



# Expression of Interest (EOI) for Provision of Climate Change Adaptation Technologies

**Location:** United Republic of Tanzania:

**Closing Date:** 30th November 2023

## Introduction

CRDB Bank Plc (“CRDB” or the “Bank”) is an integrated financial services provider in Tanzania. The Bank also operates two subsidiaries, CRDB Bank Burundi S.A. and CRDB Insurance Broker Limited, and is preparing to open a new subsidiary in the Democratic Republic of Congo. CRDB was accredited with the United Nations Green Climate Fund (GCF) as a financial intermediary for the implementation of green finance on 13 November 2019. As the largest financial services provider in Tanzania, CRDB provides corporate, retail, business, treasury, premier, bancassurance and wholesale microfinance services to individuals, small and medium-sized enterprises, and corporations. Our financial services are customer-centric and we are committed to providing tailored financial solutions that not only support economic growth but also promote sustainable livelihoods.

The GCF expects potential projects to be submitted in the eight strategic outcome areas and has also been outlined in Tanzania’s Nationally Determined Contribution (NDC), including the Agricultural Climate Adaptation Technology Deployment Program (TACATDP). This program aims to transform the country’s agricultural sector and ensure long-term adaptive capacity.

It should be noted that agriculture is essential to the economic and social fabric of Tanzania. It accounts for 27% of its gross domestic product (GDP) and 67% of employment. However, due to technical, environmental, ecological, and social factors, the agricultural sector is particularly vulnerable to the adverse effects of climate change. Erratic rainfall patterns, drought, and climate change continue to threaten the productivity of the sector. Climate change and changing temperatures have already contributed to a decline in agricultural productivity. Over the past two decades, the sector has grown relatively slowly, with its share of GDP falling from 29 percent in 2000 to 23 percent in 2012.

As a solution, CRDB Bank Plc, as a GCF-accredited entity, mobilized resources for the Tanzania Climate Adaptation Technology Deployment Program (TACATDP) to unlock the climate resilience of smallholder farmers and transform the adaptive capacity of the Tanzanian agricultural sector. TACATDP will contribute to a paradigm shift in the country’s climate change adaptation and resilience approach.

## 2. Context

Agriculture is an integral part of Tanzania’s economy; most people depend on agricultural products for survival. Climate change has had a negative effect on the agricultural sector in many African countries, including Tanzania. The negative impact of climate change and changing rainfall patterns have led to a decline in the production of agricultural products and their contribution to Tanzania’s national economic growth. Tanzanian farmers lack the capacity to acquire climate adaptation technologies to make the agricultural sector resilient to the negative effects of climate change.

TACATDP aims to build the resilience of the Tanzanian agricultural sector by facilitating access to climate adaptation technologies, which will be achieved through the establishment of facilities such as a guarantee facility, a loan facility, and an insurance scheme within the CRDB Bank to make these technologies affordable to local farmers and agricultural enterprises. The program will also improve the lives of farmers, especially women engaged in agricultural activities in Tanzanian communities. This program consists of

two components with their corresponding activities, as shown below:

**Component 1:**

Provide innovative digital Agri-financial products for climate-resilient agricultural technologies and adaptation.

Activity 1.1.

Establish and implement a dedicated Individual Aggregated Model (IAM) lending mechanism within the CRDB Bank.

Activity 1.2.

Establish and implement a dedicated Individual Aggregated Model (IAM) collateral credit facility.

Activity 1.3.

Establishment of a dedicated Individual Aggregated Model (IAM) insurance scheme for smallholder farmers.

**Component 2:**

Provide technical assistance regarding agronomy, climate early warning systems, and AI-powered precision agriculture.

The beneficiaries of TACATDP will be small, medium-sized, and large farmers.

Digitally track and sustain the impact (productivity, economic, and gender inclusion) on the farmers reached, accessed services, and the climate impact over time in those areas

**3. Objectives and scope of the offer**

CRDB Bank Plc seeks to identify eligible companies to express interest in providing climate change adaptation technologies. These companies shall provide goods and services, technology, and practices falling within the list below:

- Access to climate information,
- Modern and advanced solutions for indoor cultivation, adapted to specific crops and the local climate,
- Agronomic optimization techniques such as duration, season, and planting period management services,
- Irrigation schedule according to climate,
- Commercial use of micro-organisms to replace or reduce nitrogenous mineral fertilizers and pesticides for plant production,
- Crop management technologies,
- Culture change,
- Digital Agricultural Systems,
- Effective measures to reduce and drain natural and artificial flows,
- Irrigation improvement/ precision
- Low-cost, locally manufactured protected growing solutions (shade nets or poly houses or structures) adapted to specific crops and the local climate,
- Low-cost hydroponic solutions,
- Nature-based micro-harvesting methods (e.g., half-moon)
- Natural shade (agroforestry),
- Other solutions for adaptation to modern agriculture applicable in the local context,
- Other proven ecosystem-based adaptation (EbA) solutions, selected according to defined standard quality criteria,
- Post-harvest solutions,
- Precision fertilization,
- Precision irrigation,
- Production and/or marketing of organic and biological pesticides,
- Promotion of organic agriculture and permaculture,
- Selected economic diversification activities such as aquaculture, aquaponic systems,
- Shady house,
- Storage facilities for crop protection,
- Processing of agricultural products with energy efficient and renewable solutions (value added in the value chain),
- Water storage facilities,
- Windbreak.

**4. Contract duration:** Approximately three years under a long-term agreement

**5. Request for Expression of Interest:** CRDB Bank Plc invites eligible firms to indicate their interest in providing goods, services, technology, or practices that will be resilient and adapt to climate change in the agriculture sector in Tanzania. Interested firms should provide detailed information indicating their qualifications, experience, and track record in providing such goods, services, technology, or practices.

Potential firms are required to provide a description of their experiences for similar missions and similar conditions, to provide evidence of collaboration and familiarity with international climate change organizations, technical capabilities to deliver adaptation-relevant solutions to TACATDP targeted beneficiaries, etc.

Expressions of interest must contain both a technical and commercial offering (price targets for goods, services, technology, or practices), including the list of goods, services, technology, or eligible practices to be provided. They must contain relevant proposals for training and capacity for targeted users, as well as other modalities for after-sale services including offering products guarantee, operations, and maintenance, spare parts availability, etc.

**6. Firm Qualifications:** This TACATDP is open to all eligible and qualified firms wishing to respond to this solicitation. Interested firms must have proven experience, knowledge, and expertise in the operation of climate change adaptation technologies. They must also have significant experience in delivering such technologies across Africa, particularly in East Africa and especially in Tanzania.

**7. Selection of Firm:** Contractors will be selected through a competitive bidding process through the evaluation procedure outlined in the EOI documents, in accordance with the procurement acts outlined in the CRDB Bank Procurement Guidelines. All firms that meet the criteria will also be included in a list of firms for future work related to the procurement of climate change adaptation technologies.

**8. Consulting Terms and Pricing of Goods:** CRDB Bank will engage selected firms based on the objectives and scope of the project to develop a model for the effective use of the specified technologies. The costs and expenses of these supplies will be negotiated for each specific purpose and will be the subject of a formal contractual agreement between the firm and CRDB Bank.

**9. Submission Deadline:** The closing time and date for written proposals submission is on 30th Sept 2023 at 15:00 Hours EAT. The EOI may be submitted electronically via the email to the address; tenders@crdbbank.co.tz with the subject "Provision of Climate Change Adaptation Technologies". CRDB Bank shall be entitled to reject any Proposal received after the due date and time. ALL proposals shall be sent in PDF Format Only with encryption. The encryption password shall be shared by each firm at the opening ceremony through an online opening session via Microsoft Teams. The meeting link will be shared with each participant before the deadline for submission. (Extreme complex passwords are not encouraged). See all requirements and forms in the Appendix.

## Evaluation

Evaluation and comparison of proposals

Proposals will be evaluated in a three-step process. The first consists of administrative compliance to ensure that proposals include all required documents and are properly signed by the authorized representative. The second will consist of the evaluation of the technical proposal to be completed prior to the opening of any commercial bid. The third one is in the form of an interview with the potential partners.

The commercial offer will only be considered if the offers meet the minimum technical requirements. Acceptance of bids.

All proposers are required to comply with the proposal submission requirements. Any proposal that does not comply will be disregarded for further consideration in this evaluation. In particular:

Full compliance with the formal requirements for submitting a proposal

Submission of all requested documents

Acceptance of the CRDB Bank Standard Contract - Where the proposer identifies issues, these should be raised as part of the technical proposal to be considered in the evaluation.

The technical proposal must include:

A brief description, including details of ownership, date, and place of incorporation, business objectives,

partnerships, qualifications, certificates, license, etc.

Details demonstrating extensive experience and track record for a similar offering; and

Demonstrate a verifiable technical capacity and experience to deliver such large-scale solutions in rural areas.

Demonstrate a strong organizational capacity to deliver across all the regions in Tanzania.

Demonstrate the existing solution for added advantage

#### Evaluation of the technical proposal

A review committee is established to evaluate each technical proposal. The technical evaluation includes the following two steps:

#### Interview

Successful candidates for the technical evaluation will be invited for an interview

#### Technical proposal evaluation

Mandatory criteria (Pass/Fail): The following mandatory criteria must be met:

Mandatory criteria	
1.	Experience in providing similar services Experience in providing similar types of climate change adaptation technologies in Africa, particularly in East Africa and especially in Tanzania; To make a commercial offer including the list of technologies to be supplied, after-sales service, training proposals for the use of technologies, monitoring, and evaluation of the impact of the proposed technologies; Provide at least three (3) agricultural sector digital technology, and climate change adaptation technology to governmental/semi-governmental/international organizations within the last three (3) years;

Only technical proposals that meet the above mandatory criteria will be considered for the technical evaluation.

#### Evaluation criteria (graded criteria):

The technical proposal is evaluated individually for compliance with the technical requirements and will be evaluated and scored according to the evaluation criteria below and the scores in the table.

#### Evaluation Criteria

Summary of Technical Proposal Evaluations on Forms	Score weight	Points to be obtained	
1	Expertise of the company/entity/ company	15%	150
2	Relevance of the proposed technology for adaptation and climate resilience	50%	500
3	Other offering (products guarantee, after-sales, etc.)	35%	350
	TOTAL	100%	1000

Technical proposals that score at least 800 out of 1000 points will be considered qualified for consideration of the commercial offer. Any proposal below this score will be disqualified from proceeding to the next stage and its commercial offer will be returned unopened after contract award.

Interview : Pre-selected companies will be invited for an interview for the presentation of their offerings. The evaluation criteria for the interviews are describe below:

Interview evaluation		
Expertise of the company/ entity	Points to be obtained	
1.1	Organizational and Staff Reputation / Credibility / Reliability / Industry Reputation Companies/entities may provide relevant documentation (certificate, report, etc.) as appropriate.	20
1.2	Overall organizational capacity that may impact implementation Financial stability Organizational structure Age/size of company/entity Control of the technical proposal Companies/entities may provide relevant documentation (certificate, report, etc.) as applicable.	40
1.3	Quality assurance procedures in place	30
1.4	Relevance of: Specialized knowledge (agritech, climate change early warning systems, alt-agronomy, meteorology, soil health, technology proposal, environmental diplomacy) and regional experience. Experience in a similar organization	60
	SUBTOTAL	150

Interview evaluation		
Proposed methodology, approach, and implementation plan	Points to be obtained	
2.1	How well does the potential company understand the task, nature, and context of the program?	100
2.2	Have the important aspects of the mission been addressed in sufficient detail?	75
2.3	Are the different types of technologies proposed sufficiently weighted against each other?	75
2.5	Are the proposed technologies adapted to the needs, nature, and context of the program?	75
2.6	Is the scope of the task well defined and does it match the conditions of use?	75
2.7	Is the presentation clear? Is the sequence of activities and planning logical and realistic, and does it promise effective program delivery?	100
	SUBTOTAL	500

Interview evaluation		
Management structure and key personnel	Points to be obtained	
General qualification		
3.1	Partners / Consortium	
	- 10 to 15 years of relevant international experience	25
	- Professional experience in the context/field of activity	40
	- Knowledge and expertise in climate change and associated risks	35
	Team Leader	
3.2	10 to 15 years of relevant international experience	50
	Professional experience in the context/field of activity	50
	Knowledge of the sector and associated risks	50
	List of team members (as an indicative)	
	At least 5 years of relevant international experience	5
3.3	Professional qualification and training on climate change	10
	Professional experience in the context/field of activity	40
	Knowledge of the sector and associated risks	20
	Other members	
	At least 2 years of experience	5
3.4	Professional qualification - Bachelor's degree in the relevant field and training	5
	Professional experience in the context/field of activity	10
	Knowledge of the sector and associated risks	5
	SUBTOTAL	350

Company that score at least 80 out of 100 points will be considered qualified for consideration of the long-term agreements. Any proposal below this score will be disqualified from proceeding to the next stage and CRDB will enters a long-term agreement for technology provisions under TACATDP. CRDB reserves the right to conduct negotiations with the bidder regarding the offerings of its bid. The price will be effective only after the selected bidder has accepted the terms and conditions and technical requirements.

#### Commercial offerings

All selected companies will enter in a long-term agreement for the offerings of goods, services, and/or technologies proposed to support the implementation of TACATADP.

CRDB will make all these offering available for eligible clients under TACATDP.

The decision to acquire a good, service or technology is at the discretion of CRDB-eligible clients under TACATDP financial schemes.

The terms under the long term will abide the provisions of the technology under TACATP, including pricing and other terms (operations and maintenance, after sales services, guarantee terms, spare parts etc.)

## Timeline

CRDB BANK will follow the schedule below for this call for expressions of interest. Any changes to this schedule will be posted on the website. Please note that target dates may be adjusted.

	Event	Responsible Party	Date and time (East African time)
1	Issuance of the expression of interest	CRDB BANK	
2	Last day to send the acknowledgement of receipt of the EOI	Bidder	
3	Deadline for requests for clarification of EOI decision	Bidder	
4	Deadline for respond to questions received/ Deadline for amendments		
5	Date by which the proposal must be received in Tanzania by	Bidder	
6	Date of opening of the technical proposals		

EAT: East Africa Time

Application documents

Letter of acknowledgment

To whom it may concern,

We, the undersigned, acknowledge receipt of your expression of interest (Eoi) number xxxxx, dated XXXX, and hereby confirm that we:

INTEND  DO NOT INTEND

Submit a public relations proposal by email on the CRDB website by the deadline of specify the date, 2023 at 23:59 East Africa time, and that we:

INTEND  DO NOT INTEND

Attend the East African Public Opening Process online (Note: Participation in the Public Opening Process is voluntary).

We acknowledge that this RFI is confidential and proprietary and that it contains inside information.

Name of Authorized Participant:

Signature :

Title:

Name and address of supplier:

Telephone:

Fax:

If you do not intend to submit a proposal to CRDB BANK, please indicate why :

We do not have the capacity to submit a proposal at this time.

We cannot meet the requirements of this call for expressions of interest.

We do not believe we can make a competitive offer at this time.

Other (please specify):

Please return this acknowledgment of receipt by e-mail to [procurement@und.org](mailto:procurement@und.org) immediately.

NOTE: The public opening process will be online.

TECH Forms

TECH-1 Form: Technology Proposal Submission Form

[Place, date]

To: [Name and address of client]

Who has the right to:

We, the undersigned, propose [climate-resilient goods, services, technologies, or practices] for adaptation and resilient agriculture for TACATDP in accordance with your expression of interest dated [insert date] and our proposal. We hereby submit our proposal, which includes this technical proposal and a commercial offer.

We hereby declare that all information and statements contained in this application are true and agree that any misinterpretation thereof may result in our disqualification.

If our proposal is accepted, we commit to starting services related to the mission.

We understand that you are not obliged to accept the proposals you receive.

Kind regards

Signature authorized [in full and initial]:

Name and title of signatory:

Company Name:

Address:

TECH-2 Form: Organization and Work Experience

A - Organization

[Provide a brief description (two pages) of the context and organization of your company/entity and each partner for this RFP].

B - Experiences

[Using the format below, provide information for each goods, services, technology, or practices for which your firm, is submitting an offering under this EI.

Do not use more than 20 pages].

Proposed Technology: [Only One]	Type or category of technology:
Company Name:	Customer's Activity / Industry :
Country of incorporation:	Date of incorporation (years):
Location in the country:	Address:
Description of the actual offer provided as part of the EoI:	
Technology Narrative Description:	



### Form TECH-3 : Pricing Information and Support Services

Pricing: In this section, you should explain your pricing for the listed technologies relevant to this assignment. [Please provide information specific to each technology separately]

Support Service : In this section, you should propose the structure and composition of your team to provide the service, including installation, after-sales service. You should list the main areas, the key expert responsible [profile] and the proposed technical and support staff]. [Please provide information specific to each technology separately]

### Form TECH-4: Team Curriculum Vitae (CV)

team to provide service, including installation, after-sales service. You should list the main areas, the key expert responsible [profile] and the proposed technical and support staff.

Position [only one candidate should be nominated for each position]:

Company Name [Insert name of company offering staff]:

Staff Name [insert full name]:

Date of birth: Nationality:

Membership in professional associations:

Country of work experience: [List of countries where your company have implemented projects of similar nature previously over the past 03 years]:

Languages [provide the different languages your staff is able to speak in delivering this projects and for each language indicate proficiency: good, fair, or poor speaking, reading, and writing]:

Description of engagement in similar activities

1. Description of the mission	3. Task undertaken that best exemplifies the proposed offering
2. Details of the clients and the technology provided	Name of assignment or project: Year: Location: Client: Main characteristics of the project: Technology provided: List of tasks performed:

13. Certification :

I, the undersigned, certify that, to the best of my knowledge and belief, this resume accurately describes my qualifications and experience. I understand that any deliberate inaccuracies described herein may result in my disqualification or termination, if applicable.

Date:

[Signature of employee or authorized staff representative] Day/Month/Year

Full name of authorized representative

Form TECH-5: Company Profile Form

Please answer all your questions.  
Company details - supplier name

General information

Name:

Senior Sales/Customer Service Contact	for	
Address		
	Postal code: Country:	
Phone:	Fax:	
Email:	Website:	
Parent company if any		
Subsidiaries, partners and/or representatives abroad, if all		
Year of establishment		
Registration Number		
Type of organization	Public company Private company Sponsored (government-aided) organization Other (please specify): .....	( ) ( ) ( ) ( )
Type of company	Retail Manufacturer Authorized Agent Consulting firm Other (please specify): .....	( ) ( ) ( ) ( )
Summary of main activities Activities		
Number of employees (per site)		
Staff turnover rate		
Internal working language(s)		
Bank Name: Bank address: Account Holder: Account number: IBAN: . SWIFT:		

Previous experience with international organizations

List of contracts with international organizations over the last three (03) years
1
2
3

Environmental policy

Does your company have a written statement of its environmental policy? YES ( ) Please attach a copy NO ( )
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Contractual disputes

List any litigation in which your company has been involved in the last three (03) years.

References

List the appropriate programs/projects and reference contacts. What would be the options for an on-site visit to a reference program and/or the vendor’s site?
1
2
3

Partners

If this is a partial submission, list relevant recent experiences working with partners. Are there any existing formal or informal preferred partnership arrangements?
1
2
3

Conflict of interest

Are there any circumstances or contracts that may introduce a conflict of interest with the parties to this service? If so, explain how it will be mitigated.
1
2

Certification

I, the undersigned, confirm that the information provided in this application is correct. In case of changes, clarifications will be made.

Name: \_\_\_\_\_ Title: \_\_\_\_\_

Signature: \_\_\_\_\_ Date : \_\_\_\_\_