

INTERNATIONAL TRADE CENTRE (ITC)

Upcoming Business Opportunity Notice

CALL FOR EXPRESSION OF INTEREST (EOI)

Important: The purpose of this call for Expression of Interest (EOI) is to identify suitable Implementing Partners (IPs) who can potentially fulfil the requirements herein contained. The present call for EOI does not constitute an invitation to tender. Only suppliers/entities deemed qualified by ITC will be contacted for further cooperation.

Reference: West Africa Competitiveness Programme (WACOMP), ECOWAS members plus Mauritania

Date of this Call for Expression of Interest (EOI): 20.09.2021

Closing Date for Receipt of EOI at ITC/PS: 01.10.2021

Terms of Reference (summary):

The International Trade Centre (ITC) will implement the European Union (EU)-funded West Africa Competitiveness Programme (WACOMP), which aims, inter alia, to support the selected value chains at national and regional levels to promote transformation, better access to regional and international markets, considering social and environmental issues..

WACOMP will specifically aim:

- To improve the climate for business at national and regional levels
- To improve the performance, growth and contribution to industry, regional trade and exports of selected value chains.

In line with the second specific objective (and, namely, under the WACOMP regional activities 1.3.1 and 1.3.3), ITC is tasked to deliver a series of training for the preparation of SMEs and BSOs to participate and organize B2B networking events. The specific product sector under which ITC is seeking for support are cassava and mango. The training activities will anticipate and follow-up on two large B2B networking events that will be organized jointly by ITC and UNIDO under the WACOMP programme.

For this purpose, ITC would like to establish a partnership agreement with an Implementing Partner (IP) based in the ECOWAS region to jointly implement the activities on the ground, adapting ITC's methodologies to the regional circumstances, reaching out to local partners and facilitating the implementation of capacity building programmes with a specific focus on cassava and mango.

The costing for the specific actions will be established on a case by case basis.

Required Conditions

Interested Implementing Partners must satisfy the following criteria for the specific action:

A. Institutional set-up and mandate:

1. Entity (international, national, public or private) active in the cassava and/or mango sectors development and private sector enhancement with focus on export promotion and B2B matchmaking;

2. Based and registered in the ECOWAS region since at least 20 years.

B. Programme Management capacities:

1. Proven track record and credentials in managing large projects for international donors and multilateral organisations or other agencies, like the United Nations, the World Bank and/or similar organizations;
2. Track record of programme design and implementation, including due diligence in managing and disbursing considerable funding (above USD 50,000) to local organizations and partners;
3. Accountability: proven record of legal and financial due diligence and reporting capacities;

C. Network and outreach

1. Outreach throughout local offices located in 2 or more member countries of the ECOWAS region to a network of private and public sector producers, processors and exporters of cassava and/or mango
2. Established relationships with regional and national sector associations in the cassava and/or mango sectors .

D. Relevant operational and technical capacities:

1. Operational capability to coordinate project activities on the ground in ECOWAS country members plus Mauritania, manage a sizeable technical scope of work, as well as logistical and administrative capabilities;
2. Proven track record of provision of skills and technical training for agro-business companies and sector associations, with a particular focus on the cassava and/or mango product sectors;
3. Experience in facilitating activities for SMEs including business plan preparation, group trainings, tailored coaching and business matchmaking;
4. Competence and experience in supporting the development of commercially operating SMEs for value addition, business expansion and market access;
5. Capability to include gender and sustainability dimension into the delivered results.

Exclusionary Criteria:

Interested Implementing Partners must certify the Annex I on UN Exclusionary Criteria and Commitment to SGDs.

Required documents for Expression of Interest (Eoi) submission:

- Evidence of compliance with above criteria
- Three (3) last audited financial statements
- Official document of registration in one of the ECOWAS member countries

ITC invites interested Implementing Partners (companies/organizations) to forward their EOI by fax or by email before the closing date to:

Mr. Yared Befecadu
Programme Management Officer (WACOMP)
Office for Africa
Division of Country Programmes
International Trade Centre
Palais des Nations
1211 Geneva 10
Switzerland
befecadu@intracen.org
Fax: +41.22.730.0577
Tel: +41.22.730.0434
Website: www.intracen.org

Please indicate your vendor ID number and the reference of this EOI in your response. If not registered with ITC/UNOG or UNGM, please follow the Procedure for Registration as Potential Vendor at www.ungm.org as soon as possible.

ITC reserves the right to change or cancel this requirement at any time during the EOI and/or solicitation process.

Please note that only those Implementing Partners considered qualified by ITC for this project will be invited to provide further information for consideration.

For any further information on ITC, please consult our website: www.intracen.org

Annex I – UN Exclusionary Criteria and Commitment to SGDs Certification

1. UN EXCLUSIONARY CRITERIA

a. Is the entity listed in the [UN List of Suspended and Removed Vendors](#)?

- Yes No

b. Is the entity on the [Anti-Terrorism Measures List](#), established by UN Security Council Committee pursuant to Resolution 1267?

- Yes No

c. Is the entity involved in ongoing lawsuits or legal actions or past convictions for unlawful activities?

- Yes No (if yes, please provide background information)

d. Is the entity involved in activities in a country where United Nations sanctions are in force?

- Yes No (if yes, please provide background information)

e. Has the entity respected its obligations under previous partnership or cooperation agreements with the ITC or other organizations?

- Yes No (if no, please provide background information)

f. Does the entity have a potential or real conflict of interest exist with ITC?

- Yes No (if yes, has the conflict of interest been appropriately disclosed?)

g. Has the entity been involved in excluded sectors of activity? (complete below)

Manufacture, sale or distribution of controversial weapons or their components, including cluster bombs, anti-personnel mines, biological or chemical weapons or nuclear weapons.¹

No

Yes

Manufacture, sale or distribution of armaments and/or weapons or their components, including military supplies and equipment.

No

Yes

Replica weapons marketed to children.

No

Yes

Manufacture, sale or distribution of tobacco or tobacco products.

No

Yes

Violations of UN sanctions and the relevant conventions, treaties, and resolutions, and inclusion in UN ineligibility lists or UN vendor sanctions list.

No

Yes

Involvement in the manufacture, sale and distribution of pornography.

No

Yes

Manufacture, sale or distribution of substances subject to international bans or phase-outs², and wildlife or products regulated under the CITES³.

No

Yes

Gambling including casinos, betting etc. (excluding lotteries with charitable objectives).

No

Yes

Violation of human rights (including toleration of and/or complicity in abuses - including forced and child labour).

No

Yes

¹ [The Convention on Certain Conventional Weapons](#), [ICRC](#), [Ethical Investment Research Services](#) and [Ethix Sri Advisors Guidance to institutional investors](#) also covers **non-detectable fragments, blinding laser weapons, incendiary weapons, booby traps and depleted uranium ammunition**.

² Initiatives and activities with private sector entities falling under the auspices of the Montreal Protocol; and the Stockholm and Minamata Conventions on Ozone depleting substances, POPs and Mercury respectively, will not be covered under this policy but under their specific guidelines.

³ CITES (the Convention on International Trade in Endangered Species of Wild Fauna and Flora) is an international agreement between governments. Its aim is to ensure that international trade in specimens of wild animals and plants does not threaten their survival. <http://www.cites.org>

2. ENTITY'S COMMITMENT TO ESG ISSUES

Human rights		
Does the entity have a policy and a monitoring system that seeks to prevent or mitigate adverse human rights impacts, especially on the local communities, that are directly linked to its operations ? ⁴	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and a monitoring system cover occupational health and safety issues , ensuring that workers are afforded safe, suitable and sanitary working conditions? ⁵	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system cover land or property issues, i.e. does the entity ensure that all affected owners and users of the land or property used by the entity have been adequately consulted and compensated ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system cover the rights of indigenous peoples , and in particular the principles of self-determination and self-governance, the right to lands and natural resources, including issues of resettlement, and the right to free, prior and informed consent?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system cover the entity's security arrangements , i.e. whether or not they comply with international human rights principles for law enforcement and the use of force (e.g. have security personnel received adequate human rights training)? ⁶	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity have an appropriate dispute resolution mechanism that is in line with the human rights norms and principles?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity have a policy and a monitoring system that seeks to prevent or mitigate adverse human rights impacts that are directly linked to products and services by its business relationships (business partners, entities in its value chain, other non-State or State entities)?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Labour		
Does the entity have a policy and a monitoring system to ensure fair labour practices ⁷ at its operations ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system adequately ensure equal opportunity to all employees and applicants regardless of ethnic origin, colour, age, gender, sexual orientation, religion, marital status?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity have a policy and a monitoring system that seeks to promote fair labour practices in its interactions with suppliers and business partners ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system ensure freedom of association and the right to collective bargaining ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system ensure the elimination of forced or compulsory labour ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the policy and monitoring system ensure the elimination of child labour ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes

⁴ An example of a [framework specifically designed for human rights](#)

⁵ Useful resources can be found at [ILO website](#)

⁶ Useful resources can be found at [Global Compact website](#)

⁷ International Labor Standards provide a framework for fair labor practices. The fundamental conventions include: Freedom of Association and Protection of the Right to Organise Convention, 1948; Right to Organise and Collective Bargaining Convention, 1949; Forced Labour Convention, 1930; Minimum Age Convention, 1973 (No. 138); Worst Forms of Child Labour Convention, 1999; Equal Remuneration Convention, 1951; and Discrimination (Employment and Occupation) Convention, 1958. ([ILO](#))

Environment:		
Does the entity have a policy and a monitoring system to minimize environmental damage at its operations ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity have a policy and a monitoring system which it applies to working with suppliers to improve environmental performance, extending responsibility down the supply chain ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity has a policy and a monitoring system to reduce emissions (emissions to air, waste and effluents)?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity has a policy and a monitoring system to ensure that natural resources are used in a sustainable manner?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity takes action to reduce energy consumption ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity prevents, minimizes and remedies significant impacts on biodiversity ?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity have emergency procedures in place to prevent and address industrial accidents affecting the environment and human health effectively?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Internal Policies		
Are there major products or services of the entity that may be detrimental to the Environment?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity contribute to environment causes?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Does the entity show an interest in the environment of its local communities?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Good governance:		
Does the private actor entity have a policy and a monitoring system stating that it will not engage in corruption at any time or in any form in its interaction with suppliers, intermediaries, governments and business partners?	<input type="checkbox"/> No	<input type="checkbox"/> Yes
Ethical Information		
1. Mission statement (attach if available):		
2. Human Rights Assessment (attach copies of any relevant company policies, news articles or other documents)		

2a. Do entity policies indicate fair treatment of employees (including minorities, women and an absence of child labour, see Convention concerning the Prohibition and Immediate Action for the Elimination of the Worst Forms of Child Labour (Convention 182) and Convention concerning Minimum Age for Admission to Employment (Convention 138) at <http://www.ilo.org/ilolex/english/convdisp1.htm>)?
 Yes No

2b. Is the entity involved in activities which do not comply with United Nations ideals and principles (e.g., proved non-respect of human rights, production or distribution of weapons, illegal production of drugs and narcotics and other health damaging products)?
 Yes No

2c. Do entity policies agree with Global Compact and prevention of sexual abuse?
 Yes No

Social Responsibility

a. Does the entity have a historic of corporate philanthropy or corporate giving?
 Yes No
 Include name of corporate foundation, website, background information, if relevant:

b. Does the entity give to trade-related issues or causes?
 Yes No (if yes, please provide relevant information)

c. Does the entity produce an Annual Report on Social Responsibility?
 Yes No (if yes, attach if available)

d. Does the entity's marketing and advertising practices abide by standards of ethical conduct, e.g. as laid down in [ICC International Code on Advertising Practices](#)?
 Yes No

e. If applicable, does the entity adhere to the [Principles for Responsible Investment](#)?
 Yes No

f. Is there evidence of either past or current involvement of the entity in any controversial activity that could adversely reflect on ITC?
 Yes No (if yes, please indicate which activities and provide supporting evidence)

Name of the Entity: _____

Name and title of signatory: _____

Date: _____

Signature: _____