



Call for Expression of Interest (EOI) from Service Providers Closure Date Extended Until September 5th, 2023, EOD

Join a pre-vetted pool of service providers for Water and Energy for Food (WE4F): A Grand Challenge for Development (MENA). Work with game-changing Innovators in the water-energy-food nexus and be a part of scaling solutions and unlocking opportunities across the MENA region.

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

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, 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).

Water and Energy for Food (WE4F) is designed to address barriers to enable the production of more food with efficient and sustainable usage of water and energy along the value chain from farming to end-user, to impact food security, gender, and poverty reduction in an environmentally sustainable way.

Together with partners and investors, the MENA Regional Innovation Hub supports mid- to later-stage enterprises to scale ground-breaking innovations that positively impact food security in an environmentally sustainable way. Supported innovations use less water and more sustainable energy to produce more food, protect biodiversity and mitigate the effects of climate change, while providing opportunities to women, youth, and the poor.

With this document, the MENA Regional Innovation Hub invites eligible service providers to respond to Water and Energy for Food: A Grand Challenge for Development (WE4F)'s Call for Expressions of Interest (EOI) to become part of the pool of pre-vetted providers.

DUE DATE: EOIs shall be submitted as soon as possible starting: July 20th, 2023, to September 5th, 2023 EOD (extended deadline) , via the online application form, which can be accessed at: <https://form.jotform.com/231002343900034>

Objective of the EOI

To help WE4F MENA RIH identify registered companies or individuals who are interested in being included in a pool of pre-vetted service providers who may be hired to provide services to the innovators supported by WE4F between 2023 to 2024. Being in the pre-vetted pool of service providers does not guarantee any business from WE4F MENA RIH, rather it means that specific scopes of work via the Request for Proposals (RFP) may be circulated to the pool.

Why Be Part of Water and Energy for Food (WE4F)?

The Middle East and North Africa (MENA) region is subject to many challenges including water scarcity, environmental degradation, unemployment, conflicts, and increased migration. Tackling issues in the water-energy-food nexus is imperative to achieve political and social stability, gender equality and inclusion, food security, and sustainable development. Although the region's water-energy-food challenges are severe, they present an opportunity for local innovators to find solutions for the most pressing water and energy issues in food production and agriculture while at the same time countering the effects of climate change and protecting biodiversity.

While these challenges pave the path for investment and innovation opportunities, this potential is not yet fully realized. Small growing organizations and firms in MENA in general, and specifically those working in the water-energy-food nexus, require specific support services to unlock such opportunities, scale their solutions and achieve good Environment, Social and Governance (ESG) Impact. These entities require a tailored suite of technology and business services to support them in analyzing the context of the markets that they are operating in, assessing technology trends, developing their business models and determining the organizational structures and strategies needed to prepare them for or to accelerate their growth.

Therefore, Water and Energy for Food (WE4F) MENA will not only support up to 50 innovators, but also work with selected service providers to assist in delivering such services as part of a comprehensive support suite, which includes grants, access to regional networks and financing opportunities, to help accelerate the growth of the innovators.

In light of this, the Call for Expression of Interest (EOI) from Service Providers is launched to build a pool of qualified providers to deliver a variety of services to the innovators supported by WE4F MENA.

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 can apply through 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 that have previously received support and proved successful in the introduction phase from either [Securing Water for Food](#) or [Powering Agriculture](#) Grand Challenges (WE4F's preceding programs).

Moreover, innovations supported by WE4F could 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 farm
- THEME 4: Energy innovations for food processing & logistics
- THEME 5: Food production with efficient energy use
- THEME 6: Leveraging food/agriculture waste for energy

Who should apply to join the pre-vetted pool of Service Providers?

Registered companies or individuals with experience in offering a variety of services required by innovators and related to the focus areas of WE4F, including but not limited to following service categories:

1. Environmental and social impact assessment (securing Local authority approval on EIA)
2. Sustainable water management including water quality and sustainable usage.
3. Gender integration (ex: inclusive business modelling, gender responsive firm level policies, partnerships)
4. Digital marketing and social media, website development
5. UI/UX implementation
6. Market Research, Gap Assessment and Marketing Plan
7. Sales Strategy and Operationalization, customer service
8. Understanding smallholder farmers: landscape, engagement mechanism, marketing, and sales.
9. Product development, refinement, and diversification - such as: software development, shelf-life, nanotechnology, organic products, biogas
10. Food processing efficiency and quality control
11. Supply Chain Development
12. Technical writing, proposal, and scope of work development
13. Legal Services (e.g., Contract Development and Management)
14. Intellectual Property
15. Regulatory advisory services for products (ex: organic pesticides, seeds, compost products, feed etc.)
16. Advisory services on import tariffs
17. Advisory services on product standards and certificates (ISO, Gap, ESG, other.)
18. Biodiversity advisory
19. Animal Breeding (cattle, goat, sheep, and poultry or other)
20. Fodder Production
21. Best Farming Practices
22. Base of Pyramid Business model advisory, end user financing model
23. Carbon Credit Accounting and Markets
24. Renewable Energy Technology and energy efficiency
25. Financial management and accounting systems, ERP installation
26. Operational efficiency and expansion
27. Team management and leadership training
28. Other

On top of offering services in one of the service categories listed above, registered companies or Individuals must be operating in at least one of the countries below:

Algeria	Iraq	Morocco	Tunisia
Egypt	Lebanon	West Bank/Gaza	Sudan
Jordan			Yemen

Required Information and Documents

Please fill in the application form at the following link, and upload all required back-up documents into the application: <https://form.jotform.com/231002343900034>

Pre-vetting Criteria:

- Management Capacity and Profiles
 - Comprehensiveness of firm/individual profile
 - Clarification of TA service categories of relevant and degree of experience as well as geographies of operations
 - If the circumstance permit, willingness to travel to the countries in which the innovators are based/operating, if applicable
- Technical Capacity
 - a. Level of clarity and detail of the team profiles
 - b. Level of clarity and detail of the services offered such as scope, methodology and approach (please describe up to 3 main services)
- Past and Illustrative Performance
 - a. Track record in delivering similar services, highlighting key outcomes and efficiency in delivery (at least 3 project references in the last three years)

Previous experience in achieving Environment, Social and Governance (ESG) impact criteria is a plus.

Milestones and Important Deadlines:

- July 20th, 2023 - Launch of the Call for EOIs from Service Providers
- September 5th, 2023 – Extended Deadline for receiving EOIs
- September 30th, shortlisting, and confirmation of pre-vetted service providers received and Signature of Blanket Purchase Agreement with confirmed pre-vetted service providers.
- Estimated timeline for the procurement and delivery of services: Between Q3 of 2023 and Q2 2024.



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