



## **TERMS OF REFERENCE**

# **CONSULTANCY SERVICES TO FACILITATE THE MARKETING AND SALES OF PROSOPIS PRODUCTS FOR /AI-/AIS, DREIHUK, GIBEON AND MARIENTAL PILOT SITES**

**May 2023**



## **1. The Orange Senqu River**

The Orange-Senqu River originates in the Lesotho Highlands, from where it flows westwards to its mouth at Alexander Bay/Oranjemund on the Atlantic West Coast. The river basin is the third largest in Southern Africa, after the Zambezi and the Congo, covering a total area of 1,000,000 km<sup>2</sup> of which almost 600,000 km<sup>2</sup> is inside the Republic of South Africa. Four countries – Botswana, Lesotho, Namibia, and South Africa - share the Basin, and the river forms the border between South Africa and Namibia at its lower reaches.

Lesotho, the upstream country falls entirely within the basin and contributes over 40% of the stream flow from only 3.4% of the total basin area but is one of the smallest users of water from the basin. South Africa is by far the biggest user of water from the Orange-Senqu River Basin, and this use drives the economic heartland of South Africa. The Botswana part of the Basin is entirely covered by the Kalahari Desert with very little surface runoff, but groundwater contributes to the water demands in this portion of the basin.

The water requirements in the lower reaches of the river are driven primarily by irrigation demands from both Namibia and South Africa, and the need to maintain environmental flows to the estuary. As the most downstream portion of a heavily developed basin, water resources quality in this stretch is a concern. Similarly, the middle and lower reaches of the river are subject to periodic and often devastating floods. The Orange River estuary is ranked as one of the most important wetland systems in Southern Africa but has experienced environmental degradation. This wetland system was re-designated as a Ramsar Site, but because of its threatened status it was placed on Montreux Record in 1995.

The effective management of the Orange-Senqu River Basin is, therefore, particularly complex, but is also vital to the regional economy. As a result, the riparian States prioritized this basin for the establishment of a Shared Watercourse Institution under the Southern African Development Community (SADC) Revised Protocol on Shared Watercourses.

## **2. The ORASECOM Agreement**

The Orange- Senqu River Commission (ORASECOM) was one of the first of the Shared Watercourses Institutions to be established in SADC. It is an advisory body, issuing recommendations to its Member States (The Parties) aimed at optimizing the development and management of the water resources of the Orange-Senqu River Basin for the benefit of all the people in the Parties.

The Agreement establishes Council as a technical advisor to the Parties on matters relating to the development, utilization, and conservation of the water resources in the River System. The Parties may also assign other functions pertaining to the development and utilization of water resources to the Commission. Article 5 of the Agreement empowers Council to take all measures to make recommendations on *inter alia*; water availability in the basin, equitable and reasonable sharing of water, studies on the development of the River System, the extent to which stakeholders should be involved in management of the system, the prevention of pollution and the control of aquatic weeds and plans for emergency situations.

All recommendations provided by Council to Parties must be contained in a report, signed by the leader of each delegation. These reports must also include estimates of the cost of implementing the

recommendation and may suggest how these costs may be apportioned between the Parties. Recommendations to Parties must therefore not only indicate what must be done, but also how it must be done.

### **3. The ORASECOM UNDP-GEF Project to support the Strategic Action Programme Implementation**

ORASECOM, with support from United Nation Development Programme (UNDP), managed to secure further financial support from Global Environmental Facility (GEF) to implement selected priority activities of Strategic Action Programme (SAP). The UNDP-GEF project titled, Support to the Orange-Senqu River Strategic Action Programme (SAP) Implementation, the project will be implemented by UNDP and executed by ORASECOM over a 5-year period.

The overall objective of the SAP Implementation project is the strengthening of joint management capacity for implementation of the basin-wide IWRM Plan and demonstrating environmental and socioeconomic benefits of ecosystem-based approach to water resources management through the implementation of SAP priority actions in the Orange-Senqu River basin.

ORASECOM supports the Government of Namibia to tackle issues around land degradation through the sustainable management of alien invasive species, *Prosopis*. This assistance is based on and is meant to learn from the lessons and experiences of the Working for Water Programme (South Africa) which was established in 1995 with the main objective of addressing the threat of invasive alien species.

### **4. Objectives**

ORASECOM secured funding from the United Nations Development Programme (UNDP) –Global Environment Facility (GEF) to tackle issues around land degradation through the sustainable management of alien invasive species, *Prosopis*. This consultancy, will deliver on the following objectives:

- i. Build capacity of identified beneficiaries on processing and marketing of *Prosopis* products which may include firewood, Charcoal, poles, droppers or animal feeds etc.
- ii. Facilitate securing of markets for selling of *Prosopis* products for the engaged harvesters and
- iii. Build institutional management capacity of the beneficiaries through mentorship programme

### **5. Scope of work**

The project has engaged various harvesters of *Prosopis* in the four pilot sites being Ai- Ais National Park, Dreihuk, Gibeon and Mariental. The engaged harvesters have limited knowledge with regards to processing and marketing of *Prosopis* products.

**Objective 1: Build capacity on processing and marketing of *Prosopis* products which may include firewood, Charcoal, poles, droppers or animal feeds**

This objective therefore seeks to build the capacity of the contractors to be able to process the biomass into various products and market them. Specific tasks will include, but are not limited to:

- i. Training on processing of products including value addition, packaging, branding, and pricing
- ii. Training on marketing strategies

**Objective 2: Facilitate securing of markets for selling of Prosopis products.**

This objective therefore seeks to support the contractor to ensure that reliable markets are secured for the selling of the products:

- i. Identify potential markets
- ii. Engage potential buyers.
- iii. Negotiate sales agreements on behalf of the beneficiaries.
- iv. Capacity building on negotiation skills.

**Objective 3: Build institutional management capacity through mentorship programme**

This objective seeks to support the development of /and build the capacity for a sustainable model for a viable business.

- i. Assist with establishment of business structure.
- ii. Develop financial planning tools including conditions enterprise viability, sustainability, and cash flow projections.
- iii. Develop business and operational plan.
- iv. Develop long term sustainability plan.

**6. Deliverables**

It is envisaged that this Consultancy will produce the following deliverables: -

- i. An Inception Report that contains a clearly defined programme of work and methodology to be used for the assignment associated budget.
- ii. Training manuals and reports for all capacity building activities
- iii. Comprehensive business and sustainability plan
- iv. Negotiated sales agreements to be signed by the harvesters
- v. Progress reports

**7. Time Schedule**

The Consultancy will be undertaken over a period of six (6) – 12 months from the commencement of the contract. The Consultant shall commence work not later than 2 weeks from the date of the notice to proceed. The Consultant must deploy necessary manpower, logistics and all other necessary items to complete the assignment within the stipulated time.

There shall be progress reports and meetings between the Client and Consultant during the implementation of the assignment. All reports shall be submitted as a draft and will receive

comments from ORASECOM. Where not defined otherwise, the Consultant is obliged to present the final version of any report not later than 2 weeks after receiving the ORASECOM's comments to the respective Draft Report.

## **8. Project Oversight and Management**

The consultant's team will work under direct supervision of the ORASECOM, Prosopis Project Steering Committee and MEFT Park officials.

## **9. Composition of the Team**

ORASECOM seeks the services of professional consultants that have skills, experience (minimum 5 years' experience in similar work) and expertise in the field of Primary Processing of Forestry products with a particular emphasis on Alien invasive species, Marketing and Financial management. ORASECOM encourages collaboration and formation of consortia amongst service providers.

Team composition

- Primary Processing of Forestry Specialist
- Marketing Specialist
- Financial Expert

## **10. Other Provisions**

### **10.1 Taxes**

ORASECOM shall not be liable for any taxes due to Tax Authority/ies in Namibia. The onus is on the Contractor to submit the tax returns and declare all income/monies received from ORASECOM to the tax Authority/ies in Namibia where applicable

### **10.2 Travel**

The Consultancy Team will be expected to conduct consultations with key role players on the subject matter of the assignment in Namibia. The Costs of the travel is to be covered under the financial proposal

## **11. Submission of the tender**

The bidder should submit a separate **Technical and Financial Proposals** clearly detailing total number of days to complete work and daily rates inclusive of all anticipated costs in **Namibia Dollars** during the period of assignment. **The term "all-inclusive" implies that all costs (professional fees, taxes, communications, consumables, VAT etc.) that could be incurred by the consultant in completing the assignment is already factored into the fees submitted in the financial proposal.** Travel and daily allowance costs should be identified separately in line with allocated consulting days. Electronic Technical and Financial proposals should be submitted with

a subject line clearly titled: **“CONSULTANCY SERVICES TO FACILITATE THE MARKETING AND SALES OF PROSOPIS PRODUCTS FOR /AI /AIS,DREIHUK, GIBEON AND MARIENTAL PILOT SITES”** through email to Mr Michael Ramaano [mike.ramaano@orasecom.org](mailto:mike.ramaano@orasecom.org) with a copy to [lusia.kalipi@orasecom.org](mailto:lusia.kalipi@orasecom.org) and [mike.ramaano@gmail.com](mailto:mike.ramaano@gmail.com) no later than **1600hrs on 8 June 2023**.

Request for clarifications should be **emailed** to the above contacts, no later than 1600hrs on **30 May 2023**.