

REQUEST FOR EXPRESSIONS OF INTEREST

TA for developing and strengthening the PPP to launch management model of the cooling facilities in Vardenik and Horom communities, IFRSP/TA/QCBS-2020/006

REPUBLIC OF ARMENIA

“INFRASTRUCTURE AND RURAL FINANCE SUPPORT PROGRAMME”

CONSULTING SERVICES; QUALITY AND COST BASED SELECTION (QCBS)

IFAD Loan –2000000779

The Republic of Armenia has received Loans from the International Fund for Agricultural Development (IFAD) and the OPEC Fund for Agricultural Development (OFID) and Grants from Global Environmental Facility (GEF) and IFAD and intends to apply part of these proceeds to make payments under the contract for: **TA for developing and strengthening the PPP to launch management model of the cooling facilities in Vardenik and Horom communities, IFRSP/TA/QCBS-2020/006.**

Specific Objective of this Assignment

The service provider will provide a technical assistance to the management bodies of the cooling storages to be established in the beneficiary communities. The Service Provider will support the communities to establish private companies in each community with the ownership of the communities, local cooperatives and the private sector engagement following the management model requirements designed by the feasibility studies. It will also strengthen and develop managerial and technical skills of the staff to be responsible for the operation and maintenance of the facilities (including trainings on finance & business administration, harvesting and post-harvesting processes, technical operation etc.),

- The efficient and sustainable operation of cold storage depends on a few factors and particularly on the right choice of proper management mechanisms for the structure.

Activities

The main activities of the Service Provider include the following:

Legal consultation/framework

- Review and analyze the best practice for establishing a Public Private Partnership (PPP) in the target communities including the possible participation of women and youth in the PPP in target communities including;
- Explore existing cooperatives established by the communities in Vardenik and Horom communities to assess their compatibility with the PPP;
- Review and analyze the existing legal framework on establishing the organizational legal form of cold storages in Vardenik and Horom communities based on Public Private Partnership, including but not limited to:
 - the legal form of the organization, processes and procedures to establish the company upon requirement,
- Prepare a clear and comprehensive PPP contract ensuring sustainability taking into account also the perspective of gender and youth, social inclusion and accountability mechanisms;
- Prepare a presentation on the PPP contract to ensure all stakeholders understand the contractual arrangements and how things are organized within the organization, including but not limited to:
 - clearly identified roles and responsibilities of beneficiaries, clearly identified compensation system, a clear dispute resolution process.

Technical consultation and Operations & Maintenance (O&M) and Management

- Develop a clear, well understood and documented operational management and maintenance manual based on the feasibility study and in accordance with technical and safety requirements and norms including:
 - adherence to the storage procedure to ensure using the entire volume of the refrigeration chamber and to exclude overload;
 - maintenance of the required temperature regime;

- maintenance of the required limits of relative humidity
- adherence to the defined duration of storage
- adherence to the technological processes, including:
 - Acceptance of raw materials, Selection-sorting-packaging, Measurement, Packaging, Pre cooling
 - Loading and unloading of refrigeration cell/chamber
 - Delivery
- a dedicated technical, safety and maintenance training on the operational management and maintenance of the cold storages

Financial management

- Review and analyze the financial management model and risk moderation outlined in the feasibility study
- Develop a financial management model for the cold storages for operational management purposes and to ensure long term economic and financial sustainability, including but not limited to:
 - annual budget plan, profitability of investment project, profit of investment project, return period of investment, liquidity level and calculations of indicators, cost recovery indicators, cash flow, the rate of crop storing.

“Rural Areas Economic Development Programmes Implementation Unit” SA /PIU/ invites all interested Consulting Firms to submit Expressions of Interest to participate in the upcoming tender for the selection of a Consulting Firm for the implementation of assignment **TA for developing and strengthening the PPP to launch management model of the cooling facilities in Vardenik and Horom communities, IFRSP/TA/QCBS-2020/006.**

Interested Consulting Firm should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. A Consulting Firm shall submit only one expression of interest whether alone or as part of a Joint Venture.

The expression of interest should be in the form published with the Terms of Reference at the following address: <https://raed.am/procurement/adstatements.html> and should comprise the following:

- Application Letter (Expression of Interest) addressed to the Director of the PIU;
- Copy of State Registration Certificate;
- Authorization Letter for the person signing the Expression of Interest;
- Information about overall experience of the firm (number of years) in the field of assignment
- Information about the assignment related contracts performed during the past five years.
- Key Staff list and information about their working experience, CVs;
- Copy of the JV agreement in case of Expression of Interest is submitted on behalf of a JV;

Evaluation Criteria are:

- Overall experience of the firm (number of years) in the field of assignment (50 points)
- Number of assignment-related contracts completed during last five years (50 points)

The minimum acceptable passing score is 70 points.

The attention of interested Consultants is drawn to the “Revised IFAD Policy on Preventing Fraud and Corruption in its Activities and Operations”

Expression of Interest should be submitted in English, 1 original and 1 copy or electronically. In case of contradiction between copies, the original hard copy will supersede.

The proposed duration of the services is 6 months.

The Consultant will be selected using the QCBS method in line with the procedures of the Procurement Guidelines and Handbook published by IFAD in September 2010 or any update to the above whenever published.

For more information or clarifications, please write to procurement@raed.am. Clarifications should be received at most 7 days before the deadline and the answers will be published online at www.raed.am .

The Expressions of Interest should be submitted at the mentioned address until 17:00 hrs. on 18 June 2021.

“Rural Areas Economic Development Programmes Implementation Unit” SA

Director: Mr. Ashot Vardanyan

Address: 4 Tigran Mets, 6th floor, Yerevan, RoA

Phone: 374 10 – 54 – 65 -10; e-mail: procurement@raed.am