



ADB TA 9916

Greater Mekong Subregion Sustainable Agriculture and Food Security Program (SAFSP)

CALL FOR PROPOSAL: DEMONSTRATION PILOTS

Background:

To support the implementation of the *Strategy for Promoting Safe and Environment-Friendly Agro-Based Value Chains in the GMS*, endorsed in 2017 by the Greater Mekong Subregion (GMS) Ministers of Agriculture, the Asian Development Bank (ADB) has launched the Knowledge and Support Technical Assistance (TA) *Greater Mekong Subregion Sustainable Agriculture and Food Security Program (SAFSP)* for 5 years (April 2020 – March 2025). The SAFSP has the vision of the GMS being a leading supplier of safe and climate-friendly agri-food products through three outputs:

- The strengthening of climate-friendly, inclusive, and gender-responsive agri-food value chains and agribusinesses;
- The adoption of harmonized crop and livestock safety and quality systems;
- The enhancement of climate-adaptive agriculture in the context of the water-energy-food security nexus.

There are six themes under these three outputs.

Demonstration pilots

Demonstration pilots of innovative technologies will be implemented through a competitive bidding process. These will feature innovations for climate change adaption, food safety and quality and harmonization of standards, water use productivity and efficiency, agri-finance, and digital technologies.

Women agribusiness entrepreneurs are a SAFSP target and there is a strong emphasis on regional cooperation and integration. The results and lessons from the demonstration are to be shared across the GMS.

This call for proposals seeks proposals for demonstration pilots from eligible organizations for the following themes:



Inclusive, gender-responsive, climate-friendly value chains

Climate-friendly (green) practices in crop value chains for high-value retail and export markets should be the basis for the demonstration pilots. We are looking for demonstrations that feature climate-friendly innovations at the various stages of the value chain: farm production, agri-product processing, marketing, and value chain transport logistics. Innovations that contribute to reducing greenhouse gas emissions along the value chain (e.g., energy and waste management) are encouraged.

Additionally, women-led farm production and agribusinesses are expected to be a feature of the pilot demonstration. Digital innovation is also encouraged.

The proposal should highlight how the demonstration will contribute to GMS being a leading supplier of safe and climate-friendly agri-food products, enhance GMS regional cooperation and integration and how the lessons will be shared with agriculture stakeholders across the GMS.



Food safety, quality, and traceability standards certification harmonization

Harmonized standards, practices and policies to facilitate trade in agri-food crops will be the feature of the pilot demonstration. The demonstration must feature harmonized food safety and quality – this should include at least two GMS countries and one agri-food standard (e.g., organic, GAP, etc.). Traceability and digital technologies, digital transformation, agribusiness market platforms, and cross-border trade facilitation can all be included.

SAFSP priorities, such as the youth and women-in-agribusiness, should also be featured. The proposal should highlight how the demonstration will contribute to GMS regional cooperation and integration and how the lessons will be shared with agriculture stakeholders across the GMS.



Cross-border animal health and livestock value chains

Livestock trade between GMS countries featuring the use of digital technologies that contribute to better livestock sector policies and practices for food safety and trade will be the basis of this demonstration. Adoption of digital technology by livestock sector agribusinesses must be a feature. The demonstration must ensure that smallholder livestock farmers are included and will benefit (e.g., via improved market access and prices) from more digital innovation in livestock value chains.

The proposal should highlight how the demonstration will contribute to GMS regional cooperation and integration and how the lessons will be shared with agriculture stakeholders across the GMS. This includes the training of government livestock staff.



Climate change adaptation and water use efficiency

Adaptation of agriculture farming systems to climate change (climate-smart agriculture) or the water-food-energy nexus or a mix of both of these sub-themes can be included in the demonstration pilot. Climate change adaptation is very important for GMS smallholder farmers, as is the more efficient use of water and reduced energy use. Innovations that will demonstrate how farmers can mitigate climate change impacts and adapt their farming systems are encouraged. This includes the use of digital technologies and better agricultural practices.

The demonstration should feature new technologies – not repeat existing well-known technologies. The water-food-energy nexus is a newer concept and innovations that demonstrate its benefits are encouraged.

The proposal should highlight how the demonstration will contribute to GMS regional cooperation and integration and how the lessons will be shared with agriculture stakeholders across the GMS.

Budget threshold

Each proposed demonstration should not exceed the threshold of USD 100,000 (excluding co-financing or in-kind contributions if applicable). The proposal should include a draft budget. The final budget will be negotiated with each successful bidder.

Proposals with confirmed co-financing from other development partners and / or the private sector will be preferentially supported. Both in-kind and in-cash contributions are welcomed.

Period for the demonstration

The demonstration period should be from the approval date and runs through to the end of the third quarter of 2023. It is expected that starting date will be about December 2022 / January 2023.

Who is eligible to submit proposals?

Proposals must be from organizations that are (legally) based in any of the following GMS countries: Cambodia, the People's Republic of China (Yunnan and Guangxi only), Laos, Thailand and Viet Nam. Proposals can be submitted for any of the themes listed above.

Eligible organizations include the following¹:

- Government departments and institutes;
- Civil society organizations (non-governmental organizations);
- Private sector – especially agriculture sector technology companies;
- Regional organizations;
- Universities and research institutes.

How to submit and by when?

- Proposals must be submitted using the proposal format, providing all the information needed;
- Proposals need to be submitted by email to:

SAFSP@landell-mills.com

with the subject line “TA9916 - Application call for proposal 2022”, followed by the name of the lead applicant;

- Deadline for submission of these demonstration proposals is:

30 October 2022 (23.59, Bangkok time)

How will the applications be shortlisted and selected?

Evaluation process

- Evaluation of the submitted proposals will be conducted by the SAFSP international and national technical specialists;
- Shortlisted proposals will be shared with the GMS WGA for comments and no objection;
- Their final approval will be by ADB.

¹ Note that documentary proof will be requested. This includes legal entity forms, financial statements and / or similar documentation proving the eligibility of the applicant and their ability to undertake the proposed work.

Evaluation criteria

The demonstrations will be selected based on the criteria below:

No	Criteria	Points
I	Themes of proposal	15
1	Clarity of the proposal with clear outputs, implementation plan, deliverables, and achievable within the proposed timeframe	5
2	Relevance of the proposal with the overall objectives of focus theme(s) of the SAFSP	10
II	Technical offer review	70
3	The proposal includes innovative technologies that contribute to the technical focus of the demonstration and builds the capacity of farmers, agribusinesses, and technical agencies	35
4	Strong emphasis on regional cooperation and regional upscaling related to the theme(s) of the demonstration and the prospects for future ADB investments (aligned to the Regional Investment Framework)	10
5	Collaboration of private sector, civil society organizations and / or development partners in project implementation and / or co-financing	10
6	Inclusion of gender and youth inclusiveness and participation (at least 30% of women and 20% of youth benefiting from demonstration)	10
7	Clear description of outreach and communication plans	5
III	Experience of the partner (applicant), and team composition	15
8	Solid readiness and previous experience in the implementation of projects in similar sectors and presenting similar characteristics (e.g. requiring the introduction of innovations)	10
9	Sufficient capacity, staffing, commitment, and institutional support for carrying out the demonstration	5

The final selection of proposals will be made by 8 December 2022 and applicants will be notified by email.

If you have questions or request clarifications, please email

SAFSP@landell-mills.com

A live Q&A session will also be organized via Zoom on 30 September 2022 at 3 pm (Bangkok time).

You can connect via the following link:

<https://us06web.zoom.us/j/86247050960?pwd=V01MZVBVR0F5eHJwaThrdW1iV0xvZz09>

Meeting ID: **862 4705 0960**

Passcode: **1234**