



<b>Name of Signature Project:</b>	Climate Services for Increased Resilience and Productivity in Senegal Project (CSRP)
<b>Agresso Work order:</b>	SNI713
<b>Country:</b>	Senegal
<b>RFP No.</b>	

## REQUEST FOR PROPOSAL

**Funded by:  
Heifer International**

RFP Release Date:	<b>March 25th, 2025</b>
Performance Period:	<b>Start date: July 1<sup>st</sup>, 2022 End date: June 30<sup>th</sup>, 2025</b>
Proposal Submission Deadline:	<b>April 25<sup>th</sup>, 2025</b>
Question/ Inquiry Submission Deadline:	<i>April 24<sup>th</sup>, 2025</i>
Electronic submission to the attention of:	<a href="mailto:heifersenegal@heifer.org">heifersenegal@heifer.org</a> <a href="mailto:fatou.kane@heifer.org">fatou.kane@heifer.org</a>
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### Terms of Reference

#### I. General Information

This document is being issued to solicit applications from potential firms/consultants to conduct the Final evaluation for Senegal Signature Project CSRP (SNI713). The purpose of the CSRP is to empower 50,000 farmers to manage risks and adapt to a changing climate in Senegal. This will be achieved through capacity building of active stakeholders in the climate and weather space to develop and communicate tailored and salient climate information services in support of farming communities, including members of both genders, in their decision making. The project will intentionally target young persons aged between 18-40, with a special focus on ensuring that at least 50 percent of the beneficiaries within the target demographic are women. By the end of the project, 80 percent of the participating farmers will have better understanding of the usefulness of climate information services for improving their livelihoods and double their yield and incomes.



## II. Background

**Heifer International** is a global non-profit working to end hunger and poverty and care for the Earth by using sustainable practices and engaging smallholder farmers in agricultural and animal husbandry development. Heifer was founded on the simple belief that ending hunger begins with giving people the means to feed themselves, generate income and achieve sustainable livelihoods. As a private, non-governmental organization based in Little Rock, Arkansas, Heifer has created lasting change for farming households in over 125 countries across Latin America, Africa, Asia and Eastern Europe for over 70 years. Heifer International partner with institutions and stakeholders at every level to build an ecosystem that fosters scaling of community-based enterprises and generate sustainable and equitable return to the producers and small holder farmers. More information about Heifer is available at: [www.heifer.org](http://www.heifer.org)

Heifer has long been recognized for its drive to end hunger, poverty, and care for the Earth. Heifer's Values-Based Holistic Community Development (VBHCD) model, with its 12 pillars for Just and sustainable development, is the foundation of her work. With this strong foundation, Heifer focuses her pro-poor work by creating wealth through viable value chains that harness the social capital of communities to drive market development. It is with this strategy that Heifer International Senegal (hereinafter Heifer Senegal) plans to achieve its goal of helping one million families lift themselves out of poverty, have sustainable incomes, and become self-reliant by 2030.

As part of its Signature Program – Building women and youth economic resilience in the Sahel - Heifer International Senegal (Heifer Senegal) is forging partnership with private sector firms, the program will work closely with the Government of Senegal the districts levels who are also targeted for resource mobilization for scaling up successful interventions after proof of concept. With a design phase that just started and ongoing, Senegal Signature Program has a 8-year lifetime (2022-2030) and will be implemented across ten regions in the country at the initial stage before scale-up of successful interventions to other locations in the country.

The goal of Senegal Signature Program is supporting 246,410 poor, rural smallholder farmers close the sustainable living income gap and lead dignified, self-reliant lives by 2030. The expected impact of achieving this goal is to reduce poverty and hunger in line with the vision of Heifer International. There are five results that are expected to occur:

1. Inclusive (women and youth led enterprises) SHGs and Coops become economically and socially sustainable
2. Increased food and nutrition security at the household level
3. Smallholder households closing the living income gap
4. Improved environmental sustainability of crop, livestock and poultry production systems
5. Bridged demand/supply gap in target commodities

The CSR project is a component of the Heifer Senegal Signature program, which focuses on improving access to agricultural extension services, climate smart agriculture and technological innovation. This project focuses on crops value chains development to increase productivity and income of smallholder farmers through access inputs and financial services, improve food and nutrition security through the development of short-cycle species (peanut, millet, maize, sesame, sorghum, cowpea and market gardening) and market access for vulnerable households. The holistic approach of sustainable development based on values and the promotion of technological innovations will be a central axis in the program's interventions. In addition, the digitalization of Heifer's intervention relating to training, monitoring and



access to markets will mark the innovative and technological dimension of the program. The Results Framework at the end of the RFP provides more information about the expected results. A two-pronged approach to achieving these expected results defines the program design and delivery mechanism.

### III. Country Context

Climate Services for Increased Resilience and Productivity in Senegal Project (CSRP) is a three-year project located in Kaolack, Thies, Diourbel, Kaffrine, Sedhiou, Tambacounda region of Senegal focusing smallholders' farmers resilience strengthening. The goal of CSRP is to capacitate active stakeholders to develop and communicate tailored and salient climate information services in support of farming communities, including members of both genders, in their decision making. The CSRP will empower farmers to manage risks and adapt to a changing climate in Senegal. By 2025, 50,000 farmers are expected to have timely access to useful climate services and have better understanding of the usefulness of climate information services for improving their livelihoods. Government extension services relative to farming and livestock including decision-makers and private sectors will be able to work together in order to more effectively respond to climate-related shocks. Finally, a framework for sustainable climate information services implementation and for scaling up CSRP beyond Senegal will be developed.

**Project goal:** Strengthen the resilience of 50,000 families through access to adequate production services and climate information by June 30th, 2025.

**The project has three objectives:**

- ↳ **Objective 1:** Small holder families make timely weather-related decisions by using digital weather and extension services
- ↳ **Objective 2:** Increase SHF household income
- ↳ **Objective 3:** Improve household nutrition

Increasingly variable climate and the rapid pace of other drivers of change are overwhelming local knowledge and traditional practices for coping with climate related risks. Climate services—climate and weather information and advisories—can help farmers to better manage climate-related agricultural risks and adapt to climate change. Weather-related risks are limiting yield increases, especially in the tropics. 96 percent of cultivated land in Sub-Saharan Africa, 87 percent in Latin America, and 61 percent in Asia is rainfed. 20-80 percent of yield loss is due to weather. Food security is highly sensitive to climate risks in Senegal. Senegal is highly vulnerable to shocks associated with climate change. In Senegal, as in many countries in Sub-Saharan Africa (SSA), rainfed farmers are exposed to the effects of climate change, particularly variations in the rainy season starting date, changes in rainfall volume and distribution, temperature variations, and occurrence of extreme events such as strong winds or off-season rains. Smallholder farmers in Senegal dependent on rainfed farming systems are particularly vulnerable to the effects of climate variability and change, as they rely on often insufficient and variable rainfall. It is therefore critical to ensure food security in at-risk populations and to enhance the resilience among the most vulnerable populations. Under rainfed conditions, the use of climate information services paired with extension services is considered an effective and relevant strategy for building resilience and reducing risks related to climate variability and to provide support to smallholder farmers amidst the COVID-19 pandemic. Climate Information Services (CIS) is a vital service for smallholder farmers to better manage climatic risks. Under rainfed conditions, the use of climate information services paired with extension services is considered an effective and relevant strategy for building resilience and reducing risks related to climate variability and to provide support to smallholder farmers amidst the COVID-19 pandemic. There is clear evidence that farmers in Senegal both demand and use weather information. This provides



Heifer International Senegal the opportunity to further demonstrate the extent to which demand and use weather information can contribute increased resilience and productivity thereby enabling farmers to close their living income gap.

The CSRP capacitate 6 actives stakeholders to develop and communicate tailored and salient climate information services in support of farming communities, including members of both genders, in their decision making. The project empowered 10,000 farmers by June 2022 to manage risks and adapt to a changing climate in Senegal. By 2025, 50,000 farmers in six regions (Thies, Louga, Matam, Diourbel, Kaolack, Kaffrine and Sedhiou) of Senegal are expected to have timely access to useful climate services and have better understanding of the usefulness of climate information services for improving their livelihoods. Government extension services relative to farming and livestock including decision-makers and private sectors will also be able to work together to more effectively respond to climate-related shocks. Finally, a framework for sustainable climate information services implementation and for scaling up project beyond Senegal will be developed.

### Project Partnership

The project will be implemented with producer organizations as shown in the table below:

SN	Farmers Organizations	Location	Membership	Value Chain
1.	FEPROMAS	Dinguiraye, Kaolack	5,000	Peanut, maize, millet
2.	ARLS-DES	Thienaba, Thies	10,000	Peanut, bean, millet
3.	Cooperative Ndem	Bambey, Diourbel	7,500	Peanut, bean
4.	Reseau des Producteurs de céréales de Wack Ngouma	Nioro, Kaolack	5,000	Millet, peanut
5.	AAJAC-CoLiFiFa	Boukiling, Sedhiou	7,500	Millet, sesame, peanut
6.	SAPCA- EGAS	Tambacounda & Kaffrine	7,500	Peanut, maize, millet

### IV. Purpose and Objectives

The main purpose of this assessment is to conduct a Final evaluation for project outputs and outcome indicators can be calculated.

<b>Project coverage</b>	<b>Senegal:</b> Kaolack, Kaffrine, Tambacounda, Sédhiou, Thies and Diourbel
<b>Survey Objectives:</b>	<p>The main objective of the final evaluation is to make an objective and independent assessment of the achievements (outputs) and medium-term effects of the project on the target groups on the one hand, and the capacity of the implementing organization (Heifer International) of the project in accordance with the pre-established objectives on the other.</p> <p>The evaluation should therefore highlight the successes, the constraints/challenges associated with the project, as well as the lessons to be learned and the suggestions and recommendations for the various stakeholders in the project.</p>
<b>Primary Methodology</b>	<ul style="list-style-type: none"> <li>• Use of survey questionnaire. Interview among 1200 smallholders farmers</li> </ul>



	<ul style="list-style-type: none"> <li>• Focus Group Discussion. Interview at least 100 FGD per region (100 focus group discussion with at least young, women and men)</li> <li>• Key informant interviews. Interview 150 KI with 15 per region</li> <li>• Review of secondary information</li> </ul>
<b>Evaluation Start and End date</b>	<b>Start date: April 16<sup>th</sup>, 2025</b> <b>End date: June 20<sup>th</sup>, 2025</b>
<b>Anticipated Evaluation Release date:</b>	

**a. Specific Objectives**

1. Generate the project final evaluation report that responds to the Terms of Reference (TOR) expectations.
2. Establish and document the status of both the Intermediate and Result level project indicators including IPTT table.

**b. Scope of Work**

1. Desk review of project documents for clearer understanding of the project
2. The assessment will adopt and apply Heifer existing questionnaires available on Survey CTO for the global indicators
3. The assessment will design questionnaires for project specific indicators, share with project team for review, finalize and upload into the SurveyCTO system
4. Develop other survey tools such as focus group discussion and key informants' guides
5. Train enumerators on data collection using electronic tablets.
6. Lead in the quantitative and qualitative data collection the survey using survey questionnaire, which can be complemented with focus group discussion and key informant's interviews when applicable.
7. Clean up data collected in the SurveyCTO and prepare the data for analysis and export to Excel and finally SPSS
8. Analyze data using SPSS or other suitable applications.
9. Develop first draft project midterm evaluation report in English, coordinate the input process and produced the final report in English and share with Project team for review.
10. Attend relevant meetings including presentation of draft reports and others that may be required from time to time;
11. Present the report to the project team for validation and to the country program management team in workshop setting feedback and for approval.
12. Finalize the report based on workshop feedback



### c. Evaluation criteria and questions

- ⇒ **Relevance:** To what extent are the project objectives (i) adapted to the needs of the country's populations and particularly the regions of Thies, Diourbel, Kaolack, Kaffrine, Tambacounda and Sedhiou; (ii) consistent with the Heifer mission and strategy (Signature Program) of Heifer Senegal?
- ⇒ **Effectiveness:** To what extent have the results anticipated by the project been achieved or are they on the way to being achieved?
- ⇒ **Efficiency:** To what extent have the human, financial and administrative resources mobilized within the framework of the project been converted into results?
- ⇒ What are the various constraints (management procedures; regulations; administrative; security, health, etc.) that have influenced the **start-up and implementation** of the project?
- ⇒ **To what extent** have they been addressed satisfactorily to limit the negative consequences on the life and results of the project?
- ⇒ **Continuity and sustainability:** To what extent are the effects of the project interventions likely to last after the interventions have ended?
- ⇒ **Added value:** What added value does the project bring at the national level, particularly in the regions of Thies, Diourbel, Kaolack, Kaffrine, Tambacounda and Sedhiou, in the various areas covered, as perceived by the stakeholders?
- ⇒ **Strategic positioning:** To what extent have the results achieved by the project made it possible to strengthen the strategic positioning of Heifer Senegal at the national level?

### d. Deliverables and timeline

The midterm study approach should have strong focus on application of participatory approaches and proven methodology that fits well in the context of local communities and stakeholders.

NB: It should be noted that the HH survey data collection will be done using Survey CTO – Heifer Standard data collection software, hence the consulting team should be aware of the system and if not will be brought up to speed with the Heifer Senegal team.

- a. Develop an **inception report** outlining the outcome monitoring survey framework, methodology, data collection methods and tools, sampling design, implementation timeline, team assignment, and implementation management
- b. **Preliminary findings from field work** be shared with Heifer along with stakeholders and representatives of participants in a meeting to be organized by Heifer International Senegal and interested Heifer HQ Program staff would join remotely.
- c. **Draft report** – The report and all other outputs of the survey should be prepared in English; the draft is to be shared with Heifer. The report should be concise and within 60 pages excluding annexes and Executive Summary.
- d. **Final report** – finalized based on feedback provided in final draft.
- e. **Final version of quantitative data** sets in SPSS, CSV and/or Excel format, scripts, geodata, if applicable, in standard format and qualitative transcripts.
- f. Provide power point slides and presentation materials
- g. Final midterm indicator data into the project IPTT



Sn	Activity	Responsible
1.	Develop Sample Size calculator	With Heifer MEL Team
2.	Use the name of CFs to configure collection tools	Consultant
3.	Build tools & integrate HQ feedbacks in SurveyCTO	Consultant
4.	Upload tools in SurveyCTO	Consultant
5.	Train enumerators on tools	Consultant
6.	Collect field data	Consultant
7.	Clean and analyze data	Consultant
8.	Provide first report	Consultant
9.	Provide final report	Consultant
10.	Presentation of report and target setting	Consultant

#### e. Relationship and Responsibilities

Heifer will assign the Program MEL Manager to coordinate the implementation of this activity. The consultant will keep Heifer informed of their progress. During implementation, the contractor may seek and receive additional advice or guidance from the above-mentioned staff.

The assignment may require travel to and possible staying in the target project region. Use of Heifer office space may be available. Other than office space, all other resources needed (transport, hotel reservations, data collectors, etc.) should be arranged by the evaluation team.

#### V. Required expertise, skills and knowledge are as follows:

- The team that will be involved in the midterm evaluation should have to have a minimum of master's degree in agricultural economics/economics, statistics, social science, computer science or other related discipline.
- Minimum 10 years of work experience in conducting sound and thorough technical evaluations of similar projects
- Evidence of success in completing similar studies
- Strong qualitative research and analytical skills
- Proven record of excellent management, leadership, decision-making and interpersonal skills
- Proven strong, clear technical writing and oral presentation skills in English
- Proven ability to prepare high-quality technical reports on time

#### VI. Proposal submission requirements

All the interested bidders will submit their proposals with the following information:

##### I. Technical Proposal **[not to exceed 10 pages]**

##### a. General Information **[not to exceed 2 pages]**

- Organization overview
- Capacity statement
- Website
- Attachments:
  - Legal registration to work within Senegal
  - Evidence of satisfactory records of performance, integrity, and business ethics.
  - Evidence of adequate management and financial capacity to manage the award.



b. Technical Approach **[not to exceed 8 pages]:**

- A detailed methodology of how the assignment will be conducted, including a qualitative sampling strategy, data collection methods, field procedures, quality control practices and data analysis.
- List and briefly describe the team and its proposed personnel, indicating what role each proposed individual will have and the qualifying skill set for the position. Curriculum Vitae (CV) of key personnel to be provided in attachment.
- A clear and comprehensive work plan, outlining the major activities, parties responsible and time schedule.
- Organizational capacity statement, including past experiences and activities related to the theme of the study, and experience. Reference information must include the location, award numbers, and brief description of work performed.

2. Financial Proposal

Proposed budget must be submitted separately. The proposed budget should have sufficient detail to allow the evaluation of costs proposed. It should at least contain:

- Itemized budget
- Narrative explanations of line items
- Heifer reserves the right to request further information supporting detailed costs and prices.

Registered organizations interested in implementing this assignment are requested to submit a proposal to [heifersenegal@heifer.org](mailto:heifersenegal@heifer.org) by copying [fatou.kane@heifer.org](mailto:fatou.kane@heifer.org)

Submission must be in English and typed single-spaced on standard type white paper. All pages must be numbered, including the Request for Proposal (RFP) reference number and name of the organization at the bottom of each page.

3. Late submissions and verification

Proposals received after the submission deadline will not be considered. Offerors are responsible for ensuring that their proposals are submitted according to the instructions stated herein. Heifer retains the right to terminate this RFP or modify the requirements upon notification to the Offerors.

**VII. Selection Criteria**

Submitted proposals must clearly demonstrate alignment with the SoW outlined above and with the appropriate level of details. Heifer's goal is to ultimately sign on with the Offeror whose proposal best follows the instructions in this RFP, includes the strong evaluation team, and is most cost effective.

Proposals will be evaluated according to the following criteria:





<b>Proposal evaluation focus</b>	<b>Percentage</b>
Accuracy and relevance of the proposed technical approach and methodology	20%
Completeness of proposal according to the RFP (general information, activity plan, budget, team expertise, etc.)	20%
Proposed team: expertise and competencies to address project components	20%
Relevance and capability/skill to implement/manage the assignment	20%
Budget justification and costs realism	20%

The selection committee will evaluate the technical proposal based upon the criteria listed above and they will evaluate the financial proposal based on cost reasonableness and cost-effectiveness in the budget.

### **VII. Validity of Proposals**

Proposals submitted shall remain open for acceptance for 10 days from the last date specified for receipt of the proposal. This includes, but is not limited to, pricing, terms and conditions, service levels, and all other information. If your organization is selected, all information in this document and the negotiation process are contractually binding.

### **VIII. Award Process and Contract Mechanism**

<b>No.</b>	<b>Activity</b>	<b>Due date</b>
1.	Proposal reception	April 25th, 2025
2.	Selection Committee review	April 30th, 2025
3.	Notification of award	May 2nd, 2025
4.	Award agreement negotiation	May 5th, 2025
5.	Contract review by Legal	May 15th, 2025
6.	Signing award	May 16th, 2025

Heifer will issue a fixed award agreement based on the submission and Heifer’s acceptance of deliverables. Once an award is issued, it will include the payment schedule with the deliverables specified above.

### **IX. Limitations**

This Request for Proposal does not represent a commitment to award a contract, to pay any costs incurred in the preparation of a response to this RFP, or to procure or contract for services or supplies. Heifer reserves the right to fund any or none of the applications submitted and reserves the right to accept or reject in its entirety and absolute discretion any proposal received as a result of the RFP.

### **X. Intellectual Property**

#### **a. Ownership Generally.**

Any intellectual property (including but not limited to copyrights, trademarks, service marks, and patents), intellectual property rights, deliverables, manuals, works, ideas, discoveries, inventions, products, writings, photographs, videos, drawings, lists, data, strategies, materials, processes, procedures, systems, programs, devices, operations, or information developed in whole or in part by or on behalf of Contractor or its employees or agents in connection with the Services and/or Goods (collectively, the “Work Product”) shall be the exclusive property of Heifer International. Upon request, the Contractor shall sign all



documents and take any and all actions necessary to confirm or perfect Heifer's exclusive ownership of the Work Product.

**b. Prior-Owned Intellectual Property.**

Any intellectual property owned by a Party prior to the Effective Date ("Prior-Owned IP") shall remain that Party's sole and exclusive property. Regarding any of Contractor's Prior-Owned IP included in the Work Product, the Contractor shall retain ownership, and hereby grants Heifer a permanent, non-exclusive, royalty-free, worldwide, irrevocable right and license to use, copy, reproduce, publicly display, edit, revise, perform, and distribute said intellectual property, in any format or any medium, as part of the Work Product.

**d. Reporting guidelines**

The Final evaluation contribution must be concise and precise with the following as a minimum requirement:

- List of acronyms and abbreviations
  - Table of materials
  - 1. Summary
  - 2. Introduction (project)
  - 3. Methodology used, implementation details and limitations
  - 4. Results (values)
  - 5. Conclusions and recommendations
  - 6. Revised MEL plan model with concise results from survey indicator data
  - 7. Appendixes:
    - Survey Tools: questionnaires, interview guides, etc.
- All other appendices: maps, graphics, etc.



## Annexes

### List of indicators

#### ➤ Global Indicators:

1. Household adopting Climate Smart Agriculture (CSA)
2. Actual income
3. Months of Adequate Household Food provisioning (MAHFP)
4. Value of commodities produced, marketed or processed
5. Women making Household decisions jointly
6. Women in leadership positions
7. Household Demonstrating Solidarity and Cooperation Among Community Members
8. FOAB Strengthened

#### ➤ Project Specific Indicator

1. Number of HHs with increased access to finance
2. Proportion of farmers increased yield by using weather forecast
3. Number of HH who have adopted better nutritional and food practices
4. Number of HHs that are using extension services
5. Productivity per acre

#### ➤ Heifer Impact Capital Indicators:

1. Increased in profile at the enterprise
2. Number of meaningful jobs created
3. Total value of investment (or loans) accessed at the entity/individual level (in USD)
4. Number of entities/individuals accessing financial products and services (disaggregated by gender)

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- List of indicator

<b>GOAL</b>	<b>Strengthen the resilience of 50,000 families through access to adequate production services and climate information by June 30th, 2025</b>		
<b>OBJECTIVES</b>	<b>Objective 1: Small holder families make timely weather-related decisions by using digital weather and extension services</b>	<b>Objective 2: Increase SHF household income (Actual income)</b>	<b>Objective 3: Improve household nutrition</b>
<b>INDICATORS</b>	Household adopting Climate Smart Agriculture (CSA)	Actual income	Months of Adequate Household Food provisioning (MAHFP)
	Proportion of farmers increased yield by using weather forecast	Value of commodities produced, marketed, or processed	Number of HH who have adopted better nutritional and food practices
	Number of HHs that are using extension services	Women making Household decisions jointly	
		Women in leadership positions	
		Household Demonstrating Solidarity and Cooperation Among Community Members	
		FOAB Strengthened	
			Number of HHs with increased access to finance
<b>Heifer Impact Capital Indicators</b>		Productivity per acre	
		Increased in profile at the enterprise	
		Number of meaningful jobs creation	
		Total value of investment (or loans) accessed at the entity/individual level (in USD)	



		Number of entities/individuals accessing financial products and services (disaggregated by gender)	
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