Invitation to Tender

Consultancy assignment – PARTNERSHIP DEVELOPMENT STRATEGIC ADVISOR for “Enhancing rainfed agricultural systems in the Zambezi Watercourse 2020 – 2025
1. Stockholm International Water Institute, SIWI

SIWI is a water institute which leverages knowledge and convening power to strengthen water governance for a just, prosperous and sustainable future. SIWI implements and participates in development projects around the world and arranges the annual World Water Week in Stockholm.

SIWI is an independent, non-profit institution, constituted as a foundation in Sweden. SIWI is part of a group of three foundations, where SIWI and a third foundation is under the attached management of Stiftelsen Stockholm Water Foundation.

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Visiting address: Linnégatan 87A, 115 23 Stockholm
Telephone: +46 8 121 360 00
Website: www.siwi.org

The deadline for receipt of tenders is: 02 December 2020

Point of contact: Ziyanda Mpakama
E-mail address: Ziyanda.Mpakama@siwi.org

1.1 Background

SIWI intends to enter into a contract for a Partnership Development Strategic Advisor.

SIWI is working on “Transforming Investments in African Rainfed Agriculture” (TIARA), an emerging advocacy effort to scale up green water and enhance rainfed agriculture across Africa through financial investments and political leadership. “Enhancing rainfed agricultural systems in the Zambezi Watercourse 2020 – 2025” (the “Project”) which is a component of TIARA, is a Livelihood Support project with the objective of influencing policies for increasing the availability of water for smallholder farmers and improving rainfed agriculture practices.

The Zambezi River Basin is the fourth-largest river in Africa and its waters are critical to sustainable economic growth, providing environmental goods and services to the region and are essential to food security and hydropower production. An estimated 65-70% of the population are engaged in small-scale, rain-fed agriculture, many living in extreme poverty which is often caused by poor agricultural productivity. Tackling poverty and regenerating the rural economies of the Zambezi basin will only be effective if soil is well managed and water is available and efficiently used. Smallholder rainfed farmers...
are the front-line managers of water resources, directly impacting rainfall runoff, infiltration and erosion through their actions. Typically, these farmers have little or no support or training in the management of these scarce rainfed water resources and the land on which they depend.

Enhanced rainfed agricultural methods and technologies have been available for decades and are based on traditional practices and well-established scientific findings. Yet there has been limited take up in the Zambezi Watercourse. With further population increases and risks of climate change, there is an urgent need to push enhanced rainfed agricultural practices towards large-scale impact and widespread adoption. This requires overcoming multiple obstacles but chiefly around a lack of information, evidence, awareness / behaviour.

The Strategic Plan of the Zambezi Watercourse highlights that increasing the availability of water for smallholder farmers and improving rainfed agriculture practices, together with catchment management and conservation investments, will both improve rural livelihoods and reduce environmental degradation. Livelihood support will enhance the resilience of the region as a whole, whilst reducing the negative impacts of degradation of the watercourse (e.g. soil erosion, high sediment loads, rapid siltation of reservoirs etc.). ZAMCOM also aims to promote the equitable and reasonable utilization of the water resources of the Zambezi Watercourse as well as efficient management and sustainable development. The “Livelihoods Support” Pillar/Component provides for the entry and integration of development of investment initiatives into rainfed agriculture in the Zambezi Watercourse. Looking forward, the challenge facing ZAMCOM and its members is to move from strategic planning to implementing solutions.

Still under development, the long-term aim of this work is to support rural communities along the Zambezi watercourse by increasing food security, improving climate resilience / water and land management and creating jobs and sustainable livelihoods whilst contributing to growth and development. This will be achieved by tackling the low levels of awareness, understanding and acceptance of enhanced rainfed agriculture and scaling up practices along the Zambezi watercourse.

For further background information please see our background paper “Unlocking the potential of rainfed agriculture”.

SIWI seeks to appoint a Partnership Development Strategic Advisor to work on TIARA “Enhancing rainfed agricultural systems in the Zambezi Watercourse 2020 – 2025”. The partnership development strategic advisor will be proactive, opportunistic and flexible, blending thematic knowledge with process experience to establish the “Enhancing rainfed agricultural systems in the Zambezi Watercourse project”.

1.2 Description of the services

The consultant will be called upon by SIWI on a call-off basis/contract to undertake special assignments as and when services are required to maximum of 25 days annually, over the duration of the programme (2020-2025)
The services will cover the following areas:

1. Provide strategic advice and direction to SIWI on the TIARA initiative and its component, “Enhancing rainfed agricultural systems in the Zambezi Watercourse 2020 – 2025” under the following work packages;

   - **Inception and engagement**: a context, stakeholder and problem analysis will sit alongside consultation and awareness raising to refine program objectives, create ownership and commitments, build common platforms, and ensure long term sustainability. This will require bringing together stakeholders from different sectors and regions, from policy, research, and practice and creating awareness and interest of enhanced rainfed agriculture with a focus on long term sustainability and will include effective engagement of government ministers and departments in key countries. Identifying, documenting, and sharing case studies, technologies and best practices will be an important first step.

   - **Business case**: quantify the costs and benefits of inclusive, integrated approaches to enhanced rainfed agriculture and advocacy outreach to demonstrate the value of investments into enhanced rainfed agricultural solutions. This will require developing an evidence-based technical and policy recommendations to decision making and engage and compel farmers, regulatory and institutional enablers and the private sector to integrate integration enhanced rainfed agricultural practices into different strategies, policy development, local and regional processes and ultimately to increase investment into this sector.

   - **Champions**: a regional professional development program to develop champions and provide institutional capacity development to scale up enhanced rainfed agricultural systems at a basin level. Based on local realities, inter-active peer-to-peer learning and best practice, this professional development opportunity will foster skills and attitudes including developing insight and expertise, joint problem solving, individual and organisational learning and facilitating networks and exchange.

2. Review documentation and publications and represent SIWI in key stakeholder meetings and events.

3. Attract additional partner/s to support the implementation and financing of this project:
4. Maintain relationships with key programmes, potential partners and key SIWI staff to secure organisational support and leverage expertise

2. Requirements on the services/supplier

The consultant must:

Education

- Have a Minimum of a master’s degree from a reputable university in a field relevant to environment and development, political science, landscape management, finance, business management, organisational change or environmental economics.

Previous experience

- Minimum of 10 years’ experience in project/programme implementation in the field of water governance, environment, agriculture or development capacity building. Experience in Official Development Assistance (ODA) projects in Africa an added advantage.

- Business and sustainable development background with experience in running multi-stakeholder platforms and engaging high level private sector in mainstreaming commitments to environment and sustainability.

- Experience of working on rainfed agriculture and the TIARA initiative

Language and communication skills

- The applicant must have excellent spoken, written and presentation skills in English.

- Well-developed presentation and public speaking skills and a sense of diplomacy.

- The applicant must be able to communicate relevant theoretical and empirical analysis in a practical manner to a range of audiences.

Core skills

- Be able to facilitate high-level multi-stakeholder dialogue platforms and intergovernmental communication

- Thorough familiarity with word processing, spreadsheet, and project scheduling computer applications

- Ability to work effectively independently yet ensure everyone is informed of progress

- Ability to manage multiple priorities under pressure, trouble-shoot, and to meet short- and long-term deadlines
- Demonstrated experience in budget and financial management
- Excellent written and verbal communication skills
- Excellent critical and creative thinking, analytical and research skills
- Solid organizational skills, including multitasking and time-management

Other requirements

Must be able to travel

3. Evaluation of tenders/Award Criteria

The evaluation of tenders is carried out in accordance with the award criteria below:

Applications will be evaluated as follows:

**Technical**

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<th>Relevant education</th>
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<tr>
<td>Relevant experience (advocacy and policy formation on natural resources management and sustainable development initiatives).</td>
<td>50%</td>
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<td>Proposal (overview of relevant regional, continental and international actors and platforms).</td>
<td>25%</td>
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<td><strong>Total</strong></td>
<td><strong>100%</strong></td>
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The tenders will be evaluated on a basis of 75% for the technical proposal and 25% awarded on price (daily rate quoted in USD, inclusive of VAT)

Proposal describes ways to analyse risks/issues and find potential solutions
4. General information

**Tendering**

SIWI must have received the tender by 02 December 2020

The tender **must** contain the following information:

- Maximum two-page summary of how you would respond to this ToR;
- A description of your organisation;
- A description of the supplies/services offered;
- All prices (inclusive of VAT)/daily rate, and payment terms;
- Name and contact information of point of contact.

**Other information**

- Reporting to: Programme Manager of the SIWI Africa Regional Centre
- Duty station: Africa Regional Centre, Pretoria, South Africa and home based, but working primarily remotely
- Duration of contract: December 2020 – December 2025
- Maximum contract days: 25 days per year

The tender must be submitted to the following email address:

Ziyanda.Mpakama@siwi.org

The subject of the email should be “**PARTNERSHIP DEVELOPMENT STRATEGIC ADVISOR**”
5. Disclaimer

This Invitation to Tender is in no way binding on SIWI. Furthermore, the award of contract is only a decision by SIWI concerning the evaluation of tenders. SIWI’s obligations will commence only upon signature of a written agreement by the authorised signatories of SIWI and the Successful Tenderer.

SIWI reserves the right to reject any tender and to cancel the process and reject all tenders at any time prior to the signing of the contract, without thereby incurring any liability to the affected tenderer(s).

SIWI will not be responsible for, or pay for, any expenses or losses that may be incurred by a candidate or tenderer in the preparation of its tender and/or in connection with the procurement process.

6. Processing of personal data

SIWI will process the personal data included in tender documents and communications received from tenderers. For information about SIWI’s processing of personal data, please use the following link:

Processing of personal data