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**France-Paris: Technical support services  
2017/S 230-479762**

**Contract notice**

**Services**

Directive 2014/24/EU

**Section I: Contracting authority**

**I.1) Name and addresses**

Expertise France  
808 734 792 00027  
73 rue de Vaugirard  
Paris  
75006  
France  
Contact person: Alexis Ghosn  
E-mail: [alexis.ghosn@expertisefrance.fr](mailto:alexis.ghosn@expertisefrance.fr)  
NUTS code: FR101  
**Internet address(es):**  
Main address: <http://www.expertisefrance.fr>

**I.2) Joint procurement**

**I.3) Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://www.expertisefrance.fr/offer-detail?id=650016>  
Additional information can be obtained from the abovementioned address  
Tenders or requests to participate must be submitted to the following address:  
Expertise France — PSD Lebanon Team  
West end bldg, level 10, Pasteur street (n°33)  
Beirut — Gemayze  
Lebanon  
Contact person: Alexis Ghosn  
E-mail: [alexis.ghosn@expertisefrance.fr](mailto:alexis.ghosn@expertisefrance.fr)  
NUTS code: 00  
**Internet address(es):**  
Main address: <http://www.expertisefrance.fr>

**I.4) Type of the contracting authority**

National or federal agency/office

**I.5) Main activity**

Other activity: international technical cooperation

**Section II: Object**

**II.1) Scope of the procurement**

- II.1.1) **Title:**  
Business and technical support unit (Private Sector Development Programme in Lebanon).  
Reference number: 2017-M-53
- II.1.2) **Main CPV code**  
71356300
- II.1.3) **Type of contract**  
Services
- II.1.4) **Short description:**  
The overall objective of the technical and business support unit (field operator), are to:  
— Increase the competitiveness and profitability of table grapes and cherries orchards and processing units by providing table grapes and cherries farmers and producers in the Beqaa Valley the needed support to improve their skills and knowledge in terms of both production technics as well as agribusiness management.  
— Optimize the PSD (Private sector development)-Programme delivery/activities implementation by providing technical feedback and pro-actively coordinate action with the Chamber of Commerce Industry and Agriculture in Zahleh (CCIAZ) and the technical assistance unit.  
— Optimize the PSD-Programme outreach to farmers and producers by providing field support to the CCIAZ and the technical assistance unit.
- II.1.5) **Estimated total value**  
Value excluding VAT: 750 000.00 EUR
- II.1.6) **Information about lots**  
This contract is divided into lots: no
- II.2) **Description**
- II.2.1) **Title:**
- II.2.2) **Additional CPV code(s)**
- II.2.3) **Place of performance**  
NUTS code: 00  
Main site or place of performance:  
Zahle — Lebanon.
- II.2.4) **Description of the procurement:**  
The Agribusiness Component (Component 1 of the UE programme) is structured into 5 main actions:  
— Action 1.1: Setting up a Value Chain Information System  
— Action 1.2: Promoting Marketing, Sales and Communications  
— Action 1.3: Provide Business support to farmers and producers  
— Action 1.4: Provide Technical support to farmers and producers  
— Action 1.5: Supporting to exporters, post-harvest and packaging units  
The Chamber of Commerce, Industry and Agriculture of Zahlé (CCIAZ), has been entrusted to ensure the coordination and the implementation of these activities in the field, following the strategic orientation given by Expertise France Management Team in Beirut.  
To support the agribusiness value chains (tables grapes and cherries) in the Bekaa region, the unit will be in charge of providing business and technical support to farmers and producers and field support to the technical assistance team in the implementation of Action 1.5 'supporting post-harvest units and exporters'. The CCIAZ will coordinate and monitor the technical and business support unit. The CCIAZ will implement itself activities A1.1, A1.2 and A1.5, with a dedicated team and the support of the technical assistance team (already recruited

and on spot). The business and technical unit will be recruited to implement activities A1.3 ('Provide Business support to farmers and producers') and A1.4 ('Provide Technical support to producers'), under the coordination and monitoring of the CCIAZ.

The specific objectives of the unit (field operator) are as follows:

Under Action 1.3: Provide Business support to farmers and producers

- Improve table grapes and cherries farmers and producers' business management efficiency, through:
  - o Support farmers, producers, and other value chain actors (in compliance with Action 1.5: Supporting post-harvest units and exporters) to understand market requirements and market opportunities;
  - o Facilitate creation of linkages between value chain actors, including the facilitation of linkages between buyers and producers through contract farming model;
  - o Improve farmers and producers' business management skills and knowledge.

Under Action 1.4: Provide Technical support to producers

- Improve table grapes and cherries farmers and producers' production quality and quantity, through:
  - o Support farmers and producers' adoption of new technology and innovation including without being limited to the adoption of new varieties, the implementation of improved environmental management methods such as integrated pest management, bio-control, the adoption of improved irrigation methods, the adoption and use of modern equipment (electronic pruning shears, electrostatic sprayers, and others).
  - o Improve farmers and agricultural workers' skills and knowledge of key agricultural practices (pruning, soil management, harvesting techniques, etc.).
  - o Support the implementation of Good Agricultural Practices, including undertaking Global GAP certification scheme, as well as other recognized certifications.

In total, the team should be composed of a minimum of 4 people and include a pool of short-term experts:

- One unit coordinator,
- One table grapes value chain expert/trainer,
- One cherry value chain expert/trainer,
- One business expert/trainer.

The technical and business support to farmers and producers' unit (field operator) will have to provide the following deliverables:

- Detailed action plans covering both technical and business support to farmers and producers.
- Quarterly narrative and financial reports.
- Detailed monitoring and evaluation plan, including key performance indicators, database of supported farmers and producers and supporting documents.
- Development of a training handbook for business management and marketing as well as a training handbook for each value chain.
- Reports and assessment as required by the Chamber of Commerce Industry and Agriculture of Zahleh and/or by Expertise France.

#### II.2.5) **Award criteria**

Criteria below

Quality criterion - Name: Organisation and methodology / Weighting: 60

Quality criterion - Name: Unit Team / Weighting: 40

Price - Weighting: 0

#### II.2.6) **Estimated value**

#### II.2.7) **Duration of the contract, framework agreement or dynamic purchasing system**

Duration in months: 20

This contract is subject to renewal: no

**II.2.9) Information about the limits on the number of candidates to be invited**

Envisaged number of candidates: 5

Objective criteria for choosing the limited number of candidates:

Application criteria in order to establish the short list (100 points)

1. In house expertise in setting up Business and Technical Support Unit (20 points);
2. Relevance of references of the candidate comparable to this contract project in terms of budget (from 50 000 EUR), dealing with the setting-up of a Business and Technical Support Unit (30 points);
3. Relevance of references of the candidate for contract services in the field of private sector development (40 points);
4. Relevance of references which demonstrate the candidate's knowledge of the specific issues of the geographic area (10 points).

**II.2.10) Information about variants**

Variants will be accepted: no

**II.2.11) Information about options**

Options: no

**II.2.12) Information about electronic catalogues**

**II.2.13) Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds: yes

Identification of the project: 'Supporting the private sector development in Lebanon'.

**II.2.14) Additional information**

Content of the expressions of interest:

1. Standard application form B3 available <http://ec.europa.eu/europeaid/prag/document.do?isAnnexes=true>
2. Description of maximum 3 previous experiences that could justify experience and competencies of the tenderer to deliver expected results of this contract project,
3. Balance sheet over the last 3 years,
4. Trade registration evidence.

**Section III: Legal, economic, financial and technical information**

**III.1) Conditions for participation**

**III.1.1) Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions:

Legal persons are not entitled to participate in this tender procedure or be awarded a contract if they are in any of the conditions mentioned in Article 45 and 48 of the French order No 2015-899 of 23.7.2015.

The candidate must provide a declaration of honour mentioning that he isn't subjected to a submission ban to public contracts detailed in article 45 and 48 of the hereabove regulation order.

1. Participation is open to all natural persons who are nationals of and legal persons (participating either individually or in a grouping — consortium — of tenderers) which are effectively established in a Member State of the European Union or in an eligible country or territory as defined under the Regulation (EU) No 236/2014 establishing common rules and procedures for the implementation of the Union's instruments for external action (CIR) for the applicable Instrument under which the contract is financed. Participation is also open to international organisations.
2. All eligible natural and legal persons (as per item 1 above) or groupings of such persons (consortia) may apply. A consortium may be a permanent, legally-established grouping or a grouping which has been constituted informally for a specific tender procedure. All members of a consortium (i.e., the leader and all other members)

are jointly and severally liable to the Contracting Authority. The participation of an ineligible natural or legal person (as per item 1) will result in the automatic exclusion of that person. In particular, if that ineligible person belongs to a consortium, the whole consortium will be excluded.

**III.1.2) Economic and financial standing**

**III.1.3) Technical and professional ability**

List and brief description of selection criteria:

- The average annual permanent staff of the candidate working in the fields related to this contract, for the current year and the two previous years, must be at least 6.
  - The candidate has provided services under at least one contract with a minimum budget of 100 000 EUR in the fields of setting-up a Business and Technical Support Unit.
  - The candidate has provided services under at least one contract in the field of private sector development.
- Minimum level(s) of standards possibly required:
- The average annual permanent staff of the candidate working in the fields related to this contract, for the current year and the two previous years, must be at least 6.
  - The candidate has provided services under at least one contract with a minimum budget of 100 000 EUR in the fields of setting-up a Business and Technical Support Unit.
  - The candidate has provided services under at least one contract in the field of private sector development.

**III.1.5) Information about reserved contracts**

**III.2) Conditions related to the contract**

**III.2.1) Information about a particular profession**

**III.2.2) Contract performance conditions:**

**III.2.3) Information about staff responsible for the performance of the contract**

**Section IV: Procedure**

**IV.1) Description**

**IV.1.1) Type of procedure**

Competitive procedure with negotiation

**IV.1.3) Information about a framework agreement or a dynamic purchasing system**

**IV.1.4) Information about reduction of the number of solutions or tenders during negotiation or dialogue**

**IV.1.5) Information about negotiation**

The contracting authority reserves the right to award the contract on the basis of the initial tenders without conducting negotiations

**IV.1.6) Information about electronic auction**

**IV.1.8) Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: yes

**IV.2) Administrative information**

**IV.2.1) Previous publication concerning this procedure**

**IV.2.2) Time limit for receipt of tenders or requests to participate**

Date: 02/01/2018

Local time: 17:00

**IV.2.3) Estimated date of dispatch of invitations to tender or to participate to selected candidates**

**IV.2.4) Languages in which tenders or requests to participate may be submitted:**

English

**IV.2.6) Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 3 (from the date stated for receipt of tender)

**IV.2.7) Conditions for opening of tenders**

**Section VI: Complementary information**

**VI.1) Information about recurrence**

This is a recurrent procurement: no

**VI.2) Information about electronic workflows**

**VI.3) Additional information:**

Applicable regulation: Ordonnance no. 2015-899 of 23.7.2015 and implementing Decree No 2016-360 of 25.3.2016 (articles 71, 72 and 73).

The procedure will take place in 2 stages. The candidate is invited to submit his expression of interest to the tender within the time limit indicated by the present notice. For the next step, unless a candidate expressformerly his disagreement, the tendering period shall last at least 15 days. Shortlisted experts will then be invited to submit a technical offer. Only experts who provided the documentation as set forth in section III will be assessed on the basis of their capacity to fulfil the tasks set out in this call for expressions of interest.

Context EU funded

The programme aims contribute to Lebanon's economic development and job creation by enhancing the productivity and competitiveness of its private sector with a focus on vulnerable groups. It will achieve this by supporting micro, small and medium sized enterprises by increasing their competitiveness and participation in the economy by fostering their development and integration into value chains.

The specific project objectives are:

- To re-organize MSMEs into stronger groups for a more efficient and cost-effective use of inputs and resources operating in the framework of an adopted and integrated action plan;
- To expand the current market positioning of the MSMEs' target sectors and sub-sectors and to access new markets;
- To facilitate access to finance for needed investments, utilizing available funding instruments;
- To create new and inclusive employment opportunities as a result of increased productions and sales.

The programme will support the competitiveness of agribusiness and wood processing value chains and will operate in Tripoli, and the Akkar and Beqaa regions. It will be structured into 3 Components:

- C1: Agribusiness value chain,
- C2: Wood Processing value chain,
- C3: Access to Finance.

The programme design includes interventions across the entire value chain with a strategic focus on product improvement and market access. All value chains require structured support across all segments of the value chain including, input supply, production, processing, packaging and market access.

The programme design will address these issues in the following way:

- Establish a Market and Value Chain Information Systems
  - o Gather pertinent market pricing and value chain functionality data,
  - o Disseminate the market information to the broad sme community and assist sme's in the use of market information to inform commercial decision making:
- Define target markets and identify the gaps to meet market requirements,
  - o Market research analysis,
  - o Develop a customised marketing strategy for each value chain,
  - o Define the target markets' product and commercial requirements,

- o Design action plans for key stakeholders across the value chains on product improvement requirements to meet target market requirements,
- o Strengthen commercial links between trading stakeholders:
  - Delivering the action plans to support each stakeholder in the value chains,
- o Offer technical assistance to the broad sme community in product quality/design,
- o Generate a programme of product improvement with a small community of SME's who are proactive and willing in product development (such as Global Gap in agriculture and an integrated production platform in wood processing),
- o Develop coordinated purchasing of inputs and improved selling practices to improve the negotiating position of SME's and lower production costs,
- o Modernise post-harvest, packaging and processing infrastructure and support management capacity to support improved product quality and meet international standards,
  - Develop a grant programme to offer cost sharing investments into infrastructure and equipment to improve production and processing capacity.
  - Strengthening the relationship between the Banking and Financial institutions and the stakeholders across the value chains.

VI.4) **Procedures for review**

VI.4.1) **Review body**

The Paris Administrative Court  
7 rue de Jouy  
Paris  
75004  
France  
E-mail: [greffe.ta-paris@juradm.fr](mailto:greffe.ta-paris@juradm.fr)

VI.4.2) **Body responsible for mediation procedures**

VI.4.3) **Review procedure**

VI.4.4) **Service from which information about the review procedure may be obtained**

Registry of the Paris Administrative Court  
7 rue de Jouy  
Paris  
75004  
France  
E-mail: [greffe.ta-paris@juradm.fr](mailto:greffe.ta-paris@juradm.fr)

VI.5) **Date of dispatch of this notice:**

29/11/2017