THE WEBINAR WILL START SHORTLY...



Call for EOIs from Service Providers
WE4F South and Southeast Asia Regional Innovation Hub

September 1, 2022

Housekeeping



In this Live Event, **please use this chat box for any questions or technical problem.**



Your pre-submitted questions related to the EOI will be answered during the Q&A time.



The webinar will be recorded and shared with you after the webinar.



There will be the one-minute survey at the beginning of this webinar. We will share the survey link in the chat box.

Agenda



1. WE4F S/SEA Regional Innovation Hub Overview
2. Pre-vetting process and timeline
3. Call for EOIs overview and service category
4. Evaluation criteria and required documents
5. Q&A (pre-submitted and live)

With you here today in this webinar



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Grants and Finance Specialist



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Country Coordinator, Thailand & India



Prim Kaosoontornkij

Program Assistant

Scan the QR code to tell us who you are



WHAT IS WE4F?

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



german cooperation
DEUTSCHE ZUSAMMENARBEIT

Government of the Netherlands

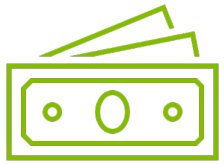
Sweden
Sverige

USAID
FROM THE AMERICAN PEOPLE

Program Impacts



Increase food production along the value chain through a more sustainable and efficient usage of water and/or energy.



Increase income for 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.



Promote climate and environmental resilience and biodiversity through the sustainable, holistic management of water, natural resources, and ecosystems.

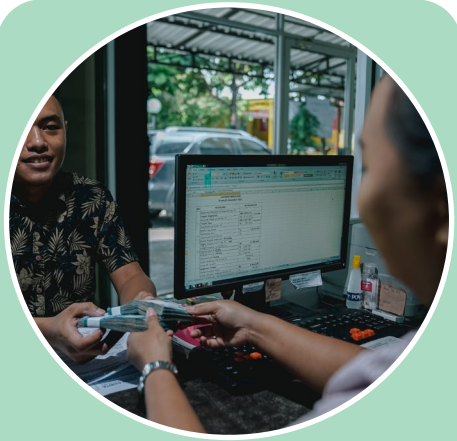
WE4F SSEA RIH Targets



Fund 40 WE4F innovators



Provide 90 instances of technical assistance



Increase investment by $20 million USD



Integrate gender, BoP and environmental sustainability



Reach 1 million smallholder farmers, including 250,000 women

S/SE Asia Regional Innovation Hub (RIH)



- Based in **Bangkok, Thailand**
- Operationalize WE4F objectives in **15 countries in S/SE Asia**

WE4F S/SEA RIH is implemented by a consortium of 3 partners

TETRA TECH

Leading provider of consulting and engineering services worldwide helping clients address their water, environment, infrastructure, resource management, energy, and international development challenges.

CROSSBOUNDARY

Mission-driven investment firm provides transaction and investment advisory services across all sectors in underserved markets globally.

DevWorks INTERNATIONAL

International organization who has deep experience in food-water-energy nexus enterprises and a strong track record in fostering inclusive business and market-based solutions.

Innovators in WE4F S/SE Asia cohort



Water - Food



Energy - Food



Water – Energy - Food

Examples of innovations supported



Solar powered irrigation solutions



Biogas Digesters



Green Charcoal

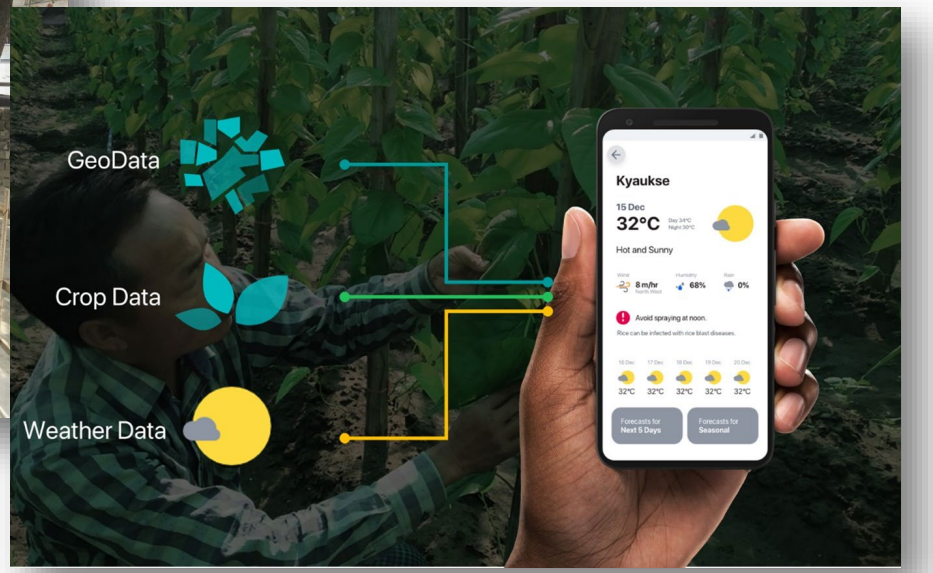
Examples of innovations supported



Solar dryers

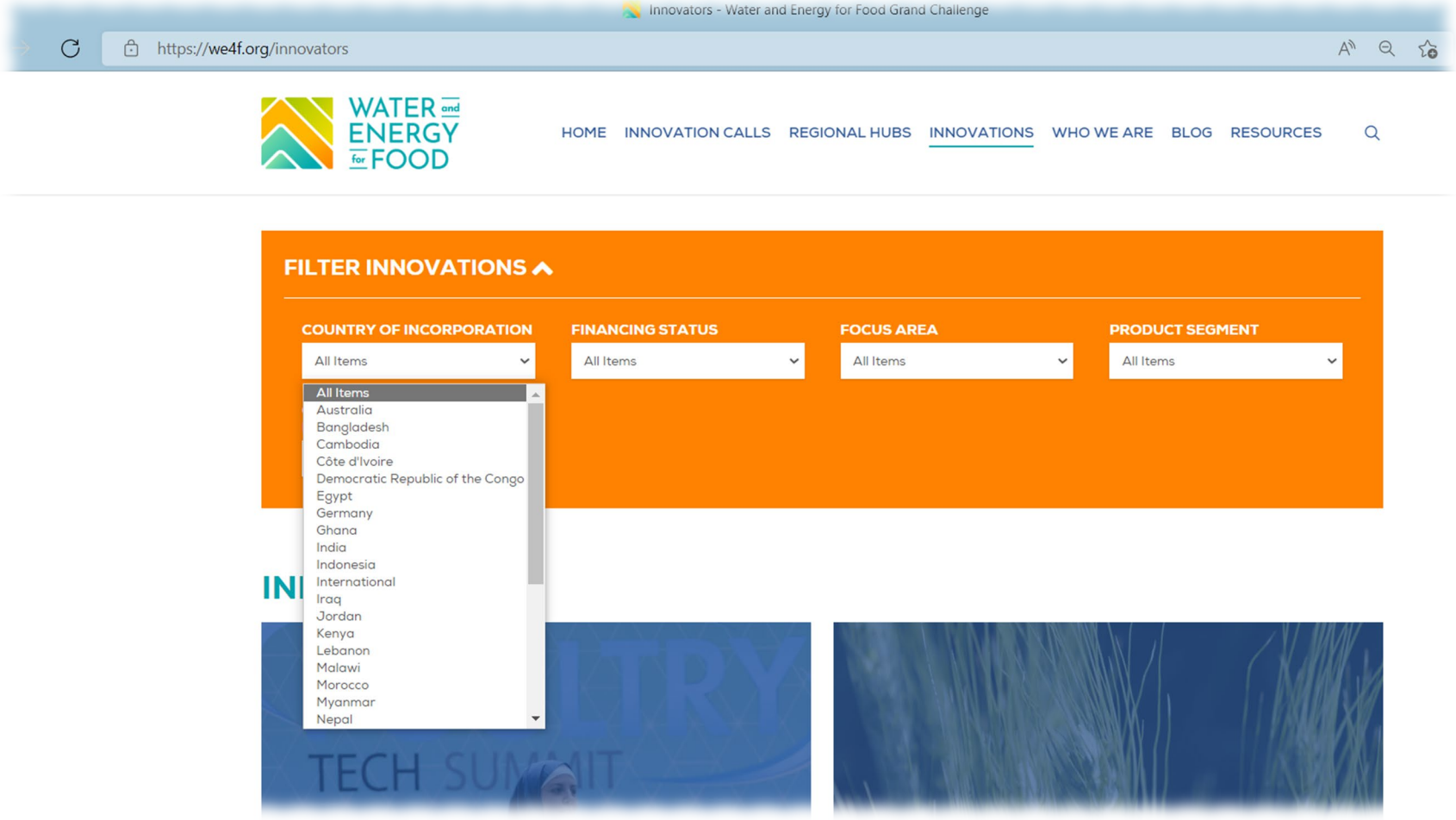


Chemical free livestock farming



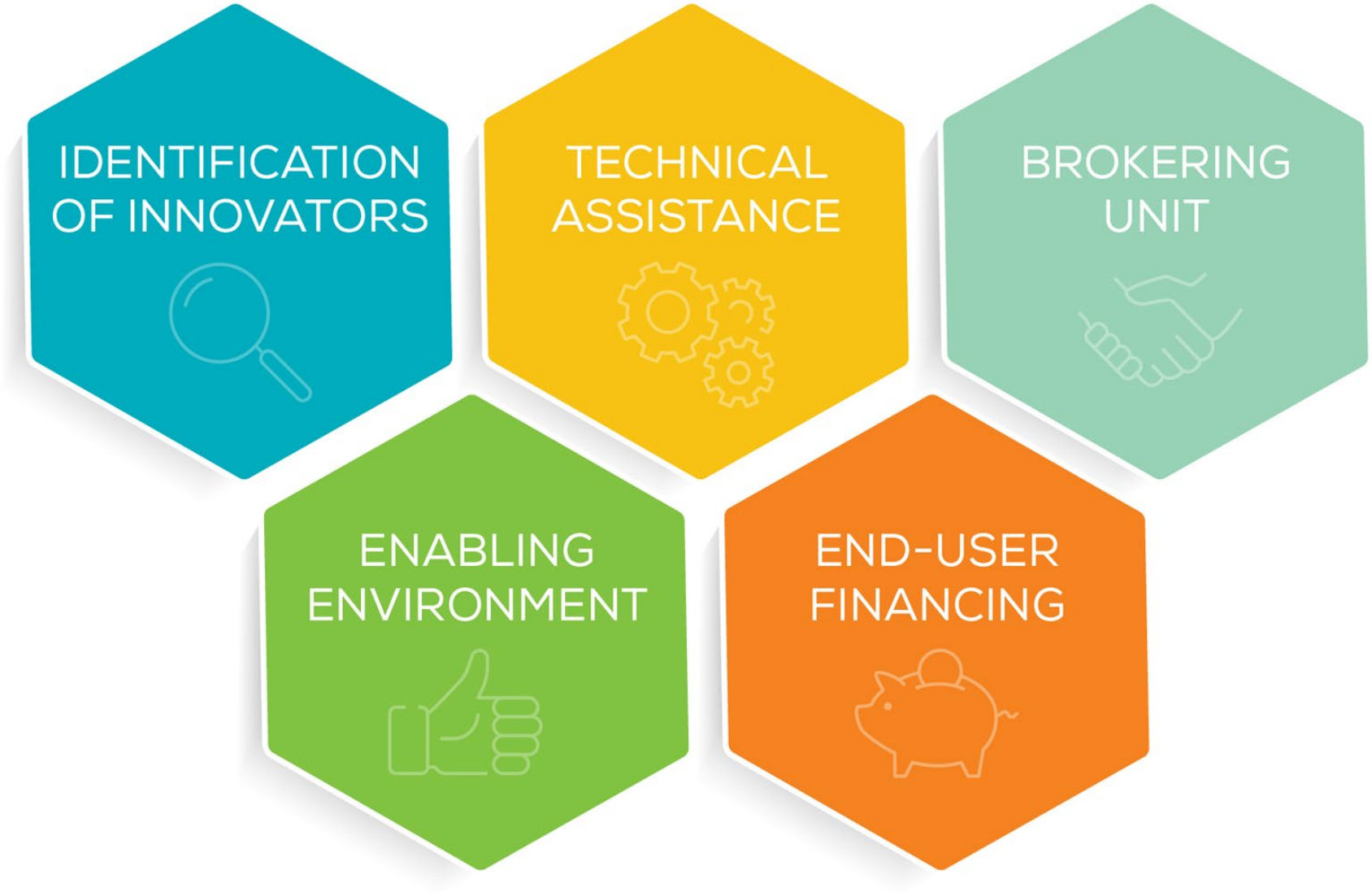
Data and application

Look up our innovators on the website



[Innovators - Water and Energy for Food Grand Challenge (we4f.org)]

What Does WE4F Do?



Pre-vetting process and timeline



Deadline for EOIs submission

September 16, 2022 at
5:00 PM
GMT+7 (Bangkok time)

Evaluation and Vetting



Announcement of the pre-vetted service providers

October 14, 2022

Existing service providers

If you applied last year for EOI 2021 and are part of our pre-vetted pool of service providers, you DO NOT need to apply again.

You should have received an email from us confirming that you are part of the pre-vetted pool last year.

Click here to apply for the EOI

WE4F S/SE Asia Regional Innovation Hub: EOI for Technical Assistance Service Providers 2022 Survey

https://www.surveymonkey.com/r/Submit_EOI_2022

All other details can be found here:

https://we4f.org/program-news/ssea-eoi-2022



Pre-vetted service providers overview and service categories

Sasmita Patnaik
Technical Assistance Facilitator and
Gender Advisor

Who is a service provider?



Provides advisory and implementation support to game-changing innovators in the water-energy-food nexus to scale solutions across the South and Southeast Asia Region

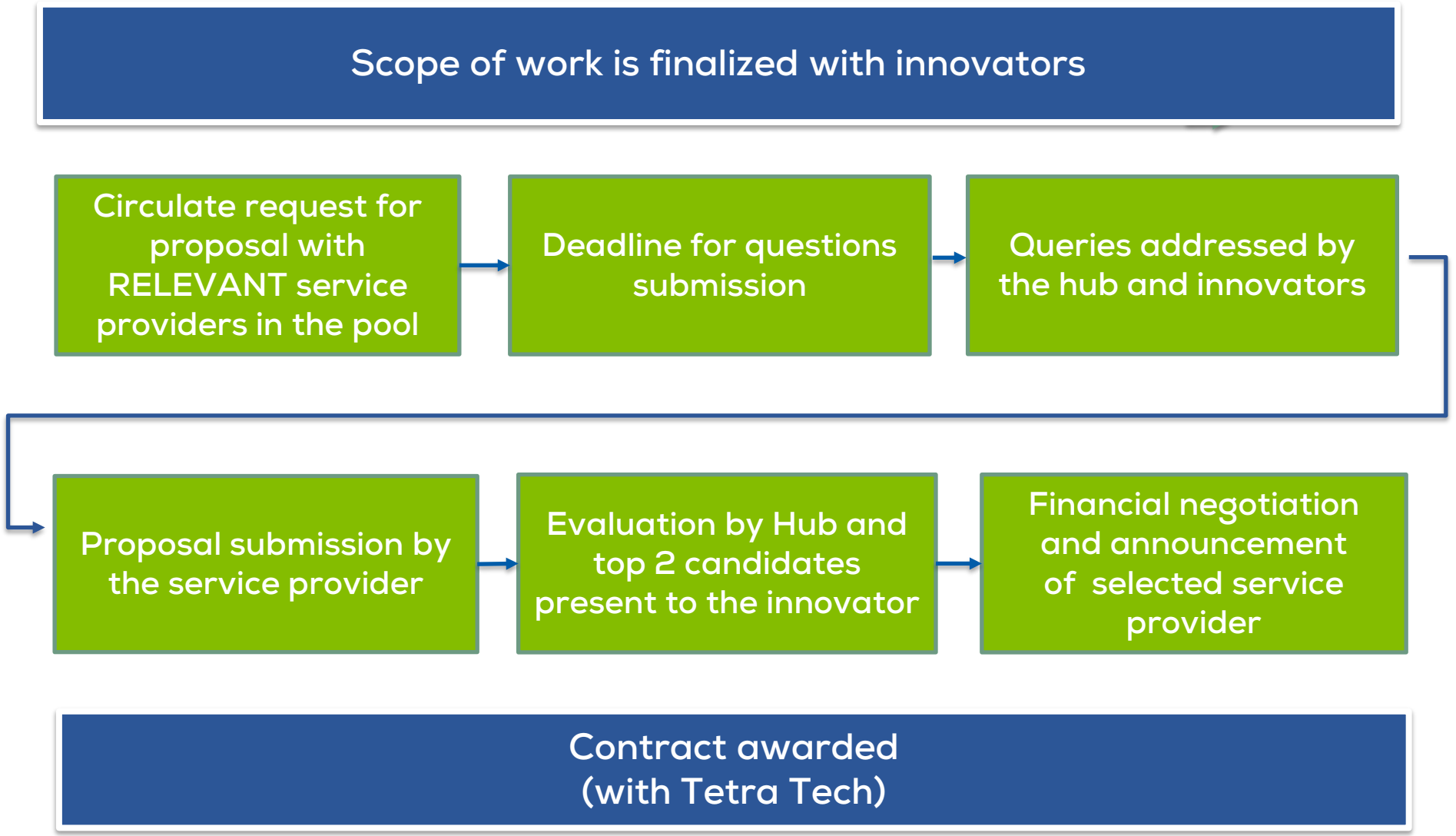


Go-to consultant for the innovators in the program through a closed bidding process

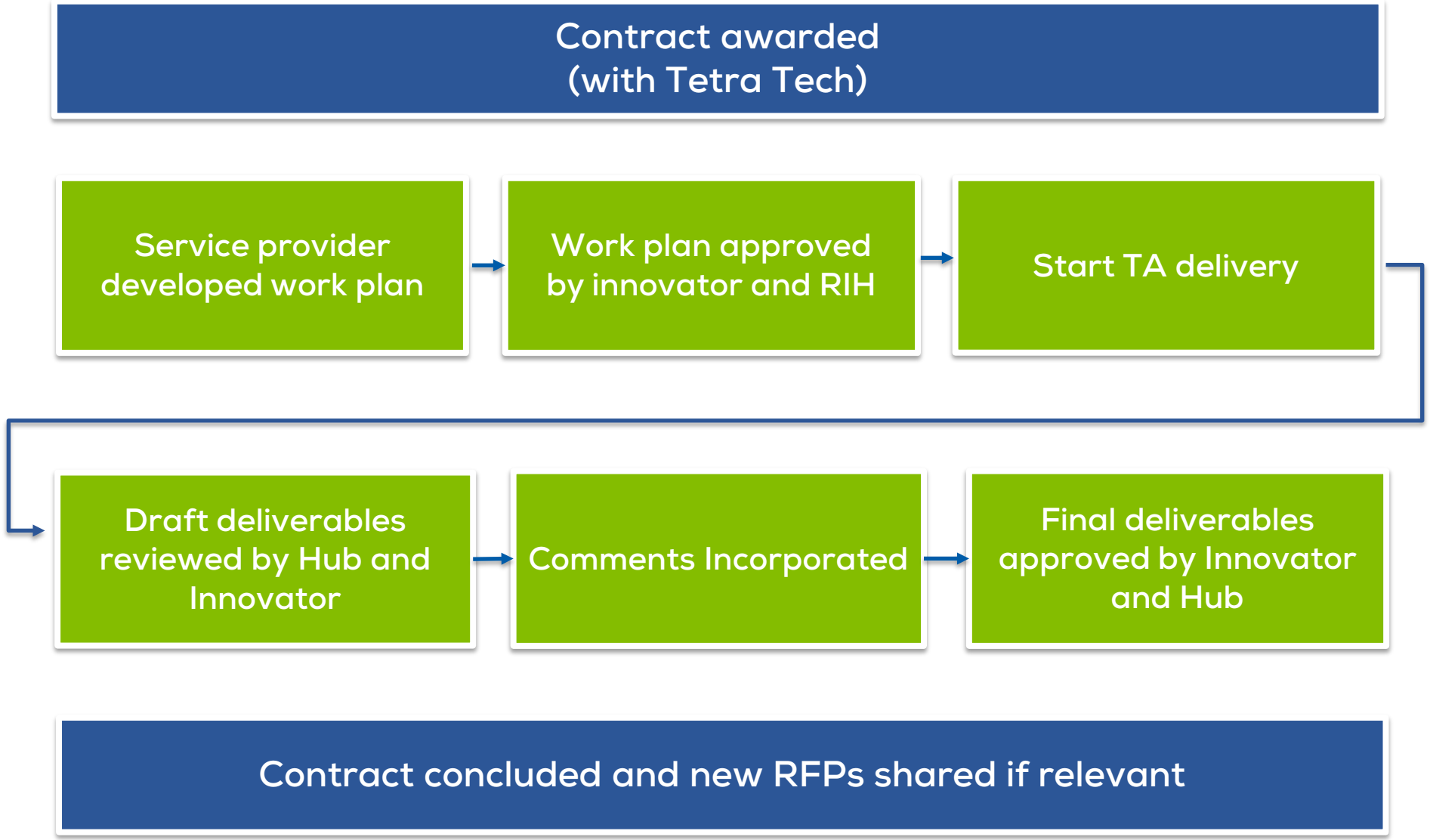


Potential to be long-term partners for innovators after the assignment

TA proposal submission, procurement and delivery



TA proposal submission, procurement and delivery



Technical Assistance Examples

Business Development

Consultant is supporting the innovator to design financial loan product for purchase of solar pumps in partnership with local microfinance organizations in the country.

Market Survey

Consultant is supporting the innovator to survey 500 farmers in the country to understand their current use and willingness to pay for organic fertilizers.

Branding and Communication Strategy

Consultant is supporting the innovator with a strategy to establish the brand and design logos, collateral and messaging based on the evolution of its operations.

Software Development

Consultant is supporting the innovator to design a platform to conduct transactions and expand farmer outreach, there by expanding sales for the company.

Targeted Countries



- Bangladesh
- Cambodia
- India
- Indonesia
- Laos
- Myanmar
- Nepal
- Philippines
- Thailand
- Vietnam

Intended Technical Assistance Categories

Market Research and Analysis	Marketing and Sales	Organizational Capacity Development	Product Development/ Refinement
• ESG related market research • Sector/Theme based market research • Geography/Region based market research • Market expansion framework and implementation strategy	• Smallholder marketing and outreach • Traditional and digital marketing • Sales modelling and strategy • Sales processes and operationalization • Sales training • Customer service and call center solutions	• Human resources management • Design standard operating procedures • Financial management and accounting systems • Team management and leadership training • Operational efficiency and expansion	• Product lifecycle management • International and national product certification and process advisory/implementation • Technical product and/or process development • Information technology support

Intended Technical Assistance Categories

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

Legal Services and Compliance

- Legal advisory services for international expansion, registration in new geography, due diligence
- Partner/Vendors contracts
- Intellectual property
- Regulatory advisory services

Environmental Sustainability

- Holistic environmental impact assessment
- Socio-environmental assessment of operations
- Socio-environmental business policies
- Sustainable business value chains certification and advisory

Gender Integration

- Implementation of gender-responsive firm-level policies
- Gender lens investment readiness
- Gender integration in mark et research and strategy
- Gender integration in communications and PR

Intended Technical Assistance Categories

Business Development

- Business model analysis and strategy
- Supply chain management
- Advisory services on import tariffs

Customer financing Base of the Pyramid

- End user financing modelling
- In-house credit facility development
- BoP impact assessment
- BoP business model advisory
- Carbon credit financing

Monitoring and Evaluation

- Third party impact evaluation
- Primary surveys, data analysis and reporting
- Social impact reports
- Environmental impact reports

Public Relations (PR) and Communications

- Graphic design
- Website content development
- Design marketing collaterals (brochures, videos, social media)
- Branding and communication strategy development

Pre-vetting process and timeline



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Evaluation criteria and required documents

Mukesh Aggarwal
Grant and Finance Specialist

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**

Documents & Certifications Required

Pre-selection:

- Proof of Incorporation
- Proof of Registration (Copy of Business License)
- Certification that company is not owned or controlled in total or in part by any entity of any government (As per Template)
- List of Key personnel in the organization (Full name with Designation)

Post-Selection:

- SAM UEI Code
- Supplier Set-up Form
- Banking Information Form
- Foreign Source Income Statement Form

Template

Template for Certification that the company is not owned or controlled by any entity of any government.

(To be printed on the letter head of your organization)

CERTIFICATION

This is to certify that ..... (Name of the service provider) is not owned or controlled in total or in part by any entity of the Government.

Name of Service provider

.....
Signature
Name: .....
Designation: .....

You can find the link to the template in the Solicitation or click here.

QUESTIONS ?



Eligibility to submit EOI

Q: If we had been pre-vetted as WE4F service provider previously, do we need to reapply, or if we can automatically remain on your preferred pool of service providers?

Answer: As a pre-vetted service provider, you will not need to apply again. You will continue to be in the pre-vetted service provider pool.

Q: After being pre-vetted, when will we receive the RFPs/RFQs?

Answer: The RFPs/RFQs will be designed and shared with the specific group of pre-vetted vendors, whose experiences align with the innovator's need. The Hub will contact and share RFPs/RFQs to each vendor on a case-by-case basis. With more innovators onboarded recently, we are expecting to issue more RFPs/RFQs in the last quarter of 2022.

Eligibility to submit EOI (Cont.)

Q: Is current operating status in a country required? Are service providers allowed to travel outside their existing countries of operation to provide technical assistance to innovators?

Answer: **Service provider is required to have its experts physically working in the target countries**. International travel to provide services will not be allowed. However, while strongly preferred, a legal registered entity in the target countries is not required.

Q: Do we need to do one submission as a regional supplier (and specify we cover all markets listed in EOI) or one entry per market (one with ERA Thailand, one with ERA Cambodia and so on)?

Answer: **Only one submission is required.** You can mention all countries of operation in the application to be considered for relevant area of expertise in the applicable countries.

Eligibility to submit EOI (Cont.)

Q: What is the meaning of non-profit organizations? Is a non-profit organization eligible to apply as a service provider under the WE4F-2022-Call for EOI?

Answer: A non-profit organization is a **legal entity organized for a collective, public or social benefit.** The organization **does not earn any profits for its owners but may reinvest surplus**.

Both non-profit and for-profit organizations are eligible to apply as service provider under the EOI. E.g., a non-profit can conduct market research for an innovator as a consultant. However, you will sign a service contract with Tetra Tech and receive deliverable-based payments, not grants.

Contract management

Q: In case of a subsequent RFP and/ or RFQ, what would be the name of the contracting authority?

Answer: The contract will be between your organization and **Tetra Tech ES, Inc**, as a USAID's prime contractor of WE4F SSEA RIH.

Q: Do the service providers have a right to exit, after being empaneled? Can they choose to not participate in any RFP/RFQ?

Answer: Service providers **can choose not to respond to RFP/RFQs but still stay in the pre-vetted pool**. The service providers **can also notify WE4F at any time that they are no longer interested to be part of the pool.**

Contract management (Cont.)

Q: Are empaneled service providers allowed to form consortiums with partners of complementary capabilities? Can consortiums be formed for the empanelment process?
Can two organizations/companies submit the EOI jointly?

Answer: Service providers are **not** allowed to form consortiums. RIH will pre-vet only individual organizations as service providers.

Certification requirement & Templates

Q: Is there any certification required? Is there an official template?

Answer: Applicant is **required** to submit Certification that the company is not owned or controlled in total by any entity of any government. You can find the link to the template in the Solicitation or click here.

In addition to that, all service providers are required to submit the below.

- Proof of Incorporation
- Proof of Registration (Copy of Business License)
- List of Key personnel in the organization (Full name with Designation)

Q: Please provide details (or examples) about the information and format which is required for an Organization Conflict of Interest Certificate.

Answer: The applicant **does not need to submit any Government Organization Conflict of Interest Certificate.**

Past projects examples

Q: Does each summary of a project need to be three slides long?

Answer: Yes, please provide three project examples per area of your expertise and upload three-slide summary per project. Projects related to WE4F nexus in the past three years are strongly preferred.

Q: Should we submit as PPTs or PDFs?

Answer: PDF only and must be uploaded as one file.

Q: Is there a template provided? If so, where can we find it? If there is no template, what information is required?

Answer:

WE4F will **not** provide a template while **each 3-slide project summary should include**:

- Name of the Project
- Contract value (US$)
- Funder
- Location
- Description of project activities
- TA Type (Applicants can refer to the TA Categories Slides)
- Period of performance
- Key Achievements and Outcomes

Uploading additional documents

Q: Can we upload additional documents in addition to what is enlisted in the Call for EOI?

Answer:
Yes, the applicant **can** upload additional documents. However, **the required documents enlisted in WE4F Call for EOIs are sufficient for the evaluation** of the service providers.

The EOI form will have space for uploading additional documents.

Q: Can a pre-vetted service provider update their information?

Answer:
Yes, they **can**. However, they do not need to go through the EOI process and can update the necessary information by sending an email to **we4fasiabids@tetratech.com**

Technical Assistance Staff

Q: Please support and help us in understanding the attributes for submission of technical experts as per EOI Questionnaire: Number of relevant technical experts (full time in the organization).

Answer: Technical experts include full time professionals in your organization who will deliver on the projects you demonstrate your expertise in for this EOI. Please **include only fulltime employees/consultants** in the organization.

Technical Assistance Staff (Cont.)

Q: Is the work expected to be carried out entirely by local experts? Or should we also propose international team members capable of supporting local experts with delivery of the required technical assistance?

Answer: It is the most preferred for the tasks to be delivered by the local experts but not required. It is up to the organization who they propose as the team for the relevant RFP.

Q: Is the expectation that the international management/consultant team would be able to carry out the work remotely?

Answer: Depending on the type of assignment, remote service can be accepted on a case-by-case basis. However, most of the assignments in the past required field knowledge and need to travel on site where the innovator is based.

Technical Assistance Content

Q: Who are your target audience?

Answer*:* Innovators that we highlighted at the beginning of the presentation will be the clients. The assignment might focus on different target audiences based on the brief provided, e.g., smallholder farmers, women, market partners, government departments and so on.

Q: What response do you seek from your target audience after reaching out to them with your videos and other content?

Answer: All assignments intend to improve the business viability and achieve expansion goals by reaching a greater number of smallholder farmers for the innovators.

Q: Once a project, e.g., video making is assigned to a pre-vetted service provider, what are the next steps in the workflow till the project is completed?

Answer: Described as part of the technical assistance process in previous slides

Tier 2 TA implementation

Q: To be eligible to participate in the Tier 2 Technical Assistance Categories, does a service provider need to have prior experience operating in the non-profit or social sector? Furthermore, does the service provider need to have prior experience working with non-profit organizations?

Answer: The service provider needs to have **experience of working with water-energy-food nexus innovations or sectors**. You **do not** need non-profit experience but experience of working with businesses and social enterprises will be helpful.

Q: Is there a minimum eligibility threshold for service providers in terms of the number of years that they have been active?

Answer: There is **no specific minimum requirements** in terms of number of years a service provider should have been active. However, it is strongly preferred that a service provider has three years' experience in the WE4F nexus projects. Alternatively, the service provider **should demonstrate experience in the selected area of expertise** in the application. This would be an important factor.

Tier 2 TA implementation (Cont.)

Q: Does WE4F S/SEA team have specific criteria in terms of targeted innovators to be supported?

Answer: All innovators in the program are selected through a call for innovation with multiple rounds of screening and interviews. WE4F SSEA has conducted two calls for innovation and all our selected innovators can be found on the website www.we4f.org/asia

Tier 2 TA implementation (Cont.)

Q: In any of the specified Tier 2 Assistance Categories, would only a single service provider be chosen to support innovator(s), or could multiple service providers work in partnership to complete the tasks in that Assistance Category.

Answer:

It depends on the scope of the work, usually **one assignment is done by one service provider**. If the scope has many aspects to be covered, we divide it into different assignments for delivery.

Tier 2 TA implementation (Cont.)

Q: Within a particular category, for example, Product Development/Refinement, would the outline subcomponents have to be fulfilled by a single vendor, or would those subcomponents potentially be distributed among multiple different vendors.

Answer:
It depends on the requirement of the innovator and the scope of work designed. It can be done by the same service provider if they are experienced. Service providers bid for each scope of work (RFP) and submit proposals. After evaluation of technical and financial aspects, they may or may not be selected for the defined scope of work. This process is repeated for all scopes of work. Therefore, as a service provider you can apply to all the scopes that are relevant for you.

Q: Marketing and Sales, and Business Development are generally integrated. Do clients appoint the same provider for both?

Answer:
Depends on the scope. But, yes, if the need integrates both aspects, we design the scope accordingly and competent service providers can bid for and offer both.

Tier 2 TA implementation (Cont.)

Q: Which assistance category would identify the target market come under? Would it come under Market Research, Marketing and Sales, or Business Development?

Answer:
The scope of activities undertaken to ascertain the target market will define what it falls under. E.g., if the scope includes a primary survey of farmers, then it will classify under market research. If the scope includes marketing strategy to reach the farmers, then it could be marketing or business development if it is for a business model strategy with financial aspects.

For purpose of the EOI application, you can select all applicable areas or one of the more common areas of strength for your organization.

Tier 2 TA implementation (Cont.)

Q: Could you please clarify further on what is meant by gender lens investment readiness and climate lens investment readiness?

Answer: These are investment documentation and process support to prepare innovators for raising investments from gender lens investors or climate lens investors. Gender lens investors focus on women-led/women-centric companies in the energy and climate space while climate lens investors focus on climate impact companies who could also be gender equitable.

Q: Could you please clarify further on what is meant by smallholder marketing and outreach?

Answer: Smallholder farmers are our primary focus for impact in the program. All of our innovators/businesses focus on smallholder farmers as their clients/customers. Therefore, technical assistance to reach farmers and promote product and services are common.

Tier 2 TA implementation (Cont.)

Q: For the program timeline, how long ideally the program should be taken and starting from which month?

Answer:
The RFPs are an ongoing process and will continue until December 2023. Each assignment can take anywhere between one month to 6 months to complete depending on the scope and the underlying activities proposed.

Q: For the budget ceiling, would it be possible to inform us of the budget threshold?

Answer:
All RFPs will mention a budget ceiling for the assignment based on the scope and the typical market rates for such assignments. There is no overall budget threshold, it varies by assignment.

Tear 2 TA implementation

Q: For tier 1 support, would it be possible to elaborate on the context in further detail?

Answer:
Tier 1 support **does not apply to service providers**, these are advisory support that is provided by the hub's internal staff based on our expertise areas.

TA category selection

Q: The EOI states that the service providers will be issued separate RFPs for the 'respective TA category'. Do the service providers have a limit on the service category they can choose?

Answer:

In this pre-vetting process, service providers can choose **up to 3 service categories which are most relevant to their area of expertise**.

However, if any service providers have more than three areas of expertise, please send the additional service categories and past project examples to WE4FAsiaBids@tetratech.com for case-by-case consideration.

TA category selection (cont.)

Q: Do service providers need to provide a service for all contents under the selected TA category? For example, if service providers select "Investment Facilitation" as their TA category, do they need to provide workshop training for all 3 contents under it?

Answer: By selecting one category, service providers **do not have to provide support for all the contents under that category**. Service providers can select up to 3 categories and mention which area under each category is most relevant to their expertise.

Q: Is a change of TA category allowed after the pre-vetting process, basis the nature of RFPs that come in subsequent years?

Answer: Service providers **can change TA category** based on the change in team of experts or country of operations of the service providers in later years.

Targeted countries and geographies

Q: Will the selected service provider cover all 8 targeted countries which set out by the WE4F, or on the 8 targeted countries but limited to specific theme, or only on the origin country of the service provider?

Answer:
It is **not necessary for the service provider to perform only in its origin country**. In fact, the selected service providers may be working in any of the 15 WE4F targeted countries on a specific theme.

It is **up to the service provider whether it has the capacity and ability to cover a few of or all targeted priority countries** keeping in mind the local government regulations permitting your organization to operate locally, timeline to mobilize required resources, travel restrictions, and cost implication.

Targeted countries and geographies (cont.)

Q: Are there any specific geographies in each country that WE4F has in mind to roll out the program?

Answer:
WE4F does **not have any specific geographic focus** within any country. The geographies and working areas **depending on where the innovators are currently working in and their expansion plan**.

Countries innovators operating:
Bangladesh, Cambodia, India, Indonesia, Laos, Myanmar, Nepal, Philippines, Thailand and Vietnam

Targeted countries and geographies (cont.)

Q: Can a company in one country offer to provide services to innovators in another country? Especially in cases where certain types of technologies aren't available in that country.

Answer: Yes, if the expertise is lacking in the country and the company has demonstrated experience in the country of support.

Service provider's role in TA delivery

Q: Will the service providers only provide technical assistance for the innovator or also be involved in facilitating the program implementation and technical processes on site? What is the role and responsibility between the service provider and innovator regarding the technical assistance?

Answer:
The **service provider will only provide a specific technical assistance (TA) to the innovator** while WE4F will facilitate the overall implementation processes. However, on-site supports, especially on the assigned TA, will be required – if needed.

Regarding role and responsibility, the innovator and WE4F will agree on a Scope of Work (SoW) prior to circulating it within the pre-vetted service provider pool. **Once the deliverable is completed, the service provider mush have the innovator's approval prior to submitting to WE4F for the final approval.**

Expectation on the provided services

Q: Would you expect personalized support per entrepreneur or a hybrid acceleration format with a common program and dedicated support?

Answer:
Each assignment for service provider will be designed to **support an innovator with a specific problem statement**. WE4F is therefore expecting a **personalized support** for each innovator.

Q: Will we be providing the existing technologies/services of our company, or do we have to work on different technologies/services according to the needs of innovators?

Answer: In most cases, you will **provide advisory and implementation support** to our program innovators, this is **NOT** a bid to procure any materials or products from you, only services.

Live QUESTIONS



Pre-vetting process and timeline



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1-minute Post-webinar Survey

Please scan the QR code below or check the survey link on your Q&A chat box

THANK YOU

we4f.org/asia

Water and Energy for Food

@WE4FGCD

@WaterEnergy4Food

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September 16, 2022 at 5 PM GMT+7

WE4FAsiaBids@tetratech.com

WATER and ENERGY for FOOD