

Terms of Reference

**For Technical Assistance on Agricultural Water Conservation in the Area of Bousalem, Jendouba,
Medjerda Basin, Tunisia**

**In the framework of the
“Smart Agro-Irrigation for Water Efficiency and Sustainability in Medjerda Basin” project**

**Funded by
CROWN HOLDINGS, INC**

1. Description of the Assignment

The objective of the assignment is for the Successful Participant to provide technical assistance to GWP-Med on the implementation of the project by identifying its specificities in the field and by providing the necessary information for both technical and administrative procedures.

The two (2) main objectives of the project are:

- The conservation of 30,000 m³/y – compared to a baseline irrigation water consumption
- Provide evidence that water conservation measures in the Medjerda Basin can have a positive impact on the quantity of water which is distributed to Tunis.

The project will be implemented by GWP-Med, in collaboration with the local / regional / national Authorities, in the area of Bousalem, Jendouba, Medjerda Basin, Tunisia.

2. Tasks – Requested services

The tasks envisaged to be undertaken as part of this work package consist of:

A. Technical Component – the Successful Participant will:

- i. Collaborate with the local authorities and support the project team, and especially the local team

in Tunisia, towards the identification and selection of potentially eligible farmers and suitable plots for the installation of smart irrigation systems. The identification and selection process should consider various factors in a multi-criteria analysis format, including crop types, soil composition, irrigation methods, plot distribution and size, ownership of the land, accessibility, and many more. The Successful Consultant needs to consider the respective budget constraints which will be presented and described by the GWP-Med Team.

Note: Indicatively, the Successful Participant will collaborate with:

- The General Directorate of Rural Engineering and Water Exploitation (DGGREE)
- The Regional Commissariat for Agricultural Development (CRDA Jendouba)
- The Water Users Association (GDA) of Boussalem in Jendouba
- The Territorial Unit of Extension Services (CTV)
- The Regional Department of Irrigated Perimeters Exploitation (EPI)
- The Regional Union of Agriculture and Fisheries (URAP)
- The National and/or Regional Agricultural Land Agency (AFA)
- The National Agronomic Institute of Tunisia (INAT)

ii. Calculate the baseline water consumption at the selected project farms in the area of implementation against which the water conservation will be measured.

iii. Provide the technical specifications for GWP-Med to produce the necessary procurement documents regarding the supply and installation of the necessary smart irrigation equipment to conserve minimum volume of 30,000 m³/y, in compliance with the donor's request and according to the constraints of the available budget.

iv. Help GWP-Med to identify potential candidates for the supply and installation of the equipment to be procured under point "A.iii" of the assignment.

v. Oversee the delivery and installation of the equipment which is to be procured under point "A.iii" of the assignment.

Note: If part or the totality of the supplied equipment encounters malfunctions or measurement errors, the Successful Participant will promptly notify the GWP-Med team and actively support them in engaging with the supplier to address the issue.

vi. Provide irrigation guidance to farmers using suitable communication methods (e.g., phone calls and / or SMS), while conducting crop-specific modelling for selected plots and generating irrigation alerts and instructions for farmers throughout the project duration. The Successful Consultant will be responsible for acquiring and processing data from the measurement equipment which will be installed and according to the platform provided by the supplier of the equipment.

Note: The equipment to be installed by the project will be located in an area surrounding the agrometeorological station installed in Boussalem by the National Agronomic Institute of Tunisia (INAT). To this end, the Successful Participant will assist GWP-Med in obtaining a letter of support from INAT, certifying that it authorizes GWP-Med to integrate its agrometeorological station into the project activities in order to meet the project needs.

vii. Contribute to the assessment of the water conservation impact (in m³/y) of the smart irrigation systems to be installed in the selected farms / plots.

B. Administrative Component – the Successful Participant will:

- i. Identify the beneficiaries, both farmers and authorities, who will receive the equipment which will be installed as a donation after the installation of the said equipment.
- ii. Support GWP-Med with the development of the respective Memorandum of Understanding documents as well as the respective donation documents for the equipment to be installed, with the respective beneficiaries.

Note: For context, the maintenance of the equipment and the monitoring of the project's impact are expected to continue for ten (10) years following the project's completion. This may be taken into account when undertaking services (i) and (ii), particularly in relation to the identification of beneficiaries and the preparation of relevant documentation.

C. Training / Capacity Building Component – the Successful Participant will:

- i. Provide training, support and advisory services to farmers, aiming to ensure the success of the project and enable farmers to fully integrate the technology, thereby securing the sustainability of the project and its potential for future replication and scaling-up. Specifically, the Successful Participant will:
 - Organize essential training sessions for and meetings with farmers to:
 - Comprehend the objectives and the significance of the project.
 - Interpret and apply recommendations available on the platform provided by the supplier.
 - Implement measures in alignment with received recommendations.
 - Understand equipment maintenance and preventive practices.
 - Update/expand the project in forthcoming agricultural seasons.
 - Provide ongoing support through scheduled field visits to:
 - Ensure proper equipment installation and utilization.
 - Aid in interpreting results effectively.
 - Assist in devising more efficient irrigation plans.
 - Offer localized assistance during the agricultural cycle.
- ii. Provide tailored training, support and advisory services to institutional actors from local, regional and national levels: To ensure institutional alignment, technical capacity, and long-term sustainability of the smart irrigation initiative, the Successful Participant shall design and deliver a comprehensive capacity-building program targeting the key institutional stakeholders.
 - Identify relevant institutional actors involved in water resource management at local, regional, and national levels in collaboration with CRDA Jendouba.
 - Design training materials that match the specific roles and responsibilities of each stakeholder group.
 - Organize and facilitate the training and the workshops and the field demonstrations (information days).

D. Reporting Component – the Successful Participant will:

- i. Compile an activity completion report, evaluating the achieved benefits resulting from the activity, specifically focusing on water conservation and its relation to the water availability of Tunis.
- ii. Assist with the reporting GWP-Med must prepare during the project period by providing the necessary information and material.

Assignment Outputs

The assignment will facilitate smooth and efficient management of the project, and it will provide evidence of its impact for the donor

3. Reporting, Deliverables and Milestones

The Successful Consultant(s) will provide the following deliverables, which are directly related to the tasks outlined in detail under Section 1.2, based on the below timeline. All deliverables should be submitted in English.

Task	Deliverables	Deadline
1	Selection of the most suitable farms for the implementation of the project. <u>Deliverable #01:</u> Brief report	One (1) month after signing the Contract
2	Technical specifications of the required equipment and assisting GWP-Med to produce the respective procurement documents. <u>Deliverable #02:</u> Report	One (1) month after signing the Contract
3	Calculation of baseline water consumption by the selected farmers. <u>Deliverable #03:</u> Brief report	One (1) month after signing the Contract
4	Development of the respective Memorandum of Understandings (MoUs) with the selected beneficiaries (farmers and authorities). <u>Deliverable #04:</u> Finalized MoU documents	One (1) month after signing the Contract
5	Supervision of the installation of the equipment which is to be supplied and installed. <u>Deliverable #05:</u> Good Delivery Note	Five (5) months after signing the Contract
6	Support the donation of the equipment to the selected beneficiaries (farmers and authorities). <u>Deliverable #06:</u> Finalized Donation Documents	Eight (8) months after signing the Contract
7	Four (4) Training sessions and Information Days to support and assist farmers and local stakeholders <u>Deliverable #07:</u> Four (4) brief reports	Twelve (12) months after signing the Contract
8	One (1) multi-stakeholder Workshop to conclude technical activities <u>Deliverable #08:</u> Co-organize and conclude event	Twelve (12) months after signing the Contract
9	Monitoring of the project's impact up to its conclusion.	

	<p><u>Deliverable #09:</u> Preliminary report on the implemented activities (including monitoring and evaluation of the project's impact)</p> <p><u>Deliverable #10:</u> Final report on the implemented activities (including monitoring and evaluation of the project's impact)</p>	<p>Seventeen (17) months after signing the Contract</p> <p>Twenty-two (22) months after signing the Contract</p>
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This tender is not divided into lots, and tenders must be for the study / report indicated.

Health and Safety Precautions

Responsibility for all aspects concerning health and safety issues for the duration of this project is vested entirely in the Successful Participant entrusted with the assignment, who will exercise all control over operations, materials, employees, and all other factors respecting health and safety norms.

Reporting Line

The Successful Participant will work under the direct supervision of / and communicate directly with Dr. Sondos Njoumi, GWP-Med Programme Officer in Tunis Office.

Coordination meetings between the Consultant and the Project Team shall be scheduled on a monthly basis to effectively monitor the progress pertaining to the workplan.

Questions must be addressed in writing.

Monitoring and Progress Controls

Sondos Njoumi, GWP-Med Programme Officer in Tunis Office, Mr. Charalampos Lappas, Programme Officer at GWP-Med in Athens Office and Dr. Nikos Skondras, Senior Programme Officer at GWP-Med in Athens Office and Dr. Anthi Brouma Deputy Coordinator at GWP-Med in Athens Office, will be providing oversight and guidance from the side of the Project Team.

Job Completion

Services will be rendered and will be considered completed upon approval of the deliverables by the Project Manager and the GWP-MED Executive Secretary.

Confidentiality

All information supplied by GWP-Med in connection with this tender to date, and any further information supplied during the tender process shall be regarded as confidential and must not be shared with any other organization without written permission of GWP-Med.

2.6. Terms and Conditions – Language

The language of this procedure, the tender documents and the offers is English. Any documentation (certificates, etc.) submitted in any other language should be accompanied by a translation in English, certified by a lawyer or public authority. Exception: National Registration documents may be submitted in French.

4. Payment modalities

The schedule of payments is as follows:

- 10% of contract value upon successful completion of Deliverable #01
- 20% of contract value upon successful completion of Deliverables #02 – #04
- 25% of contract value upon successful completion of Deliverables #05 – #08
- 20% of contract value upon successful completion of Deliverable #09
- 25% of contract value upon successful completion of Deliverable #10

Each payment will be issued after the quality assessment and approval of each deliverable by the Contracting Authority. Then, the Successful Participant will issue the respective invoices.

5. Contract price and duration.

The maximum fee for this assignment is **41.000 €***, including VAT. This amount includes all other costs, income taxes, traveling to the pilot area (Bousalem, Jendouba, Medjerda Basin, Tunisia), and any other amount payable or cost that may be required for the completion of the work/service, including the implementation of the four (4) training sessions.

The total service duration amounts approximately to 25 months of work – Starting on the 1st of December 2025 and up to the 31st of December 2027.

*In case of freelancer 20% of the amount invoiced will be withheld and forwarded to the Greek tax authorities unless the freelancer provides a signed Avoid double taxation Agreement (in case there is a double taxation treaty between the two countries) or a certification of his tax registration at the taxation authority (in case there is not a double taxation treaty between the two countries)

6. Disqualification criteria ON/OFF

For details on the ON/OFF disqualification please refer to the Call for Offers.

7. Selection Criteria (pass / fail)

The scope of work requires a skilled expert with previous experience in activities similar to those described in the present assignment.

The Successful participant (Natural or Legal Person or Entity) should possess a holistic understanding of the WEFE Nexus and specialized expertise in each component — smart irrigation, photovoltaics, and piezometers — to effectively contribute to sustainable agricultural practices. Successful Applicants must:

- i. Possess an engineering Diploma or a Master's degree in agronomic sciences, rural engineering, or a related discipline of equal standing.
- ii. Be enrolled in one of the official professional or trade registries in Tunisia
- iii. Have minimum experience of ten (10) years on similar projects, involving the creation of optimization models for efficient irrigation water usage, encompassing tasks like estimating water requirements and monitoring agricultural season progression.
- iv. Have minimum experience of five (5) years on On-Site Supervision / Inspection in sectors related to the current project.

- v. Have minimum of two (2) projects directly related to smart irrigation and support to farmers.
- vi. Have expertise in WEFE Nexus: Comprehensive understanding of the interconnections between water, energy, food, and ecosystems in agricultural systems proven through:
 - a) Smart Irrigation Proficiency: At least two (2) projects and advanced knowledge in implementing smart irrigation techniques aimed at optimizing water usage in agricultural contexts.
 - b) Photovoltaics Competence: At least two (2) projects and expertise in utilizing photovoltaic systems for energy generation, particularly in agriculture.
 - c) Piezometer Mastery: At least two (2) projects and demonstrated skill in implementing and managing piezometers, showcasing a deep understanding of groundwater measurement and management.
- vii. Be Proficient in French and Arabic. A strong command of English is advantageous.

For the evaluation of the above ON/OFF Criteria, the applicant must submit:

- Their CV – providing a description of the Participant submitting the Offer, its legal mandates/authorized business activities, the year and country of incorporation, types of activities undertaken, etc.
- Their registration certificates, as stated in point "ii".
- A "Note of Understanding" – a 3-pages (max) note describing the description of the work that is to be performed and the methodology that is to be adopted.
- For points iii, iv, v and vi the Participant should provide a list of projects/assignments providing the following details for each one of them:

Title of Project / Assignment	
Date & Duration of the Project / Assignment	
Geographical area of intervention	
Contents of intervention (mention briefly key elements like type of works and key metrics)	
Cost of the Project / Assignment	
Funder and End Client (if different), contact details for reference cross checking* <ul style="list-style-type: none"> • Name of the client • Email of the client 	
<small>* The participants provide consent to the Contracting Authority to contact the listed clients. In case of confidentiality, please indicate</small>	

8. Evaluation Process and Awarding Criterion

The Most Economically Advantageous offer with criterion the lowest price for the offers satisfying the selection criteria.

9. Additional Information

The context of the project may be enriched with other components. This is the reason the applicants should demonstrate the WEFE Nexus competences requested in the evaluation criteria.