriers to entry and promotion of these technologies by the support market actors. It will also help to understand the associated dynamics with farmer access to industrial markets.

OBJECTIVES

1. **Identify, analyze, and categorize** the various market channels and types of technologies predominant across the Niger Delta. This will focus on categorizing a broad range, of technologies that improve agricultural output.
2. **Evaluate the level of awareness and accessibility of markets**, identify available market opportunities, and analyze the gaps mitigating awareness and accessibility **as well as evaluate the level of adoption of technologies**, available opportunities, constraints, and gaps. This will help to highlight potential areas for improvement and interventions.
3. Engage with market actors, including farmers, agro-dealers, processors, and, processors, off-takers, etc. through interviews, surveys, and focus group discussions, to gather valuable insights and perspectives on the access to industrial markets and agricultural technology

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1,Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980

4. **Provide recommendations** for improving farmer access to industrial markets and available appropriate agricultural technologies in the Niger Delta, based on the findings and insights gathered through the assessment and stakeholder engagement processes.

OUTCOMES

1. Clear understanding of the current network market network and **agricultural technologies** predominant in the Niger Delta, including supply, demand, support functions, policies, and rules. This will help with a comprehensive analysis of available market accessibility, as well as identifying gaps and market challenges hindering technology awareness and adoption and behavioral change in the Niger Delta.
2. Mapping and engagement of stakeholders and actors for Insights and perspectives on enhanced understanding of market dynamics and challenges in the development of interventions to address identified constraints and leverage opportunities.
3. Actionable **recommendations** to stimulate access to industrial markets and enhance the adoption of agricultural technology to improve the quality of agricultural produce in the Niger Delta, fostering sustainable development and economic growth within the region.

SCOPE OF WORK

The overall scope of this assignment will entail conducting a study of the market structures and agricultural technologies. It will also help to identify potential areas that require systems strengthening in the Niger Delta. This involves tasks such as reviewing existing literature, reports, and databases. There will be stakeholder engagements with various actors ranging from farmers, fabricators, research institutions, agro-dealers, government agencies, and other relevant organizations to gather valuable insights, followed by data analysis to identify trends, opportunities, and constraints within the market.

1. Conduct a comprehensive review of existing literature, reports, and databases related to the markets and agricultural technologies in the Niger Delta.
2. Investigate challenges faced including regulatory hurdles, and market dynamics, including the impact of economic parameters and policies, to address underlying issues affecting access to industrial markets and agricultural technology across the Niger Delta.
3. Engage with stakeholders, including processors, farmers, agro-dealers, government agencies, and other relevant organizations, through interviews, surveys, and focus group discussions.

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1, Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980

4. Analyze data and information collected to identify trends, opportunities, and constraints with access to markets and agricultural technology
5. Develop a comprehensive report outlining findings, insights, and recommendations for inform possible engagements and interventions aimed at enhancing the systemic relationships between key market actors, creating better access to large markets and increased adoption of agricultural technologies in the Niger Delta.

ACTIVITIES AND TIMELINES

S/N	Description of activities	No. of Days	Associated Deliverables (Codes)
1	Inception Report outlining the proposed methodology, work plan, and data collection tools.	4	D1
2	Stakeholder Engagement Plan including a list of key stakeholders, their contact details (phone numbers, emails), and organizations or companies if applicable.	2	D2
3	Draft Report presenting preliminary findings, analysis, and initial recommendations for review and feedback.	13	D3
5	Final Report incorporating feedback received, presenting comprehensive findings, analysis, and actionable recommendations	3	D5
6	Presentation of key findings and recommendations to relevant stakeholders, including PIND and other partners	2	D6

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1, Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980

DELIVERABLES

The deliverable entails a detailed report encompassing insights and recommendations aimed at enhancing access to agricultural technology and industrial markets in the Niger Delta region. This report will include an analysis of market dynamics, challenges confronting access to market and agricultural technology. It will also provide initiatives and recommendations to potential interventions

Item		Due date
D1.	Inception Report outlining the proposed methodology, work plan, and data collection tools.	2 Week July 2024
D2.	Stakeholder Engagement Plan including a list of key stakeholders, their contact details (phone numbers, emails), and organizations or companies if applicable.	3rd Week July 2024
D3.	Draft Report presenting preliminary findings, analysis, and initial recommendations for review and feedback.	4 th week July 2024
D4	Final Report incorporating feedback received, presenting comprehensive findings, analysis, and actionable recommendations	2 nd week August 2024
D5	Presentation of key findings and recommendations to relevant stakeholders, including PIND and other partners	3 rd week August 2024

DURATION

It is expected that this activity will be completed within 7 weeks upon commencement according to the tasks and deliverables.

COSTS

The consultant will be engaged based on previous relevant experience and will be paid a daily rate, as provided in the PIND procurement policy. PIND will provide accommodation, transportation, and per diem to cover all approved travels related to this engagement in line with its travel policy and guidelines. Please note that PSS is mandated to negotiate rates with consultants and vendors.

Note: All monies paid by PIND to Vendors/Consultants for expenses shall be retired with relevant receipts after the assignment, and any balance outstanding shall be refunded to PIND.

CONSULTANT QUALIFICATIONS AND EXPERTISE

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1,Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980

Consultants to be engaged for this project should possess the following qualifications and expertise:

1. **Educational Qualification:**

A minimum of a Master's degree in agricultural economics, agribusiness, rural development, or a related field.

2. **Professional Experience:**

- Extensive experience (at least 5 years) in conducting research and analysis in the agricultural sector, particularly in market systems development and value chain analysis.
- Proven track record of successfully leading similar assessments or studies related to technology and markets.
- Experience working in the Niger Delta region or similar contexts with a thorough understanding of the local agricultural landscape and market dynamics.

3. **Technical Skills:**

- Proficiency in conducting literature reviews, data analysis, and market assessments.
- Strong analytical skills to identify trends, challenges, and opportunities within agricultural technology and markets.
- Familiarity with qualitative and quantitative research methods, including surveys, interviews, and focus group discussions.
- Ability to develop comprehensive reports with actionable recommendations for stakeholders.

4. **Stakeholder Engagement:**

- Demonstrated ability to engage effectively with diverse stakeholders, including fabricators, research institutions, processing facilities, farmers, government agencies, and civil society organizations.
- Excellent communication and interpersonal skills to facilitate interviews, surveys, and focus group discussions.
- Experience in developing stakeholder engagement plans and conducting outreach activities.

5. **Project Management:**

- Strong project management skills to oversee the entire research process from inception to final deliverables.
- Ability to develop work plans, manage timelines, and coordinate fieldwork activities.
- Attention to detail and ability to adhere to project deadlines and budgets.

6. **Language Proficiency:**

Proficiency in English is required, and knowledge of local languages spoken in the Niger Delta region would be an advantage for effective communication with stakeholders.

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1, Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980



7. Ethical Standards:

Commitment to upholding ethical standards in research, including obtaining informed consent, ensuring confidentiality, and respecting the rights and dignity of research participants.

HOW TO APPLY

The application and cost proposal should be emailed to procurement@pindfoundation.org along with the following mandatory items/supporting documents latest by **5PM Nigerian time on July 5, 2024** **(It is advisable to apply immediately as applications will be reviewed on a rolling basis)**.

MANDATORY REQUIRED ITEMS FROM VENDORS/CONSULTANTS WHO INTEND TO BID ON ANY WORK OR SERVICE IN PIND

1. Certificate of Business Registration/Mean of Personal Identification
2. Profile of organization or resume in case of a consultant
3. Completed PIND bio data form in case of consultants
4. Valid Tax Clearance Certificate
5. Bank Reference Letter
6. **Stamp Duty Notification Applicability:**

All bidders are advised to take note that Stamp Duty (1%) applies to the total value specified in all contracts/grant agreements, as stipulated by the Stamp Duties Act of 2004. The deduction will be done at source (at once) and remitted to the Federal Inland Revenue Service (FIRS).

The information shared is processed and safeguarded in line with Pind's Privacy Policy. For more information visit

<https://pindfoundation.org/privacy-policy/>

Head Office- Abuja

25 Jimmy Carter, Off Mahmud Ribadu
Off Shehu Shagari Way, Asokoro, Abuja, Nigeria
Phone: +234 (09)2910454

Economic Development Center- Port Harcourt

DL House, 50 B/C, Omerelu Street, G.R.A Phase
1, Port Harcourt, Rivers State, Nigeria
Phone: +234 (0) 817 2401 581, +234 (0) 9034577987
+234 (0) 8110521802

Economic Development Center- Warri

No. 1 PIND-EDC Drive, Egbokodo-Itsekiri,
Warri, Delta State, Nigeria
Phone: +234 (0) 0817 2401 598,
+234 (0) 9030808794, +234 (0) 9056718980