



## **TERMS OF REFERENCE**

“Piloting of Circular Economy through the Water-Energy and Food Nexus in West Africa”

Phase 1– Scoping Exercise to Establish the Baseline

# Consultancy Services for Baseline Studies and Selection of Value Chains

**International Consultancy Firm**

**Submission deadline:**

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**Co-funded by:**



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## 1. INTRODUCTION

The lack of access to sustainable energy that is renewable, accessible and affordable, especially to the most vulnerable population, is one of the biggest global challenges of our time. Access to energy has the potential to unlock socio-economic development by powering social services and scaling-up the uptake of renewable energy for productive uses. As a regional block, the Economic Community of West African States (ECOWAS) access to electricity rate is only 55%. Hence the apparent energy deficit seriously impedes any tangible and sustainable socio-economic growth. In fact, population growth pushed up the number of people without access to clean cooking energy by 10% to around 940 million in 2020, making sub-Saharan Africa the only region where the number of those without access to clean and modern cooking energy services continues to rise significantly.<sup>1</sup>

A transformational change is therefore needed to close the energy gap, both locally and regionally for a long-lasting systemic socioeconomic growth in key economic sectors especially agriculture which employ the great majority of the people and contributing high share to the GDP. It should be also noted that the effect of climate change and lack of energy access has the propensity to shrink the performance of the Gross Domestic Product (GDP) of countries in Africa including West Africa by 30% now to 2050.

In response to this appalling downward socio-economic trend due to lack of access to energy for enhanced economic and livelihood activities, the ECOWAS Centre for Renewable Energy and Energy Efficiency (ECREEE), with the support of Austrian Development Agency (ADA), seek to deploy an innovative regional circular economy project in an effort to address the lack of access to energy in key agriculture value-chains in **Burkina Faso, Côte d'Ivoire, Liberia, and Togo**, which are Member States of the ECOWAS Commission.

## 2. PROJECT BACKGROUND

Located in West Africa and as members of the ECOWAS, the target region for the project is rich in natural resources such as manganese, phosphate, iron, natural, oil and gold, among others. It is crossed by the several rivers, among which are the Mano River, Volta and Comoé

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<sup>1</sup> <https://www.iea.org/reports/sdg7-data-and-projections/access-to-clean-cooking>

Rivers, and is home to coastal forests and savanna bioregion with Equatorial Afrotropic protected areas namely the Western Guinean Lowland Forests, the Guinea Montane Forests, and the Eastern Guinean Forests. Agriculture is the mainstay economic activity employing close to 70% and contributing more than 25% of the GDP in all four targeted countries.

Evidently, a strong and enhanced agricultural sector would enable countries to meet their targets of SDG 2, paving the path to achieve food security and ensure sustainable farming practises and agribusiness culture to revitalize economies in the region. Given that Renewable Energy (RE) technologies provide a clean and scalable fuel option, it would effectively serve small rural communities off the main energy grid of countries in the region in providing energy access solution and ensure a carbon mitigating option for large food processing units.

Decentralised renewable energy (DRE) solutions for rural communities provide sustenance and small holding farmers improved agro based livelihoods, where energy entry along various stages of the agri-food chain in 1) primary production activities such as irrigation 2) post-harvesting activities including agro-processing and food preservation for storage and transport through drying, milling, pressing and cooling, and 3) food preparation and cooking<sup>2</sup> would be made accessible and affordable for rural communities.

Thus, reliable access to energy through renewable energy sources would constitute a demonstrable added-value for strengthening communities' access to basic services and in the fight against rural-urban migration.

By conducting thorough desk research, holding stakeholder consultations, and analysing data, the project aims to identify the most promising sectors, estimate potential energy savings, assess socio-economic impacts, and identify key energy scenario pathways for beneficiary communities. These activities will lay the foundation for subsequent phases and the development of a comprehensive project proposal for on-site interventions that will drive socio-economic development and improve livelihoods across the region.

## 2.1 General Objective of the Project

For the selection of the value chains that will be supported by the project, there is need to rely on a deep understanding of socio-economic activities and consensus with the main stakeholders in the agriculture and the state of play of the energy sector in beneficiary

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<sup>2</sup>[https://www.irena.org//media/Files/IRENA/Agency/Publication/2016/IRENA\\_Decentralised\\_solutions\\_for\\_agrifood\\_chain\\_2016.pdf](https://www.irena.org//media/Files/IRENA/Agency/Publication/2016/IRENA_Decentralised_solutions_for_agrifood_chain_2016.pdf)

countries. Against this backdrop, the **phase 1 project** is going to support the development of the full proposal on circular economy. The **proposed phase 1** project seeks to establish the comparative advantage and sector activities for project intervention around circular economy through an in-depth scoping exercise. Overall, the phase 1 project will establish the baseline in terms of lessons-learned from past projects, synergies with current projects, needs, energy consumption, appropriate agriculture value-chains, CO2 emissions, etc. in the target countries to inform the subsequent full project proposal on proof of concept and projects to fund to concretely address the energy and capacity gaps in the identified value chains.

Phase 1 will focus on determining in a consensual and data-driven manner the four value-chains to be supported/optimized in phase 2 in the selected countries; establishing context; ensuring decisions on the value chains are clear and well-founded. The baseline assessment will involve **desk research** and **stakeholder consultation** to determine the predominant sectors, prioritisation of the agriculture value chain, calculations of potential energy savings, greenhouse gases emission, livelihood activities socio-economic impacts, key beneficiaries, etc.

The general objectives of this preparatory phase are to:

- i. Provide a comprehensive understanding of the circular economy, agriculture sector landscape in the four selected countries (Burkina Faso, Côte d'Ivoire, Liberia, and Togo), including emerging trends, and challenges, key value-chains, sub-sectors usage of energy and potential for energy savings and efficiency.
- ii. Produce analysis of policy and regulatory and financing framework of the agriculture value chain in the selected countries
- iii. Identify viable project interventions and proffer insights of innovative technologies along the selected value chains in the beneficiary countries, lessons learnt, and envisage impacts of similar or full project intervention.

## 2.2 Specific Objectives of the Project

The phase 1 project will lead to the following main outcomes:

- **Outcome 1:** At least four energy-intensive agriculture value-chains are determined in each targeted project beneficiary country, **Burkina Faso, Côte d'Ivoire, Liberia, and Togo.**
- **Outcome 2:** Lessons-learned from project are documented to avoid duplication of efforts and advice to upscale intervention.
- **Outcome 3:** Full Project Proposal for submission to potential donors is developed.

### 3. DESCRIPTION OF THE ASSIGNMENT

#### 3.1 General Description

The selected Consultancy Company/Firm is expected to conduct a thorough study of value chains in agriculture, fishery and livestock in each of the four countries where the intervention will take place, that is, Burkina Faso, Côte d'Ivoire, Liberia and Togo. This would therefore require the conduct of desk research to identify for group classification of the value chains.

The second step for the value chain assessment will be to collect data on value chains within the sectors that emerged during the identification and grouping exercise which will be done by the selected Firm. For an objective analysis for this exercise, there are plans to convene national and regional stakeholders' consultative workshops which will aim at validating findings for the Initial Report. The Consultancy Firm will be provided guidance, research materials, existing studies, policies, related projects developed in the region and specific country on the same theme and will be provided will any relevant documents containing barriers found, possible risks and lessons learnt from any similar initiative.

The Initial Report, including the Competitive Appraisal Matrix (CAM), will serve as basis for the selection of the value chains that will be improved through the Trend Analysis and Scoring exercise.

After the selection of the 4 value chains per each country, these will be assessed (VC Assessment) and data will be collected for the Final Report of this assignment including gap assessment, recommendations, and strategy for improvement (Finalization of VC Prioritization and Gaps Assessment).

A preliminary Workplan for this assignment has been included in Annex 2.

## 3.2 Activities of the Assignment

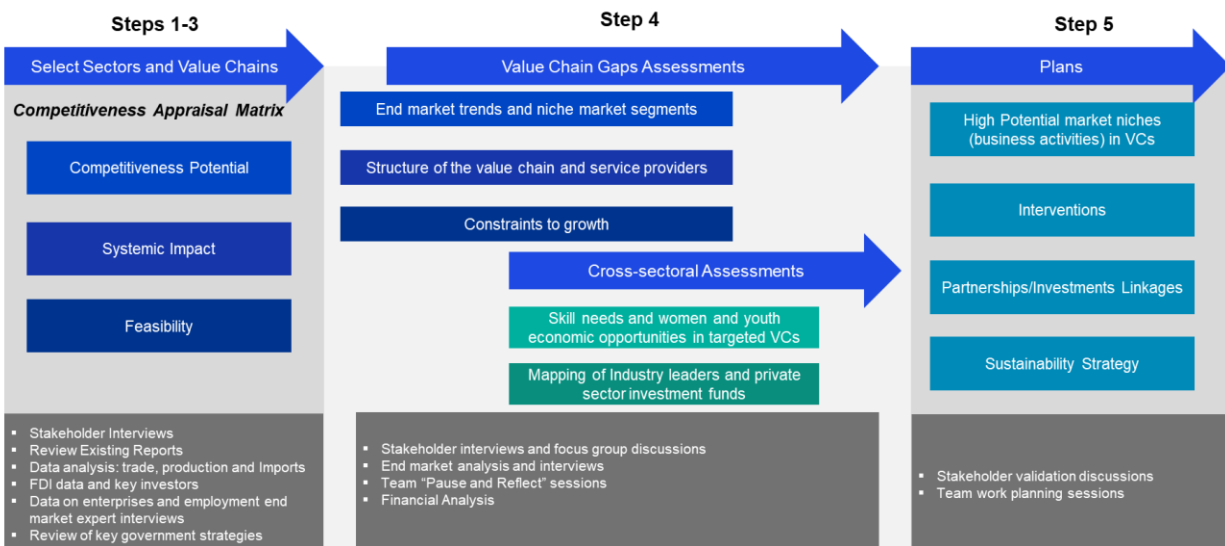
The goal of assignment is to identify sectors and value chains that have high potential for energy efficiency, provide high-value employment and attract capital funding to scale-up investment in identified interventions.

To identify the priority value chains within the selected countries' agriculture sectors and areas of market systems, this project assignment will adopt the Competitiveness Appraisal Matrix (CAM) to score and prioritise sub-sectors that offer the highest impact and a path to improving the countries competitiveness by bringing economic opportunities to beneficiary countries. The process will identify critical areas of the market systems that are holding back the growth and competitiveness of the four prioritised sub-sectors, adoption of efficient energy sources as well as high value agriculture generally in West Africa. The CAM methodology has been used by various organisations and governments around the world to measure the competitiveness of various sectors and value chains. It is aligned with international best practices and was developed by economic development experts.

The CAM serves as a tool for organising information, documenting findings and assumptions, and balancing key considerations and priorities in evaluating sectors. It is then used to score all potential value chains on a 1-7 scale where 1 represents “poor performance/low potential” and 7 represents “best performance/high potential” to determine overall scores and rankings to allow for cross value chain comparisons using numeric scores. The goal of the CAM methodology is to collect and interpret quantitative and qualitative data. Although the scoring depends heavily on expert judgement and analysis, the application tool employs a combination of these factors to create a score that is representative of the various characteristics of the sectors and value chains. The numerical scores are meant to contrast availing opportunities in a transparent, consistent, and participatory manner. They also provide a rationale that can be shared with a broader stakeholder group.

This project assignment approach for conducting value chain assessments will be based on a multi-step process that will ensure thorough assessment and analysis of the market potential.

### **Image 1: Proposed methodology for the assignment**





**Table 1: Description of steps for the appraisal of the VC**

Process Step	Focus	Outcome
1	Sector/VC Identification and Grouping	Identification of sectors/VCS that may have the most potential
2	Data Collection	Collection of quantitative and qualitative data on identified sectors/VCS
3	Trend Analysis and Scoring	Initial analysis of sector/VC trends and scoring based on data collected (including entry points for clean energy technologies)
4	Narrowing the Focus – Value Chain Assessments	Targeting value chains for full assessment to identify value chains and business activities with the most potential
5	Finalization of Value Chain Prioritization and Gaps Assessment Report	Development and submission of Value Chain Prioritization and Gaps Assessment Report

**1) KICK-OFF MEETING** – Will revise and confirm the expectations of the assignment/mission, approve the scope of work, methodology, agree on proposed calendar and preliminary stakeholder’s plan.

This meeting will lay the foundation of the framework for formal and informal communication channels to facilitate the flow of information with all stakeholders as needed.

**2) SECTOR / VC IDENTIFICATION AND GROUPING** - This phase of the project's value chain assessment process will be to identify the sectors and value chains that are most important to the selected countries and/or that could have market potential based on current trends. The assessment will then develop broad sector categories under which specific value chains will be grouped.

For each of the value chains identified, desk research will be conducted to gather all relevant data. The selected Consultancy Firm /Team will also conduct a stakeholder mapping exercise as part of the data collection process to determine the major players including government, development partners, national and international organisations in each sector and value chain under consideration.

The sector categories might not align with those classified by the countries' stakeholders. For ease of validation of this exercise, the identification and groupings will be done in consultation with stakeholders.

During this stage, the countries' representatives may provide with national studies and any more recent documents to be taken into consideration as secondary data sources for concurrence of findings.

**3) DATA COLLECTION** - the second phase for the value chain assessment will be to collect data on value chains within the sectors that emerged during the identification and grouping phase. The data collected will be grouped under sector, value chains and business activities. The data collection will include both qualitative Key Informants Interviews of stakeholders, experts, investors, donor projects and quantitative data sources and secondary research of existing prior sector assessment reports, global trade data analysis etc.

The analysis of data collected will provide inputs as to which value chains within the identified sectors should be the subject of a full assessment (see Step 5 below). As part of its Due Diligence, the Value Chain (CV) Assessment team will collect quantitative and qualitative data from a variety of sources, and focus on prior studies, research and/or assessments that have been conducted within the identified sectors. The selected Consultancy Firm/Team will also conduct a stakeholder mapping exercise as part of the data collection process to determine the major players including government, development partners, national and international organisations in each sector and value chain under consideration for funding support. The selected Consultancy Firm/Team will use the stakeholders identified during consultations and update where necessary.

**4) TREND ANALYSIS AND SCORING** – analysis of sector/VC trends and scoring will be based on data collected (including entry points for clean energy technologies).

In determining which sectors and value chains have the most potential in terms of investment, high(er)-value job creation, energy savings and energy efficiency, and revenue enhancement, the selected Consultancy Firm/Team will undertake a trend analysis of the demand side of each value chains identified in the initial identification and grouping phase. The trend scoring will focus primarily on market analysis, whereby the assessment will determine the market potential of sectors, value chains, and business activities.

The Consultancy Firm/Team will conduct a private sector mapping exercise for each sector and value chain that include potential investors, partners, government entities and potential Public-Private-Partnerships (PPP) and development partners. In addition, cross-value chain mapping of industry leaders and private sector investment funds will be conducted with the

aim to identify those individuals and companies that can address investment, job creation, and revenue growth needs in each value chain. Once the assessment results are summarised, the key findings for each evaluation sub-criteria agreed under competitiveness potential, systemic impact and feasibility be presented in a brief narrative form.

The value chains will then be scored according to the selection criteria and sub-criteria and ranked accordingly using the Competitiveness Appraisal Matrix tool in Annex 1. An illustrative selection element is presented in table 2 below. The weights allocation and key analytical questions will be discussed and agreed with the NFIs before implementation.

**Initial Report:** An Inception Report will be produced to support the CAM Matrix. This will provide a comprehensive understanding of the circular economy activities in the sub-sectors of agriculture, fishery, livestock etc. The Inception Report will outline the following elements:

- State of Play of energy access per country
- Overview and analysis of energy policy and regulatory framework
- Identification of major agriculture value chain and energy productive use projects/programmes
- Emerging trends, and challenges on energy access and productive use.
- Classification of agricultural sub-sectors and usage of energy.
- Identification of renewable energy technologies along the selected value chains in beneficiary countries and innovative distributed renewable energy technologies, lessons learnt and impacts of similar interventions.

**Table 2: Sample Competitiveness Appraisal Matrix**

Key Value Chains	Competitiveness Potential	Market demand	Competitive advantage	Upgrading potential	Strength of investor interest	Systemic impact	Number of MSMEs	Job creation potential	Opportunities for women, men and youth	Local supply chain linkages	Impact outside of selected towns	Feasibility	Private sector dynamism	Potential for PPPs	Alignment with Governments priorities	Total score (out of 100)	Rank	
	Weights/Score (1-7)	45%	10%	15%	10%	10%	40%	10%	15%	5%	5%	5%	15%	5%	5%	5%		
Rice																		
Millet																		
Sorghum																		
Cassava																		
Cashew																		
Shea-butter																		
Tomato																		
Onion																		
Potato																		
Mango																		
Milk																		
Fish																		
Etc.																		
Etc.																		

## 5) VALUE CHAIN ASSESSMENTS

This assignment requires data collection in 16 communities where the value chains will be optimised and improved. A complete data collection will be conducted for the 16 selected value chains to complete a baseline for a minimum of the following key performance indicators (KPI):

- Average income of MSMEs in communities whose enterprises are energy intensive.
- Access to energy services and energy consumption in each of the steps of the value chain.
- Number of persons employed in the agribusiness MSMEs in targeted communities (disaggregated by male/female-owned and age groups)

Given the high variability of useful data from one value chain to another (fuel consumption, emissions...), further details on the questionnaire containing these KPIs will only be provided after their selection.

When possible, countries will provide with the most recent data. However, the Consultancy Firm must foresee in their Financial Offer 2 trips to each of the 4 countries for consultations and to organise data collection activities. **They must be included as a separate item in the Financial Proposal.**

## 6) FINALIZATION OF VALUE CHAIN PRIORITIZATION AND GAP ASSESSMENT. PRODUCTION OF FINAL REPORT.

Finalisation of Gaps Assessment Report, would include the minimum following information:

- Description of Value Chains
- Baseline study of the 16 value chains
- Recommended maximum energy consumption for the value chains.
- GAP assessment
- Proposed activities to fill the gaps. Identify the pain points along the value chains as well as propose specific interventions prioritised for each country in consultations with key national stakeholders of National Focal Institutions-NFIs (i.e. Ministry of Energy) and other affiliate government entities (i.e. Environment, Water Resources, Agriculture, EPA etc.).

- Risk and identified issues (for example, too ambitious activities, inappropriate activities for all countries, etc.).
- Estimate the costs and benefits of each value chain, including technologies.
- Investigate commercial competitiveness of solar or other sustainable energy solutions, including waste to energy, in the agricultural value chain and the extent of its affordability as an alternative source of energy for end users. Calculate the Greenhouse Gas emissions (GHG) savings to be derived from the renewable energy sources.
- Establish a roadmap for implementing the interventions.

## **7) STAKEHOLDER'S CONSULTATION (In parallel with the previous activities)**

National meetings with the main stakeholders of the 4 countries will be held to achieve the following:

- Discuss the result of the Trends Analysis and scoring and select the value chains (4 per country).
- Agree on the information that will be collected for the design of the strategy (data collection questionnaire).
- Agree on the site selection and interventions.

An indicative list of the main stakeholders in each country will be provided by the NFIs.

Communication with stakeholders related to the meetings foreseen in the workplan (Annex 2), will be the responsibility of ECREEE. Additional bilateral communications of the Consultancy Firm with each of the stakeholders for consultation purposes will have to be agreed upon between the two parties and organised by the consultancy firm.

## **4. DELIVERABLES, REPORTING, and Indicative SCHEDULE**

The proposed calendar for the activities and deliverables at the end of each activity is included in annex 2.

Reports will be submitted in electronic format in English and French and will contain references and literature consulted for the purposes of the mission. Minutes of meetings to be received within 3 days after a meeting is held and will be annexed in the Reports.

The experts from the Consultancy Firm are obliged to respond by revising their deliverables and providing clarification to any demand for improvement, corrections, and response to comments for the period up to 1 month after the end of the mission without special remuneration.

The Final Report and its recommendations shall be operational and supported by solid arguments. The Final Report shall be of high quality, well written, concise and to the point.

Figures (for example energy access figures), shall be linked to the sources from which they are derived.

## 5. EXPERTS PROFILE

The proposed team is composed of two (2) experts. A Team Leader will advise and coordinate activities with the support of an agronomist or expert in productive uses of energy in agriculture. Below outlines the required profiles for the conduct of this assignment:

**Tables 3 and 4: Requested qualifications**

Expert 1	Team Leader / Energy Expert
Category of expert	Senior expert, international work references
Expert Profile	<p><u>Qualification and skills</u></p> <ul style="list-style-type: none"> <li>- University degree (or equivalent) in engineering, physics, energy law, agronomist, environmental sciences, socioeconomics, or relevant areas;</li> <li>- Fluent in English and French spoken and written.</li> <li>- Excellent reporting, structuration, and communication skills;</li> </ul> <p><u>Professional Experience</u></p> <ul style="list-style-type: none"> <li>- Over 20 years of general professional experience;</li> <li>- Experience in project management, scoping studies, and analysis of multidimensional information.</li> </ul> <p><u>Specific professional experience</u></p> <ul style="list-style-type: none"> <li>- Minimum 10 years of experience with sustainable energy;</li> <li>- Work experience in SSA countries. Knowledge of West African institutions will be an advantage.</li> <li>- Familiar with climate change issues;</li> <li>- Previous experience in projects related to the following topics:               <ul style="list-style-type: none"> <li>• Productive uses of energy</li> <li>• Energy efficiency</li> <li>• Water Energy and Food Nexus.</li> </ul> </li> </ul>
Expert 2	Agri-Economist Expert
Category of expert	Senior expert, international work references
Expert Profile	<p><u>Qualification and skills</u></p> <ul style="list-style-type: none"> <li>- University degree (or equivalent) in engineering, physics, energy law, agronomist, environmental sciences, socioeconomics, or relevant areas;</li> <li>- Fluent in English and French spoken and written</li> <li>- Excellent reporting and communication skills;</li> </ul> <p><u>Professional Experience</u></p>

	<ul style="list-style-type: none"><li>- Minimum 10 years of general professional experience;</li><li>- Experience in scoping studies, analysis of multidimensional information.</li></ul> <p><u>Specific professional experience</u></p> <ul style="list-style-type: none"><li>- Minimum 5 years of experience with sustainable energy;</li><li>- Experience in sustainable energy / climate change in Sub-Saharan Africa;</li><li>- Previous experience in projects related to the following topics:<ul style="list-style-type: none"><li>• Productive uses of energy and Agriculture</li><li>• GHG calculation.</li><li>• Environmental, gender and social impact assessment</li></ul></li></ul>
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**NOTE: The Consultancy Firm can propose another configuration for the team, however, these two experts are the minimum number required.**

## 6. LOCATION AND DURATION

**Location:** The work will be home-based, with short trips to the countries of project assignment.

**Duration:** The total duration for the conduct of this assignment in man hours must be included in the Financial Proposal, distributed between the different profiles proposed and between home-based work and trips.

## 7. OTHER INFORMATION

### 7.1 Language of the mission

The language of the mission will be English and French. The Report and annexes will be delivered in both languages.

### 7.2 Acceptance of deliverables, comments, and closure of mission

The different versions of the Reports will be sent to ECREEE and the four (4) NFI's. They will make comments on them within 15 days on submission of Report for review.

The Consultancy Firm will be responsible to consider the comments and for the presentation of the Final Report. If the Report has many comments or is not compatible with the requirements of the Terms of Reference, it will have to be re-worked and re-submitted. After



approving the deliverables by ECREEE Technical Team and the NFIs, the project mission/assignment will come to its natural end.

## 8. Evaluation Criteria

The evaluation process will include evaluation of Financial Proposal over 20% (on overall cost effectiveness) and Technical Proposal over 80% taking into consideration the following scoring elements:

### a) Implementation Methodology

- Interpretation of the scope of the assignment and assignment objectives (5%)
- Proposed Methodology for the conduct of the assignment (20%)

### b) Work Plan

- Proposed Work Plan with clear strategy to achieving assignment objectives (15%)
- Consistency of Workplan to the assignment (5%)

### c) Experience (Firm and Team)

- Firm's experience in conducting similar studies on energy access in ECOWAS region (5%)
- Team Leader (Energy Expert) with 20years experience in EE, Water Energy and Food Nexus (6%)
- Assistant (Agri-Economist/Environ.) with 10years experience in Gender, Energy, GHG expertise (4%)
- Firm's Experience in conducting studies on energy productive use i.e. energy-water-food nexus etc. (15%)

### d) Firm's Language Capability

- Firm's ability to communicate and write in the official languages for this assignment (5%)

## 9. Electronic applications

The electronic application contains the following documents, in English or French:

- 1) Technical Proposal is expected to include the following:
  - Work description and methodology.
  - Workplan
  - CV of the consultants (copy of university degrees, certifications, licenses, etc should be included in Annex);
  - Work experience related to the fields requested in section 5.
  
- 2) Financial Proposal in Euros (including all costs and taxes in a detailed work-time-expert-diagram indicating daily rates for individual team members). All costs are to be in Euros.

Interested consultancy firms should submit application with the above documents by e-mail through: [baseline2-ce@ecreee.org](mailto:baseline2-ce@ecreee.org) clearly indicating in the subject: **“ADA Project: “Piloting of Circular Economy”**. Deadline for Submission: 25 January 2024, 23h59 Cape Verde local time (0:59 GMT). **Do not copy any other email addresses or the application will be disqualified.**

For any additional information on the proposal, you can contact Vanesa Martos Pozo at [vmartos@ecreee.org](mailto:vmartos@ecreee.org), cc Abraham Grass-Sessay at [asesay@ecreee.org](mailto:asesay@ecreee.org).

## Annex 1: Value Chain (VC) Competitiveness Appraisal Tool Matrix

Selection criteria and sub-criteria	Weight	Key Analytical Questions	Data Sources
<b>Competitiveness Potential</b>	<b>45%</b>	Assesses potential for growth of the value chain	
<b>Market demand</b>	10%	Strength of domestic, regional and international market demand (current and projected). Has the end market been growing over the past 5 years and is it projected to grow?	<ul style="list-style-type: none"> <li>International trade data analysis, export growth trends and global market size growth trends (international and regional markets).</li> <li>Domestic production and sales data over the past 5 years and trend.</li> </ul>
<b>Competitive advantage</b>	15%	Do the selected countries have a long-term competitive advantage against key competitors in domestic or export end markets? Are there ready market opportunities in higher value segments?	<ul style="list-style-type: none"> <li>Qualitative assessment based on industry interviews</li> <li>Interviews with end market experts and/or buyers, research on end market trends.</li> </ul>
<b>Upgrading potential</b>	10%	Ability of the value chain to meet market requirements in higher value market segments and increase value added. Opportunities to address productivity gaps, via new technologies, processes and innovations, and improve competitiveness. Are required human resources available/can become available?	<ul style="list-style-type: none"> <li>Qualitative assessment based on industry interviews</li> <li>Qualitative productivity benchmarking based on industry and end market interviews</li> </ul>
<b>Strength of investor interest/potential to attract future investments</b>	10%	Presence of ready investors – are foreign and domestic investors looking for opportunities/seeing growth potential in the value chain? Are there key investors that have already begun investing in the selected countries and could be leveraged by the project?	<ul style="list-style-type: none"> <li>Data on foreign and domestic investment in the sector over the past 5 years and who are the key investors/potential private sector partners for the project</li> <li>Qualitative assessment based on industry interviews</li> </ul>
<b>Systemic Impact</b>	<b>40%</b>	<b>Assesses the breadth and depth of the impact of value chain growth.</b>	
<b>Potential to benefit a large number of MSMEs</b>	10%	Number of MSMEs involved (or could be involved) in the value chain and able to benefit from growth.	<ul style="list-style-type: none"> <li>Data on the number of firms engaged in the value chain, including an estimate of the number of small, medium and large firms (over the past 5 years)</li> </ul>

<b>Job creation potential</b>	15%	Potential to create new high-value jobs within the project timeframe.	<ul style="list-style-type: none"> <li>· Data on current employment in the value chain and, most importantly, the employment growth trends in the past 5 years</li> </ul>
<b>Economic opportunities for women and youth</b>	5%	Opportunities for women, men and youth via self-employment or employment.	<ul style="list-style-type: none"> <li>· Data on share of women and youth employed</li> </ul>
			<ul style="list-style-type: none"> <li>· Qualitative assessment based on interviews</li> </ul>
<b>Local supply chain linkages</b>	5%	Opportunities for local suppliers and domestic backward linkages.	<ul style="list-style-type: none"> <li>· Qualitative assessment based on industry interviews</li> </ul>
<b>Impact outside selected towns</b>	5%	Will working in this value chain yield benefits to regions outside of selected towns?	<ul style="list-style-type: none"> <li>· Qualitative assessment based on industry interviews</li> </ul>
			<ul style="list-style-type: none"> <li>· Data on MSMEs and employment from above, disaggregated by regions or by selected towns/outside of selected towns</li> </ul>
<b>Feasibility</b>	<b>15%</b>	<b>Assesses the ability to achieve results within the project timeframe.</b>	
<b>Private sector dynamism</b>	5%	Strength of private sector leadership (presence of an association; readiness of private sector to invest; active participation of leading firms and vision for growth).	<ul style="list-style-type: none"> <li>· Qualitative assessment based on industry interviews</li> </ul>
<b>Potential to leverage project investment via PPPs and other partnerships (sustainability)</b>	5%	Existing eco-system for investment in the VC. Are the institutional structure, workforce, infrastructure and other elements in place to capture investor interest?	<ul style="list-style-type: none"> <li>· Qualitative assessment based on industry interviews</li> </ul>
<b>Alignment with governments priorities</b>	5%	Alignment with the Governments development priorities.	<ul style="list-style-type: none"> <li>· Review and analysis of all relevant government strategies</li> </ul>

## Annex 2: Proposed Workplan

