Tender documents GMB 406

Horticultural value chain study (Tourism and export)

Gambia

**Enabel Reference:** GMT170011T

**Project:** Rural Infrastructure and Employment Creation (RIEC)

**Financed by:** The European Trust Fund for Africa (EUTF)
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1 Administrative and contractual provisions

1.1 General provisions

1.1.1 Derogations from the Royal Decree of 14.01.2013

Point 4 “Specific contractual provisions” of these tender documents includes the administrative and contractual terms that apply to this public contract as a deviation of the ‘General Implementing Rules of public contracts’ (Royal Decree of 14 January 2013) or as a complement or an elaboration thereof.

These tender documents derogate from the General Implementing Rules: article 25 GIR.

1.1.2 Contracting authority

The contracting authority, hereafter also the awarding authority of this public contract, is Enabel, public-law company with social purposes, with its registered office at Rue Haute 147, 1000 Brussels in Belgium (enterprise number 0264.814.354, RPM/RPR Brussels), called ‘Enabel’ pursuant to the entry into force of the Law of 23 November 2017 on the name change to Enabel and defining the missions and functioning of Enabel, the Belgian development agency.

Enabel has the exclusive competence for the execution, in Belgium and abroad, of public service tasks of direct bilateral cooperation with the partner countries. Moreover, it can also perform other development cooperation tasks at the request of public interest organisations, and it can develop its own activities to contribute towards realisation of its objectives.

For this public contract, Enabel is represented by Mr Alessio Pannini Salavadori, CPM, and Mr Cédric De Buycer, ECA.

1.1.2.1 Institutional framework of Enabel

The general reference framework under which Enabel operates is the Belgian Law of 19 March 2013 on Development Cooperation\(^1\), the Belgian Law of 21 December 1998 establishing the Belgian Technical Cooperation as a public-law company\(^2\) as well as the Belgian Law of 23 November 2017\(^3\) changing the name of the Belgian Technical Cooperation and defining the missions and functioning of Enabel, the Belgian development agency.

The following initiatives are also guiding Enabel in its operations: We mention as main examples:

- In the field of international cooperation: The United Nations Sustainable Development Goals and the Paris Declaration on the harmonisation and alignment of aid are important touchstones;
- In the field of Human Rights: The United Nations’ Universal Declaration of Human Rights (1948) as well as the 8 basic conventions of the International Labour Organisation\(^4\) on

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\(^1\) Belgian Official Gazette of 26 March 2013
\(^2\) Belgian Gazette of 30 December 1998
\(^3\) Belgian Official Gazette of 11 December 2017
Freedom of Association (C. n°87), on the Right to Organise and Collective Bargaining (C. n°98), on Forced Labour (C. n°29 and 105), on Equal Remuneration and on Discrimination in Respect of Employment (C. n°100 and 111), on Minimum Age for Admission to Employment (C. n°138), on the Prohibition of the Worst Forms of Child Labour (C. n°182);

- In the field of respecting the environment: The Climate Change Framework Convention in Paris, 12 December 2015;

- The first Management Contract concluded between Enabel and the Belgian federal State (approved by the Royal Decree of 17.12.2017, Belgian Official Gazette 22.12.2017) that sets out the rules and the special conditions for the execution of public service tasks by Enabel on behalf of the Belgian State.

1.1.3 **Rules governing the public contract**

The following, among other things, applies to this public contract:

- The Law of 17 June 2016 on public procurement;

- The Law of 17 June 2013 on justifications, notification and legal remedies for public contracts and certain contracts for works, supplies and services;

- The Royal Decree of 18 April 2017 on the Award of Public Procurement Contracts in the classic sectors;

- Royal Decree of 14 January 2013 establishing the General Implementing Rules for public procurement contracts and for concessions for public works;

- Circulars of the Prime Minister with regards to public contracts.

1.1.4 **Definitions**

The following definitions shall be used for the purposes of this contract:

- **The tenderer**: The natural person (m/f) or legal entity that submits a tender;
- **The contractor/service provider**: the tenderer to whom the contract is awarded;
- **The awarding/contracting authority**: Enabel; represented by Jean Van Wetter;
- **The tender**: The commitment of the tenderer to perform the public contract under the conditions that he has submitted;
- **Days**: In the absence of any indication in this regard in the Tender Specifications and the applicable regulations, all days should be interpreted as calendar days;
- **Contract documents**: contract notice and the Tender Specifications including the annexes and the documents they refer to;
- **Technical specifications**: a specification in a document defining the characteristics of a product or a service, such as the quality levels, the environmental and climate performance levels, the design for all needs, including accessibility for people with disabilities, and the evaluation of conformity, of product performance, of the use of the product, safety or dimensions, as well as requirements applicable to the product as regards the name by which it is sold, terminology, symbols, testing and test methods, packaging, marking or labelling, instructions for use, the production processes and methods at every stage in the life cycle of the supply or service, as well as the evaluation and conformity procedures;

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5 Belgian Official Gazette of 14 July 2016.
• **Variant**: An alternative method for the design or the performance that is introduced either at the demand of the contracting authority, or at the initiative of the tenderer;
• **Option**: A minor and not strictly necessary element for the performance of the contract, which is introduced either at the demand of the contracting authority, either at the initiative of the tenderer;
• **Inventory**: The contract document, in a public supply contract or a public service contract, which splits up the performance in different items and specifies the quantity or the method to determine the price for each of them;
• **General Implementing Rules (GIR)**: Rules laid down in the consolidated version of the Royal Decree of 14.01.2013 establishing the General Implementing Rules for public procurement contracts and for concessions for public work;
• **The Tender Specifications** (Cahier spécial des charges/CSC): This document and its annexes and the documents it refers to;
• **Corrupt practices**: The offer of a bribe, gift, gratuity or commission to any person as an inducement or reward for performing or refraining from any act relating to the award of a contract or implementation of a contract already concluded with the contracting authority;
• **Litigation**: Court action.

### 1.1.5 Confidentiality

The tenderer or contractor and Enabel are bound to secrecy vis-à-vis third parties with regards to any confidential information obtained within the framework of this contract and will only divulge such information to third parties after receiving the prior written consent of the other party.

They will disseminate this confidential information only among appointed parties involved in the assignment. They guarantee that said appointed parties will be adequately informed of their obligations in respect of the confidential nature of the information and that they will comply therewith.

He is fully bound by professional secrecy as referred to in Article 458 of the Criminal Code, which provides for correctional sentences (emprisonment or fines) for the professionals who violate this secrecy.

### 1.1.6 Deontological obligations

Any failure to conform with one or more of the deontological terms may lead to the exclusion of the candidate, the tenderer or the contractor from other public contracts concluded with Enabel.

For the duration of the contract, the contractor and its staff respect human rights and undertake not to go against political, cultural or religious customs of the beneficiary country. The tenderer or contractor is bound to respect fundamental labour standards, which are internationally agreed upon by the International Labour Organisation (ILO), namely the conventions on union freedom and collective bargaining, on the elimination of forced and obligatory labour, on the elimination of employment and professional discrimination and on the abolition of child labour.

Any attempt of a candidate or a tenderer to obtain confidential information, to proceed to illicit arrangements with competitors or to influence the evaluation committee or the contracting authority during the investigation, the clarification, evaluation of tenders and applicants comparison procedures will lead to the rejection of the application or the tender.
Moreover, in order to avoid any impression of risk of partiality or connivance in the follow-up and control of the performance of the contract, it is strictly forbidden to the contractor to offer, directly or indirectly, gifts, meals or any other material or immaterial advantage, of whatever value, to the employees of the contracting authority who are concerned, directly or indirectly, by the follow-up and/or control of the performance of the contract, regardless of their hierarchical rank.

Any tender will be rejected and any (public) contract will be cancelled once it appears that the contract awarding or its performance was related to the transfer of ‘extraordinary commercial expenditure’. Extraordinary commercial expenditure is any commission that is not mentioned in the main contract or that does not result from a contract in good and due form referring to that contract, any commission that is paid for no actual legal service, any commission transferred into a fiscal paradise, any commission transferred to a beneficiary that is not clearly identified or to a company that obviously merely serves as a façade.

The contractor of the public contract commits to supply, upon the demand of the contracting authority, any supporting documents related to the performance conditions of the contract. The contracting authority will be allowed to proceed to any control, on paperwork or on the site, which it considers necessary to collect evidence to support the presumption of unusual commercial expenditure. Depending on the gravity of the facts observed, the contractor having paid unusual commercial expenditure is liable to have his contract cancelled or to be permanently excluded.

1.1.7 Applicable law and competent court

The public contract must be performed and interpreted according to Belgian law. The parties commit to sincerely perform their engagements to ensure the good performance of this contract. In case of litigation or divergence of opinion between the contracting authority and the contractor, the parties will consult each other to find a solution. If agreement is lacking, the Brussels courts are the only courts competent to resolve the matter. See also point “Litigation (Art. 73)”.
1.2 Object and scope of the contract

1.2.1 Type of contract
Public service contract for the RIEC Project study to horticultural value chain study (Tourism and export).

1.2.2 Duration
The contract starts upon award notification and expires at the final acceptance. Meaning after acceptance of all services in accordance with the terms of reference and the bid that may have been adapted during the negotiations.

Deadlines for performance are specified in section 3 Terms of reference, under 3.3 Objectives of the exercise.

1.2.3 Lots
This contract is a contract with one lot.

1.2.4 Object
This contract consist for a market-led value chain study of the horticultural sector. This study is specifically geared towards gaining a better understanding of the agri-business links necessary to operationalize the two horticultural agro-processing platforms that the project intends to construct.

1.2.5 Variants
Variants are forbidden.

1.3 Procedure

1.3.1 Award procedure
This contract is awarded in accordance with Art. 42§1 of the Law of 17 June 2016 pursuant to a negotiated procedure without publication.

1.3.2 Publication
The contract notice is published on the Enabel website (www.enabel.be).

1.3.3 Information
The awarding of this contract is coordinated by El Hadji Amadou BEYE. Throughout this procedure, all contacts between the contracting authority and the (possible) tenderers about the present contract will exclusively pass through this service / this person. (Possible) tenderers are prohibited to contact the contracting authority any other way with regards to this contract, unless otherwise stipulated in these tender documents.

Until 7 calendar days before the final date for receipt of tenders, tenderers may ask questions about the tender documents and the contract in accordance with Art. 64 of the Law of 17 June 2016. Questions shall be addressed in writing to: elhadjiamadou.beye@enabel.be

Until the notification of the award decision, no information shall be provided about the evolution of the procedure.

The tenderer is supposed to submit his tender after reading and taking into account any corrections made to the contract notice or the tender documents that are published as
mentioned under point “Publication” that are sent to him by individual registered letter or by electronic mail.

The tenderer is required to report immediately any gap, error or omission in the tender documents that precludes him from establishing his price or compare tenders, within ten days at the latest before the deadline for receipt of tenders.

1.4 Tender

1.4.1 Data to be included in the tender

The tenderer must use the tender forms in annexe (see point “Forms”). When not using this form, he is fully responsible for the perfect concordance between the documents he has used and the form.

The tender and the annexes to the tender form are drawn up in English.

By submitting a tender, the tenderer automatically renounces to his own general or specific sales conditions.

The tenderer clearly designates in his tender which information is confidential and/or relates to technical or business secrets and may therefore not be disseminated by the contracting authority.

The following information will be included in the tender (See checklist form).

Access right and qualitative selection documents

Award criteria documents

Forms

1.4.2 Price determination

All prices shall be given in EUR (euros) and rounded off to two figures after the decimal point. Prices given are exclusive without VAT.

The present contract is a fixed all-in lump-sum unit price contract per step requested. According to Art. 37 of the Royal Decree of 18 April 2017, the contracting authority may for the purpose of verifying the prices carry out an audit involving any and all accounting documents and an on-site audit to check the correctness of the indications supplied.

1.4.3 Elements included in the price

The service provider is deemed to have included in his unit and global prices all costs and taxes that generally somehow affect the services, with the exception of the value-added tax.

The following shall in particular be included in the prices:

- Administrative (insurances) and secretariat costs; communication costs (included internet), own ICT equipment (laptop, printer, smartphone)

- The costs of documentation with regards to the services and of any documentation required by the contracting authority;

- The delivery of documents or of pieces related to the performance of the services;
• Customs and excise duties for equipment and products used; the copyright fees;
• Non-chargeable days (sick leave, holidays, travel days, public holidays,..)
• Transport from the consultant's home to perform the services (air tickets, local transport costs);
• Accommodation and any other costs related to the mission;
• The consultant's accommodation and all his personal expenses.

1.4.4 Period of validity
Tenderers will be bound by their tenders for a period of 90 calendar days from the deadline for the submission of tenders.

1.5 Submission of tenders
The tender and all accompanying documents have to be numbered and signed (original handwritten signature) by the tenderer or his/her representative. The same applies to any alteration, deletion or note made to this document. The representative must clearly state that he/she is authorised to commit the tenderer. If the tenderer is a company / association without legal body status, formed by separate natural or legal persons (temporary group or temporary partnership), the tender must be signed by each of these persons.

The signed and dated original and “copies” will be sent in a sealed enveloped mentioning: “TENDER GMB 406 Horticultural value chain study”

The tender must be received before 18/09/2020 at 12.00 PM. It must be sent to El Hadji Amadou BEYE and Cédric De Bueger by email (standard mail or registered mail):
elhadjiamadou.beye@enabel.be and cedric.debueger@enabel.be

or by mail or hand delivered directly to the contracting authority against a signed and dated receipt:

RIEC Intervention - Enabel, Belgian Development Agency
Enabel,
Khamsys Technologies
BIJIL0 Tourist Layout
BIJIL0
The Gambia

Any tender must arrive before the final submission date and time. Tenders that arrive late will not be accepted.

1.6 Amending or withdrawing tenders
To change or withdraw a tender already sent or submitted, a written statement is required, which shall be correctly signed by the tenderer or his/her representative. The object and the scope of the changes must be described in detail. Any withdrawal shall be unconditional.

The withdrawal may also be communicated by fax or electronic means, provided that it is confirmed by registered letter deposited at the post office or against acknowledgement of receipt at the latest the day before the tender acceptance deadline.
1.7 Opening of tenders

The tenders must be in the possession of the contracting authority before the final submission date and time specified in point “Submission of tenders”. The tenders shall be opened behind closed doors.

1.8 Evaluation of tenders

The tenderers’ attention is drawn to Art. 52 of the Law of 17 June 2016 (Prior participation of tenderers) and Art. 51 of the Royal Decree of 18 April 2017 (Conflicts of Interest - Tourniquet).

Any infringement of these measures which may be likely to distort the normal conditions of competition is punishable in accordance with the provisions of Art. 5 of the Law of 17 June 2016 on public procurement. In practice, this penalty consists, as the case may be, either of rejecting the offer or of terminating the contract.

1.8.1 Exclusion grounds and qualitative selection

The mandatory and optional exclusion grounds are advised in the appendix to these tender specifications

By submitting this tender, the tenderer certifies that he is not in any of the cases of exclusion listed in point “Declaration on access rights and exclusion criteria”.

The tenderer will provide the required supporting document(s) with regard to the exclusion criteria mentioned under point “Forms”.

Pursuant to section 70 of the Law of 17 June 2016, any tenderer who is in one of the situations referred to in sections 67 or 69 of the Law of 17 June 2016 may provide evidence to show that the actions taken by him are sufficient to demonstrate his reliability despite the existence of a relevant ground for exclusion. If this evidence is considered sufficient by the contracting authority, the tenderer concerned is not excluded from the award procedure.

The contracting authority may also check whether there are grounds for exclusion for subcontractor(s) within the meaning of Articles 67 to 69 of the Law of Law of 17 June 2016.

1) An extract from the criminal record made out to the name of the tenderer (legal person) or of his representative (natural person) where no criminal records exist for legal entities;

2) The document certifying that the tenderer is in order with the payment of social contributions, except where the contracting authority has the possibility to directly obtain certificates or relevant information by accessing a free national database in a Member State.

3) The document certifying that the tenderer is in order with the payment of levies and taxes, except where the contracting authority has the possibility to directly obtain certificates or relevant information by accessing a free national database in a Member State.

4) The document certifying that the tenderer is not into bankruptcy, except where the contracting authority has the possibility to directly obtain certificates or relevant information by accessing a free national database in a Member State.

The above-mentioned documents are to be recent; recent means they are established less than three months before the tender submission deadline.
Tenderers of Belgian nationality who have an enterprise number only have to provide the extract of the criminal record. The contracting authority will itself verify the situation of the tenderer for points 2, 3 and 4 via the Télémarc system.

**Conflicts of interest and revolving doors mechanism**

As part of the fight against conflicts of interests, in particular in view of avoiding revolving doors mechanisms as defined in the Law of 8 May 2007 approving the United Nations Convention against Corruption, adopted in New York on 31 October 2003, the tenderer shall refrain from relying on any former (internal or external) collaborators of Enabel, within two years from his/her/their resignation, retirement or any other type of departure from Enabel, for whatever reason, directly or indirectly, for the elaboration and/or submission of its tender or any other intervention under the award procedure or for tasks to be conducted as part of the performance of this public contract.

The above provision does however only apply when there is a direct link between the preceding activities conducted for the contracting authority by the person(s) concerned and his/her/their activities for this public contract.

Any breach of this measure liable to distort the normal conditions of competition is subject to a sanction in accordance with the provisions of Article 5 of the Law of 17 June 2016 on procurement and certain works, supply and services contracts. In concrete terms, this sanction, depending on the case, consists of discarding the tender or terminating the public contract.

**Selection criteria**

Moreover, by means of the documents requested below, the tenderer must prove that he is sufficiently capable from a technical point of view to successfully perform this public contract.

In order to be selected, the tenderer must submit:

**Financial capacity**

The tenderer attaches to his offer a declaration on his honor in which he declares to have achieved a turnover of more than 100,000 € for each of the last three years (2017, 2018 and 2019).

**Technical capacity**

3 Références

The tenderer attaches to his offer certificates of good performance of 3 similar services.

**Team**

The Tenderer attaches to his bid the cv’s of the members of a team of professionals who have proven their experience and skills, at least the profiles bellow which meet following requirements:
• **The Value Chain Expert (Team Leader):**
He/she will have a degree in agricultural economy or economics and at least five years’ experience in similar value chain analyses.

• **The Economist:**
He/she will have a degree in economics or marketing and have at least three years’ experience in providing marketing analyses of agricultural products.

• **The Agricultural Development Expert:**
He/she will have in degree in agricultural economics or agronomy and have ay least five years’ experience in analyzing similar types of agricultural production and marketing.

• **The Quality Specialist:**
He/she will have a degree in agronomy and have at least three years’ experience in analyzing the requirements for marketing similar types of agricultural products.

**Negotiations**
The formally and materially regular tenders shall be evaluated as to content by an evaluation commission. This evaluation shall be conducted on the basis of the award criteria mentioned below.

The contracting authority may decide to conduct negotiations with the most advantageous tenderers. After these negotiations, the tenderers can submit a best and final offer (BAFO)

The tenderer whose tender is regular and the most advantageous on the basis of the award criteria mentioned below shall be designated the successful tenderer for this contract.

**1.8.2 Award criteria (100 Points)**

**Financial offer:** 40 points

To compare the offers with regard to the price criterion, Enabel will be based on the unit prices given by the tenderer (form 6.2) for each expert, based on the following rule of three: 40 x (amount of lowest-priced offer) / (offer of the tenderer)

**Technical offer:** 60 points

1.1 Understanding the terms of reference Comments and proposal for improvement of the terms of reference by the tenderer (15)

1.2 Consistency and clarity of the proposed methodology for this criterion, the tenderer must ensure that all aspects of the assignment are covered by the proposed approach. Its approach must make it possible to achieve the targeted objectives. (30)

1.3 Compliance of the proposed work plan with TOR It will be a question of verifying the respect of deadlines, the staffing planned for the study and the distribution of the tasks between the members of the team. (15)

TOTAL 60
1.8.3 Final scores
The scores for the 4 award criteria shall be added up. The contract shall be awarded to the tenderer with the highest final score, after the contracting authority has verified the exactitude of the Declaration on honour of this tenderer and provided the control showed that the Declaration on honour corresponds with reality.

1.8.4 Awarding the public contract
The contract will be awarded to the (selected) tenderer who submitted the most advantageous, possibly improved, tender on the basis of the criteria mentioned above. We need to point out though, that in conformity with Art. 85 of the Law of 17 June 2016, there is no obligation for the contracting authority to award the contract.

The contracting authority can either renounce to award the contract, either redo the procedure, if necessary through another awarding procedure.

1.9 Concluding the contract
Pursuant to Art. 88 of the Royal Decree of 18 April 2017, the contract is formalized by the notification to the chosen tenderer of the approval of his tender. Notification is by registered letter, by fax or by any other electronic means in as far, in the latter two cases, the content of the notification be confirmed within five calendar days by registered letter.

So, the full contract agreement consists of a public contract awarded by Enabel to the chosen tenderer in accordance with the following documents, in the order of precedence:

- The registered letter of notification of the award decision,
- These tender documents and the annexes,
- If any, minutes of the information session and/or clarifications and/or the addendum,
- The tender and all its annexes, and the approved BAFO if any
- Any later documents that are accepted and signed by both parties.
2 Specific contractual provisions

This chapter contains the specific contractual provisions that apply to this public contract as a deviation of the ‘General Implementing Rules of public contracts’ of the Royal Decree of 14 January 2013, or as a complement or an elaboration thereof. The numbering of the articles below (in parenthesis) follows the numbering of the General Implementing Rules articles. Unless indicated, the relevant provisions of the General Implementing Rules shall apply in full.

These tender documents do derogate from Art. 26 the General Implementing Rules (see “Performance bond (Art. 25-33)”).

2.1 Definitions (Art. 2)
- Managing official: The official or any other person who manages and controls the performance of the contract;
- Performance bond: Financial guarantee given by the successful tenderer to cover its obligations until final and good performance of the contract;
- Acceptance: Observation by the contracting authority that the performance of all or part of the works, supplies or services is in compliance with good practice and with the terms and conditions of the contract;
- Progress payment: Payment of an instalment under the contract after service delivery is accepted;

2.2 Correspondence with the service provider (Art. 10)
Notifications by the contracting authority are addressed to the domicile or to the registered office mentioned in the tender.

2.3 Managing official (Art. 11)
The managing official is Mr James Dean Intervention Manager of RIEC.

Once the contract is concluded, the contract manager is the main contact point for the service provider. Any correspondence or any questions with regards to the performance of the contract shall be addressed to him/her, unless explicitly mentioned otherwise in these tender documents (see namely, “Payment” below).

The managing official is fully competent for the follow-up of the satisfactory performance of the contract, including issuing service orders, drawing up reports and states of affairs, approving the services and signing acceptance and failure report(s).

However, the signing of amendments or any other decision or agreement implying a deviation from the essential terms and conditions of the contract are not part of the competence of the contract manager. For such decisions the contracting authority is represented as stipulated under point “Contracting authority”.

Under no circumstances is the managing official allowed to modify the terms and conditions (e.g., performance deadline, etc.) of the contract, even if the financial impact is nil or negative. Any commitment, change or agreement that deviates from the conditions in the tender documents and that has not been notified by the contracting authority, shall be considered null and void.
2.4 Subcontractors (Art. 12-15)

The fact that the contractor entrusts all or part of his commitments to subcontractors does not release him of his responsibility towards the contracting authority. The latter does not recognize any contractual relation with these third parties.

The contractor remains, in any case, the only person liable towards the contracting authority. The contractor commits to having the contract performed by the persons indicated in the tender, except for force majeure. The persons mentioned or their replacements are all deemed to effectively be involved in the performance of the contract. Any replacements must be approved by the contracting authority.

Any replacements or subcontracting which may be envisaged by the tenderer has to be mentioned in the offer and remains subject to the contracting authority’s prior approval.

2.5 Confidentiality (Art. 18)

The tenderer commits to not advertising about this contract without the preliminary written agreement of the contracting authority. He may, however, mention this contract as a reference in the context of a public contract, provided that he is true in the presentation of the status (e.g. ‘in performance’) and in as far that the contracting authority has not withdrawn this permission for cause of poor performance of the contract.

2.6 Intellectual property (Art. 19-23)

The contracting authority acquires the intellectual property rights created, developed or used during performance of the contract.

The Contractor shall ensure that delivered results are free of rights or claims from third parties including in relation to pre-existing rights, for any use envisaged by the Contracting Authority.

The contracting authority will transfer the results or rights accordingly to the commission.

2.7 Performance bond (Art. 25-33)

2.7.1 Provision of a bond

The performance bond is set at 5% of the total amount, excluding VAT, of the contract. The amount thus obtained shall be rounded up to the nearest 10 euros.

In accordance with the legal and regulatory provisions, the performance bond may be constituted either of cash or of public funds or may take the form of a collective performance bond. The performance bond may also take the form of a guarantee (see “Model of Proof of posting bond”) issued by a credit institution meeting the requirements of the law relating to the status and control of credit institutions, or by an insurance company meeting the requirements of the law relating to the control of insurance companies and approved for insurance branch 15 (bonds).

The successful tenderer must, within 30 calendar days, as from the day of the awarding of the contract, furnish proof that he or a third party has posted the bond in one of the ways set out below:

1. when it comes to cash, by transferring the amount to the bpost bank account number of Caisse des Dépôts et Consignations. Complete the following form as precisely as possible:
2. in the case of public funds, by depositing such funds, for the account of the Deposit and Consignment Office, with the State Cashier at the head office of the National Bank in Brussels or at one of its provincial agencies or with a public institution with an equivalent function;

3. in the case of a collective performance bond, through the depositing, by a company lawfully practising this profession, of a joint and several performance bond with the Caisse des Dépôts et Consignations or a public body fulfilling a similar function;

4. in the case of a surety, by the written undertaking of the credit institution or the insurance company.

This proof must be provided as applicable by submission to the contracting authority of:

5. the deposit receipt of the Caisse des Dépôts et Consignations or a public body fulfilling a similar function; or

6. a debit notice issued by the credit institution or the insurance company; or

7. the deposit acknowledgement issued by the government cashier or public body fulfilling a similar function; or

8. the original of the joint and several performance bond stamped by the Caisse des Dépôts et Consignations or a public body fulfilling a similar function; or

9. the original of the written undertaking issued by the credit institution or the insurance company granting a surety.

These documents, signed by the depositor, must state for whom the performance bond has been constituted, its precise allocation through a brief statement of the purpose of the contract and the reference number of the contract documents, together with the name, first name and full address of the successful tenderer and, if applicable, of the third party making the deposit, with the words "lender" or "representative" as applicable.

The period of 30 calendar days specified above shall be suspended during the period of closure of the successful tenderer’s business during paid annual holidays and the days off in lieu stipulated by regulation or by a compulsory collective labour agreement.

Proof that the required performance bond has been posted must be sent to the address that shall be mentioned in the contract award notification.

2.7.2 Failure to post the performance bond (Art. 29)

When the contractor fails to prove that the performance bond has been posted within 30 calendar days, he will be set in default by registered mail. This notification will be considered as a ‘failure report’ as mentioned in art. 44, § 2 of the General Implementing Rules (see below).

When, after notification of this failure by registered letter, the contractor has still failed to produce proof that the performance bond has been posted within a further period of 15 calendar days dating from the date of dispatch of the registered letter, the contracting authority may:
• 1° Post the performance bond itself by deduction from amounts due under the contract in question; in this case, the penalty shall be fixed at a flat rate of 2% of the initial amount of the contract; or

• 2° Apply the measures taken as of right. In any event, termination of the contract for this reason shall preclude the application of penalties or fines for delay.

2.7.3 Release of the Bond (Art. 33)
The guarantee or bond will be released after final acceptance of all deliverables.

2.8 Conformity of performance (Art. 34)
The services must comply in all respects with the contract documents. Even in the absence of technical specifications in contract documents, the services must comply in all respects with good practice.

2.9 Changes to the public contract (Art. 37 to 38/19)

2.9.1 Unforeseen circumstances (Art. 38/9)
As a rule, the contractor is not entitled to any modification of the contractual terms due to circumstances of which the contracting authority was unaware.

2.10 Means of action of the contracting authority (Art. 44-51 and 154-155)
Failure of the contractor is not only related to services themselves but also to the whole of his obligations.

In order to avoid any impression of risk of partiality or connivance in the follow-up and control of the performance of the contract, it is strictly forbidden to the contractor to offer, directly or indirectly, gifts, meals or any other material or immaterial advantage, of whatever value, to the employees of the contracting authority who are concerned, directly or indirectly, by the follow-up and/or control of the performance of the contract, regardless of their hierarchical position.

In case of violation, the contracting authority can impose a set fine to the contractor for each violation, which can be up to three times the amount obtained by adding up the (estimated) values of the advantage offered to the employee and of the advantage that the successful tenderer hoped to obtain by offering the advantage to the employee. The contracting authority can decide independently about the application and the amount of this fine.

This term is without prejudice to the possible application of other measures as of right provided in the General Implementing Rules, namely the unilateral termination of the contract and/or the exclusion of contracts of the contracting authority for a determined duration.

2.10.1 Failure of performance (Art. 44)
The contractor is considered to be in failure of performance of the contract:

• When services are not performed in accordance with the conditions defined by the contract documents;

• At any time, when the performance is not conducted in such a way that it can be fully completed at the dates set;
• When the successful tenderer does not follow written orders, which are given in due form by the contracting authority.

Any failure to comply with the provisions of the contract, including the non-observance of orders of the contracting authority, shall be recorded in a ‘failure report’, a copy of which shall be sent immediately to the successful tenderer by registered letter.

The contractor shall repair the deficiencies without any delay. He can assert his right of defence by registered letter addressed to the contracting authority within fifteen calendar days from the date of dispatch of the ‘failure report’. His silence is considered, after this period, as an acknowledgement of the facts recorded.

Any deficiencies found on his part render the contractor liable for one or more of the measures provided for in Art. 45 to 49 and 154 and 155.

2.10.2 Fines for delay (Art. 46-154)
Fines for delay are not related to penalties provided under Art. 45. They shall be due, without the need for notice, simply by the expiry of the performance period without the issuing of a report, and they shall be automatically applied for the total number of days of delay.

Notwithstanding the application of fines for delay, the contractor shall continue to guarantee the contracting authority against any claims for compensation for which it may be liable to third parties due to the delay in performance of the contract.

2.10.3 Measures as of right (Art. 47-155)
§ 1 When upon the expiration of the deadline given in Art. 44, § 2 for asserting his right of defence the successful tenderer has remained inactive or has presented means that are considered unjustified by the contracting authority, the latter may apply the measures as of right described in paragraph 2.

However, the contracting authority may apply measures as of right without waiting for the expiration of the deadline given in Art. 44, § 2, when the successful tenderer has explicitly recognized the deficiencies found.

§ 2 The measures as of right are:

1° Unilateral termination of the contract. In this case the entire bond, or if no bond has been posted an equivalent amount, is acquired as of right by the contracting authority as lump sum damages. This measure excludes the application of any fine for delay in performance in respect of the terminated part of the contract;

2° Performance under own management of all or part of the non-performed contract;

3° Conclusion of one or more replacement contracts with one or more third parties for all or part of the contract remaining to be performed.

The measures referred to in 1°, 2° and 3° shall be taken at the expense and risk of the defaulting contractor. However, any fines or penalties imposed during the performance of a replacement contract shall be borne by the new successful tenderer.

2.11 Performance modalities (Art. 146 and seq.)
2.11.1 Implementation period (Art. 147)
The services shall be performed within the period and calendar mentioned in the ToR or negotiated with the tenderer.
2.11.2 Place where the services shall be performed (Art. 149)
The services shall be performed:
- Home/office of the service provider
- Field mission

2.11.3 Evaluation of the services performed
If during contract performance irregularities are found, the contractor shall be notified about this immediately by fax or e-mail, which shall be confirmed consequently. The contractor is bound to perform the non-complying services again.

When the services have been performed, the quality and conformity of the services shall be evaluated. A report of this evaluation shall be drawn up. The original copy of this report will be sent to the contractor. Any services that have not been performed correctly or in conformity shall be started again.

2.11.4 Liability of the service provider (Art. 152-153)
The service provider takes the full responsibility for mistakes and deficiencies in the services provided.

Moreover, the service provider shall guarantee the contracting authority against any claims for compensation for which he is liable towards third parties due to late performance of the services or due to failure of the service provider.

2.12 General payment modalities (Art. 66-72 and 160)
The amount owed to the service provider must be paid within 30 calendar days with effect from the expiry of the verification period (see point “Acceptance of the services performed”), and provided that the contracting authority possesses, at the same time, the duly established invoice.

The contractor shall send one copy of the invoice with a copy of the contract acceptance report to the following address: James.dean@enabel.be

The invoice will mention:
- “Enabel, public-law company with social purposes, with its registered office at Rue Haute 147, 1000 Brussels in Belgium (enterprise number 0264.814.354, RPM/RPR Brussels)
- the name of the contract: “GMB 406 Horticultural value chain study (Tourism and export)
- the name of the contract manager: James Dean

The invoice shall be in euros.

Schedule of Payments
- Enabel will pay the first payment of 20% upon its acceptance of the consulting team’s inception report
- Enabel will pay a further 60% upon its acceptance of the provisional draft of the final report
• Enabel will pay the final tranche 20% upon its acceptance of the final report

2.13 End of the contract (Art. 64-65, 150 and 156-157)
A representative of the contracting authority shall closely follow up the contract during performance (see point 4.3 “Contract manager (Art. 11”).

2.13.1 Acceptance of the services performed
The services shall be only accepted after fulfilling requirements and after technical acceptance(s).

Provisional / final acceptance(s) shall be provided upon completion of performance of the services as mentioned in the Terms of Reference (see also point 4.13 “General payment modalities (Art. 66-72 and 160”).

Upon expiration of the thirty-day period following the date stipulated for completion of the entirety of the services, depending on the case, an acceptance report or a refusal of acceptance report shall be drawn up.

Where the services are completed before or after this date, it shall be the responsibility of the service provider to notify the contract manager by registered letter, and at the same time to ask for the acceptance procedure to be carried out. Within thirty calendar days after the date of receipt of the service provider’s request, an acceptance or a refusal of acceptance report shall be drawn up, depending on the case.

2.14 Modifications to the contract (Art. 37-38 and 151)
The contracting authority has the right to change the initial tender unilaterally, if the following conditions are respected:

1° the scope of the contract remains unaltered;
2° the modification is limited to 10% of the initial awarded amount.

The essential terms and conditions can only be modified with reasons, to be mentioned in an amendment.

2.15 Litigation (Art. 73)
This contract and all legal consequence that might ensue fall fully within the scope of Belgian law. In case of litigation or divergence of opinion between the contracting authority and the contractor, the parties will consult each other to find a solution.

If agreement is lacking, the competent courts of Brussels shall have exclusive jurisdiction over any dispute arising from the performance of this contract. French or Dutch are the languages of proceedings.

The contracting authority shall in no case be held liable for any damage caused to persons or property as a direct or indirect consequence of the activities required for the performance of this contract. The contractor guarantees the contracting authority against any claims for compensation by third parties in this respect.

In case of “litigation”, i.e. court actions, correspondence must (also) be sent to the following address:

Enabel, Public-law Company with social purposes
Legal unit of the Logistics and Acquisitions service (L&A)
To the attention of Mrs Inge Janssens  
Rue Haute 147, 1000 Brussels, Belgium.
3 Terms of reference

RECRUITMENT OF A CONSULTING FIRM TO PROVIDE
A MARKET-LED ANALYSIS OF THE HORTICULTURAL VALUE CHAIN IN THE GAMBIA
AND RECOMMENDATIONS ON STRENGTHENING THE CHAIN

1. Background
In January 2019, the Belgian Development Agency Enabel began implementing a three-year project in The Gambia financed by the European Union Trust Fund for Africa (EUTF). Enabel’s Rural Infrastructure for Employment Creation (RIEC) project is part of a larger program called Tekki Fii that seeks to limit irregular migration by improving employment opportunities for youth in The Gambia. The overall objective of the RIEC project is to increase economic opportunities for rural youth by supporting the creation of sustainable employment in the agricultural sector. Enabel’s implementing partner, the Portuguese NGO Instituto Marquês de Valle Flôr (IMVF), is charged with improving prospects for agri-business by supporting young agro-entrepreneurs in the North Bank and Central River regions of the country.

Given that context, Enabel is responsible for improving rural productive infrastructure in those regions, by rehabilitating existing market gardens, and constructing processing units, storage facilities, pack-houses, and marketing platforms. The RIEC project’s infrastructure plans are based on a clear value chain-led development strategy, one that will provide increased revenue and create new jobs for rural residents along promising agri-food value chains. Based on an initial assessment of market demand, Enabel and IMVF have chosen to focus on two main value chains: horticulture and poultry.

2. Justification
Enabel and IMVF have identified two developing markets for horticultural products from The Gambia. The first market concerns the needs of the hospitality industry in the West Coast Region. Hotels and restaurants in the Greater Banjul area report that their clients increasingly demand fresh, locally grown vegetables, which are presently not available in the required quantity, quality, or frequency. The second source of demand comes from the expanding African diaspora in Europe’s capitals and major cities. African expatriates require specialty foodstuffs from home—such as peppers, okra, and mangoes—fueling a lively export market for these products in Paris, London, and Brussels. The Gambia’s proximity to Europe provides a major time and distance advantage over other competitors in this value chain, such as Kenya, Tanzania, and Rwanda.

To support the supply chain for these two markets, the RIEC project proposes to construct two platforms for the collection, processing, and distribution of fruit and vegetables. The first platform—close to the international airport at Yundum—will feature a pack house that will support exports to Europe. The Yundum platform will include a wholesale market that will supply the hospitality industry of the Greater Banjul area. The second platform—close to the Senegalese border in Farafenni—is intended to support exports to the diaspora markets in Europe via the Blaise Diagne airport in Thies. The Farafenni platform will also supply urban markets in Senegal.

Supplying the two platforms with a regular flow of fresh vegetables demands reorganizing the production of dozens of community gardens to develop an efficient out-grower scheme. It will also require the establishment and streamlining of other links in the supply chain, such as
refrigerated transportation and storage. This market-led reorientation calls for an analysis of the present situation of vegetable production and marketing in The Gambia and recommendations concerning the links to be reinforced in the supply chains for the two markets. The results of this study will guide the RIEC project in its design and construction of the two platforms and will support Tekki Fii partners and other NGOs in their interventions in horticultural production and marketing.

The following terms of reference describe the project’s call for a market-led value chain study of the horticultural sector. This study is specifically geared towards gaining a better understanding of the agri-business links necessary to operationalize the two horticultural agro-processing platforms that the project intends to construct.

3. Research Area

4. Research Methods

Research methods include a desk study, and a field survey using key informant interviews, participatory assessments, and site visits.

✓ Desk Study
The chosen consulting firm, Enabel’s project team, and the project’s Tekki Fii program partners will collaborate to collect the necessary documentation for the desk study. They will research and provide documents concerning:

- The horticultural sector at the national level (policy papers, strategic plans, and project evaluations)
- Past or current initiatives to support the sector by donors and NGOs (project documents)
- Technical and economic analyses of the sector (reports and studies)
- Social studies and case studies involving youth and women market gardeners

✓ Key Informant Interviews
The RIEC project team and its partner IMVF will assist the consultants to identify key actors at the national and local levels. The consultants will carry out interviews with these key actors via direct meetings and/or telephone/email exchanges. The consulting firm will be responsible for developing the appropriate interview guides. The RIEC team and IMVF’s team will participate in the development of these guides.
Field Survey
The RIEC project team and its partner IMVF will assist the consultants with the choice of sites for the field visits. This choice will be guided by the identification of existing or potential downstream or upstream links in the value chain. The field survey will canvas a select number of market gardens and out-grower schemes. This will allow the consultant team to better understand the various factors of production such as plant varieties, water management, processing facilities, mechanization, input use, and post-harvest infrastructure. The consultant team should meet with the larger commercial operators in the horticulture sector. Specific meetings and exchanges in the field should include the managers and the technical staff of producer organizations, as well as the producers themselves.

Participatory Assessment
The participatory assessment will make use of two main tools: semi-structured interviews with key informants and focus group interviews. The consultants will conduct the interviews according to guides that they will help develop. The key informant interviews will involve major actors in the technical, economic, and social areas of vegetable production and marketing. The focus group interviews will involve actors and organizations that support production, processing, and marketing. The study methodology and the resultant recommendations of the consultant team should enable stakeholders in the supply chain to identify the appropriate entry points for action.

Data Analysis
The study should use the following tools to analyze the data that the consultant team has collected: a) mapping of actors and flows, b) stakeholder analysis, c) value chain and competitiveness analysis, d) SWOT (Strengths, Weaknesses, Opportunities and Threats) analysis and e) scenario planning.

Mapping of Actors and Flows
This mapping exercise provides a synthesis of the collected information and helps stakeholders build a common understanding of the value chain. The mapping produces a "contextual snapshot" of the situation based on objective information, as well as on the subjective points of view of individual stakeholders, institutions, and professional organizations. Flows are materialized by the transfers of products, materials, equipment, finances, services, and information between the actors of the three sub-systems (production, processing, and marketing) through which internal and external actors interact.

Stakeholder Analysis
Stakeholder analysis maps the relations between actors in the value chain, their degree of influence over other actors, their position in the chain, and their stake in the distribution of the chain’s benefits. The analysis evaluates the actors’ level of power over their situation and categorizes actors according to their degree of influence in the value chain. The analysis characterizes upstream and downstream power relations within the sector to assess the social and economic equity between the various sets of actors. The consultant team will provide a full assessment of the key actors’ abilities to fulfill their various roles. Based on that assessment, the consultant team will design a capacity building plan to enable stakeholders to improve their services and render the two value chains more efficient. The consultants will also analyze the governance of the sector and make recommendations to improve communication and trust between the socio-professional, private, non-governmental, and the public sectors.
• ✓ **Value Chain Analysis**
  The consultant team will carry out an analysis of the main branches of the existing horticultural markets: the coastal hospitality industry market, the diaspora export market, the export market to Senegal and the local weekly market (*lumo*) network.

• ✓ **Competitiveness Analysis**
  The competitiveness analysis will establish a hierarchy in terms of comparative advantages between products in a common reference frame. The criteria and their weight will be established in consultation with the actors. This analysis will make it possible to determine the factors for improving competitiveness.

• ✓ **SWOT Analysis**
  The SWOT analysis will examine the internal and external environment of the horticultural sector to identify future development strategies.

• ✓ **Scenario Planning and Strategic Options**
  The scenario planning method will enable the consultant team to apprehend the issues at stake and formulate possible scenarios involving the actors as identified in the analyses above. Scenario planning will make it possible to formulate proposals for strategic options that will provide courses of action to anticipate the possible evolution of the context (characterized by driving forces). To facilitate this process, the consultant team will characterize the main driving forces in the horticulture and project their possible evolution over time.

• ✓ **Validation of Results with Stakeholders**
  The consultant team will organize a workshop to present the results of the study, foster a common understanding, and amend of the study in concertation with direct stakeholders, support organizations, and decision-makers.

5. **Deliverables**
  The final report will be structured as follows:

  ✓ **Diagnosis of the Sector**
    o Local context of the sector
    o Matrix of national and local actors
    o Relationships between actors
      ▪ Relationships between professional/interprofessional organizations and other actors
      ▪ Relationships between public regulatory organizations and other actors
      ▪ Relationships between producers and other actors
      ▪ Relationships between processors and other actors
      ▪ Relations between traders and other actors
      ▪ Other existing relationships and supports
      ▪ Weak links, strong links, bottlenecks
      ▪ Flow matrix

  ✓ **Description of the Production System**
    o Production factors
    o Profitability analysis
    o Social analysis of production
    o Role of public structures in production
6. Consultant Team
The consultant team should include a value chain expert, an economist, an agricultural development specialist and a quality specialist.

- **The Value Chain Expert (Team Leader):**
  He/she will have a degree in agricultural economy or economics and at least five years’ experience in similar value chain analyses.

- **The Economist:**
  He/she will have a degree in economics or marketing and have at least three years’ experience in providing marketing analyses of agricultural products.

- **The Agricultural Development Expert:**
  He/she will have in degree in agricultural economics or agronomy and have at least five years’ experience in analyzing similar types of agricultural production and marketing.

- **The Quality Specialist:**
  He/she will have a degree in agronomy and have at least three years’ experience in analyzing the requirements for marketing similar types of agricultural products.

7. Schedule
The estimated time to complete the study is **60 calendar days**. The desk study should take a maximum of **5 calendar days**. The field study should absorb a maximum of **40 calendar days**. The report writing should take a maximum of **15 calendar days**.
The turnaround time per deliverable is:

- **The inception report** is to be submitted five calendar days after notification of the contract and will include the detailed program of the intervention and the work schedule of each expert.
- **The provisional draft of the final report** is to be submitted 48 calendar days after validation of the inception report.
- **The final report** of the service is to be submitted 7 calendar days after the client’s comments on the provisional report have been officially sent. The deadline for the analysis of the provisional draft report by the contracting authority is not counted in the calculation of the deadlines.

8. **Level of Effort**
The level of effort of the individual team members is estimated as follows:

- **Value Chain Expert (Team Leader)**: 60 man/days
- **Economist**: 30 man/days
- **Agricultural Development Expert**: 30 man/days
- **Quality Specialist**: 30 man/days
## 4 Forms

### 4.1 Identification forms

<table>
<thead>
<tr>
<th>Information</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>Name and first name of the tenderer or name of the company and legal form</td>
<td></td>
</tr>
<tr>
<td>Nationality of the tenderer and of staff (if different)</td>
<td></td>
</tr>
<tr>
<td>Domicile / Registered office</td>
<td></td>
</tr>
<tr>
<td>Telephone number</td>
<td></td>
</tr>
<tr>
<td>National Social Security Office registration number</td>
<td></td>
</tr>
<tr>
<td>Company number</td>
<td></td>
</tr>
<tr>
<td>Represented by the undersigned (Surname, first name and function)</td>
<td></td>
</tr>
<tr>
<td>Contact person (telephone number, e-mail address)</td>
<td></td>
</tr>
<tr>
<td>If different: Project manager (telephone number, e-mail address)</td>
<td></td>
</tr>
<tr>
<td>Account number for payments</td>
<td></td>
</tr>
<tr>
<td>Financial institution</td>
<td></td>
</tr>
<tr>
<td>Under the name of</td>
<td></td>
</tr>
</tbody>
</table>

Done in ................................., on ...............................

Signature:  
Name:  

.................................................................
4.2 Integrity statement for the tenderers

By submitting this tender, the tenderer declares on honour the following (cf. Art. 52 and seq. of the Law of 17 June 2016):

- Neither members of administration or staff members, or any person or legal person the tenderer has concluded an agreement with in view of performing the contract, may obtain or accept from a third party, for themselves or for any other person or legal person, an advantage appreciable in cash (for instance, gifts, bonuses or any other kind of benefits), directly or indirectly related to the activities of the person concerned for the account of Enabel.

- The board members, staff members or their partners have no financial or other interests in the firms, organisations, etc. that have a direct or indirect link with Enabel (which could, for instance, bring about a conflict of interests).

- He has read and understood the articles about deontology and anti-corruption included in the tender documents and declares going along completely and respecting these articles.

He is also aware of the fact that the personnel of Enabel are tied to the provisions of an ethical code, which states that: “In order to ensure the impartiality of personnel, they are not allowed to solicit, demand or receive gifts, bonuses or any other kind of benefits for themselves or third parties, whether in exercising their function or not, when said gifts, bonuses or benefits are linked to that exercising. Privately, staff members do not accept any financial or other bonus, gift or benefit for services rendered”.

If above-mentioned contract is awarded to the tenderer, he declares, moreover, agreeing with the following provisions:

- In order to avoid any impression of risk of partiality or connivance in the follow-up and control of the performance of the contract, it is strictly forbidden to the contractor of the contract (i.e. members of administration and workers) to offer, directly or indirectly, gifts, meals or any other material or immaterial advantage, of whatever value, to the employees of Enabel who are concerned, directly or indirectly, by the follow-up and/or control of the performance of the contract, regardless of their hierarchical position.

- Any (public procurement) contract will be terminated, once it appears that contract awarding or contract performance would have involved the obtaining or the offering of the above-mentioned advantages appreciable in cash.

- Any failure to conform with one or more of the deontological terms may lead to the exclusion of the contractor from this contract and from other contracts for Enabel.

- The contractor of the public contract commits to supply, upon the demand of the contracting authority, any supporting documents related to the performance conditions of the contract. The contracting authority will be allowed to proceed to any control, on paperwork or on site, which it considers necessary to collect evidence to support the presumption of unusual commercial expenditure.

Finally, the tenderer takes cognisance of the fact that Enabel reserves the right to lodge a complaint with the competent legal instances for all facts going against this statement and that all administrative and other costs resulting are borne by the tenderer.

Name and first name: ..........................

Duly authorised to sign this tender on behalf of: ..........................

Date: .......................... Signature: ..........................
4.3 Declaration on access rights and exclusion criteria

By submitting this tender, the tenderer declares on honour the following (cf. Art. 67-70 of the Law of 17 June 2016 and 61-64 of the Royal Decree of 18 April 2017):

He has not been found guilty by a judgement which has the force of res judicata of a crime that blemishes his professional integrity:

1° **Participation in a criminal organisation** as defined in Art. 324bis of the Criminal Code or in Art. 2 of Council Framework Decision 2008/841/JAI of 24 October 2008 on the fight against crime;

2° **Corruption**, as defined by Art. 246 and 250 of the Criminal Code or Art. 3 of the Convention on the fight against corruption involving officials of the European Communities or officials of the Member States of the European Union or Art. 2.1 of the Council Framework Decision 2003/568/JAI of 22 July 2003 on the fight against corruption in the private sector;

3° **Fraud** within the meaning of Art. 1 of the Convention on the protection of the European Communities’ financial interests, approved by the Law of 17 February 2002;

4° **Terrorist offenses** or offenses related to terrorist activities, as defined in Art. 137 of the Criminal Code, Art. 1 or 3 of Council Framework Decision 2002/475/JHA of 13 June 2002 on the fight against terrorism, or inciting, aiding or abetting an offence as referred to in Art. 4 of that Framework Decision;

5° **Money laundering or terrorist financing** as defined in Art. 5 of the Act of 11 January 1993 on preventing use of the financial system for purposes of money laundering and terrorist financing, or in Art. 1 of Directive 2005/60/EC of the European Parliament and of the Council of 26 October 2005 on the prevention of the use of the financial system for the purpose of money laundering and terrorist financing;


7° **Occupation of third-country nationals who are unlawfully staying** within the meaning of Art. 35/7 of the Act of 12 April 1965 on the protection of workers’ remuneration or within the meaning of the Act of 30 April 1999 on the occupation of Foreign Workers

He has paid his **social security contributions** in accordance with Belgian legislation or the legislation of the country where he has his registered office (cf. Art. 62 of the Royal Decree of 18 April 2017);

He is in order with his obligation pertaining to the **payment of his taxes** in accordance with Belgian legislation or the legislation of the country where he has his registered office (cf. Art. 63 of the Royal Decree of 18 April 2017);

Non-compliance with the above-mentioned conventions shall be considered a serious mistake in professional duties within the meaning of the Law of 17 June 2016. In witness whereof he has established this declaration on honour which he declares true and sincere for all legal intents and purposes.

Name and first name: ..........................

Duly authorised to sign this tender on behalf of: ..........................

Date: .......................... Signature: ..........................
4.4 **Power of attorney**

The tenderer shall include in his tender the **power of attorney empowering the person signing the tender** on behalf of the company, joint venture or consortium.

4.5 **Certification of clearance with regards to the payments of social security contributions**

The tenderer must provide a certification from the competent authority stating that he is **in order with its obligations with regards to the payments of social security contributions** that apply by law in the country of establishment. The tenderer registered in Belgium must be in order **three months before the tender submission deadline**.

4.6 **Certification of clearance with regards to the payments of applicable taxes**

The tenderer must provide a **recent certification** from the competent authority stating that the tender is **in order with the payment of applicable taxes** that apply by law in the country of establishment.
4.7 Financial statement

The tenderer commits to performing the public contract in conformity with the provisions of Tender GMB 406 for the following prices, given in euros and exclusive without VAT.

<table>
<thead>
<tr>
<th>Expert</th>
<th>Unit price man/day on the field</th>
<th>Quantities</th>
<th>Unit price man/day Home based</th>
<th>Quantities</th>
<th>TOTAL QUANTITIES</th>
<th>Total Amount in Euro without VAT</th>
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<tbody>
<tr>
<td>Value Chain Expert (Team Leader)</td>
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<td>60</td>
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<tr>
<td>Economist</td>
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<tr>
<td>Agricultural Development Expert</td>
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<tr>
<td>Quality Specialist</td>
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<td></td>
<td></td>
<td>140</td>
<td>Man/days Maximum</td>
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<td></td>
<td>TOTAL HT</td>
<td></td>
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</table>

Name, title and signature(s) in **ORIGINAL handwritten**:

Certified true and sincere,

Done in .................., on .....................
## 4.8 Subcontractors

<table>
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<th>Name and legal form</th>
<th>Address / Registered office</th>
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4.9 Technical Proposal

1.1 Understanding the terms of reference Comments and proposal for improvement of the terms of reference by the tenderer (15)

1.2 Consistency and clarity of the proposed methodology for this criterion, the tenderer must ensure that all aspects of the assignment are covered by the proposed approach. Its approach must make it possible to achieve the targeted objectives. (30)

1.3 Compliance of the proposed work plan with TOR It will be a question of verifying the respect of deadlines, the staffing planned for the study and the distribution of the tasks between the members of the team. (15)

4.10 Human resources and experts’ profiles

The provider undertakes to make available a team of professionals who have proven their experience and skills:

- **The Value Chain Expert (Team Leader):**
  He/she will have a degree in agricultural economy or economics and at least five years’ experience in similar value chain analyses.
- **The Economist:**
  He/she will have a degree in economics or marketing and have at least three years’ experience in providing marketing analyses of agricultural products.
- **The Agricultural Development Expert:**
  He/she will have a degree in agricultural economics or agronomy and have at least five years’ experience in analyzing similar types of agricultural production and marketing.
- **The Quality Specialist:**
  He/she will have a degree in agronomy and have at least three years’ experience in analyzing the requirements for marketing similar types of agricultural products.

4.11 Availability of key experts

By submitting this tender, the tenderer explicitly declares that the following key experts are available for the whole period scheduled for his/her input to implement the tasks set out in the Terms of Reference and/or in the methodology. Key experts will not be replaced during the implementation of the contract without prior written approval by the contracting authority.

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<th>Key experts</th>
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<tbody>
<tr>
<td>Name</td>
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</table>
Name and first name: ............................................
Duly authorised to sign this tender on behalf of: ............................................
Place and date: ..............................................
Signature: ..............................................