



REQUEST FOR EXPRESSION OF INTEREST (EOI)

EOI No: **PI006-A-FSH-025-EOI-0924-001**

Title of the EOI: **General Business Development Services providers**

Issue Date of this EOI: **26th September 2024.**

Questions Due: **30th September 2024, 11:59 hrs. EA time**

Closing Date for Receipt of EOI: **7th October 2024, 11:59 hrs. EA time**

DT Global, the implementer of the **Inclusive Resilience in Somalia (IRiS)** under USAID Contract No. **72062322CA00003**, invites Expression of Interest (EOI) for General Business Development Services providers aimed at enhancing institutional capacity and providing training for governance-level members of fishing cooperatives, associations, fish market committees, corporate personnel, and youth and women-led business enterprises within the fisheries, energy, and agricultural sectors under IRiS Project in Somalia as described in Attachment I "Statement of Work.

DT Global encourages your organization to indicate its interest in this procurement by submitting a proposal and the Proposals will be evaluated based on the evaluation criteria established in **Attachment II** of this EOI.

To be considered under the expression of interest process, the Offeror should submit a complete proposal by the means indicated herein no later than the closing date and time indicated above. Offerors should ensure that the proposals are well written, easy to read and follow, and contain only the requested information.

The expression of interest number should be stated in the subject. If you are planning to submit a proposal, it is imperative to confirm receipt of this solicitation by email to **iris.procurement@dt-global.com** in order to be included on the solicitation mailing list to receive answers to questions and any future amendment(s).

All questions relating to this EOI must be submitted **electronically** via email to: Procurement Team at [email address **iris.procurement@dt-global.com**](mailto:iris.procurement@dt-global.com) _no later than **30th September 2024, at 23:59hrs (11:59 pm) East African Time**. Unless otherwise notified by an amendment to this EOI, no questions will be accepted after this date. No questions/clarifications will be entertained if received by means other than the specified email address.

Proposals must be submitted the technical proposal as an attachment and should be named Technical Proposal.

Attachments:

- Attachment I Statement of Work
- Attachment II Evaluation Criteria

Sincerely,
Procurement Team
Inclusive Resilience in Somalia (**IRiS**)
DT Global

ATTACHMENT I

STATEMENT OF WORK

Project Background

The Inclusive Resilience in Somalia (IRiS) project is a five-year program (2022-2027) funded by USAID and the Foreign Commonwealth Development Office (FCDO). The program is being implemented by DT Global and other consortium partners, including Mercy Corps, Save the Children, Somalia Agriculture Technical Group (SATG), and ITAD.

IRiS aims to accelerate economic development for marginalized groups in the targeted areas of Somalia by enhancing individual, household, business, community, and system-wide resilience through rural and urban livelihood diversification and promoting inclusive economic market systems.

Introduction

The fishing sector in Somalia plays an important role and contributes to the community's economic activities and the country's GDP. There are approximately 50 fishing centres scattered along the Somali coastline, most of which are fairly small and geared exclusively toward artisanal inshore fishing activities. Some of these fishing centres are temporary and are built of plastic sheets, tin cans, carpets and sticks. They are largely unoccupied between June and mid-September when artisanal fishermen are generally not able to operate (off season). These fishing centres can be grouped into a number of zones based on major cities and towns: Kismayo, Barawe, Marca, Mogadishu, Adale, Warsheikh, Eil, Bargal, Bosasso, Las Korey and Berbera. Most fisherfolks in GFZ (from Adale to the Kismayu) are small-scale, operate near-shore water, and use simple equipment and methods for fishing activities. Furthermore, the main species caught by fisherfolks include tuna and tuna-like species, primarily sold in local and regional markets through intermediaries. Contributing just two per cent of Somalia's GDP, the sector needs to take advantage of opportunities to support marginalized communities through job creation and diversified sources of nutrition.

Rationale

Domestic fishing sector is primarily artisanal, with subsistence and industrial fishing occurring to varying degrees. Most catch is made by gillnets, although handlines and traps are also commonly employed.

Because these are operated out of small boats, fishing is limited to areas close to shore and during calm seas, generally during nine months of the year (September–May). According to surveys of Somali fishers conducted by Secure Fisheries, fishing season varies among regions, fishers, and target species. The national fisheries sector is still underdeveloped but very important as it provides food, livelihood, income, and employment opportunities for over 400,000 Somalis who directly or indirectly engage in various activities in the fisheries value chain and related services.

A total of 20 fishing cooperatives are registered with ministries of fisheries at the federal and state level. There are many small, unregistered fisheries associations or independent working groups in coastal areas that cater to their members' welfare. Some of these cooperatives have greatly benefited from the interventions of FAO/RECOVER and other development agencies. For instance, they have had trainings, replacement of fishing gear and boats, but also provided ice makers, chill rooms, and

other facilities that have enabled some of these coastal communities to quickly recover their disrupted livelihoods. At the federal level, the Ministry of Fisheries and Marine Resources (MoFMR) is the national institution responsible for managing fisheries resources as well as promoting sustainable socio-economic development, food security, and livelihoods in the fisheries sector. At the FMS level, Puntland, Jubaland, Galmudug, Southwest, and Hirshabelle all have MoFMRs with mandates and responsibilities similar to those of the federal ministry. Their role is solely in enforcement of fisheries legislation on the ground, fishery data collection, training support, and establishment of infrastructure like fish markets, and aggregation centers, and incentivizing of the private sector investment in the fisheries.

From the gender perspective, the women groups are mainly involved in activities that come after fish are captured. They also participate in preparatory activities such as making and mending nets, baskets, and pots. They also buy and resell fish for commercial and substance use. Fishers in the GFZ (from Adale to the Kismayu) either fish for subsistence; to sell on the beach or through the local markets, or supply fish to fishing companies and cooperatives. The reason is, that past and present governments recognize fishers through cooperatives. Unfortunately, most of these cooperative's function in name only and companies buying fish normally deal directly with fishers or boat owners. The government wants these cooperatives functional as they should be providing a service to fisherfolk and contributing to economic growth along the coast of the GFZ. Working with organized and well-functioning groups of fishers is also the best way for larger companies to improve fish supply to domestic and export markets.

1. **Legal and Regulatory Frameworks: Lack of Clear Legal Framework:** Absence of clear and robust legal frameworks governing cooperative formations, associations, market committees, company personnel, and youth/women enterprises in the fishery sector. Weak enforcement of existing regulations leads to ambiguity and challenges in compliance.
2. **Institutional capacity and support:** Insufficient support from government agencies, fishing companies, Associations, etc. in terms of capacity building, technical assistance, and resource allocation. Weak organizational structures: poorly defined roles and responsibilities within cooperatives, associations, and committees, hindering effective governance and decision-making. Disparities in access to resources, training, and business development opportunities between youth and women enterprises and established entities.
3. **Transparency and Accountability:** Limited transparency in financial management, allocation of resources, and decision-making processes within these entities. Weak mechanisms for holding leaders and members accountable for their actions and decisions.
4. **Market Access and Economic Opportunities:** Challenges in accessing domestic and international markets due to infrastructure deficits, regulatory barriers, and lack of market information.
5. **Social and gender inclusion:** Limited participation of women in decision-making roles and economic activities within cooperatives, associations, and committees. Insufficient involvement and representation of youth in governance processes and economic initiatives in the fishery sector.

In response to the highlighted constraints, IRiS will collaborate with the federal/state chamber of commerce, fishing processing companies, market committees, SMMEs businesses, sector associations, and cooperatives. By partnering with local BDS service providers, IRiS aims to enhance the capacity of these market participants. This initiative is designed to boost the capacity of these actors to improve competitiveness and foster connectivity among members, leading to improved business growth, more

effective decision-making, and the ability to participate in policy development and implementation. Additionally, it will expand access to vital services, including BDS, technology, digital systems, and financial products.

Objectives:

The main purpose is to enhance the resilience capacities of the groups/markets/associations to shocks and stresses. This is expected to improve the governance framework of fishing cooperatives, associations, market committees, fishing company personnel, and SMMEs in the fishery sector, as follows:

- Enhance organizational structures.
- Increase ability to bargain and negotiate in policy development and implementation.
- Financial management capabilities of the institutions/business actors.
- Improve data collection and analysis--- especially in the use of social media and digital systems
- Enhance transparency and accountability to members and other stakeholders.
- Increase access to markets—better connect with buyers and markets, including the ability to send information to members.
- Increase opportunities for access to financial services.
- Enhance capacity for resilience to disasters and shocks.

Activity Approach:

IRiS will partner with a business development services (BDS) provider to provide a package of services whenever required. The package will include an assessment of the governance status and the internal operational procedures of the institutions/entities, transparency of its operations to its members, assessing regulatory requirements, and identifying potential challenges faced by management and their members. After the assessment, the BDS will follow with the following tasks:

- **Institutional building and documentation setups:** this involves preparing to develop the necessary documentation/websites (if applicable) including full branding, business strategic plan, entity profile with PowerPoint, membership policy and procedures, article of association (Notary), financial policy and procedures, human resource policy and procedures, standard operating procedures. The aim is to establish institutions that are not only functional but also resilient and adaptable to changing environments.
- **Tanning and skill development:** Develop training programs based on the gap analysis that covers the vision and mission of the organization, its core values, and long-term objectives. A well-articulated mission guides decision-making processes and aligns stakeholders toward common goals, defining roles, responsibilities, and accountability mechanisms within the organization. Best practices on governance for boards of directors, committees, or advisory groups that provide oversight and strategic direction to enhance their human resources skills and competencies. Training programs, workshops, and continuous professional development initiatives ensure that staff members are equipped to meet institutional challenges effectively. Train and develop strategies for fundraising, grant writing, or income generation for sustainability. The ability to organize and conduct B2B linkages and fairs/information/promotional events.



- **Support of developing digital management systems:** This will offer for those who are willing and have or are ready to invest in the proper places and equipment to transfer their systems to digital platforms and adopt online management systems for data-keeping records for the members, fish catches, sales, transcriptions, reports, etc. training members on tools that were developed and presented to the board directors. But also, the ability to own and use websites for marketing purposes.

Indicator:

The activity is aligned with IRiS' goal of improving organizational performance (Indicator: USG-assisted organizations with improved performance).

ATTACHMENT II
EVALUATION CRITERIA

TECHNICAL PROPOSAL EVALUATION

Proposals will be evaluated according to the criteria stated herein. The relative importance of each individual criterion is indicated by the number of points assigned thereto. A total of 100 points is the maximum possible technical score for each proposal and the Pass mark is atleast **70 points**. The evaluation criteria serves to: (a) identify the significant factors which the Offeror should address in their proposal under each section and (b) set the standard against which all proposals will be evaluated.

Please see below evaluation criteria under attachment III. **Scoring Weight**

Criteria	Score
<p>Proposed Approach and Methodology (understanding of the ToR):</p> <ul style="list-style-type: none"> ▪ Detail your technical approach and methodology to providing the required business development services preferably in the productive sector (fisheries, agriculture and Livestock). (40 points) Including but not limited to the following: <ul style="list-style-type: none"> - Assessment of the institutional status- governance & management status, operational procedures, regulatory requirements etc. - Institutional building and documentation setups - Training and skill development - Development of digital management systems 	40 points
<p>Capabilities and Experience:</p> <ul style="list-style-type: none"> ▪ Briefly summarize by highlighting your firms' previous relevant experience and accomplishments in Somalia on business development services (with similar nature and scope) (20 points) ▪ Clarity and effectiveness of the organizational and staffing plan, demonstrating the necessary mix of technical skills and experience, CVs of the proposed staff and include qualifications. (20 points) 	35 points
<p>Past performance</p> <ul style="list-style-type: none"> ▪ Samples from previous work contracts and final reports (max. 10-20 pages) from at least 3 separate projects recently completed for different organizations: description of similar past experience, including description of designing and implementing a Digital management Systems (DMS). (10 points) ▪ Demonstrate to provide at least three work-related references -emails & phone number. (10 points) 	25 points

ATTACHMENT III

Those interested in participating in the process should forward their expression of interest to iris.procurement@dt-global.com by **Monday the 07th of October 2024** enclosing the information listed below. For enquiries, kindly send to

- Full legal name and address of applying organization.
- Copy of valid legal business registration Somalia
- Technical Proposal
- Description of the firm's existing operations in the subject matter area, including how long the operations have been carried out.

Upon receipt of the above information from prospective BDS, DT Global IRiS will review the technical proposal for placement on a short-list of potential BDS. During the implementation of the programme cycle, those short-listed business services providers may be invited to submit formal proposals (using the standard DT Global Request for Proposals template) to become a prequalified BDS. The Request for Proposals will provide a more detailed description of the scope of work.

Note: Additional information:

- Due to the high volume of communications, DT Global IRiS is not in a position to confirm receipt of completed expressions of interest.
- This is a Request for Expression of Interest (EOI) to identify qualified and interested companies to participate in a potential upcoming Request for Proposals (RFP) for one year.