



## ADVANCING LOCAL DAIRY DEVELOPMENT IN NIGERIA (ALDDN)

Request for Proposal: Solar-powered Borehole Construction

March 2021

### Synopsis of this Request for Proposal (RFP)

<b>Issue Date</b>	<b>22<sup>nd</sup> March 2021</b>
<b>Project</b>	Advancing Local Dairy Development in Nigeria (ALDDN)
<b>Jurisdiction</b>	Nigeria
<b>Issuing Office &amp; Email for Submission of Proposals</b>	Attn: Hafsat Grema Email: <a href="mailto:hafsat@sahelcp.com">hafsat@sahelcp.com</a> And Ayodeji Ojo Email: <a href="mailto:ajo@sahelcp.com">ajo@sahelcp.com</a> Sahel Consulting Agriculture & Nutrition Limited Plot 817A, Cadastral Zone B04, Ebitu Ukiwe Street, Jabi District, FCT - Abuja, Nigeria.
<b>Deadline for Receipt of Proposals</b>	Please email proposals on or before <b>30<sup>th</sup> April 2021</b> to the email <a href="mailto:hafsat@sahelcp.com">hafsat@sahelcp.com</a> and <a href="mailto:ajo@sahelcp.com">ajo@sahelcp.com</a>
<b>Point of Contact</b>	Hafsat Grema <a href="mailto:hafsat@sahelcp.com">hafsat@sahelcp.com</a>
<b>Basis for Selection</b>	Sahel will select program implementing partners through a fair and transparent process. Proposals will be evaluated using the criteria outlined in Appendix I and ii of the RfP

# 1. ALDDN PROGRAM OVERVIEW

## 1.1 Background

Sahel Consulting Agriculture and Nutrition Ltd (Sahel) is a leading management consulting firm focused on the agricultural and nutrition sectors in Africa. We partner with government agencies, private sector companies and leading international development organizations to conduct research, analyze policies, develop strategies, and implement programs that promote sustainable food security and improved nutrition. Since our inception in 2010, we have worked on a variety of projects across West Africa in collaboration with public, private, and nonprofit organizations and development partners.

## 1.2 Program Objectives

Sahel would like to engage a program implementing partner on the ongoing Advancing Local Dairy Development in Nigeria (ALDDN) program which catalyzes a vibrant local dairy sector in an inclusive way that improves the livelihoods, productivity, nutrition, and empowerment of smallholder women dairy farmers and the communities in which they live. More specifically, the program:

- Advocates for an enabling environment for local sourcing through engagements with the government and relevant private sector stakeholders.
- Increases demand locally sourced milk through partnerships with dairy processors currently or interested in sourcing locally.
- Improves smallholder dairy farmers' productivity by increasing their access to technical support services and the right inputs.
- Empowers women dairy farmers and enable them to improve their livelihoods and that of their households.
- Improves nutrition outcomes among smallholder dairy households through food systems entry points.

## 1.3 Program Scope

The program will run for five years and is being implemented in partnership with 5 dairy processors across 5 states including Adamawa, Kaduna, Kano, and Plateau, reaching a total of 15,000 dairy households. This is subject to change as approved by the funder. Interventions being implemented are:

Interventions	Components
1. Farmers' Organization	<ul style="list-style-type: none"> <li>· Identification &amp; Integration of dairy farmers into partnering dairy processors' formal value chain.</li> <li>· Facilitating the formation and strengthening of Self-Help Groups (SFGs)</li> </ul>

<b>2. Infrastructure Development</b>	<ul style="list-style-type: none"> <li>· Construction of energy-efficient water resources (e.g., boreholes)</li> <li>· Procurement and distribution of milk cans to integrated farmers</li> <li>· Construction of milk collection centres and points</li> <li>· Procurement and deployment of milk evacuation vehicles</li> </ul>
<b>3. Productivity Improvement</b>	<ul style="list-style-type: none"> <li>· Commercial feed &amp; fodder production</li> <li>· Provision of genetics &amp; breeding services to eligible farmers</li> <li>· Provision of animal health services to participating farmers</li> </ul>
<b>4. Financial Inclusion &amp; Income Diversification Support</b>	<ul style="list-style-type: none"> <li>· Provision of financial inclusion services</li> <li>· Provision of income support and diversification activities, particularly for women dairy farmers</li> </ul>
<b>5. Training &amp; Extension, Advocacy and Behavior Change</b>	<ul style="list-style-type: none"> <li>· Content development and dissemination of training through various mediums (e.g., in-person, digital, radio etc.)</li> <li>· Advocacy and support programs to identify and promote men as gender empowerment champions within the communities</li> </ul>
<b>6. Policy Advocacy to Support a Thriving Dairy Sector</b>	<ul style="list-style-type: none"> <li>· Fund economically robust analyses of policy reform opportunities on import tariffs and levies</li> <li>· Support convenings with the government (e.g., Ministry of Agriculture, Ministry of Trade &amp; Investment) and relevant stakeholders such as the National Commercial Dairy Farmers Association, leading dairy processors, to discuss and recommend a dairy development strategy and related policy options.</li> <li>· Provide technical and advisory support to strengthen dairy industry associations to enable them to effectively advocate for an enabling environment for the industry</li> </ul>

**See appendix for more details on each intervention.**

## **2. REQUEST FOR PROPOSALS**

### **2.1 Overview**

Sahel is seeking to bring on board and collaborate with a reputable and experienced company to implement the Infrastructure component of the ALDDN program.

The construction of the solar-powered boreholes in the ALDDN communities will ultimately enable ALDDN to achieve the following:

- To enable integrated dairy farmers, have access to potable water for domestic use and their cows.
- To enable integrated farmers, have constant access to water supply regardless of the power situation in the community for dairy production.
- Reduce the time spent on sourcing for water.

## 2.2 Scope

ALDDN intends to construct and solar-powered boreholes across the five projects states which include Kano, Kaduna, Adamawa and Plateau States. The final number of boreholes may increase or decrease as per situation and needs. The activities to achieve the desired result include all related civil, piping and ancillary works required to operationalize the water facility. Details of the work requirements and specifications are stated in Appendix i. Most of the drilling and installation of boreholes are expected to be constructed in the project states as stated above. Taking cognizance of the varying hydro-geological terrain across all four states, the RfP allows the contractor to quote variable rates across depths and locations.

Selected contractors are expected to readily mobilize drilling rigs/team to drill and install solar-powered water boreholes with all required works to operationalize the water facility in any location within the four states (security permitting) based on emerging population needs as it will be identified by our processor partners and confirmed by Sahel. The actual depth of drilling will be based on hydrogeology or geophysical investigation and a reasonable depth where sufficient water can be gotten.

The Contractor shall complete the works as described in Annex I (Solar boreholes BOQs)

The Contractor shall comply with the terms, conditions, and technical standards applicable to the relevant drilling of a borehole, construction as defined by the Government of Nigeria and the provinces of Adamawa, Kaduna, Kano, and Plateau as defined in the technical specifications attached to this Contract.

The Scope of Works include, but is not limited to, the following:

- I. Mobilization and demobilization of all equipment, materials and manpower required to complete the Works.
- II. All necessary temporary works required to provide access to the site, secure storage of materials and facilitate construction safely.
- III. All necessary works, including the supply of materials, to facilitate the drilling.
- IV. Drafting of simple user handbook for communities to used as a guide in the management of the boreholes.
- V. Training of selected community members on management of boreholes, resolving of simple borehole dysfunctions or malfunctions.

## 2.3 Monitoring

Sahel and its processor partners shall monitor the overall work closely during the Aquifer Testing (Step drawdown and constant discharge testing) exercise. The monitoring team shall certify the amount of work carried out as per agreed standards. If the required work is carried out without the presence of the Sahel monitoring team, payment will not be processed.

## 2.4 Duration

The engagement on the program is expected to commence in April 2021 and end in June 2021.

## 3. RFP RESPONSE REQUIREMENTS

### The desired partner must:

- Have an existing presence in Nigeria and in the particular state of reference for which the RfP is been submitted.
- Have prior experience and/or background on borehole construction in these communities or state
- Have experience addressing gender issues and mainstreaming gender in programs.
- Have or will hire field staff with a sound understanding of the local language(s) (Hausa and Fulfulde), culture and customs in the targeted states. The ability to speak the local language of our beneficiaries is an advantage and willing to work as part of a consortium with other partners to deliver on the program objectives

Interested companies should include providing the following in their RFP response using the templates provided:

### 3.1 Corporate Information

- Location of the company's current functional office(s) and/or places with an existing presence throughout Nigeria or elsewhere (this will be verified by Sahel team)
- A copy of the company's legal Registration Certificate
- A copy of the company's TIN Certificate
- A copy of a Valid Tax Compliance Certificate
- Valid ID card of the authorized person
- A letter of good standing from your designated bank
- Evidence of the capacity to fund the project without payment by Sahel Consulting at the beginning of the project
- Company Ownership and Management Information

### 3.2 Technical Proposal:

**The technical proposal should include the following for the program component area(s) of interest:**

- Capability statement
- The proposed approach for the construction
- Expected outcomes and key impact indicators that will be tracked

- A work plan that provides a breakdown of key activities, outputs and annual timeline as described in your proposed approach
- Risk matrix
- Evidence of physical and/or operational presence in project locations

### 3.3 Price Proposal

Companies should submit a Price Proposal that references the Scope of Work. All costs associated with delivering the Scope of Work must be detailed within the Price Proposal (e.g., equipment cost, crew cost, professional fees and travel expenses). All costs should be quoted in Nigeria naira.

### 3.4 Past Experience

This section of the proposal should include the following:

- At least three (3) examples of past projects (and references associated) not more than 2 years that highlighted the experience in delivering functional solar-powered boreholes

**Note that Sahel will contact given references to authenticate and ask any questions that may be relevant to this project.**

### 3.5 Personnel and Management

The organization should provide a project staffing organizational chart, listing proposed personnel to be assigned to this program. Also include the role and expertise of each key personnel in the project you are proposing for. The brief description must include education, training, languages, key accomplishments, and relevant experience comparable to that described within this RfP. All key personnel should be indicated in the Proposal and their commitments confirmed. Additionally, please include the number of support staff and their proposed roles in the implementation of the program.

### 3.6 Evaluation Criteria

Proposals will be evaluated based on six (6) criteria:

Main Criteria	Weighting (%)
Basic requirements	Prerequisite
Corporate information	Prerequisite
Technical proposal	30%
Past experience	30%
Personnel and management	20%
Price proposal	20%

#### 4. REQUEST FOR PROPOSAL DEADLINE

Proposals of not more than 15 pages in length, excluding additional materials (such as evidence of past work in separate annexes that will not count towards the 15-page limit), should be emailed to Hafsah Grema ([hafsah@sahelcp.com](mailto:hafsah@sahelcp.com)) and Ayodeji Ojo ([aojo@sahelcp.com](mailto:aojo@sahelcp.com)) by **30th of April 2021**. The deadline for questions and inquiries about the proposal is **15<sup>th</sup> April 2021**.

***Please note: No proposal submitted after the stated deadline will be accepted and only qualified companies will be contacted.***

#### 5. PROPOSAL SELECTION CRITERIA

##### Technical Criteria

1. Clear record of related past performance in similar project activities with this registered company or similar where you played a major role (**30 points**).
2. Qualification and level of experience of the Service Provider's personnel proposed in consideration of advertised activities to be implemented (**30 points**)
3. Agreement and the evidence of capacity to fund the bulk of the activities (**30 points**)
4. Reliability of inputs to be provided for free by the service provider and not cost in the budget (**10 points**)

#### 6. FINANCIAL PROPOSAL

The information requested in the price proposal form (Appendix i) which provides the financial proposal to be filled and submitted will be considered in the selection criteria. The contractor that presents the best value for money will be taken into consideration. Selection of service provider and provision of the contract will be conducted following the rules and regulations of Sahel Consulting Agriculture and Nutrition Limited and compliance with the general terms and conditions for service provision.

#### 7. MISCELLANEOUS

##### Disclaimer

- We accept no liability for the accuracy, adequacy, or completeness of any of the information provided or any opinions contained in the Invitation to submit Proposal, or of any other information made available during the tender process.
- If you submit a proposal, you will be deemed to have understood fully the requirements of this Invitation for the submission.



## APPENDIX I

### Solar-Powered Borehole Construction Specification(s)

- Geophysical survey to determine appropriate aquifer
- Mobilization of materials to the site
- Drilling adequate borehole to give a yield of 2 m<sup>3</sup>/hour
- Construction of 8-meter-high X 2m X 2m steel stanchion
- 2 GEEPEE tanks (of 10,000L capacity)
- 250w X 5 solar array panel
- 1.5 -2 hp Grundfos solar pumps and controller complete + level control + float switch + drop cables + float switch
- Control room
- Perimeter fencing of the entire stanchion and control room with four(4) solar-powered security light.
- Concrete/granite flooring of the area
- Provide appropriate concrete base with burglary for the borehole base
- Coating the stanchion and the control with appropriate colour/s
- Construction of concrete water gallery with 5 taps.
- The gallery must be tiled for good aesthetics with good provision for adequate drainage.
- Construction of standard drainage for water flow
- 2 concrete and tiled 3,000L of 30cm depth and 60cm wide capacity water troughs per borehole location for cows
- Branding of the boreholes
- Any other additional item that will enhance the proper working of the water facility

## APPENDIX II

### Proposal Checklist

Submit proposal via email and include the following:

Task	Status
Signed cover letter	
Response to each of the evaluation criteria:	
<ul style="list-style-type: none"> <li>• Basic requirements</li> </ul>	
<ul style="list-style-type: none"> <li>• Technical proposal</li> </ul>	
<ul style="list-style-type: none"> <li>• Corporate capability and past experience</li> </ul>	
<ul style="list-style-type: none"> <li>• Personnel management</li> </ul>	
<ul style="list-style-type: none"> <li>• Price proposal</li> </ul>	

