

**JAMAICA BUSINESS DEVELOPMENT CORPORATION**

**INCREASING THE EXPORT CAPACITY OF MICRO AND SMALL AGRO-PROCESSORS**

**USING THE CLUSTER APPROACH**

**CONSULTANCY SERVICES FOR TRAINING IN GOOD AGRICULTURAL PRACTICES,  
GOOD MANUFACTURING PRACTICES AND COMPLIANCE WITH AND MANAGEMENT  
OF THE EXPORT-ORIENTED SUPPLY CHAIN**

**REQUEST FOR EXPRESSIONS OF INTEREST**

Jamaica Business Development Corporation (JBDC) has received financing from the Caribbean Development Bank (CDB) in an amount equivalent EUR197,130, to assist in financing infrastructure development, acquisition of equipment, training and other capacity building, certification, strategic market promotion, intellectual property management, project management and visibility to increase the export capacity of micro and small agro-processors using the cluster approach in Jamaica. Payments by CDB will be made only at the request of JBDC and upon approval by CDB, and will be subject in all respects to the terms and conditions of the Financing Agreement. The Financing Agreement prohibits withdrawal from the financing account for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import, to the knowledge of CDB, is prohibited by a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations. No party other than JBDC shall derive any rights from the Financing Agreement or have any claim to the proceeds of the Financing.

JBDC, the Implementing Agency, now wishes to procure Consultancy Services for training in Good Agricultural Practices, Good Manufacturing Practices and Compliance with and Management of the Export-Oriented Supply Chain.

The objective of this consultancy is to facilitate training and the development of a sustainable cluster of agro-processing enterprises in a gender-sensitive and inclusive manner that will help to increase exports of agro-processed products from Jamaica. The duration of the assignment is expected to be for 20 person-days over a period of two months.

JBDC now invites interested eligible consulting firms to submit Expressions of Interest indicating qualifications and experience required to provide the consultancy services.

The Consulting firm will assemble a team of qualified experts to undertake the assignment. These persons will be food and agro-industry practitioners with the diversity of expertise required.

Firms whether bidding individually or in the form of a Joint Venture, shall:

(a) be legally incorporated or otherwise organized in, and have their principal place of business in an Eligible Country;

(b) be more than fifty (50) percent beneficially-owned by a citizen or citizens and/or a *bona fide* resident or residents of an Eligible Country, or by a body corporate or bodies meeting these requirements, as far as the ownership can be reasonably determined; and

(c) have no arrangement and undertake not to make any arrangement whereby the majority of the financial benefits of the contract, i.e. more than fifty (50) percent of the value of the contract, will accrue or be paid to sub-contractors or sub-consultants that are not from an Eligible Country.

For Consulting Services procured with funds from the CARIFORUM-European Union Economic Partnership Agreement and Caribbean Single Market and Economy Standby Facility for Capacity Building, eligibility for procurement shall be CDB countries and extended to countries eligible for procurement under EU-funded projects, which are not CDB Member Countries<sup>1/</sup>.

Consultants are advised to review the detailed eligibility criteria detailed in Section 4 and conflict of interest provisions in Section 5 of the Procurement Procedures for Projects Financed by CDB (January, 2021), as published on CDB's website.

In the assessment of submissions, consideration will be given to qualifications and experience on similar assignments existing commitments and specifically:

- (a) An advanced university degree in food safety, agriculture, biochemistry, or a related discipline;
- (b) At least five (5) years working experience delivering training on GAP, GMP, food safety for food production operations and supply chain management for exporters; and
- (c) Formally accredited with international standards bodies to provide training in the areas listed in (b) above.
- (d) Experience in working in the Caribbean region and/or developing countries would be an asset

All submissions must be in English. Further information if necessary, may be obtained [bhemmings@jbdc.net](mailto:bhemmings@jbdc.net) and copied to [sbryce@jbdc.net](mailto:sbryce@jbdc.net) below between 8:30 a.m. to 4:00 p.m. Monday to Friday.

An electronic copy of the Expressions of Interest must be sent in PDF format to [bhemmings@jbdc.net](mailto:bhemmings@jbdc.net) below no later than 3:00 p.m. Jamaica time on **Monday, May 22, 2023** and one electronic copy must be sent simultaneously to CDB at the second email address below. The Expression of Interest will be deemed to have been received at the time that it is received by JBDC at the first email address below. The email subject line should state **"Expression of Interest – Consultancy Services for GAP, GMP and Supply Chain Training – Increasing the Export Capacity of Micro and Small Agro-Processors Using the Cluster Approach – CDB Project"**.

Following the assessment of submissions only the selected Firm will be asked to submit a combined technical and financial proposal and, if the Proposal is responsive and acceptable, shall be invited to negotiate a contract. If negotiation fail with the highest-ranked proposer, the next-ranked Proposer may be invited for negotiations. JBDC reserves the right to accept or reject late applications or to cancel the present invitation partially or in its entirety. It will not be bound to inform or assign any reason for not engaging the services of any applicant and will not defray any costs incurred by any applicant in the preparation and submission of Expressions of Interest.

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<sup>1/</sup> EU Prag 2021-2027 Annex for bidders' eligibility 2020-2024, Part 2: extension://elhekieabhbkmcefcobjdjgcaadp/https://www.eeas.europa.eu/sites/default/files/a2a\_ecprogrammes\_eligibility\_2014\_2020\_en.pdf

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