

REQUEST FOR PROPOSAL:

Animal Health Services

for

Advancing Local Dairy Development in Nigeria Program

February, 2020



Synopsis of this Request for Proposal (RFP)	
Issue Date	February 11, 2020
Project	Advancing Local Dairy Development in Nigeria
Issuing Office & Email for Submission of Proposals	Attn: Fisayo Kayode Plot 817 A, Cadastral Zone, B04, Off Ebitu Ukiwe Street, Jabi District, Abuja, FCT, Nigeria
Deadline for Receipt of Questions	Kindly send all your questions by 4 th March, 2020 to the email address fkayode@sahelcp.com
Deadline for Receipt of Proposals	Please email proposals by 6 th March, 2020 to the email address fkayode@sahelcp.com cc: eihedigbo@sahelcp.com
Point of Contact	Fisayo Kayode fkayode@sahelcp.com
Basis for Selection	Sahel Consulting will select the Service Provider(s) for this RFP through a fair and transparent process. Proposals will be evaluated using the criteria outlined in Section III of the RFP.

I. Introduction to the ALDDN Program

The ALDDN program is being implemented by Sahel Consulting Agriculture and Nutrition Ltd, a Nigerian company operating in West, East and Central Africa. Established in 2010, Sahel is committed to transforming Africa's agriculture and nutrition landscape. Sahel partners with government agencies, private sector companies and leading international development organizations to conduct in-depth market research on key value chains, analyze and shape policies, develop strategies, launch innovative business and ecosystem solutions, organize convening and provide training programs that promote sustainable agricultural development across Africa.

ALDDN is a five (5) year program implemented by Sahel in conjunction with private sector companies, as a catalytic intervention for building sustainable supply chains and fostering local sourcing. ALDDN aims to catalyze 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. ALDDN also includes nutrition and gender components which are geared towards improving nutrition outcomes and promoting women empowerment in dairy production.

The ALDDN aims to achieve the following goals:

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

The ALDDN program consist of the following interventions:

1. Farmers' Organization
2. Infrastructure Development
3. Productivity Improvement
4. Financial Inclusion and Income Diversification Support
5. Training and Extension, Advocacy and Behavior Change
6. Policy Advocacy

Sahel Consulting is seeking to engage animal health service provider(s) to implement the animal health component of the productivity improvement intervention of the program, which focuses on improving farmers' access to veterinarians, drugs, and vaccines. This intervention includes the identification and tagging of dairy cows, diagnosis for diseases in identified cows, supply of drugs and vaccines to participating farmers, and conduct training of trainers on animal health for veterinarians who would step down the training received to extension agents and integrated model dairy farmers.

Scope of the Work:

The scope of work encompasses the following:

- Identification and tagging of 75,000 cows belonging to 15,000 smallholder dairy households over the period of 5 years across five northern states
- Diagnosis of cattle for diseases – This includes the identification of diseases endemic in each participating state, which the cattle should be vaccinated against
- Supply and administration of drugs and vaccines for routine treatment of the cattle
- Recruitment and training of 50 qualified veterinarians who would step down training to the extension agents and participating farmers

Table 1: Overall target number of cows to be reached in the Program

	Year 1 – 2020	Year 2 – 2021	Year 3 – 2022	Year 4 – 2023	Year 5 - 2024
Number of Households to be reached	4,000	6,000	10,000	12,000	15,000
Number of dairy cows to be served	20,000	30,000	50,000	60,000	75,000

Deliverables:

- 75,000 lactating cows identified and tagged
- 75,000 lactating cows vaccinated against common/epidemic diseases and administered routine medications
- 50 veterinarians trained on dairy cattle health care
- 150 extension agents trained on dairy cattle health care by the 50 veterinarians
- 150 model farmers trained on basic animal health services by the 50 veterinarians

Project Locations

This project would be implemented in Adamawa, Jigawa, Kaduna, Kano and Plateau states. The target numbers of households and cows in Table 1 is broken down per state in table 2 below. The targeted number of trained personnel is also broken down in table 3 further below. Service providers applying for this project must indicate their state(s) of interest with evidence of capability from past projects.

Table 2: Target numbers for per state

Adamawa	Year 1 - 2020	Year 2 - 2021	Year 3 - 2022	Year 4 - 2023	Year 5 - 2024
Number of Households to be reached	624	936	1,533	1,933	3,891
Number of dairy cows to be served	3,120	4,680	7,665	9,665	19,455
Jigawa	Year 1 - 2020	Year 2 - 2021	Year 3 - 2022	Year 4 - 2023	Year 5 - 2024
Number of Households to be reached	300	450	600	750	949
Number of dairy cows to be served	1,500	2,250	3,000	3,750	4,745
Kaduna	Year 1 - 2020	Year 2 - 2021	Year 3 - 2022	Year 4 - 2023	Year 5 - 2024
Number of Households to be reached	800	1,400	2,000	2,500	4,020
Number of dairy cows to be served	4,000	7,000	10,000	12,500	20,100
Kano	Year 1 - 2020	Year 2 - 2021	Year 3 - 2022	Year 4 - 2023	Year 5 - 2024
Number of Households to be reached	600	700	800	900	1,116
Number of dairy cows to be served	3,000	3,500	4,000	4,500	5,580
Plateau	Year 1 - 2020	Year 2 - 2021	Year 3 - 2022	Year 4 - 2023	Year 5 - 2024
Number of Households to be reached	1,500	2,500	3,500	4,000	5,024
Number of dairy cows to be served	7,500	12,500	17,500	20,000	25,120

Table 3: Number of personnel to be engaged and trained per state

Project States	Veterinarians	Extension Agents	Model Farmers
Adamawa	13	39	39
Jigawa	4	9	9
Kaduna	13	40	40
Kano	4	11	11
Plateau	15	50	50

II. RFP Response Requirements**Technical Proposal:**

- The technical proposal should include:

- Proposed approach and methodology to deliver animal health services to households that are integrated by ALDDN
- Proposed approach to training of the trainers
- Proposed workplan outlining, activities, deliverables and timelines

Corporate Capability and Past Experience:

The candidate should provide a brief description of the firm’s organizational and corporate capabilities. In addition, using the form included in appendix, the candidate should provide at least three (3) examples of current or past performance projects similar or relevant (and references) to the efforts identified in the Scope of Work in this RFP in Nigeria and/or other Africa countries.

Price Proposal:

Candidates should submit a Price Proposal that clearly cross references the phases of the Scope of Work outlined in the technical proposal. All costs associated with delivering the Scope of Work must be detailed within the Price Proposal. This includes but is not limited to the costs of:

- Project management
- Identification and tagging
- Vaccines and drugs
- Training of recruited veterinarians

Note: Any output and activities described in the Scope of Work but not priced in the price proposal, shall be assumed to be included in the prices of all other project implementation related costs, as well as in the final total price.

Corporate Information:

The following information shall be provided as annexes:

- Location of the organization’s current functioning office(s) and/or places with existing presence throughout Africa
- A copy of the company’s legal Registration Certificate
- A copy of a Valid Tax Compliance Certificate

Evaluation Criteria

The success of a company or candidate’s proposal will be based on four(4) criteria:

Main Criteria	Weighting (%)
Technical proposal	50%
Corporate capability and past experience	30%
Corporate information	Prerequisite
Price proposal	20%

Request for Proposal Deadline

Any questions regarding this RFP should be sent by email to Fisayo Kayode (fkayode@sahelcp.com) on or before 4th March 2020

Proposals should be emailed to Fisayo Kayode (fkayode@sahelcp.com) on or before 6th March 2020