



19th December 2022

REQUEST FOR PROPOSAL FOR
CONSULTANCY SERVICES FOR CONDUCTING FEASIBILITY STUDY AND PROJECT
PREPARATION FOR THE CLIMATE ADAPTIVE IRRIGATION PROJECT IN IRINGA,
TANZANIA

1. BACKGROUND

PACE Law Chambers (PACE) is a locally registered law firm situated in Dar es Salaam, Tanzania. PACE was originally established over five years ago by its founding partners who merged to form a firm under the name of “PACE LAW CHAMBERS”. PACE is a partnership firm, whose team has in-depth knowledge and experience in Tanzanian laws and international laws and as such has been providing effective, co-ordinative, and decisive legal advice to clients. PACE provides a full array of legal and technical consultancy services in numerous areas with a commitment to delivering the highest quality services for clients.

In 2022 PACE created the so-called Climate Adaptive Irrigation (CAI) project and partnered with its client named KW Infrastructure Consulting Pte Ltd to develop CAI in the Kilolo district of Iringa region Tanzania, and it is expected to commence in the year 2023. Among other things, the project will support the Government of Tanzania’s efforts of sustaining food security during expected related climate challenges through restoration and enhancement of smart and climate-resilient irrigation systems, including associated ecosystem-based adaptation (EbA) to strengthen irrigation practices in Kilolo. KW is a Singapore-based Investments and Transaction Advisory Firm focused on direct debt investments and capital raising for private and public enterprises. KW specializes in Non-Recourse Financing including instrument-based non-recourse financing and sustainable infrastructure. KW seeks to spur Economic Growth in Africa attracting growth into the most vibrant sectors of the Economy and envisions an “Africa with zero poverty”.

Through this RFP, the partnership seeks to engage the services of an experienced Technical Consultant to conduct a feasibility study and project preparation for over 600 acres of a climate-adaptive irrigation project in Kilolo District, Iringa Region, Tanzania.

2. OBJECTIVE

The objective of the feasibility study is to undertake a comprehensive screening of the Tanzania vegetable sector to understand various vegetable market sizes and how they are structured within and outside Tanzania.

One of the key objectives will be to understand the source of water for irrigation, water variability, soil suitability and pricing dynamics of horticultural crops from the farm gate to the export market (local and international), local production capability, and the trickle-down benefits to farmers at the bottom of the value chain.

Moreover, the study will cover the suitability of animal husbandry, particularly cattle beef and dairy rearing. Other livestock and poultry may also be considered both for the local and international markets.

In conclusion, the study will equally address the infrastructure necessary to implement the project. These may include but are not limited to boreholes, irrigation channels, warehouses, other storage facilities, a restaurant, hotel apartments, conference and training facilities, workers' quarters, waste management facilities, cattle sheds, and renewable energy generation among others.

Project Location

Kilolo District, in Tanzania's Iringa Region, is the site of the study and is renowned for producing a wide variety of vegetables all year long. The land in question measures over six hundred (600) acres and is situated adjacent to streams that flow into the famous great Ruaha river basin. The Great Ruaha river flows around 475 kilometres from its source in the Kipengere mountains to the Rufiji river, passing through the wetlands of the Usangu valley and the Ruaha national park. Its catchment basin waters a substantial portion of Tanzania's countryside. On the fertile soil of the Ruaha basin, which also generates 70% of Tanzania's hydroelectric power, more than a million small-scale farmers provide a substantial percentage of the nation's food, according to government sources.

Task One: Source of Water Analysis

- i. Collect data on river water variability.
- ii. Assess and describe aquifer for groundwater to the extent that data allows, including aquifer characteristics, thicknesses, parameters, depths to the water table, and water table fluctuations and trends.
- iii. Assess existing groundwater use, pumping abstraction volumes, recharge, and sustainability.
- iv. Assess water quality for irrigation and practical applicability.
- v. Advise on (possible) conjunctive use of surface and groundwater and identify any possible adverse impact.
- vi. Assess, based on local soil conditions, slope, and vertical groundwater quality gradient (particularly salinity), drainage requirements, and options for rehabilitation/upgrading of existing systems (vertical and/or horizontal) or the need for new drainage systems.
- vii. Design drainage systems and identify drainage design flows by assessment of percolation losses, removal of excess precipitation, and leaching requirements to maintain a favourable salt balance.

Task Two: Land Suitability Analysis

- i. Assess the land suitability of the Kilolo agricultural land, which will include soil testing to match soil ingredients suitable for vegetable production.
- ii. Assess Kilolo soil's capability to hold water.
- iii. Assess Kilolo soil suitability for Irrigation.

Task Three: Livestock and Poultry Farming Analysis

- i. Assess livestock rearing particularly dairy cattle, beef cattle and goats.
- ii. Assess the suitability of both broilers and layers.
- iii. Assess the possibility of having a milk processing plant and a slaughterhouse.
- iv. Assess the suitability of other allied industries for efficient and effective running of the farm.

Task Four: Supporting Infrastructure

- i. Assess the suitability of supporting infrastructure that may include but not limited to renewable energy solutions to power the farm (solar, biomass etc), warehouses, restaurants, accommodation

for permanent workers, a hotel, garages for the farm machineries and vehicles, greenhouses for select crops, other storage facilities such as silos, and a packaging plant for select produce.

Task Five: Sector & Market Analysis

- i. A broad analysis of the horticultural production sector globally, regionally, and in Tanzania.
- ii. A history of the horticulture production sector in Tanzania, and the progress made/evolution over the years.
- iii. A review of how the sector is organized to ensure a working relationship between the different actors i.e., Government, farmers, farmer unions, other private sector players, and the market. The role of each player and the interrelationships.
- iv. A review of the market for horticulture products locally and internationally (specifically in Europe and other retailers around the globe).
- v. To assess the viability of greenhouse practices and open-field practise in horticulture production
- vi. Propose the associated infrastructure, machinery, and mechanical tools suitable for the project
- vii. A review of horticulture product pricing, and trends in pricing over the years.
- viii. A review of international meat market with the current demand and best practises particularly beef and goat meat with a focus on Middle East.
- ix. The legal/regulatory framework and policies supporting horticulture production in Tanzania.
- x. Propose other relevant horticultural or crops be grown in the area, and comment on the possible cattle rearing activities.

Task Six: Reporting

- i. Prepare relevant reports of the quality standard to document findings and also provide relevant contributions to feasibility studies.
- ii. Develop a blueprint of the project financial model to enable simulation of the project under various stress conditions.
- iii. Develop a suitable crop rotation to maintain soil quality/fertility.
- iv. Develop a suitable livestock and poultry farming methods to maximise on productivity while reducing carbon emissions.
- v. Comment on the CSR aspect of the project prioritizing the locals.
- vi. Provide a detailed account of the bankability of the feasibility study, in enough detail and with enough objectivity that the company could submit it to investors or lenders when seeking financing for the project. Together with the bankability of the feasibility study please briefly provide the following in the report:
 - Project implementation plan
 - Project and financial management
 - Disbursement and audit framework
 - Risk management plan
 - Monitoring, evaluation, reporting, and verification (MERV) recommendations and plan.
 - Project delivery strategy, including procurement plan

3. EXPERTS' TEAM PROFILE OF THE FEASIBILITY STUDY

Characteristics of the Expert:

- Independently working with all project stakeholders.
- Experts with respective country expertise/knowledge (Tanzania). Knowledge of Iringa region or the Southern Highlands is a plus.

- Experts with great knowledge of geospatial data collection and analysis.
- Fluency in English and Swahili is required.
- Professionals who are result-orientated, well-structured, critically assessing the study context/focus.
- Uses focused and concise language, bringing important findings to a point.
- Has excellent presentation and communication skills.
- The experts should have PhDs or Master's degree as a minimum. The team leader must hold a PhD in a relevant field to this research.

Expert's Work Experience

- At least five years' experience in conducting feasibility studies for projects by the for-profit sector (i.e. banking, marketing, infrastructure, agriculture, etc.)
- Experience in using different social and natural science methods, including remote sensing.
- Experiences with the multi-actor partnership approach and grant-funded projects are an asset.
- Experience in market analysis and financial modelling.

4. APPLICATION

PACE is looking for a team of consultants to carry out the above activities within the proposed timeline. Interested applicants are encouraged to email a detailed technical proposal, financial proposal, a visualised 10-week work plan, and a brief application later all in one PDF or Word file by Friday 08th January 2023 (23:59 EAT).

- 1) Offers against this Request for Proposal must be made in accordance with the Instructions contained within this Request for Proposal and **MUST BE** signed by yourself if you are applying as an individual and by the authorized representative of your company if you are applying as a registered entity.
- 2) This Request for Proposal is subject to the Specific Instructions/Terms and Conditions and Special Notes and Conditions contained herein.
- 3) Any contract resulting from this Request for Proposal will be governed by PACE Law Chambers General Terms & Conditions and any other Specific Terms & Conditions as detailed within this RFP.
- 4) The contract will be awarded to the most economically advantageous tender, i.e. the tender offering the best price-quality ratio. The evaluation of offers will be based on 60% required work experience, 25% price, and 15% proposed methodology.
- 5) The selected consultant will submit and present (virtually or in person) the inception report for approval before the official commencement of the assignment in the field.

Applications should be addressed to:

ckopweh@pacelaw.co.tz

and copy to

kwanyonyi@kwinfrastructureconsulting.com

Please use "RFP 0113" as the subject line of your application.

Late or incomplete applications will not be considered.

Inquiries and any request for additional information should be addressed to ckopweh@pacelaw.co.tz.

THIS RFP HAS BEEN:

Prepared by:



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AND

Verified by:



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