**Request for Proposal**

**WorldFish is seeking proposal from Organizations/Institutes or Platform for entrepreneurship development (Business Incubator) program for a range of aquaculture value chain actors (both women and men) in Rajshahi and Rangpur Divisions for the Project “IDEA” (Income, Diets and Empowerment through Aquaculture).**

**WorldFish is an equal opportunity employer and encourages the participation of women and minorities.**

1. **Background**

WorldFish is an international, non-profit research organization that harnesses the potential of fisheries and aquaculture to reduce hunger and poverty. In the developing world, more than 1 billion people obtain most of their animal protein from fish and 250 million depend on fishing and aquaculture for their livelihoods. The WorldFish mission is to strengthen livelihoods and enhance food and nutrition security by improving fisheries and aquaculture. We pursue this through research partnerships focused on helping those who stand to benefit the most—poor producers and consumers, women and children.

The Bill and Melinda Gates Foundation funded project “Aquaculture: increasing income, diversifying diets, and empowering women in Bangladesh and Nigeria” targets Bangladesh and Nigeria, two countries where the growth of aquaculture provides significant opportunities to enhance pond productivity, the income of smallholder families, the diets and nutrition of vulnerable households and particularly women and children and the empowerment of women.

The project will work in Rajshahi and Rangpur divisions in northwest Bangladesh, areas with high levels of poverty and malnutrition and significant development potential for aquaculture. Within the target divisions, WorldFish will strengthen partnerships with private sector businesses, investors and government to develop profitable value chains and transform local government policies to enable increased production and incorporate fish into nutritional improvement initiatives.

This is a 50 month project that started from November 2018 and will end in December 2022 and builds on the emerging opportunities for expanding markets for sustainable aquaculture.

**Goal:** A major goal of the program is to improve nutrition as a result of increases in overall pond productivity including commercial fish farms, in Bangladesh. The following are the specific expected results from this project.

**Primary Outcome 1: Productivity of homestead fish production systems, including nutrition-sensitive polyculture and rice-fish** **systems, is increased by 50 percent for 1 million smallholder households in Rajshahi and Rangpur divisions by the end of 2022.**

**Primary Outcome 2: The value of fish and fish-based products marketed by 1million smallholder households in Rajshahi and Rangpur increased by end of 2022**.

**Primary Outcome 3: Increased the quality, reach, efficiency and sustainability of extension services in Rajshahi and Rangpur by the end of 2022.**

**Primary Outcome 4: Improved consumption of nutrient-rich foods, including fish and fish products, for 2 million women and young children end of 2022 (1 million smallholder HHs in Rajshahi and Rangpur and 1 million rural and urban non-fish farming HHs/consumers).**

**Primary Outcome 5: Increased empowerment of women engaged in aquaculture production and fish value chains in Rajshahi and Rangpur (up to 1 million women by the end of 2022)**.

1. **Objective and Scope of the Proposal**

The project hopes to support the development of at least 100 new, successful and financially viable entrepreneurs within the aquaculture value chain. It will additionally help existing small entrepreneurs to graduate and grow by providing them with advisory and administrative support services.

The project is therefore seeking a proposal for an entrepreneurship development program from an organization/institute or platform (hereinafter referred to as Partner) who will take the lead to do the following:

1. **Solicitation, review and analysis of potential entrepreneurs (new and/or second stage) within the aquaculture value chains of the project area**

* Developing criteria and priorities for potential entrepreneur selection based on project criteria
* Organizing structured activities to develop potential entrepreneurs’ pipeline
* Screening and selection of the potential entrepreneurs

1. **Business incubation inputs for selected entrepreneurs along with growth monitoring**

* Provide advisory business/entrepreneurship consulting services to new and second-stage entrepreneurs.
* Assist small business owners to improve their business operations in areas which will include but are not limited to information technology, marketing, and general services in all areas of business.
* Assist potential entrepreneurs to develop a business plan that could be gender inclusive and pro poor sustainable with good connectivity with the market to ensure sustainability
* Work closely with the business and its employees to gather information used to assess changes required to solve problems and improve the reach and goals of the business.
* Provide the entrepreneurs with improved business practices by identifying problems and recommending solutions.
* Provide an individualized mentorship program and organize “boot camps” for the selected entrepreneurs;
* Assist entrepreneurs, if needed, official certification or other licensing needed to gain trade license, etc.. for their product or service.
* Assist and facilitate growth monitoring of these entrepreneurs during the incubation period.

1. **Facilitate linkages with market and formal financing sources**

* Facilitate in creating potential linkages with backward and forward market actors for generating income
* Assist entrepreneurs to develop realistic business budgets and link them to financial institutions.
* Identify options and gaps for efficient, effective and sustainable credit/financial system for the smallholder entrepreneurs.
* Ensure financial literacy and connect targeted stakeholders to financial institutions for start-up capital and/or business growth capital.

**Deliverables**

The partner will provide the following outputs/deliverables:

* Analytical report on the scope and status of the entrepreneurial skill development in aquaculture value chain
* Screening and Selection method and tools.
* Individual or cumulative gender inclusive and pro poor sustainable business plan
* Detailed activity report including but not limited to, list of potential entrepreneurs, financial partners, forward market partners, business plan templates etc.

1. **Proposal Submission and selection**

The proposal should be submitted within 15 days from the date of advertisement and final processing will be completed by 15 days from the closure of advertisement. A hard and soft copy of the proposal should be submitted.

1. **Required documentation**

It is mandatory for the Partner to submit documentary evidence demonstrating their legal, taxation and financial status. This includes:

* Registration (Ministry of Social Welfare/NGO affairs Bureau/other relevant Govt. certification)
* An organizational organogram of key personnel, inclusive of the names of such personnel;
* Tax Identification Number (TIN);
* Business Identification number (BIN) (if applicable);
* VAT registration number;
* Proof of a segregated account (providing the name and address of such an account);
* Other valid documents (provided by government institutions)

1. **Financials**

The Financial Proposal shall specify a total delivery amount (in BDT) including mentioning taxes and Vat. Tax. VAT shall be deducted from the contract amount according to the Government Rules and Regulations.

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END

**APPLICATION FORM**

**IDEA (Income, Diets and Empowerment through Aquaculture) Project**

**Submit soft copy to** [wfbmgfproject@cgiar.org](mailto:wfbmgfproject@cgiar.org)

**And**

**Hard copy to**

## WorldFish- Bangladesh and South Asia Office

## House # 2/B, Road # 04, Block # B, Banani, Dhaka - 1213

# **ORGANIZATION PROFILE**

|  |  |  |
| --- | --- | --- |
| 1. Name of organization | |  |
| 2. Address of organization | |  |
| 3. Tax and/or VAT registration number | |  |
| 4. Key contact person | Name |  |
| Designation |  |
| E-mail |  |
| Telephone/mobile |  |
| Fax (if any) |  |
| 6. Organizational website (if any) | |  |

7. Experience of working with similar assignments/projects, if any, in last five years

|  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- |
| **Assignments/**  **projects** | **Key area of work** | **Donor/**  **partner name** | **Current status (ongoing or completed)** | **Link or attachment to project report/paper** | **Total project budget (taka)** |
|  |  |  |  |  |  |
|  |  |  |  |  |  |
|  |  |  |  |  |  |

8. Attachments

Government registrations (NGO affairs bureau/social welfare registration, VAT registration, TIN/BIN certificate, trading license, bank account information)

# **TECHNICAL PROPOSAL**

|  |  |
| --- | --- |
| **Title of Project** |  |
| **Proposed start date and end date** |  |
| **Project Coordinator** |  |

# Objective of the project (indicating your understanding of the assignment):

# Scope of the work:

# Proposed Geographic focus (Specific Districts/Upazilla):

# Project strategies (including all planned activities):

# Deliverables (including timeline):

# Resources (Task team/personnel):

1. Limitations
2. Financial proposal