REFERENCE FOR EXPRESSIONS OF INTEREST
(CONSULTING SERVICES)

Republic of Angola

MINISTRY OF ECONOMY

INSTITUTIONAL CAPACITY BUILDING FOR PRIVATE SECTOR DEVELOPMENT PROJECT

Reference Financing Agreement: African Development Bank
Project No. P-AO-K00-006

The Government of Angola (Government) has received a loan from the African Development Bank (AfDB) to cover the cost of the Institutional Capacity Building for Private Sector Development Project (ICBPSD) and intends to apply a portion of such loan for payments under the contract to prepare the Angolan Agro-Business Value Chain Study and train IFE staff on business intelligence and project management.

The ICBPSD Project's overall goal is to build the capacity of the various public services which support private sector development. The project's specific objectives are to: i) support enterprise competitiveness and entrepreneurship and ii) support the development of the cooperative sector.

The project is being implemented over a 5-year period (2014-2019). It comprises the components and activities summarised in the following Table:

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<th>Component</th>
<th>Description</th>
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<td>1. Support to business competitiveness and entrepreneurship.</td>
<td>This component aims to build the capacity of the Entrepreneurship Promotion Institute (IFE) by training its staff, building its capacity to support businesses in preparing their projects, developing and disseminating information on businesses, conducting 6 studies on potential for exports and internationalization. It also aims to support the strengthening of the training mechanisms of the National Institute for Support to Micro, Small and Medium-Sized Enterprises (INAPEM). With a view to training 42 500 entrepreneurs including 24 250 women, the project will support the establishment of an Entrepreneurship Academy by training its personnel, through the preparation of training modules and the design of training materials, the establishment of a regulatory framework to allow INAPEM to play a coordinating role regarding training courses on entrepreneurship, preparation of an entrepreneurial training map and database and, lastly, support for the establishment of partnership frameworks between INAPEM and the other stakeholders in the entrepreneurship training activities.</td>
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<td>2. Support to the development of the cooperative movement</td>
<td>This component aims to contribute to (i) the preparation of regulations on cooperatives, (ii) the conduct of studies and dissemination of information on cooperatives, and (iii) exchanges of experiences concerning cooperatives.</td>
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<td>3. Management, Monitoring and Evaluation</td>
<td>This component provides for the establishment of a monitoring and evaluation system for private sector development support programmes, mainstreaming gender issues. It also provides for the establishment of an adequate mechanism for the general coordination and monitoring of the project's implementation. The main activities are: equipment, technical assistance, monitoring and evaluation, auditing, and operation of the project.</td>
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The objective of this assignment is to hire a consulting firm to prepare the **Angolan Agro-Business Value Chain Study and train IFE staff on business intelligence and project management on agro-business value chains**, to strengthen their capacities in providing state-of-the-art support services to big Angolan firms and business groups in the global market place.

The main activities to be carried out under this **Study** consist of three (3) tasks:

(i) **Task 1 - Analysis of the local value chain in Angola**, based on a comparative analysis of potential exports of agro-food and non-food commodities, as well as their local transformation, compared to the existing exports of unprocessed similar products to the SADC, European, US, and Asian markets also identify Angola’s privileged markets for its agricultural produce exports

(ii) **Task 2 - Business Plans and related Transaction Options**, that can be used to attract foreign and domestic investors for model plants to be set up in Angola, including opportunities for establishing off-taking agreements with major international wholesalers or retailers, and assessment of the conditions to make them profitable. The consulting firm shall prepare the business plans (case studies) based on data from the Angola value chain provided by Task 1 accompanied by a sensitivity analysis;

(iii) **Task 3 - Preparation of promotion materials aimed at promoting the investment**, The consulting firm will identify and provide the contact information’s list of potential investors (domestic and international) interested on the subsectors of value chain of Angolan agribusiness.;

The On-Job Training of IFE’s Staff (10) will cover the following areas (i) Business Intelligence and (ii) Project Management, both related to agro-business, for 10 participants each.

The **ICBPSD Project** now invites eligible consultants to indicate their interest in providing these services. Interested consultants must provide information indicating that they are qualified to perform the services (brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.). Consultants may constitute joint-ventures to enhance their chances of qualification. Only consultants from the African Development Bank member countries are eligible to submit their expression of interest (the list of member countries is available at [http://www.afdb.org/en/about-us/corporate-information/members/](http://www.afdb.org/en/about-us/corporate-information/members/)).

Eligibility criteria, establishment of the short-list and the selection procedure shall be in accordance with the African Development Bank’s **“Rules and Procedures for the use of Consultants”** dated May 2008 and revised in July 2012, which is available on the Bank’s website at [http://www.afdb.org](http://www.afdb.org).

Interested consultants should submit their requests for clarifications to capacity.proj@gmail.com and lourenco.filipe@minec.gv.ao and EOI’s should not be more than 8-10 pages long.

Expressions of interest must be delivered to the address below by **May 3, 2017, not after 15:00** and should mention **“AGRO-BUSINESS VALUE CHAIN STUDY AND TRAINING IFE’S STAFF ON BUSINESS INTELLIGENCE AND PROJECT MANAGEMENT”**

Attn: Lourenço Filipe  
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