



## REQUEST FOR TECHNICAL AND FINANCIAL PROPOSALS

For

# Consultancy Services for the Development and Implementation of Climate-Resilient Parametric Insurance in Tanzania

- 1. Project Overview**

The Tanzania Climate Adaptation and Technology Development Program (TACATDP) seeks to enhance climate resilience among smallholder farmers and strengthen the adaptive capacity of Tanzania's agriculture sector. This initiative focuses on tailored financial products, climate adaptation measures, climate risk management tools, and capacity building for stakeholders. Funded by the Green Climate Fund (GCF) and implemented in partnership with CRDB Bank, the program invites proposals from qualified organizations or firms to design, pilot, and implement an innovative agricultural insurance scheme. This scheme aims to safeguard smallholder farmers against climate risks and promote the adoption of climate-resilient agricultural technologies (ARA).
- 2. Key Objectives**

The primary objectives of the assignment are:

  - Conduct comprehensive market studies to refine product design and targeting mechanisms.
  - Develop an index-based or parametric insurance scheme tailored to smallholder farmers' needs.
  - Pilot the insurance scheme alongside CRDB Bank's ARA lending initiatives.
  - Build stakeholder capacity to scale and sustain the insurance product.
  - Support the regulatory authority in improving frameworks for parametric insurance.
  - Promote knowledge transfer, stakeholder engagement, and market development for crop insurance solutions.
- 3. Scope of Work and Deliverables**
  - 3.1 Market Research and Feasibility Studies**
    - Conduct studies to assess demand for index insurance products.
    - Identify target regions and crops vulnerable to climate risks.
    - Evaluate current market gaps and recommend solutions.
    - Assess existing insurance providers and propose partnerships.
  - 3.2 Insurance Product Design**
    - Develop a parametric insurance product based on local climatic conditions.
    - Define triggers, payout structures, and a digressive premium subsidy model.
    - Incorporate a 100% premium subsidy in Year 1, reducing by 15% annually over five years.
  - 3.3 Pilot Implementation**
    - Launch a five-year pilot integrated with CRDB Bank's ARA initiatives.
    - Oversee enrolment, claims processing, and payouts.
    - Collect and analyse data to monitor performance.
  - 3.4 Capacity Building and Stakeholder Engagement**
    - Train financial institutions, insurers, aggregators, and farmers on product implementation.
    - Develop educational materials to promote understanding and adoption.
  - 3.5 Monitoring, Evaluation, and Reporting**
    - Establish KPIs to measure pilot success.
    - Submit regular progress reports to CRDB and GCF.
    - Present a comprehensive final report with scaling recommendations.
  - 3.6 Regulatory and Policy Development**
    - Facilitate policy dialogues to improve the regulatory framework for parametric insurance.
    - Produce knowledge products to guide market monitoring and compliance.
    - Share best practices in managing parametric insurance initiatives.
- 4. Eligibility Criteria**

Proposals must demonstrate the following:

  - **Extensive Experience:** At least 8 years in agricultural insurance for smallholder farmers, insuring over 1 million farmers.
  - **Sector Knowledge:** Expertise in Tanzania's agricultural and financial sectors, climate change impacts, and adaptation.
  - **Product Development:** Proven experience in index-based insurance schemes.
  - **Capacity Building:** Ability to deliver effective training programs.
  - **Reinsurance Expertise:** Track record of collaboration with A and B++ rated reinsurance companies.
  - **Stakeholder Engagement:** Success in fostering stakeholder collaboration and capacity building.
  - **Regulatory Insights:** Strong understanding of market development in sub-Saharan Africa.
- 5. Proposal Requirements**

Proposals must include:

  - **Executive Summary** – Overview of the proposal.
  - **Technical Proposal** – Detailed approach, methodology, implementation plan, and timeline.
  - **Organizational Qualifications** – Evidence of expertise and relevant experience.
  - **Financial Proposal** – Comprehensive budget breakdown with cost-sharing estimates.
  - **References** – Examples of previous projects and client endorsements.
  - **Endorsement Letters** – Three letters of support from relevant stakeholders.
- 6. Tender** will be conducted in accordance with CRDB Bank Plc Procurement Policy and Procedures, and only qualified responsive consultants will be invited for negotiation.
- 7. A complete tender document (RFP)** with full project details, Term of reference (ToR), Consultant qualifications and other evaluation criteria including sustainability compliance can be downloaded from tender portal (<https://crdbbank.co.tz/en/about-us/tender>) under CRDB Bank Plc website ([www.crdbbank.co.tz](http://www.crdbbank.co.tz)) or request the same through [procurementdesk@crdbbank.co.tz](mailto:procurementdesk@crdbbank.co.tz).
- 8. CRDB Bank Plc reserves the right to request submission of additional information** from prospective applicants. Kindly note that all filled applications documents should be clear and readable.
- 9. All information given or to be shared by any part will be treated as strictly confidential.** The applicant shall not share or invoke such information to any third party without the prior written approval of CRDB Bank.
- 10. Evaluation Criteria**

Proposals will be evaluated based on:

  - **Methodology Feasibility:** 25%
  - **Expertise and Experience:** 25%
  - **Financial Competitiveness:** 20%
  - **Capacity Building and Stakeholder Engagement Plans:** 20%
  - **Sustainability (ESG) Compliance:** 10%
- 11. Contact for Questions**

Any clarity that may be required from this tender advert should be directed to.  
**Email:** [procurementdesk@crdbbank.co.tz](mailto:procurementdesk@crdbbank.co.tz)  
**Copy to:** [info@crdbbank.co.tz](mailto:info@crdbbank.co.tz)  
**Phone Numbers:** 0222197700; 0800008000; 0714197700; 0755197700.
- 12. All proposals must be encrypted and submitted via email at [tenders@crdbbank.co.tz](mailto:tenders@crdbbank.co.tz)** with the heading of "Consultancy Services for the Development and Implementation of Climate-Resilient Parametric Insurance in Tanzania".
- 13. The deadline for submission of the application(s) is **Friday, 07th March 2025 before 1500 hours.**** (no physical and late submission will be accepted).

### The Managing Director

CRDB Headquarters,  
Plot No.25 & 26 Ally Hassan Mwinyi Road & Plot No.21 Barrack Obama Road  
P.O. Box 268, 11011 Dar es Salaam, Tanzania  
Tel: +255 (0) 22 211 7441 – 7  
Fax: +255 (0) 22 211 6714  
Email: [info@crdbbank.co.tz](mailto:info@crdbbank.co.tz)  
Website: <http://www.crdbbank.co.tz>