



Request for Proposal RFP- WE4F-2023-017

Activity Title: Conducting MEL Annual Survey of WE4F SSEA RIH Innovators

Funded by: Water and Energy for Food South and Southeast Regional Innovation Hub
(WE4F S/SE Asia RIH)

Implemented by: Tetra Tech ES, Inc.

Request for Proposal Timeline	
RFP Issue Date:	June 5, 2023
Questions:	On an ongoing basis until June 12, 2023. Please submit your questions to WE4FAsiaBids@tetrattech.com .
Proposals Submission Date:	July 5, 2023, 5:00 PM Bangkok time (GMT+7)
Award Anticipated Date:	August 1, 2023

Note: Issuance of this RFP does not constitute an award commitment on Tetra Tech ES, Inc., nor does it commit to pay for any costs incurred in preparation or submission of comments/suggestions of a Proposal. Proposals are submitted at the risk of the companies. All preparation and submission costs are at the Offeror's expense.



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1. INTRODUCTION

The purpose of this Request for Proposal (RFP) is to identify and select a company or an individual consultant to **design and implement the annual evaluation survey for innovators supported under the WE4F program** as per the Scope of Work (SOW) specified in Attachment A. This service will support the Water and Energy for Food South and Southeast Regional Innovation Hub (WE4F S/SE Asia RIH) funded by USAID under Contract No.: 7200AA20C00041 implemented by Tetra Tech ES, Inc.

The Water and Energy for Food (“WE4F”) Grand Challenge is a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Ministry of Foreign Affairs of the Government of the Netherlands, the Norwegian Agency for Development Cooperation (Norad), Sweden through the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID) (hereafter “the Partners”). Through WE4F, the Partners aim to expand the scale of innovations that impact the sectors food and water, food, and energy or all three sectors of the nexus (food, water, energy) to increase the sustainability of agricultural food value chains, improving energy and water efficiency as well as to improve climate resilient agriculture in developing countries and emerging markets in accordance with the SDGs, with a particular focus on the poor and women.

The Water and Energy for Food S/SE Asia Regional Innovation Hub (WE4F S/SE Asia RIH) is an essential component of WE4F. The Hub will:

- 1) Provide direct grants (via regional competitions and direct selection of innovators and manage the milestone-based grants and other financing provided to WE4F innovators in the region.
- 2) Provide technical assistance and business advisory services to WE4F innovators in the region.
- 3) Facilitate investment to the innovators in the region including through investor matchmaking and guarantee instruments.
- 4) Provide trainings and other technical assistance for governments, investors, lenders, and other actors in the region.
- 5) (In coordination and consultation with the WE4F Secretariat) engage in advocacy activities in the region on behalf of the WE4F program; and
- 6) Conduct Monitoring, Evaluation, and Learning (MEL) activities with WE4F innovators and other actors in the region to share best practices, lessons learned, pivots, failures, and successes.

2. SOURCE AND NATIONALITY RESTRICTIONS

The USAID-authorized geographic code for the WE4F S/SE Asia RIH contract is 935. The Geographic Code 935 authorizes the procurement of goods and services from any country including the cooperating country but excluding foreign policy-restricted countries. USAID maintains a list of prohibited sources in ADS Chapter 310.

For this specific procurement, the Offeror (company and individual consultant) must be legally registered and operating in or a citizen or legal resident of the WE4F S/SE Asia RIH countries: Bangladesh, Bhutan, Cambodia, India, Indonesia, Laos, Malaysia, Myanmar, Nepal, Philippines, Singapore, Sri Lanka, Thailand, Timor Leste, Vietnam.

3. SUBMISSION OF PROPOSALS

Proposals are due on **July 5, 2023, at 5:00 PM Bangkok time (GMT+7) Bangkok Time**. Proposals must be submitted to the designated email of WE4FAsiaBids@tetrattech.com with the subject line **“RFP-WE4F-2023-017- Conducting MEL Annual Surveys of WE4F SSEA RIH Innovators.”**

All Proposals must fully respond to the Technical Specifications in **Attachment A** and must include a **financial offer** in the format in **Table 1 of Attachment B**. Proposals received after the above-stated due date and time will not be considered for this procurement.

4. QUESTIONS AND CLARIFICATIONS

All questions or clarifications regarding this RFP must be in writing and submitted in English, to WE4FAsiaBids@tetrattech.com on an ongoing basis till **June 12, 2023, no later than 5:00 PM Bangkok time**. Questions and requests for clarification, and the responses thereto, will be circulated to all RFP recipients. Only written answers from Tetra Tech ES, Inc. will be considered official and carry weight in the RFP process and subsequent evaluation. Any answers received outside the official channel, whether received verbally or in writing, from employees or representatives of Tetra Tech ES, Inc., or any other party, will not be considered official responses regarding this RFP.

5. PROPOSAL PREPARATION INSTRUCTIONS

All offerors must follow the instructions set forth herein in order to be qualified for the procurement process. If an offeror does not follow the instructions set forth herein, the offeror's Proposals may be eliminated from further consideration, or the Proposal may be downgraded and not receive full credit under the applicable evaluation criteria.

A. OFFEROR'S TECHNICAL ABILITY

1. Description of the company's qualifications and capability including staff and individual consultants to undertake a similar scope of work in the countries of focus: Cambodia, India, Indonesia, Nepal, Myanmar, Thailand and Vietnam. Offerors should specifically describe how they meet the preferred qualifications below.
 - Working or High proficiency in the local language of one of the countries for which the consultant will be conducting data collection such as Hindi, Khmer, Indonesian, Burmese, and Sumba.
 - Resident in listed countries above would not need to travel outside of their current country of residence to conduct the required data collection.
 - Quantitative/social science research background with a strong understanding of data validity and experimental design
 - Knowledge and experience using statistical software (SPSS, SAS, STATA, R) to analyze data sets
 - Comfort operating in rural areas with limited access to technology, and/or improved amenities
 - Commitment to producing excellent work while maintaining a high level of professionalism and attentiveness to detail
 - Ability to work independently with minimal supervision while managing and meeting deadlines
 - Experience working in a highly diverse environment and a commitment to embracing cultural differences.
 - A high level of respect and courtesy towards local stakeholders as well as mindfulness and a commitment to do no harm.
 - Prior professional experience in above listed countries
 - Interest in development and social impact and enthusiasm for engaging with data from water, energy, and agriculture innovators is preferred.
2. A work plan and methodology for designing and implementing the annual surveys with a description of the tasks, key activities, and timeline of implementation will be provided by WE4F S/SE Asia RIH. To complete the assignment, the offeror must follow the instructions and timeline provided by WE4F S/SE Asia RIH.
3. A summary of similar assignments of designing and implementing surveys for companies and start-ups, preferably demonstrating experience interviewing smallholder farmers in remote and rural areas. The Offeror should include at least five assignments performed over the last five years per the table below including a link to the public final report, if applicable. Please highlight any of the assignments that were in for an international donor-funded project. If the client is confidential, please list "confidential".

Table 1: Title of Assignments

Title of Assignment	Description of the Contract and Services Provided	Client Name	Dates of Execution

B. PERSONNEL

The Offeror shall provide CVs for the individual consultant(s) to be assigned to this sub-contract. Full CVs are required in addition to completing Personnel Summary – Table 2.

Table 2: Proposed Personnel Summary

Personnel’s First and Last Name	Proposed Role under this Contract	Qualifications and Relevant Experience

C. DETAILED BUDGET

This will be a fixed-price contract in which the offerors should provide a task/deliverable-based budget per **Table 1 of Attachment B, "Detailed Budget"** supported by an Excel detailed cost estimates per task/deliverable to assert the reasonability of cost for each deliverable; for example,

- The number of persons involved,
- The number of level of effort (days) for each person,
- The fully burdened daily rate
- Total cost per person,
- Relevant logistical costs (e.g. transportation and accommodation)

A price must be provided for each task or deliverable. All items, services, etc., must be clearly labeled and included in the total price. No contingent or unknown costs. Include a one/two-liner narrative to explain the basis of each cost element in the proposed budget. Tetra Tech reserves the right to seek additional cost information if required.

Offerors shall provide the price in USD (United States Dollars), including applicable taxes if any. Prices must be valid for 60 days. **Each Offeror needs to prepare their own budget per the instructions in Attachment B.**

D. REPRESENTATIONS AND CERTIFICATIONS

Offerors must complete the representations and certifications in **Attachment C.**

1. A signed certification on the company letterhead that the company and its proposed second-tier subcontractors, if any, are not owned or controlled in whole or in part by any entity of any government. This certification is not applicable to individual consultants.

This section is not applicable to individual consultants.

6. EVALUATION CRITERIA

The award will be made to the Offeror whose Proposal represents the best value in consideration of past performance, qualifications and price factors. Prices must be reasonable and will be considered in the evaluation. Offerors are encouraged to provide a discount to their standard commercial rates.

Tetra Tech ES, Inc. reserves the right to conduct discussions with selected Offeror(s) to identify the best value offer. The Offeror selection resulting from this procurement shall be made by Tetra Tech ES, Inc. on a best-value basis. Tetra Tech ES, Inc. reserves the right to request a test assessment from offerors to assess qualifications.

Proposals will be scored on a 100-point scale. Available points for each evaluation factor are given below. Proposals must address each evaluation factor.

Evaluation Criteria		Points
I.	Detailed Price Proposal	30%
II.	Technical Proposal	70%
	a. Relevant experience in undertaking similar assignments and relevant country-level experience based on summary and portfolio shared	20%
	b. Proposed approach, and the timeline for delivery	30%
	c. Relevant experience of the personnel assigned	20%
	TOTAL	100%

7. TERMS OF PAYMENT

Payment terms for the awarded Agreement shall be net thirty (30) days for the company/firm and net 15 days for Individual consultants after submission of invoices, satisfactory completion, and acceptance of services and deliverables. Payment shall be made by Tetra Tech ES, Inc. via bank wire transfer. No advance payments will be provided.

8. SAM UNIQUE ENTITY IDENTIFICATION NUMBER AND SAM.GOV REGISTRATION

If the offeror (company/firm) proposed price for this proposal is USD \$30,000 or more, the offeror will be required to furnish a SAM UEI number as per Attachment C. Information regarding obtaining a SAM UEI may be found at [System for Award Management \(sam.gov\)](https://sam.gov). If the proposed cost is less than \$30,000 then SAM UEI number is not required. Please note a full SAM registration for Subcontractor/Vendor is not required and only SAM UEI number is required. **This is not applicable to individual consultants who submit offers for this procurement.**

9. NEGOTIATIONS

It is anticipated that a subcontract will be awarded solely based on the combination of the highest technical and financial scores. However, Tetra Tech ES, Inc. reserves the right to conduct discussions, negotiations, or request clarifications prior to awarding a subcontract or consultant agreement. In addition, Tetra Tech ES, Inc. reserves the right to conduct competitive range negotiations and limit the number of companies in the competitive range to permit an efficient evaluation among the most highly rated Proposals. The highest-rated companies, as determined by the evaluation committee, may be asked to submit their best prices during a competitive range.

10. MULTIPLE AWARD/NO AWARD

Tetra Tech ES, Inc. reserves the right to issue multiple awards. Tetra Tech ES, Inc. also reserves the right to issue no awards.

ATTACHMENT A: STATEMENT OF WORK

BACKGROUND AND CONTEXT:

Water, energy and food so-called WE4F are essential for human well-being, poverty reduction and sustainable development. Global projections indicate that the demand for freshwater, energy and food will increase significantly over the next decades under the pressure of population growth and mobility, economic development, international trade, urbanization, diversifying diets, cultural and technological changes, and climate change. At the same time, the food production and supply chain consumes about 30 percent of the total energy consumed globally. This situation is expected to be exacerbated in the near future as 60% more food will need to be produced to feed the world population in 2050.

Water and Energy for Food (WE4F) is a joint international initiative of the German Federal Ministry for Economic Cooperation and Development (BMZ), the European Union (EU), the Norwegian Agency for Development Cooperation (Norad), the Ministry of Foreign Affairs of the Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida), and the U.S. Agency for International Development (USAID).

WE4F aims to:

- Increase food production along the value chain through a more sustainable and efficient usage of water and/or energy
- Increase income for the base of the pyramid women and men in both rural and urban areas;
- Sustainably scale innovators' solutions to meet the challenges in the WE4F nexus; and
- Promote climate and environmental resilience and biodiversity through the sustainable, holistic management of natural resources and ecosystems.

WE4F hopes to expand the scale of innovations that impact the sectors food and water, food and energy or all three sectors of the nexus (food, water, energy) to increase the sustainability of agricultural food value chains, improving energy and water efficiency as well as to improve climate resilient agriculture and sustainable management of natural resources and biodiversity in developing countries and emerging markets, with a particular focus on the poor and women. To achieve this goal, the effort must include partners from the private sector, NGOs, other research institutions, and other donors who share the common goal of increasing food production through sustainable water and energy usage.

The WE4F South and Southeast Asia Regional Innovation Hub (S/SE Asia Hub) works to operationalize WE4F programmatic goals by working with innovators operating in 15 countries in South and Southeast Asia: Bangladesh, Bhutan, Cambodia, India, Indonesia, Laos, Malaysia, Myanmar, Nepal, Philippines, Singapore, Sri Lanka, Thailand, Timor Leste and Vietnam. By providing a suite of grants, technical assistance and investment facilitation services, the S/SE Asia Hub aims to support innovators with proven nexus technologies to scale up while positively impacting food security, gender equality, poverty reduction, and the environment.

SCOPE OF WORK OVERVIEW:

The WE4F S/SE Asia Hub is currently supporting 30 innovators; mid to late-stage, for-profit and non-profit organizations (For more details, please see **Attachment D** for innovator profiles and key operating areas). These innovators are categorized into three models based on the impact created by their innovations, namely: water-energy-food, energy-food, and water-food. As an essential part of the program, the innovators develop an Acceleration Workplan (AWP) to forecast specific environmental, social, economic, financial and investment targets, for three years, according to their business models through specific Key Performance Indicators (KPIs) and Illustrative Indicators (Gins) (For more details of KPIs and Gins, please see the **Attachment E**). The AWP also includes information about their data collection methods, challenges and risks as well as their action plans to achieve their targets. On a semi-annual basis, the innovators report their progress against the targets they are assigned both qualitatively and quantitatively. The Monitoring, Evaluation and Learning (MEL) unit of the WE4F Hub validates the reported numbers against specific supporting evidence. Finally, an independent Third-Party Evaluator further validates the results reported by innovators via primary research.

Tetra Tech is inviting proposals from qualified offerors to design and implement the annual evaluation survey for innovators supported under WE4F. The survey will involve **at least 60 interviews per innovator** (40 end users and 20 control group) with farmers in Bangladesh, Cambodia, India, Indonesia, Nepal, Myanmar, Thailand and Vietnam. Offerors **must** be capable of operating in **the official languages of the respective countries**.

The preferred Offeror will support the S/SE Asia Hub to validate the findings of specific KPIs and Gins reported by innovators and will also create a methodology and a set of guidelines for improved data collection for the innovator. The data-gathering process will be consistent and systematic, and the scope of work includes tabulating the data and summarizing the results. Measurement of impact across KPIs and Gins of the innovators through direct interviews of end-users is the end objective.

The offeror needs to select a sample of end-user farmers from a WE4F SSEA provided the list for interviewing purposes, as well as a comparable group of farmers who are not utilizing innovation but share a similar context in crops produced, incomes and geography, to carry out the assessment. The offeror must develop a gender-sensitive data collection plan which includes a) disaggregating data in all relevant categories, b) including questions related to gendered barriers of access to solutions c) considering data collection gendered risks, limitations, and mitigation actions.

Guidelines for implementation of surveys

1. The master questionnaire will be shared by the S/SE Asia RIH, which will be customized by the offeror for each innovator based on the RIH's guidance and translated by the offeror into local languages.
2. The offeror will customize the questionnaire in alignment with the business models of the innovators. For instance, all energy-food and water-energy-food innovators will report on energy savings, whereas energy-food innovators may not report on water savings.
3. Sampling will be stratified randomized sampling. Strata will be divided by sales and geography to include all potential customer categories. The sample of at least 60 interviewees will then be randomly selected from selected strata.
4. The business models of innovators are primarily of two types:

- a. **B2C: Direct sales/procurement with farmers**

Interview at least 40 end-users from the list provided by RIH and/or innovators. These end-users will be from the same country and within in the same geographic area and must be comparable to the control group sample. As mentioned, the end-users and control group will be chosen through stratified random sampling. Women farmers should be included in the interviews.

- b. **B2B: Sales/procurement through intermediaries** such as distributors, Farmer Collectives, and external agents which don't provide access to farmer details for the company. In this model, the number and access to end-users will be via intermediaries, which should be accounted for in the data collection approach. For intermediary sales, the offeror will interview the intermediaries as well as the end-users (farmers – male and female). The survey will estimate the average number of customers for selected intermediaries which will be used as an average to estimate the total end-users for the innovator.

5. The innovator will be responsible for sharing the contact details of the intermediaries. The offeror will randomize based on the clusters selected.
6. For the sampling plan, the offeror will procure a list of districts and sub-national presence of the innovators facilitated by the RIH and determine the geographical location of the surveys.

Deliverables:

1. Workplan outlining detailed activities, level of effort by each member assigned, deliverables, and timeline.
2. The questionnaire modified and translated into the local language of the country in which the survey will be implemented.
3. Printed and coded questionnaires in the relevant software/free tools.
4. Slide deck/presentation on sampling and data collection approach approved by the RIH. This should include quality check systems in place and a sequence and approach for data collection.
5. List of selected farmers from the provided end-users list per innovator, a plan for selecting farmers for the control group, and a data collection approach from male and female end-users.
6. Weekly data dump on the surveys for concurrent quality control.
7. List of selected farmers from the provided end-users list per innovator, a plan for selecting farmers for the control group, and a data collection approach from male and female end-users.
8. Document detailing the data cleaning process and the corrections made based on the quality checks.
9. Excel sheet with all clean raw data from the survey.
10. Slide deck/presentation with key findings from the survey on KPIs, Gins and gender disaggregated insights.
11. Final report presenting a summary and findings from raw data analysis on KPIs, GINs and gender disaggregated insights.
12. A document detailing the guidelines for improved data collection and analysis for the innovator on these KPIs and Gins in the future, as well as a usable template. RIH will share a sample.

Deliverables and Tentative Timeline:

The following table outlines tentative components and timelines to ensure the deliverables are completed within the stipulated timeline. It is subject to revision during the first phase of document review and work plan finalization.

Phase 1: Work plan finalization	
Timeline	Week 1 – 2
Deliverable (s)	N/A
Specific Tasks: <ul style="list-style-type: none"> ● RIH to share the workplan outlining detailed activities and timeline. ● Offeror to add a level of effort by each member from the offeror’s team and detailed logistic plan for field survey. ● RIH to finalize the workplan and share with the offeror. 	

Phase 2: Desk review, sampling and develop the questionnaire	
Timeline	Week 2 – 4
Deliverable (s)	<ol style="list-style-type: none"> 1. The questionnaire modified and translated into the local language of the country in which the survey will be implemented. 2. Printed and coded questionnaires in the relevant software/free tools. 3. Slide deck/presentation on sampling and data collection approach approved by the RIH. This should include quality check systems in place and a sequence and approach for data collection. 4. List of selected farmers from the provided end-users list per innovator, a plan for selecting farmers for the control group, and a data collection approach from male and female end-users.
Specific Tasks: <ul style="list-style-type: none"> ● RIH to share the innovator’s reading packets including the Innovator’s application, Acceleration Work Plan, ESG Assessment, Awardee Executive Summary and list of end-users. 	

<ul style="list-style-type: none"> • Offeror to present the understanding of innovator’s business models and MEL observations. • Offeror to develop a sampling plan and prioritization of innovators for the survey. • Offeror to provide a list of at least 40 sample end-users and a categorization of at least 20 control group farmers to be interviewed. • Offeror to present the customized questionnaire based on provided questionnaire and process of collecting data with RIH for review. Customization and translation of questionnaire as per innovator business model and feedback from the RIH.

Phase 3: Collection and analysis of the data	
Timeline	Week 4 – 10 [Timeline will vary by the number of innovators the offeror will cover as per proposal]
Deliverable (s)	<ol style="list-style-type: none"> 5. Weekly data dump on the surveys for concurrent quality control. 6. Document detailing the data cleaning process and the corrections made based on the quality checks. 7. Excel sheet with all clean raw data from the survey.
Specific Tasks (for the offeror): <ul style="list-style-type: none"> • Primary data collection via field visits for both selected end-users and control group farmers • Tabulate and summarize the collected data. • Clean and analyze data and qualitative insights. • Submission of excel based raw data by the service provider to RIH 	

Phase 4: Report and presentation of results	
Timeline	Week 10 – 13 [Timeline will vary by the number of innovators the service provider will cover as per proposal]
Deliverable (s)	<ol style="list-style-type: none"> 8. Slide deck/presentation with key findings from the survey on KPIs, Gins and gender disaggregated insights. 9. Final report presenting a summary and findings from raw data analysis on KPIs, GINs and gender disaggregated insights. 10. A document detailing the guidelines for improved data collection and analysis for the innovator on these KPIs and Gins in the future, as well as a usable template. RIH will share a sample.
Specific Tasks (for the offeror): <ul style="list-style-type: none"> • Excel format with guides/ methodologies to collect, analyze and report the data effectively for the innovator. • Develop a slide deck and present finding results of every innovator to the RIH and Secretariat. • Based on the comments from the innovator and RIH members, contribute input as needed. • Compile all feedback from RIH and Secretariat and incorporate them into the final report. • Develop a guideline for improved data collection and analysis for the innovator on these KPIs and Gins in the future 	

ASSUMPTIONS AND EXPECTATIONS

- A schedule for deliverables will be co-developed with the WE4F S/SEA RIH, which includes internal milestones and virtual consultations.
- The staff of relevant innovators will provide recommendations for logistics for the field visits, but the Offeror is expected to make their own arrangements.
- Relevant RIH staff will be available for a certain number of hours every week to answer questions and inform the ongoing delivery of this work and will sign off on key milestone deliverables promptly to achieve project completion.
- There will be bi-monthly progress meetings (virtual or in person) between the WE4F S/SEA RIH and the Offeror and may include representatives of the USAID WE4F Secretariat.
- There will be an end-of-project call with WE4F S/SEA RIH for any discussion/ clarifications/ feedback on final deliverables before approval of the final deliverable.

ATTACHMENT B: DETAILED BUDGET

The total price Proposal must be submitted with sufficient details to account for ALL remuneration, communications, transportation, security, and translation and other out-of-pocket expenses, taxes and other costs. The price proposal is valid for sixty (60) business days. All costs should be in [USD] currency as the contract/purchase order, issued in USD currency, and payment will be made in the same currency. On this basis, Tetra Tech ES, Inc. will issue a Fixed Price Agreement and payment shall be based upon acceptance of services and deliverables described in **Table 1 below**.

Table 1: Deliverables and Payment Schedule

#	Activity Description	Deliverables	Delivery Date	Payment Amount
1	Desk Review, Sampling and Develop Questionnaire	<ol style="list-style-type: none"> 1. Questionnaire modified and translated into the local language of the country in which the survey will be implemented. 2. Printed and coded questionnaire in the relevant software/free tools. 3. Slide deck/presentation on sampling and data collection approach approved by the RIH. This should include quality check systems in place and a sequence and approach for data collection. 4. List of selected farmers from the provided end-users list per innovator, a plan for selecting farmers for the control group, and a data collection approach from male and female end-users. 	2-4 th week of Award	\$0.00
2	Collection and Analysis of the data	<ol style="list-style-type: none"> 5. Weekly data dump on the surveys for concurrent quality control. 6. Document detailing the data cleaning process and the corrections made based on the quality checks. 7. Excel sheet with all clean raw data from the survey. 	4-10 th week of Award	\$0.00
3	Report and Presentation of results	<ol style="list-style-type: none"> 8. Slide deck/presentation with key findings from the survey on KPIs, Gins and gender disaggregated insights. 9. Final report presenting a summary and findings from raw data analysis on KPIs, GINs and gender disaggregated insights. 	10-13 th week of Award	\$0.00

		10. A document detailing the guidelines for improved data collection and analysis for the innovator on these KPIs and Gins in the future, as well as a usable template. RIH will share a sample.		
Total Fixed Price Subcontract Value				\$0.00

The Offeror is required to submit a detailed Excel budget in support of this task-based budget showing the number of persons involved in each activity, each person's daily rate, the total level of effort days, total labor cost and other direct costs such as transportation, communication, etc. and sub-total activity/deliverable cost.

The budget shall be for each country that the Offeror is submitting a proposal to work in. See Attachment D for the list of countries. The Offeror shall **submit the detailed budget in Excel and not pdf.**

ATTACHMENT C: REPRESENTATIONS AND CERTIFICATIONS

Offeror Representations and Certifications

1. Organizational Conflict of Interest Representation

The company represents, to the best of its knowledge and belief, that this award: does [] or does not [X] involve an organizational conflict of interest.

Please see FAR 52.209-8 for further explanation.

2. SAM Unique Entity ID (UEI ID) Number

(required if cost Proposal is more than USD \$30,000)

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(please use one box per number or dash)

3. Source and Nationality of Goods and Commodities

(i) This is to certify that the Offeror is:

- a. an individual who is a citizen or legal resident of _____.
- b. a corporation of partnership organized under the laws of _____.
- c. a controlled foreign corporation of which more than 50% of the total combined voting power of all classes of stock is owned by United States shareholders; or
- d. a joint venture or incorporated association consisting entirely of individuals, partnerships or corporations. If so, please describe separately the citizenship or legal status of the individuals, the legal status of the partnership or corporations, and the percentage (%) of voting power of the corporations.

(ii) This is to certify that the **Source** (the country from which a commodity is to be shipped from) of the Equipment to be supplied under this Order is:

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name of country or countries

By signing below, the Offeror certifies that the representations and certifications made, and information provided herein, are accurate, current and complete.

Signature: _____ Date: _____

Name of and title of authorized signature: _____

ATTACHMENT D: INNOVATORS AND POTENTIAL PROVINCE(S) OF OPERATIONS

Country	Innovator	Province(s) with end-users to sample from
India	Centre for Aquatic Livelihoods (Jaljeevika)	Bihar (Purnea, Saharsa, Spaul), Maharashtra (Pune)
	New Leaf Dynamic Technologies Pvt., Ltd.	Uttar Pradesh (Fatehpur, Sitapur, Lucknow) Maharashtra (Aurangabad, Ahmednagar, Nashik, Pune)
	S4S Technologies (Science for Society Techno Services Pvt., Ltd.)	(Aurangabad, Beed, Jalna, Jalgaon, Satara, Nashik, Ahmednagar) Maharashtra, (Kurnool) Andhra Pradesh,
	aQysta India	Assam (Moregaon, Nagaon) and Meghalaya
	Nandinandan Breeds and Seeds India Private Limited (The Goat Trust)	Uttar Pradesh (Lucknow, Sitapur)
	Oorja Development Solutions	Uttar Pradesh (Bahraich, Lucknow, Barabanki) Bihar (Muzaffarpur)
	Promethean Power Technologies.	Maharashtra (Osmanabad)
	Claro Energy Private Limited	Chhattisgarh (Sukma, Jashpur) Bihar (Siwan, Gopalganj, Vaishali, Muzaffarpur, Samastipur)
	Husk Power Systems	Bihar (East Champaran, Siwan, Gopalganj, Jahanabad)
	ZooFresh Foods Private Limited	Odisha (Kalahandi, Angul, Puri, Khordha, Sundargarh, Bolangir), Chhattisgarh (Raipur), Andhra Pradesh, Delhi, Jharkhand (Dhanbad), West Bengal (Kolkata)
	Adaptive Symbiotic Technologies (AST)	Rajasthan (Jaipur, Ajmer, Sikar, Jodhpur and Jaisalmer)
Nepal	Mandala Agrifresh Pvt., Ltd.	Province 1 and Bagmati Province
	Gham Power	Province1, Madhesh, Bagmati, Lumbini, Sudurpashchim, Karnali, Gandaki
Myanmar	Agro Pte., Ltd.	Yangon, Mandalay, Magway, Naypyidaw, Sagaing
	Techno-Hill Engineering Co., Ltd.	Ayeyarwady
	Village Link Company Limited	Yangon, Shan, Mandalay, Magway, Bago, Ayeyarwady
	RecyGlo Co., Pte., Ltd.	Yangon, Mandalay, Bago, Irrawaddy, Shan
Indonesia	Komodo Water/ Pt. Tinamitra Mandiri	East Nusa Tenggara (West Manggarai)
	Yayasan Rumah Energi	East Java Province, Central Java, and West Papua
	Sumba Sustainable Solutions	East Nusa Tenggara (East Sumba)
Cambodia	Agro Pte. Ltd.	Pursat, Battambang, Kampong Cham, Siem Reap, and Kampong Thom
	ATEC Australia International Limited	Battambang, Kampong Cham, Kampot, Siem Reap, Kampong Chhnang.
Thailand	RecyGlo Co., Pte., Ltd.	No end-users list yet to check the provinces
Vietnam	EGreen Technology Joint Stock Company	Bac giang, Nam Dinh, Quang Nam, Thai Nguyen, Hanoi
	Covestro	Quang Tri, Son La and Lao Cai provinces

ATTACHMENT E: LIST OF KPIS AND GINS

Key Performance Indicators	Definitions
KPI2: Number of smallholder farmers and other end-users using energy or water-efficient WE4F innovations in their activities	End-Users include all users of WE4F-funded innovations throughout the entire food value chain including food producers, food processors
<i>KPI 3: Total mass of food produced as a result of WE4F innovations</i>	This includes an increase in the sum of all food production achieved as a result of WE4F innovations. This measure is only of food produced using innovative techniques and should not count food produced by traditional techniques by an involved end-user.
<i>KPI4: Total mass of food processed as a result of WE4F innovations</i>	This includes the sum of all food processing achieved as a result of WE4F innovations equivalent to the difference between total food processed by end-users before and after uptake of WE4F innovations.
<i>KPI5: Total energy saved in the food value chain as a result of the use of WE4F innovations</i>	<i>Energy saved</i> is the change in agricultural energy consumption due to the use of a WE4F innovation and includes both thermal and electrical energy savings. This is equal to the difference between the energy required to provide the same products or services using WE4F-funded innovations as compared to a baseline of the energy required for the same food production or processing without the use of the same innovation. Human energy in manual labor should not be included in this indicator. <i>Change in agricultural energy consumption</i> is based on the difference between energy usage in food production or processing for all WE4F end-users and a baseline of energy usage for food production or processing of a similar nature and at the same scale.
<i>KPI6: Total volume of water consumption reduction in the food value chain as a result of WE4F innovations</i>	<i>Water consumption reduction</i> is equivalent to a decline in water consumption by end-users of WE4F innovations, based on the difference between total water usage for all innovation end-users and a baseline of comparable locally observed end-users. This is not a relative measure of water efficiency (liters per kg yield or otherwise). The measure is of the actual decrease in absolute water consumption observed.

<p><i>KPI7: Number of smallholder farmers and other end-users that experience an increase in income</i></p>	<p><i>Number of smallholder farmers and end-users</i> includes those who generate income through activities that use an innovation or through the sale of goods that are produced via the use of an innovation.</p> <p><i>An increase in income</i> is equal to the change in gross annual income from activities and sale of goods that use innovations and income from these same activities and sale of goods prior to the use of the innovations. Sources of income from other activities or the sale of goods that don't use WE4F innovations should not be included.</p>
<p><i>Gin6: Total greenhouse gas emissions saved per year by end-users through use of products/services of WE4F innovators</i></p>	<p>This is equivalent to the sum of greenhouse gas emissions saved for all end-users of WE4F innovations found per year.</p> <p>Greenhouse gas emissions saved is based on the difference between greenhouse gases per kg of food produced or processed using WE4F innovations and a baseline of greenhouse gases per kg of food produced or processed without the innovation.</p>
<p><i>Gin28: Number of end-users using financing mechanisms adopted or created through WE4F engagement</i></p>	<p>This includes all individuals who are documented as using a financing mechanism that was made more accessible, more visible, or newly developed due to direct involvement with WE4F. End-users of financing mechanisms that do not have documented meaningful engagement with WE4F should not be included.</p> <p>Additionally, financing mechanism users are defined as WE4F innovation "end-users".</p>