

## Evaluation methodology and criteria for the review of the bids and the award

To select the proposal, IFAD will establish a Competitive Screening Evaluation Team (CSET).

After the eligibility of the applicant is confirmed,<sup>1</sup> the Team examines all proposals against the following criteria:

### 1. Technical (50%)

- Alignment to the corresponding Priority Area<sup>2</sup>.
- Consistency of the proposal with the issues and opportunities identified in the Concept Note. regional approaches in market access and cross-border trade in the Sahel, IFAD's new Strategy for the Sahel, agricultural regional markets and value chains, etc<sup>3</sup>.
- Quality, Clarity and pertinence of the linkages between the identified issues and opportunities, and the objectives proposed to tackle them, the components and activities proposed to achieve the objectives, and the outputs and outcomes expected to be obtained as a result of implementing the activities.
- Solutions proposed containing digitalised elements for farmers and trade (Digitalisation for agriculture and trade).
- Practical utility of expected outputs and outcomes in benefit of IFAD target population.
- Innovations to be tested and developed.
- KM products to be prepared, concrete usefulness of these products and activities proposed to promote their uptake. Working knowledge of English and French and capacity to produce bilingual documentation and KM capacities to support adequate communication tools production and broad communication activities.
- Proposed methods for Linkages to IFAD investment projects and other projects in the region.
- Potential for scaling-up the results after grant completion.

### 2. Financial (25%)

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<sup>1</sup> At this stage, eligibility is confirmed by the Chair of the CSET on the basis of the answers provided to Bidders' self-certification.

<sup>2</sup> The indication of a Priority Area only applies to Global/Regional grants. Priority Area 1: Production for food security, nutrition and income generation

Increasing poor rural people's productive capacity for improving their food and nutrition security, and for generating income in agricultural and non-agricultural rural activities. This includes:

- Promoting the generation and access to technical innovations aimed at increasing productivity, quality and nutritional value by small-scale rural producers involved in agriculture, fisheries and livestock; and at sustainable management of natural resources.
- Strengthening the productive, organizational, managerial and marketing capacities of small-scale producers.
- Promoting production, availability, access and use of nutrient-rich and adequate food, including through the reduction of food losses.

<sup>3</sup> Refer to the concept note for more details.

- **Value for money**, which does not necessarily mean going for the cheapest option, but making sure that IFAD gets the desired technical quality at the best price. This requires a judgment on whether the expected development benefits justify the costs.
- Level of own financing and co-financing (in cash and/or in-kind).
- Budget: Consistency with the proposed activities, outputs and outcomes; adequate balance among components; overheads within the limits set by FMD;

### **3. Institutional (25%)**

- Experience in mobilising private sector and trade linkages and with important private sector network.
- Experience in business development in agriculture and agriculture related activities.
- Experience in contract negotiations and management between farmers and private sector.
- Experience in transborder issues including trade, land, cross cultural sensitivities.
- Familiarity with law (regional, local, customary) and its trade implications.
- Experience in policy work and regional policy is an asset.
- High level of digitalisation and use of modern technologies.
- Experience and Knowledge in Development and management of analytical researches and investments on family agriculture, food and nutrition security, regional integration and cross-border cooperation, agricultural regional markets and value chains.
- Experience of proponent and implementation partners in the priority area and on regional/sub-regional, cross-border trade corridors management and value chain issues, data analysis and collection design and formulation of related policies and strategies. This experience should be presented in the institutional profile to be submitted jointly with the Grant Design Document (GDD) proposal.
- Knowledge of and a specific geographical experience in Western and Central Africa region (and more precisely in Sahelian countries/region) related to the priority area.
- Partnerships and working experiences with pan African and regional economic institutions, i.e. African Union, NEPAD, and other important and relevant initiatives in West Africa and Sahel.
- Implementation capacity, both technical and for financial management.
- Demonstrated experience in working with international institutions/organisations/businesses.

### **4. Other Criteria to be included by IFAD Sponsoring Division (SD)**

If the SD includes additional criteria, the relative weight of the three main domains (technical, financial, institutional) should be slightly and proportionally reduced in order to

release a portion of the score/rating to be applied to the additional criteria. In any case, the additional criteria should not exceed the 25% of the total.

Each member of the CSET will review the submitted GDD against the set evaluation criteria, and provide ratings and comments to justify them. The proposal receiving the highest total score will be selected.

No discussion will take place with the applicant on the substance of the proposals as long as the decision has not been made and approved by IFAD.

In order to guarantee fairness and transparency, all proposals will be evaluated applying the following principles:

- **Impartiality:** Recipients are rated using the same criteria.
- **Transparency:** Relevant documents are disclosed equally to all recipients. Evaluation criteria are clearly specified in the call for proposals documentation. Feedback must be provided, if required, within a set deadline.
- **Rigour:** Quantitative ratings are rigorously applied by each member of the CSET. Appropriate records and data of the whole process must be maintained.

Applicants should note that, once selected, IFAD may require further refinements of the proposal throughout the internal review process that the selected proposal will be subjected to further scrutiny prior to submission for final approval.