



EOI-WE4F-2022-010-Call for Expression of Interest (EOI) from Service Providers

- Join a pre-vetted pool of service providers for Water and Energy for Food (WE4F): A Grand Challenge for Development
- Work with game-changing innovators in the water-energy-food nexus to scale solutions and unlock opportunities across South and Southeast Asia

Call for EOI Timeline	
Launch Call for EOI on the website and online networks	August 15, 2022
Deadline for receiving questions on the Call for EOI	August 29, 2022, at 5:00 PM GMT+7 (Bangkok time)
Q&A webinar (optional for service providers to join)	September 1, 2022, at 11:00 AM GMT+7 (Bangkok time)
Deadline for submission of EOIs	September 16, 2022, at 5:00 PM GMT+7 (Bangkok time)
Evaluate and vet service providers	September 16 – October 14, 2022
Confirmation of pre-vetted service providers	October 18, 2022
Estimated timeline for the procurement and delivery of services	Length of services timeline will vary based on innovator's needs while all of services will be delivered during October 2022 – July 2024

Key dates:

Submit questions	August 29, 2022, at 5:00 PM GMT+7 (Bangkok time) to WE4FAsiaBids@tetratech.com.
Q&A Webinar	September 1, 2022, at 11:00 AM GMT+7 (Bangkok time)
Deadline for EOI submission	September 16, 2022, at 5:00 PM GMT+7 (Bangkok time)

Important links:

Q&A Webinar Registration	https://www.eventbrite.com/e/we4f-ssea-asia-hub-expression-of-interest-from-service-providers-tickets-399641036097
Submit EOI	https://www.surveymonkey.com/r/Submit_EOI_2022

About Water and Energy for Food (WE4F): A Grand Challenge for Development

The Water and Energy for Food (WE4F): A Grand Challenge for Development 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 Netherlands, Sweden through the Swedish International Development Cooperation Agency (Sida) and the U.S. Agency for International Development (USAID).

WE4F is designed to address barriers to increase the production of food through the efficient and sustainable usage of water and energy along the value chain from farming to end-user, to impact food security, and gender and poverty reduction in an environmentally sustainable way.

Together with partners and investors, the South and Southeast Asia Regional Innovation Hub (S/SEA RIH) supports mid to later stage enterprises to scale innovations that positively impact food security in an environmentally sustainable way. This is through grants, technical assistance (TA) and investment facilitation supports. Supported innovations use less water and more sustainable energy to increase food production, protect biodiversity and mitigate the effects of climate change while providing opportunities to women, youth, and the poor. The S/SEA RIH is implemented by Tetra Tech ES, Inc. in association with CrossBoundary and DevWorks International.

With this document, the S/SEA RIH invites eligible service providers to respond to WE4F's Call for Expressions of Interest (EOI) to become part of the pool of pre-vetted service providers to deliver technical assistance. As TA needs are identified, requests for proposals (RFPs) and requests for quotation (RFQs) will be issued to pre-vetted service providers in their respective TA category area. All subcontracts resulting from limited competition among pre-vetted service providers will be issued by Tetra Tech ES, Inc.

Objective of the EOI

The submitted EOIs are to help the WE4F S/SEA RIH identify registered companies interested in being included in a pool of pre-vetted service providers to support WE4F innovators between 2022 to 2024. Being selected to participate in the pre-vetted pool of service providers provides an opportunity to bid on RFPs and/or RFQs with specific scopes of work to provide technical assistance to innovators. Applicable RFPs and/or RFQs will be shared with the service providers in the pool based on their expertise. **Being listed as a pre-vetted service provider does not guarantee an award from the WE4F S/SEA RIH. Awards will be confirmed after a**

competitive bidding process among the relevant organizations in the pre-vetted pool.

Why be part of Water and Energy for Food?

The South and Southeast Asia region is subject to many challenges including intensive energy and water uses that exacerbate climate change, depletion of natural resources and biodiversity loss, poverty and inequality. Tackling issues in the water-energy-food nexus is imperative to achieving political and social stability, gender equality and inclusion, food security, and sustainable development. Despite the challenges the region faces, at the same time, it presents an emerging opportunity for local innovators to find solutions for the most pressing water and energy issues in food production and agriculture while countering the effects of climate change and protecting biodiversity.

These innovators, however, often have insufficient entrepreneurial capacities to scale up developed prototypes successfully and sustainably, access catalytic investment, integrate gender into their operations, or engage with policy and regulation environments. They require specific support services to unlock such opportunities to scale their solutions, prepare them to accelerate their growth and achieve good Environmental, Social and Governance (ESG) impact.

Therefore, WE4F S/SEA RIH will not only provide direct support to the 40 innovators (Tier 1 support), but also work with other pre-vetted service providers to assist in delivering these services (Tier 2 support), as part of a comprehensive support suite.

The Call for EOIs is launched to build a pool of qualified service providers to deliver a variety of services to the innovators supported by WE4F S/SEA RIH.

Target Innovators of the WE4F Grand Challenge

WE4F works with entrepreneurship and innovation through the following actors:

- For-profit and non-profit organizations as well as organizations in academia with a for-profit arm that are working on scalable sustainable innovations at the nexus of water-energy-food. These organizations apply through the Calls for Innovations.
- Actors that are identified by the Regional Innovation Hub and fit the criteria of WE4F and are crucial for the scaling of impacts.
- Innovators with a large potential for sustainable scaling have previously received support and proved successful in the introduction phase from either Securing Water for Food or Powering Agriculture Grand Challenges (WE4Fs preceding programs).

Innovations supported by WE4F include, but are NOT limited to, the themes mentioned below:

- Theme 1: Innovations in food production to reduce water usage
- Theme 2: Efficient use of water resources for food production
- Theme 3: Sustainable use of energy and water on farms
- Theme 4: Energy innovations for food processing and/or logistics
- Theme 5: Food production with efficient energy use
- Theme 6: Leveraging food/agriculture waste for energy

More information about the innovators can be found on the WE4F website. Some of the innovations supported by the program include solar water irrigation systems, solar cold storage, solar dryers, data intelligence platforms for farmers, IoT solutions, organic fertilizers and biogas, in sectors of food crops production, livestock, dairy and aquaculture.

Who should apply to join the pre-vetted pool of service providers?

This Call for EOIs will target the following ten countries of the S/SEA RIH's 15 operating countries. The targeted countries for this Call for EOI are listed, alphabetically, in Table 1 and determined based on (i) current location of legacy innovators and their operations and (ii) tentative location of the expected grantees and their operations chosen through first call for innovations and (iii) where the S/SEA RIH has staff with local expertise.

Table 1: Tier 2 Technical Assistance Focus Countries

Countries of focus for Tier 2 TAs
Bangladesh
Cambodia
India
Indonesia
Laos
Myanmar
Nepal
Philippines
Thailand
Vietnam

Table 2 presents the focused technical assistance contents that the pre-vetted service providers are expected to provide. However, all service providers who specialize in each technical assistance category are welcome to apply and be pre-vetted.

To be qualified, it is important to note the companies must be operating in at least one of the S/SEA RIH's 15 target countries**: Bangladesh, Bhutan, Cambodia, India, Indonesia, Laos, Malaysia, Myanmar, Nepal, Philippines, Singapore, Sri Lanka, Thailand, Timor Leste and Vietnam.**

Table 2: Intended Tier 2 Technical Assistance Categories

TA category	Content
Investment Facilitation	• Legal (drafting and / or review of transaction documents) • Accounting and financial due diligence (quality-of-earnings analysis, etc.) • Investment readiness (pitch decks, company valuations) • Financial and operational models • Gender lens investment readiness • Climate lens investment readiness
Business Development	• Business model analysis and strategy • Supply chain management • Advisory services on import tariffs

TA category	Content
Product Development/Refinement	• Product lifecycle management • International and national product certification and process advisory/implementation • Technical product and/or process development • Information technology support
Gender Integration	• Implementation of gender-responsive firm-level policies • Gender lens investment readiness • Gender integration in market research and strategy • Gender integration in communications and PR
Customer financing and BOP (Base of the Pyramid) impact	• End user financing modelling • In-house credit facility development • BoP Impact assessment • BoP business model advisory • Carbon credit financing
Environmental Sustainability	• Holistic environmental impact assessment • Socio-environmental assessment of operations • Socio-environmental business policies • Sustainable business value chains certification and advisory
Organizational Capacity Development	• Human resources management • Design standard operating procedures • Financial management and accounting systems • Team management and leadership training • Operational efficiency and expansion
Public Relations (PR) and Communications	• Graphic design • Website content development • Design marketing collaterals (brochures, videos, social media) • Branding and communication strategy development
Market Research and Analysis	• ESG related market research • Sector/Theme based market research • Geography/Region based market research • Market expansion framework and implementation strategy
Marketing and Sales	• Smallholder marketing and outreach • Traditional and digital marketing • Sales modelling and strategy • Sales processes and operationalization • Sales training • Customer service and call center solutions
Monitoring and Evaluation	• Third party impact evaluation • Primary surveys, data analysis and reporting • Social impact reports • Environmental impact reports

TA category	Content
Legal Services and Compliance	• Legal advisory services for international expansion, registration in new geography, due diligence • Partner/Vendors contracts • Intellectual property • Regulatory advisory services

EOI process and timeline

To submit questions: Prospective service providers who have questions concerning the contents of this Call for EOI can submit them in writing no later than **August 29, 2022, at 5:00 PM GMT+7 (Bangkok time)** to WE4FAsiaBids@tetratech.com. Only questions submitted to this email address will be considered.

To attend the webinar: Prospective service providers who are interested in joining the informational webinar, and discussion on questions and answers (Q&As) on **September 1, 2022, at 11:00 AM GMT+7 (Bangkok time)** can register at https://www.eventbrite.com/e/we4f-ssea-asia-hub-expression-of-interest-from-service-providers-tickets-399641036097

Submission deadline: EOIs must be submitted no later than **September 16, 2022, at 5:00 PM GMT+7 (Bangkok time)**. Prospective Service Providers are requested to complete the EOI questionnaire and upload all required documents via this link https://www.surveymonkey.com/r/Submit_EOI_2022

Required Documents

To ease the registration process please have the following documents completed and ready
to upload before accessing the above SurveyMonkey form.

1. The three-slide summaries of your previous projects per each area of the selected service categories.
2. Three CVs of your experts per each area of the selected service categories
3. Proof of incorporation
4. Proof of registration (Copy of Business License)
5. Certification that the company is not owned or controlled in total or in part by any entity of any
   Government: Click here to download Certification template
6. List of key personnel in the organization (Full Name and Designation)
7. Optional: Company overview presentation
8. Optional: SAMS UEI Number: For more information and registration, visit the website (link)

EOI Questionnaire

The following is a list of questions to be completed in the online portal by each service provider.

1. **Company Overview**

1.1. Complete registered name of company
1.2. Type of business
1.3. Country of registration
1.4. Country(ies) of operation in South and Southeast Asia
1.5. Year of registration
1.6. Number of relevant technical experts (full time in the organization)
1.7. Number of management-level employees
1.8. Number of women in management-level positions
1.9. Address if company
1.10. Website
1.11. Overview of your company including key sectors and services, key geography of operations, organizational structure, diversity of clients and sectors, and key strengths of the organization.
1.12. Summary of level of proficiency in execution of technical assistance services in sectors of water-energy-food nexus, agriculture, or working with social enterprises. Please also outline the impact of the work you have undertaken.
1.13. Optional: Please upload the company overview

2. Authorized Point of Contact

2.1. First name
2.2. Last name
2.3. Title
2.4. Position
2.5. Email
2.6. Phone Number

3. Technical Expertise and Past Performance

3.1. Please select up to three areas of expertise from the service categories (Table 2)
3.2. Please upload three of the three-slide summaries of your previous projects per each area of the selected service categories (Projects related to WE4F nexus in the past three years are strongly preferred).
3.3. Please upload three CVs of your experts per each area of the selected service categories.
3.4. Please upload other supporting documents:

- Proof of incorporation
- Proof of registration (Copy of Business License)
- Certification that the company is not owned or controlled in total or in part by any entity of any government (Link)
- List of key personnel in the organization (Full Name and Designation)
    - One who has access, control, and influence over the management and finances of the company. (i.e. CEO, Managing Director, Deputy Director, etc.)
- Optional: SAM UEI number (Optional now but will be required to bid for RFPs/RFQs)

Evaluation Criteria

EOIs will be scored on a 100-point scale. EOIs must address each evaluation factor. The points available for each factor are shown below.

Table 3: Service Provider's pre-qualification criteria

Pre-qualification Criteria	Percentage
A. Management Capacity and Profiles	**30**
Comprehensiveness of firm profile (including key sectors and services, key geography of operations, headquarters location, year of establishment, organizational structure)	10
Summary of experience in managing the contract and operation of the technical assistance services in the selected service categories with similar programs or donors.	20
B. Technical capacity	**40**
Level of proficiency of the proposed experts to provide technical assistance and serve as a subject specialist during the period of execution. (Biographies of key personnel with experience in services to be offered)	20
Summary of company's level of proficiency to execute the technical assistance services and ensure quality deliverables within the timeline, especially with social enterprises in sectors of agriculture, energy, water, and the WE4F nexus.	20
C. Past and Illustrative Performance	**30**
Track record in delivering similar services, the details of the work undertaken, highlighting key outcomes and efficiency in delivery	30
Total	**100**

The service providers are encouraged to mention previous experience in achieving gender, BOP and environmental impacts.