

EXPRESSION OF INTEREST

CONSULTANCY FOR GAP AND GROUP DYNAMICS TRAINING FOR FARMERS UNDER SPICES FOR GREEN JOBS (SGJ) PROJECT

CONSULTANCY FIRMS REQUIRED

BACKGROUND AND OBJECTIVES

GIZ has been commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ) to implement the Special Initiative "Decent Work for a Just Transition, which operates under the brand 'Invest for Jobs'. The objective is to promote job-creation and growth of enterprises in Ghana. Invest for Jobs works in three areas of intervention: 'Business & Invest', 'Cluster approach' and 'Ghanaian SME (Mittelstand)'. Under the 'Business & Invest', it promotes sustainable investments from German and European companies and investors; the 'Cluster approach' aims to increase the economic attractiveness of business locations and industries; intervenes to support industrial parks, improves export opportunities and addresses various obstacles to investment. The 'Ghanaian SME (Mittelstand)' promotes the SME sector, by improving the business environment and enhancing competitiveness, by promoting advisory and (innovative) financial services for SME and boosting cooperation between German and African companies.

Rationale for the Assignment

With this assignment, GIZ and its partner seek to strengthen farmers engaged in the chilli pepper and ginger value chains by organizing them into cooperatives. This approach will facilitate the exchange of knowledge and experiences among farmers, enhance their bargaining power, and empower them to manage their farming enterprises more effectively.

As part of the intervention, farmers will receive training through the Farmer Business School (FBS) methodology to strengthen their business and entrepreneurial skills. The training will enable farmers to maintain accurate farm records, calculate gross margins, and make informed decisions to improve the profitability and sustainability of their enterprises.

In addition, the project will provide training in organic agriculture and certification, irrigation management, traceability systems, post-harvest handling, occupational safety and health (OSH), climate-smart agriculture, and Good Agricultural Practices (GAP). These interventions are aimed at improving productivity and product quality, enhancing compliance with market requirements, creating employment opportunities, and increasing the incomes and resilience of participating farmers.

To achieve these objectives, GIZ Ghana seeks to engage a qualified consultancy firm with the requisite technical expertise and proven experience to design and deliver the required training, coaching, and capacity-building activities under the project.

Area of Assignment: Ahafo Region

Duration: This specific assignment is expected to take place within 12 months between **26th October 2026 to 30th November 2027**

The Contractor will be responsible for the following services:

- Baseline Survey of Beneficiaries
- Post Harvest and Quality Food Control Training for Farmers
- Good Agricultural Practices
- Irrigation management and Climate Smart Agriculture for Farmers
- Group Dynamics Training and Farmer Business School for Farmers
- Social Protection Schemes and Occupational Health and Safety (OSH) for Farmers
- Organic Farming and Certification

EXPERIENCE AND QUALIFICATION OF THE CONSULTANCY FIRM

The firm should have relevant professional experience in the subject area and proof of similar assignments. Key requirements include:

- A minimum of 5 years of experience is required in conducting community-based assignments or programs related to Farmer Business School training and providing Extension support to farmers.
- A minimum of 5 years of experience is required in conducting community-based assignments or programs in Group Dynamics training and providing Enterprise Development support to farmers
- A minimum of 5 years of professional experience is required in at least one of the following areas: conducting Post-Harvest, Good Agronomic Practices (GAP), Irrigation management and Climate Smart, Occupational Health and Safety (OHS), and Food Safety training for farmers, along with experiences in similar assignments.
- Proven facilitation skills, with experience working with a wide range of stakeholders, including local communities, farmer groups, and non-governmental organizations.

The team should have the following qualifications:

- The Team Leader should have a minimum of a postgraduate (Master's) degree in Agronomy, Agricultural Economics, Agribusiness, Agricultural Extension, Postharvest Technology, Agriculture, Agricultural Technology or Engineering, Crop Science, or related fields.

The key experts assigned to the consultancy team should possess, at a minimum, a Bachelor's degree in Agricultural Science, Agricultural Business, Agricultural Extension, Post-Harvest Technology, Crop Science, Agronomy, Horticulture, or a related field

How to apply

a. Commercial Qualification

Please send the following documents:

- Official letter expressing interest (LoI)
 - Company profile
 - Tax Clearance Certificate
 - Business Registration Certificate
 - Declaration of Business Ownership by General Manager (Inclusion of Form A for Sole Proprietorship or Form 3 for Limited Liability)
 - VAT Registration Certificate
 - SSNIT Clearance Certificate
 - other relevant supporting documents
- #### b. Technical Proposal & CV/portfolio of the consultants (indicating the relevant experience and qualifications)
- #### c. Financial Proposal

PLEASE NOTE: THE CURRENCY OF YOUR OFFER SHOULD BE IN GHANA CEDIS ALL PROSPECTIVE BIDDERS ARE REQUIRED TO PERFORM THEIR TAX OBLIGATIONS IN GHANA.

NOTE: Kindly Visit the link below for Terms of Reference and other documents to be used in preparing your Technical and Financial Proposals

<https://www.giz.de/en/regions/africa/ghana/tenders>

Tender documents should be named according to the above in their respective folders (A- Commercial Qualification, B- Technical Proposal & CV/portfolio, and C- Financial Proposal) and put into separate folders and all 3 into a Zip folder named as:

"7000024474/ G-011454-005 / GAP and Group Dynamics Training."

This tender will be accepted **ONLY** via email (gh_quotation@giz.de)

- **Please note that failure to comply with the above instructions, as well as submission to other e-mail addresses than the one mentioned, will lead to the disqualification of the bid.**

Bidding Conditions to all Bidders

- The deadline for submission is **12.10.2026 until 11:59 PM.**
- GIZ is not responsible for the failure of electronic delivery of e-mail messages to the address provided, whether due to technological problems on the part of GIZ or the applicant.
- This invitation to tender does not bind GIZ in any way. The contractual obligation of GIZ only begins with the signing of the contract with the successful bidder. Until the contract is signed, GIZ may either abandon or cancel the award procedure, without the candidates or bidders being entitled to claim any compensation.
- All costs associated with the preparation and submission of bidders are to be borne by the bidders and cannot be reimbursed.
- Financial bids should be valid for a period of three months from the date of submission.
- Please consider your bid unsuccessful if you do not hear from us after four weeks from the deadline of submission.

"Please note that participating in a tendering process of GIZ is free of charge for bidders.

At no phase of the process is the bidder required to make any payment to GIZ or to one of its employees.

Kindly Note by sending in your offer, you are agreeing to the GIZ General Terms and giving us the consent to process your company data.

ONLY SHORTLISTED FIRMS WILL BE CONTACTED