



# Developing Case Studies on Technology Solutions for Sustainable Food Systems

Terms of Reference

August 2023



**idh**  
transforming markets



# Table of Contents

Terms of Reference: Developing Case Studies on Technology Solutions for Sustainable Food Systems .....	2
Introduction to IDH .....	2
Background of the Assignment .....	2
Key Activities: .....	2
Deliverables:.....	3
Timelines: .....	4
Proposal Guidelines: .....	4
Evaluation Criteria:.....	4
Grounds for exclusion: .....	4
Confidentiality:.....	5
Communication:.....	5
Disclaimer:.....	5



# Terms of Reference: Developing Case Studies on Technology Solutions for Sustainable Food Systems

## Introduction to IDH

**IDH** convenes, co-finances and manages sustainability agendas with multinational and smaller companies, governments and civil society, to accelerate market transformation. IDH is headquartered in the Netherlands and operates globally with over 380 employees in sectors and landscapes, with the support of governments and foundations to deliver scalable, economically viable impact on the Sustainable Development Goals. Our approach includes encouraging joint investment in new models for long-term solutions for environmentally and socially sustainable production and trade. We focus on smallholder farmers and producers of commodities in field projects, multistakeholder landscape approaches, value chain development, and in market convening for positive impact on social and economic outcomes for smallholder farmers. We also work on de-risking investment in smallholder finance through the IDH FarmfitFund, and in blended finance for nature-positive agriculture through our Technical Assistance Facilities for AGRi3, &Green and LDN Fund.

Innovations & Insights (I&I, Business unit within IDH) is mandated to identify innovations and share insights in areas that can support IDH's core mandate of market transformation. Additionally, it also develops an enabling environment that helps promising high-impact innovations scale. The technology sub-unit at IDH is housed under this BU and it has a specific focus on three types of technologies that can lead to market transitions:

1. Technologies that can facilitate a net-zero transition in agriculture;
2. Technologies that can enable remote monitoring, reporting, and verification of sustainable development outcomes; and
3. Technologies that can enhance service delivery to smallholder farmers and agri-SMEs.

This assignment is cross cutting across the three clusters.

## Background of the Assignment

Since Its Inception, IDH has Integrated several technology solutions (both digital and on-digital) across Its programs to enable and accelerate its impact. The use-cases of technology are varied and examples range from the use of Information and Communication Technology to enable access to Government schemes In India, to providing access to bundled services to farmers via SMEs in Ghana, to using remote sensing-based technology for monitoring deforestation In Malaysia. The investment arm of IDH has also invested in several technology-driven service delivery models, especially in the domain of digital financial services.

IDH believes that by studying these use-cases and developing case, learnings from IDH's implementation journey can be shared and leveraged by other sector stakeholders from agriculture and food systems that are exploring technology Integration. Given this context, IDH Is seeking the services of a Consultant to develop 5 case studies on technology solutions that have been used within its programs and documenting key learnings from the Implementation journey.

## Key Activities:

The following section describes the key activities that would need to be undertaken as a part of the assignment and the expected effort for each activity.



<b><u>Phase 1: Designing a Case Study Template</u></b>		
S.No	Activity	Expected person days (8 hours per person day)
1	<p>In partnership with IDH identify key components of the case study template. The template is expected to include components such as:</p> <ol style="list-style-type: none"> <li>1. Brief profile of technology solution provider;</li> <li>2. Description of IDH program where the technology has been integrated;</li> <li>3. Value proposition from the technology: before and after integration analysis;</li> <li>4. Infographic on flow of value and services within the use-case and a description of how the technology works;</li> <li>5. Impact (Actual/potential) from the technology integration;</li> <li>6. Challenges faced in scaling the technology and good practices to overcome these challenges;</li> <li>7. Enabling conditions required for scaling the technology across contexts.</li> </ol> <p>Please note, the consultant is free to suggest alternate components that can aid learning and build stronger narratives.</p>	1
2	Identify sources for populating each component of the case study	.5
3	Integration of feedback from IDH to finalize the case study template	.25
<b><u>Phase 2: Developing 5 Case Studies</u></b>		
4	Populate the case study template based on secondary research and at least 2 interviews for each case study (interviews could include discussions with representatives from the technology service provider or from IDH's program team. The consultant would also be free to interview farmers that have been served through these technologies)	20 days (4 days per case study)
<b><u>Phase 3: Finalizing Case Studies based on IDH Feedback</u></b>		
5	Integrate feedback from IDH to finalize the case studies	2.5 days (.5 days per case study)

## Deliverables:

<b><u>Phase:</u></b>	<b><u>Deliverables:</u></b>
Designing a Case Study Template	<ul style="list-style-type: none"> <li>• Draft case study template in PPT;</li> <li>• Finalized case study template in PPT with sources of information identified;</li> </ul>



Developing 5 case studies	<ul style="list-style-type: none"><li>• Draft case studies of 5 technology solutions used within IDH;</li><li>• Transcripts from interviews</li></ul>
Finalization of case studies based on IDH feedback	<ul style="list-style-type: none"><li>• Finalized case studies after integrating feedback from IDH</li></ul>

## Timelines:

The consultant would be expected to deliver the scope of the assignment within 3 months of contracting. The contract is likely to be issued by 30<sup>th</sup> September 2023

## Proposal Guidelines:

Interested Consultants are requested to submit a proposal by 13<sup>th</sup> September 2023, 23.59 CET to [borthakur@idhtrade.org](mailto:borthakur@idhtrade.org). The proposal should include:

1. Cover letter establishing expertise to undertake the scope of work (max 1 page);
2. A detailed CV (Max 2 pages);
3. Credentials of similar assignments and research undertaken in agriculture and food systems (max 3 pages);
4. Samples of previously published work (if any)
5. A budget which clearly establishes the person days and day rate (in Euros) required to complete the assignment;

## Evaluation Criteria:

All proposals would be scored based on the following criteria:

Thematic Area	Max Score
Expertise in agriculture and food systems	30
Past credentials of working with stakeholders in the domain of international development	30
Writing samples	20
Budget	20

## Grounds for exclusion:

Consultants would be excluded if:

- a) they are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;



- b) they or persons having powers of representation, decision-making or control over them have been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata;
- c) they have been guilty of grave professional misconduct proven by any means which the IDH can justify;
- d) they have not fulfilled obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which they are established, or with those of the Netherlands or those of the country where the contract is to be performed;
- e) they or persons having powers of representation, decision making or control over them have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organization, money laundering or any other illegal activity.

## Confidentiality:

The consultant will ensure that all its contacts with IDH, with regards to the Tender, during the tender procedure take place exclusively in writing by e-mail to [borthakur@idhtrade.org](mailto:borthakur@idhtrade.org). The Tenderer is thus explicitly prohibited, to prevent discrimination of the other Tenderers and to ensure the diligence of the procedure, to have any contact whatsoever regarding the tender with any other persons of IDH than the person stated in the first sentence of this paragraph.

The documents provided by or on behalf of IDH will be handled with confidentiality. The Tenderer will also impose a duty of confidentiality on any parties that it engages. Any breach of the duty of confidentiality by the Tenderer or its engaged third parties will give IDH grounds for exclusion of the Tenderer, without requiring any prior written or verbal warning.

All information, documents and other requested or provided data submitted by the Tenderers will be handled with due care and confidentiality by IDH. The provided information will after evaluation by IDH be filed as confidential. The provided information will not be returned to the Tenderer.

## Communication:

For any queries related to the proposal, please reach out to [borthakur@idhtrade.org](mailto:borthakur@idhtrade.org) before 8<sup>th</sup> September 2023

## Disclaimer:

IDH reserves the right to update, change, extend, postpone, withdraw, or suspend the ToR, this tender procedure, or any decision regarding the selection or contract award. IDH is not obliged in this tender procedure to make a contract award decision or to conclude a contract with a participant. Participants in the tender procedure cannot claim compensation from IDH, any affiliated persons or entities, in any way, in case any of the afore-mentioned situations occur. By handing in a proposal, participants accept all terms and reservations made in this ToR, and subsequent information and documentation in this tender procedure