

CONFIDENTIAL

Case Study on West Java Component of SASCI+ project

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Contents

I. General information	1
II. Tender requirements	5
1. Qualifications of proposed staff	5
1.1 Expert 1:	5
1.1.1 General qualifications	5
1.1.2 Experience in the region/knowledge of the country	5
1.1.3 Language skills:	5
1.2 Expert 2:	5
1.2.1 General qualifications	5
1.2.2 Experience in the region/knowledge of the country	5
1.2.3 Language skills:	5
2. Quantitative requirements	6
3. Conceptual	7
III. Requirements on the format of the tender	7

I. General information

1. Brief information on the project

The Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is an international cooperation enterprise for sustainable development with worldwide operations on behalf of the German Government.

The global program “Sustainability and Value Added in Agricultural Supply Chains” is part of the special initiative “Transformation of agricultural and food systems”. On behalf of the German Federal Ministry for Economic Cooperation and Development (BMZ), the program promotes the sustainability of selected agricultural supply chains in partner countries.

Agricultural commodities like coffee, cocoa, natural rubber, or palm oil play an important role for rural development in many developing and emerging countries where they form the basis for the life of millions of households. However, their production and processing are accompanied by numerous ecological, economic, and social challenges. Often supplied as unprocessed raw material into global supply chains, limited value is added

in producing countries. Many farming households are struggling to meet their basic needs and invest in sustainable production practices. Furthermore, coffee, cocoa, palm oil, and natural rubber are often perceived as drivers of deforestation and forest degradation. With consuming markets and multinational companies strengthening their efforts to eliminate deforestation and human rights abuses from the supply chain, the sustainability of raw material is becoming a precondition for market access.

To address these challenges the program implements the project “Sustainability and Value Added in Agricultural Supply Chains in Indonesia” (SASCI+). SASCI+ implements activities in the palm oil, natural rubber, cocoa and coffee supply chains in the provinces of West Kalimantan, East Kalimantan, Central Sulawesi, Lampung and West Java. By increasing the sustainable production of agricultural commodities and strengthening downstream processing and market linkages, the project aims to increase the farmers’ incomes, safeguard natural resources, and establish deforestation-free supply chains. SASCI+ follows a jurisdictional approach to align relevant stakeholders on shared objectives for sustainable production as a means for long-term market access and security of supply. SASCI+ is implemented from August 2020 to March 2028, together with the Indonesian Ministry of Agriculture, the political partner of the project.

2. Context

West Java, specifically the Java Preanger Region in the Kabupaten Bandung, is well known in the world market as a coffee producing region in Indonesia. The market of this commodity is driven by demand from local and foreign specialty buyers and wholesalers/retailers. A profound feature is the stringent standard requirements imposed on industry stakeholders along the value chain by buyers and international organizations. While there are numerous challenges in meeting international and corporate standards, compliance with such guidelines has its rewards, particularly with respect to premium prices which compliant coffee commands in the international market.

SASCI+ project aims to support 1,000 coffee farmers in West Java, most of whom work within the State Forest Area in improving their yields, increasing capacities to respond to climate change and implementing sustainable farming practices. The objective is to increase farmers’ incomes and close the gap towards a living income while ensuring sustainable and deforestation-free production. Additionally, the project aims to strengthen farmer-self organisation and the implementation of gender-sensitive sustainability concepts. In West Java, SASCI+ cooperates in an integrated development partnership with the private sector (iDPP) with PT IndoCafco (ICC), an Indonesian coffee trader and ECOM, its global parent company. Activities are jointly implemented between GIZ and private sector partner based on a cooperation agreement with a joint activity plan.

As the current intervention in West Java will come to an end in December 2025, deriving key lessons learned from project implementation is key. This is especially relevant in the context of supply chain stakeholders and governments preparing for legal market requirements on deforestation, such as the EUDR. The project site in West Java can serve as a key learning for facilitating market access for coffee farmers inside the State Forest Area.

The project is contracting a service provider to conduct qualitative research to derive key lessons learned on the project’s work streams of (1) improving yields and working towards closing the living income gap, (2) the strengthening of farmer organisations, and (3) the facilitation of market access via traceability, smallholder registration (eSTDB), and sustainability certification. The results shall be analysed and lessons

learned compiled in a case study and outreach materials that is accessible in content and context for both national and local governments as well as the international stakeholder community. The focus of the analysis should be on (1) the project's contribution to national policy priorities and their potential to improve smallholder welfare, and (2) on benefits and limitations of EUDR compliance for coffee grown in State Forest Area/under forests.

3. **GIZ shall hire the contractor for the anticipated contract term**, from 15 August 2025 to 15 February 2026.

The work described in Section 4 shall be provided until **15 November 2025**.

4. **The contractor shall provide the following work:**

Output 1: Kick of meeting and preparation of research plan

- Take part in a kick-off meeting with GIZ and ICC to align on expectations and clarify tasks as well as to obtain an overview on the project and key stakeholders.
- Review existing documentation, monitoring data, reports and knowledge products on the project.
- The research should follow the thematic logic of the project's concept and consist of information on the 3 main result areas:
 - (1) *Support coffee farmers towards obtaining a living income* (incl. agricultural practices for increased yields).
 - (2) *Strengthening coffee farmer organizations*.
 - (3) *Ensuring deforestation-free and legal coffee production*.
- Propose key research questions based on priorities of GIZ, ICC, and government partners and consult with GIZ and ICC.
- Develop a plan for field research and KII (key informant interviews)/FGD (Focus Group Discussions) to be conducted, incl. institutions/names of stakeholders to be consulted. Stakeholders shall cover GIZ (~1 KII), private sector partner (~1-2 KIIs), government partners (national, provincial, and district level; ~3-4 KIIs), service providers (~2-3 KIIs), farmer representatives (~5-6 KIIs/FGDs).
- Develop a concept for knowledge products (covering type of product, respective content/target audience/number of pages or slides/used language) that will be developed to facilitate efficient dissemination of learnings and knowledge; containing but not limited to:
 - case study report,
 - case study slide deck,
 - key learnings brochure/fact sheet/one pager,
 - recommendations for potential follow-up phase.
- The overall target audience for the knowledge products shall consist of local and national government partners, private sector institutions, and other development agencies (govt/non-govt).
- The research plan and concept for knowledge products shall be submitted to GIZ prior to initiating field research and expert interviews.

Output 2: Field research, expert interviews, and data analysis

- Conduct data analysis, field research and KII/FGDs in Bandung district, in Jakarta, and online (if applicable).
- The research on the project's interventions in the 3 result areas should follow but not be limited to questions on:
 - Main progress or regress on KPIs in the 3 result areas and underlying factors that influenced results (e.g. yield, price, quality, market access,

- investments, ...) using quantitative monitoring data (as available) and KII/FGDs with farmers/stakeholders.
- Main challenges due to field conditions, gaps in capacities, access to services and resources, limitations/challenges due to regulatory framework or economic viability and approaches the project has successfully applied to overcome them.
- Evaluation of the project's interventions and approaches by partners and by beneficiaries, including their (perceived) effectiveness in achieving the set goals of the project as well as partner/beneficiaries.
- Inputs from stakeholders on their learnings / take-aways from participating in the project, own next steps and recommendations for further support from development partners and private sector.
- Findings on the 3 result areas should then be put in relation to:
 - their alignment with current Indonesian policy and development priorities and their potential to contribute to smallholder welfare and long-term, sustainable production of agricultural commodities.
 - learnings to support EUDR compliance of supply chain actors with a focus to smallholder inclusion and growing commodities in state forest land (e.g. covering regulatory limitations, cost-benefit analysis of compliance in forest lands vs. other export destinations or the local market and of legality and deforestation monitoring).

Output 3: Compilation of products and recommendations

- Based on results of field research and the concept for knowledge products developed in Output 1, compile set of knowledge products focussing on:
 - Key learnings for the implementation of Indonesian policy and development priorities.
 - Key learnings and showcasing of case study for practical support to smallholder inclusion when preparing for EUDR compliance.
 - Recommendations for future interventions.
 - All knowledge products should be formulated as concise as possible, with language and narrative adapted to the respective target audience.
 - As much as possible and appropriate, the knowledge products should make use of graphics and photographs to convey key messages.
 - In addition to knowledge products, compile a set of recommendations to GIZ and private sector partners for future interventions in line with supporting Indonesian policy and development priorities and concrete on-the-ground needs of government partners and coffee smallholder farmers and their organisations/institutions.
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- The contractor is responsible for selecting, preparing, and steering the experts assigned to perform the advisory tasks.
 - The contractor provides equipment, software, and supplies (consumables) and assumes the associated operating and administrative costs.
 - The contractor manages costs and expenditures, accounting processes and invoicing in line with the requirements of GIZ.
 - The contractor submits the following reports:
 - Inception report, covering research plan and concept for knowledge products (2-3 pages)
 - Post field research briefing (max 5 pages)
 - Final research results in form of knowledge products and recommendation report

Milestones/partial works	Date	Criteria for acceptance
Output 1: Kick of meeting and preparation	3 weeks after contract start	Inception report, covering research plan and concept for knowledge products (2-3 pages)
Output 2: Field research and expert interviews	8 weeks after contract start	Post field research briefing (max 5 pages)
Output 3: Compilation of products and recommendations	12 weeks after contract start	Final research results in form of knowledge products and recommendation report

Payments to the contractor will be made once each of the above milestones are achieved and approved.

II. Tender requirements

1. Qualifications of proposed staff

The tenderer is required to propose personnel for the positions specified here and described with respect to the areas of responsibility and qualifications on the basis of relevant CVs.

The below specified qualifications represent the requirements to reach the maximum number of points in the technical assessment.

1.1 Expert 1 (Team Leader)

1.1.1 General qualifications

- Education: Master's degree in Agriculture, Forestry, Development Studies, or similar related field
- Professional experience: 10 years of experience in sustainable agriculture, 5 years of experience in the coffee sector with a focus on smallhold empowerment, 2 years of experience in communications and knowledge management

1.1.2 Experience in the region/knowledge of the country: 10 years of experience in Indonesia, 3 years of experience in West Java Province

1.1.3 Language skills: Fluency in Bahasa Indonesia (C2) and English (C1)

1.2 Expert 2

1.2.1 General qualifications

- Education: Master's degree in Agronomics, Economy, Statistics, or similar related field
- Professional experience: 5 years of experience in sustainable agriculture 2 years of experience in data analysis

1.2.2 Experience in the region/knowledge of the country: 5 years of experience in Indonesia

1.2.3 Language skills: business fluency in Bahasa Indonesia (C2) and English (C1)

2. Quantitative requirements

Sustainability aspects for travel

GIZ is required to reduce greenhouse gas emissions (CO₂ emissions) caused by travel. When preparing your tender, please incorporate options for reducing emissions, such as selecting the lowest-emission booking class (economy) and using means of transport, airlines and flight routes with a higher CO₂ efficiency. For short distances, travel by train (second class) or e-mobility should be the preferred option.

Fee days	Number of experts	Number of days per expert	Comments
Output 1: Kick of meeting and preparation	2	3	lump sum/output based
Output 2: Field research and expert interviews	2	15	lump sum output based
Output 3: Compilation of products and recommendations	2	12	lump sum/output based
Travel expenses	Number of experts	Number of days/nights per experts	Comments
Per-diem allowance in West Java	2	10	
Overnight allowance in West Java	2	10	
Transport (train, car)			Lumpsum for train tickets and local transport
Other costs	Quantity	Price	Comments
Flexible remuneration	1	IDR 33.850.000	Foreseen for flexible remuneration. Please take this budget into account in your price schedule. Use of the flexible remuneration item requires prior written approval from GIZ.
Sub-contracts If needed, the contractor may make use of subcontracted support services.	1	IDR 7.500.000	Maximum budget. The budget contains the following costs: <ul style="list-style-type: none"> Field facilitator Graphic design/ layout

Since the contract to be concluded is a contract for works (**based on output**), you should offer your services at a fixed lump sum price, which provides an itemised breakdown of all the relevant costs (fees, travel costs, etc.). The specification of inputs above should provide guidance in this respect. The assessment of the financial bid is based on the lump sum price tendered, which must be realistic for the services to be rendered. In the contract itself, the budgets will be contractually agreed as maximum amounts.

3. Conceptual

The tender should indicate how the services outlined in Section I.4 (Tasks) are to be provided. Reference should be made to the following criteria:

- 3.1 Initial understanding of context and prevalent challenges for smallholder coffee farmers in West Java, especially in relation to the project's activities outlined above
- 3.2 Understanding of current Indonesian policy framework and international (market) regulation, against which the knowledge products should be contextualised
- 3.3 Strategy for knowledge gathering, evaluation of activities, and initial concept for compilation of knowledge products
- 3.4 Clear outline of steps undertaken to deliver the work

III. Requirements on the format of the tender

The CVs submitted for each expert must clearly show the position and job the proposed person held in the reference project and for how long. The concept (Section II.3) should not exceed ten pages. If one of the maximum page lengths is exceeded, the content appearing after the cut-off point will not be included in the assessment. External content (e.g. links to websites) will also not be considered).

As the contract to be concluded is a contract for works, please offer a fixed lump sum price that covers all relevant costs (fees, travel costs etc.). The specifications for pricing are defined in the price schedule.
