

REQUEST FOR PROPOSAL (RFP)

Issued by:
The Global Alliance for Improved
Nutrition (GAIN)

Procurement of Fruit Tree Seedlings

TIMELINES

ACTIVITIES	DATE OF SUBMISSION
Release of Request for Proposal:	March 10 th , 2025
Proposal Submission Deadline:	March 21 th , 2025
Contract Award and Notification:	March 28 th , 2025
Nursery Setup Completed:	April 25 th , 2025
Seedlings Delivered:	July 24 th , 2025
24 Month Follow-Up:	October 2 nd , 2027
Final Report Submission:	October 2 nd , 2027

About GAIN

The Global Alliance for Improved Nutrition (GAIN) is a Swiss-based foundation launched at the UN in 2002 to tackle the human suffering caused by malnutrition. Working with both governments and businesses, we aim to transform food systems so that they deliver more nutritious food for all people.

At GAIN, we believe that everyone in the world should have access to nutritious and safe food. We work to understand and deliver specific solutions to the daily challenge of food insecurity faced by poor people. By understanding that there is no “one-size-fits-all” model, we develop alliances and build tailored programmes, using a variety of flexible models and approaches.

We build alliances between governments, local and global businesses, and civil society to deliver sustainable improvements at scale. We are part of a global network of partners working together to create sustainable solutions to malnutrition. Through alliances, we provide technical, financial and policy support to key participants in the food system. We use specific learning, evidence of impact, and results of projects and programmes to shape and influence the actions of others.

Headquartered in Geneva, Switzerland, GAIN has representative offices in Denmark, The Netherlands, the United Kingdom, and the United States. In addition, we have country offices in Bangladesh, Ethiopia, India, Indonesia, Kenya, Mozambique, Nigeria, Pakistan, and Tanzania. Programmes and projects are carried out in a variety of other countries, particularly in Africa and Asia.

About this Consultancy

We are seeking proposals from qualified companies to supply and deliver 300,000 fruit seedlings to households in Rusizi, Nyamasheke, Karongi, Rutsiro, and Nyabihu districts, in line with MINAGRI’s Five Fruit Tree Campaign, aimed at improving food security, nutrition, and the local economy. Each household will receive five seedlings.

Increasing local fruit tree production is an essential strategy to address gaps in national nutrition and economic statistics. By encouraging fruit cultivation at the household level, we aim to improve dietary diversity, reduce malnutrition, and enhance food security. Fruits like mangoes, avocados, and bananas are rich in essential vitamins, supporting better health outcomes, especially for children and women. Additionally, local fruit farming creates income opportunities for smallholder farmers and promotes environmental sustainability.

Scope of Work and Deliverables

The supplier will be responsible for the following tasks:

1. **Establish and maintain a tree Nursery to produce seedlings:**

- Establishment and management of nurseries capable of producing the at least 300,000 seedlings according to agreed specifications.
 - Ensure that the seedlings are nurtured and protected from pests and diseases.
 - Implement regular monitoring and adjustments to irrigation, soil conditions, and nutrition to support optimal growth.
 - Replace any unhealthy seedlings to ensure a high survival rate.
- 2. Seedling Delivery to approximately 60,000 households across five Western Districts:**
- Transport, deliver and plant five high-quality, disease-free fruit tree seedlings for 60,000 households in Rusizi, Nyamasheke, Karongi, Rutsiro, and Nyabihu districts.
 - Varieties should include, but not be limited to, mango, avocado, orange, guava, sour-sop, jackfruit, passion fruit, and banana, depending on local demand and climate suitability.
 - Seedlings should be well-established and ready for planting (at least 6-12 months old).
- 3. 24-Month Follow-Up and Support:**
- Provide technical assistance and guidance on planting, spacing, and care for the seedlings.
 - Conduct site visits and regular follow-ups to ensure proper growth, disease management, and yield.
 - Monitor the performance of planted seedlings and provide recommendations for further improvements.
 - Implement a system for reporting and addressing any challenges related to seedling growth.
 - Ensure replacement of underperforming or unhealthy seedlings during the follow-up period.
- 4. Training and Capacity Building:**
- Provide training for households on best practices for growing, maintaining, and harvesting fruit trees.

TIMEFRAME

The supply company is expected to deliver the seedlings by September 2025. Then the 24-month follow up and support will be provided to households until September 2027.

REQUIREMENTS & QUALIFICATIONS

The supplier or consortium must demonstrate:

- A proven track record of at least 3-5 years in procuring, supplying, and managing fruit tree nurseries or related agricultural products.
- Strong expertise in plant nursery management, especially with fruit trees, and knowledge of local conditions.
- Experience working with local communities and providing follow-up support to ensure successful cultivation and production.
- Capacity to provide technical support, including staff with experience in fruit tree management and pest control.
- The ability to deliver high-quality seedlings that meet the required specifications.
- Proven strategies and methodologies in place for ensuring a high survival rate of seedlings, including proper handling, transportation, and planting techniques.
- A demonstrated capacity for ongoing monitoring and replacement of unhealthy seedlings, with a system for identifying and addressing issues promptly to guarantee optimal growth and survival.

INSTRUCTIONS FOR SUBMISSION

This section addresses the process for responding to this solicitation. Applicants are encouraged to review this prior to completing their responses.

CONTACT

Proposals should be sent to rwanda@gainhealth.org and rfp@gainhealth.org with subject line: Procurement of Fruit Tree Seedlings – Rwanda

SUBMISSION

Interested companies should submit the following:

- A detailed proposal, including a methodology for nursery establishment, seedling procurement, and 24-month follow-up.
- A timeline for the delivery of seedlings and the implementation of follow-up activities.
- A budget breakdown outlining costs for seedling procurement, nursery management, training, and follow-up support.
- A company profile, including previous experience with similar projects.
- At least two references from past projects or clients.

UNACCEPTABLE

The following proposals will automatically not be considered or accepted:

- Proposals that are received after the RFP deadline.
- Proposals received by fax.
- Incomplete proposals.
- Proposals that are not signed.

ACCEPTANCE

GAIN will not necessarily accept the lowest cost or any of the Proposals submitted. Accordingly, eligibility requirements, evaluation criteria and mandatory requirements shall govern the process.

COMPLETION

- In case of errors in calculating overall costs, the unit costs will govern the process.
- It is the applicant's responsibility to understand the requirements and instructions specified by GAIN. If clarification is necessary, applicants are advised to contact the responsible person at GAIN under section II. point 1., prior to making their submission.
- While GAIN has used considerable efforts to ensure an accurate representation in this Request for Proposal (RFP), the information contained in this RFP is supplied solely as a guideline. The information is not warranted to be accurate by GAIN. Nothing in this RFP is intended to relieve applicants from forming their own opinions and conclusions with respect to the matters addressed in this RFP.
- By responding to this RFP, the applicant confirms its understanding that failing to comply with any of the RFP conditions may result in the disqualification of their submission.

RIGHTS OF REJECTION

GAIN reserves the right to reject any or all submissions or to cancel or withdraw this RFP for any reason and at its sole discretion without incurring any cost or liability for costs or damages incurred by any applicant, including, without limitation, any expenses incurred in the preparation of the submission. The applicant acknowledges and agrees that GAIN will not indemnify the applicant for any costs, expenses, payments or damages directly or indirectly linked to the preparation of the submission.

REFERENCES

GAIN reserves the right, before awarding the Proposal, to require the applicant to submit such evidence of qualifications as it may deem necessary, and will consider evidence concerning the financial, technical and other qualifications and abilities of the applicant.

RELEASE OF INFORMATION

After awarding the Proposal and upon written request to GAIN, only the following information will be released:

- Name of the successful applicant.
- The applicant's own individual ranking.

TERMS AND CONDITIONS OF THIS SOLICITATION

1. NOTICE OF NON-BINDING SOLICITATION

GAIN reserves the right to reject any and all bids received in response to this solicitation and is in no way bound to accept any proposal. GAIN additionally reserves the right to negotiate the substance of the successful applicants' proposals, as well as the option of accepting partial components of a proposal if deemed appropriate.

2. CONFIDENTIALITY

All information provided as part of this solicitation is considered confidential. In the event that any information is inappropriately released, GAIN will seek appropriate remedies as allowed. Proposals, discussions, and all information received in response to this solicitation will be held strictly confidential.

3. RIGHT TO FINAL NEGOTIATIONS ON THE PROPOSAL

GAIN reserves the right to negotiate on the final costs, and the final scope of work of the proposal. GAIN reserves the right to limit or include third parties at GAIN's sole and full discretion in such negotiations.

5. REVIEW PROCESS

The review process will involve a Review Panel with participants selected by GAIN.

6. LIMITATIONS WITH REGARD TO THIRD PARTIES

GAIN does not represent, warrant, or act as agent for any third party as a result of this solicitation. This solicitation does not authorize any third party to bind or commit GAIN in any way without GAIN's express written consent.

7. COMMUNICATION

All communication regarding this solicitation shall be directed to appropriate parties at GAIN. Contacting third parties involved in the RFP, the review panel, or any other party may be considered a conflict of interest and could result in disqualification of the proposal.

8. FINAL ACCEPTANCE

Award of a Proposal does not imply acceptance of its terms and conditions. GAIN reserves the right to negotiate on the final terms and conditions including the costs and the scope of work when negotiating the final contract to be agreed between GAIN and the applicant.

9. VALIDITY PERIOD

The offer of services will remain valid for a period of 60 days after the Proposal closing date. In the event of the award, the successful applicant will be expected to enter into a contract subject to GAIN's terms and conditions.

10. INTELLECTUAL PROPERTY

Subject to the terms of the contract to be concluded between GAIN and the applicant, the ownership of the intellectual property related to the scope of work of the contract, including technical information, know-how, processes, copyrights, models, drawings, source code and specifications developed by the applicant in performance of the contract shall vest entirely with GAIN.

11. SCOPE OF CHANGE

Once the contract is signed, no increase in the liability of GAIN or in the fees to be paid by GAIN for the services resulting from any change, modification or interpretation of the documents will be authorized or paid to the applicant unless such change, modification or interpretation has received the express prior written approval of GAIN.