

REQUEST FOR PROPOSALS

TEMPEH PRODUCERS' BUSINESS PLAN TO INCREASE AND PROMOTE JACK BEAN AND MIXED BEAN TEMPE PRODUCTION AND CONSUMPTION

Issued by
The Global Alliance for Improved Nutrition (GAIN)

TABLE OF CONTENTS

I. PROJECT BACKGROUND AND SCOPE OF WORK	2
II. INSTRUCTIONS FOR RESPONDING	5
III. TERMS AND CONDITIONS OF THIS SOLICITATION	7
IV. OFFER OF SERVICES	9

PROJECT BACKGROUND AND SCOPE OF WORK

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.

BACKGROUND

The Global Alliance for Improved Nutrition (GAIN) is issuing this Request for Proposal (RFP) and will be the administrative lead organisation for this RFP.

The purpose of this RFP is to engage jack bean and mixed bean¹ tempe producers to draft a business plan to which will then be selected to receive grant funds.

Currently, GAIN has specific focus on contributing to food systems transformation pathway in the countries where it works while also promoting environment-nutrition benefits, in the lights of increasing risks and pressures of global climate change. Under its Nourishing Food Pathway (NFP) program, GAIN aims to enhance the environment-nutrition linkage to show a proof of concept that consumption of sustainable food with high micronutrient value and low environmental footprints would contribute to the shifting of healthier and environmentally positive diet choices.

GAIN, through its Nourishing Food Pathway (NFP) program in Indonesia has initially assessed list of priority foods that will serve a proof of concept for the intervention in introducing lower environmental footprints in the food value chains while also working in alliance to carry out advocacy on sustainable food consumption against the decision criteria. GAIN is keen to understand in more depth the business opportunities and barriers that exist in these key value chains of Tempeh especially that sourced from alternative soybeans/non-imported, and what needs to be done to unlock the potential of these food product for more sustainable consumption so that GAIN can develop strategies and actions in improving the value chain process and ensuring nutrition outcome for the consumers.

GAIN Indonesia has done the study that map out the overall value chain and assess the feasibility of the market for a more environmentally positive value chain process in Tempeh production and processing. The

¹ The composition is 50:50

result shown that jack bean has a high potential to be developed as a soybean tempeh alternative considering its cheapest raw material price, nutrition (relatively low fat and high protein compared), sensory properties (high acceptance), and scale-up readiness. Hence, jack bean and mixed bean tempeh has been selected as one of the priority foods with regards to its high nutrition value, and low environmental footprints. Ridha (2020) has conducted a thorough value chain analyses on Tempeh industry focusing on the three regions which are the largest producer of Tempeh (Lampung, Bogor and Yogyakarta). The study showed that the most of large Tempeh producers use imported soybeans, which leave risks to higher environmental footprints due to the increased emissions resulted from the overseas travel for its distribution. The value chain of Tempeh using alternative beans are still underutilized and leaves room for opportunities to see the feasibility from the consumption and marketing aspect. It can also serve as lever for more environmentally positive production/processing, as it can reduce the emission potential and apply for more climate resilient agriculture in the on-farm process.

There are different challenges in mixed bean and jack bean tempeh production in different areas. In Bogor, a national cooperative argues that the main challenge is on stability of jack bean supply. In Yogyakarta, a local cooperative argued that the challenge is more on market demand. Supply and demand are deeply interrelated. The challenge will be to find the equilibrium price for mixed bean and jack bean tempeh; and find 'shifts in curves'. Connecting the tempeh producers in different areas can help to overcome the challenges.

GAIN is keen to support the jack bean and mixed bean tempeh producers / business to scale up their business, through overcome their problems, training, expert guidance and realize their business plan. In conducting those plans, GAIN is seeking two of jack bean and mixed bean tempeh produces to be granted a grant to scale up their business.

SCOPE OF WORK AND DELIVERABLES

The services will be performed from 01 December 2024 – 01 December 2025

The successful applicant shall:

- Has following qualification
 - Committed to promote jack bean and/or mixed bean tempeh, preferable has years of experience in producing jack bean and/or mixed bean tempeh
 - Legally registered as an entity (as evidenced by a Business Identification Number *Nomor Induk Berusaha / NIB*)
 - Preferably has experienced work with development partner and donor organisations
 - Willingness to work with business consultants to grow jack bean and/or mixed bean tempeh business
- Tempe producers to provide information below in their proposal (proposal format as annex 1).
 - Data of their bean supply and sourcing farmers
 - Experiences and Business Plan, goal, and strategies to promote jack bean and mixed bean tempeh
 - Include Potential supplier and market demand
 - Include Scenario for future development and scale up
 - Other (strategic) supports and financial management

- Team size, capacity, qualifications

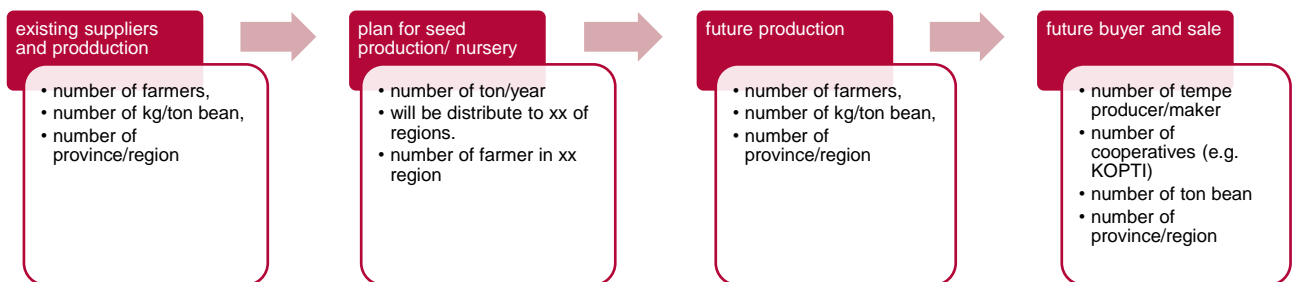


Figure 1 Example of business development scenario

OBJECTIVES

TO INCREASE THE USE OF JACK BEAN AND MIXED BEAN IN TEMPEH PRODUCTION AND CONSUMPTION IN INDONESIA (WEST JAVA, JAKARTA, YOGYAKARTA AND CENTRAL JAVA)

WE WILL ENGAGE WITH TEMPE PRODUCERS TO SUPPORT THEIR BUSINESS ON JACK BEAN AND/OR MIXED BEAN TEMPEH

DELIVERABLES

- Draft of the business plan with detailed activities and output. Include
 - Target for increased jack bean seed production
 - Number of targeted farmers to absorb the seed and produce jack bean
 - The increased amount (kg/ton) of the target jack beans production
 - Amount of targeted tempeh producers to absorb jack beans
 - targeted increase of sale of jack bean and/or mixed bean tempeh
- Monthly report of the business progress and target achievements (e.g. the data of farmers involved, xx jack bean seed production, xx jack bean sale, xx jack bean and/or mixed bean tempeh / products produced, xx sales revenue, etc.)
- Financial reports for each payment request (as stipulated in the contract to be mutually agreed upon).

- d. Final report
- e. Documentation; photos and videos activities

INSTRUCTIONS FOR RESPONDING

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

DEADLINE AND SUBMISSION

Email copy:

The proposal needs to be submitted with subject **Business Plan Jack bean and mixed bean Tempe [Name of the organisation]**

Completed proposals should be submitted by email at rfp@gainhealth.org CC to: GAINIndonesia@gainhealth.org by **5:00 pm WIB** on **8th November 2024**

Hardcopy:

Or able to send the **hardcopy** of the proposal to:

GAIN Indonesia Office

Menara Palma, 7th Floor Suite 705, Jl. HR Rasuna Said, Kav. 6. Blok X-2, Jakarta Selatan, **Indonesia** T: +62 21 57956031

BUDGET

Applicants are required to provide GAIN with a detailed fee percentage proposal. The final budget amount will have to be approved by the organisation prior to starting the project.

CONTACT

Please direct all inquiries and other communications to the contact below. Responses will not be confidential except in cases where proprietary information is involved.

GAIN Indonesia

E-mail: eyunindio-sari@gainhealth.org CC to: GAINIndonesia@gainhealth.org

UNACCEPTABLE

The following proposals will automatically not be considered or accepted:

Proposals that are received after the RFP deadline at the specified receiving office.

Incomplete proposals.

Proposals that are not signed.

REVISIONS

Proposals may be revised by electronic mail and are received before the deadline.

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.

COMPLETION

- Proposals must be submitted on official letterhead of the lead organisation or firm and must be signed by a principal or authorising signatory of the lead firm or organisation.
- In case of errors in calculating overall costs, the unit costs will govern.
- It is the applicant's responsibility to understand the requirements and instructions specified by GAIN. In the event that 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

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.

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 as strictly confidential.

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.

EVALUATION CRITERIA

Proposals will be reviewed by the Selection Team. The following indicate a list of the significant criteria against which proposals will be assessed. This list is not exhaustive or 100% inclusive and is provided to enhance the applicants' ability to respond with substance.

Applicants are required to submit the following information, conforming to the guidelines given in this section:

Understanding of the scope of work:

- Proposal shall demonstrate a clear understanding of the project objective and deliverables as outlined in Section I.

Demonstrate a clear understanding of the technical requirements of this RFP:

- Providing detailed technical documentation of the proposed strategy.

The creative approaches required to implement each of the parts of the scope of work.

Comprehensiveness of work plan and reasonableness of proposed time frame:

- Proposal shall include a feasible work plan to ensure successful completion of deliverables.
- The work plan details how activities will be coordinated.

Detailed budget and cost-effectiveness of proposed approach:

- Evidence of cost-effective approaches to undertaking the scope of work within the proposed budget.

Management and personnel plan:

- The team members working on this project must involve youth
- Sufficient team members for delivering the services.

GAIN reserves the right to contact the individuals and contractor(s) in order to verify the information provided as part of the Proposal.

REVIEW PROCESS

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

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 authorise any third party to bind or commit GAIN in any way without GAIN's express written consent.

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.

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.

VALIDITY PERIOD

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

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.

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 authorised or paid to the applicant unless such change, modification or interpretation has received the express prior written approval of GAIN.

OFFER OF SERVICES

Offer submitted by:

(Print or type business, corporate name and address)

I (We) the undersigned hereby offer to GAIN, to furnish all necessary expertise, supervision, materials, and other things necessary to complete to the entire satisfaction of the Executive Director or authorised representative, the work as described in the Request for Proposal according to the terms and conditions of GAIN for the following prices:

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

Click or tap here to enter text.

I (We) agree that the Offer of Services will remain valid for a period of sixty days (60) calendar days after the date of its receipt by GAIN.

I (We) herewith submit the following:

- (a) A Proposal to undertake the work, in accordance with GAIN's requirements specified.
- (b) A duly completed offer of services, subject to the terms herein.

OFFERS WHICH DO NOT CONTAIN THE ABOVE-MENTIONED DOCUMENTATION OR DEVIATE FROM THE PRESCRIBED COSTING FORMAT MAY BE CONSIDERED INCOMPLETE AND NON-RESPONSIVE.

Date this day of Click or tap here to enter text. in Click or tap here to enter text.

_____ Click or tap here to enter text.

Signature (applicant)

_____ Click or tap here to enter text.

Signature (applicant)

ANNEX 1

PROPOSAL SUBMISSION TEMPLATE

1. Applicant Information

- **Organization Name:**
- **Address:**
- **Phone Number:**
- **Email Address:**
- **Website (if applicable):**
- **Business License Number (NIB) or Business Registration:**

2. Executive Summary

Please provide a brief overview of your company / organization and its mission, including your experience in tempe production, eligibility against qualification, and how you intend to contribute to the objectives of this project.

3. Background and Experience

- Describe your company / organization's background in tempe production, including years of operation, production capacity, and expertise.
- Highlight your obstacles, current limitation of your company, and how it in line with your proposed project plan.
- Highlight any experiences, previous collaborations or projects that demonstrate your capacity to meet the requirements of this RFP.
- Team size, capacity, qualifications

4. Proposed Business Plan and Strategies

- Outline your proposed approach for meeting the objectives outlined in the RFP, including goal, and strategies including specific methods, tools, and processes you will use to promote jack bean and mixed bean tempeh
- Describe the types of tempe you produce and how they align with the project goals (e.g., sustainable practices, product innovation).
- Business Plan, goal, and (marketing) strategies to promote jack bean and/or mixed bean tempeh
 - Provide the data of the bean supply and sourcing farmers
 - Include Potential supplier and market demand
 - Required supports to implement the business plan
 - Provide a timeline with key activities and milestones.

- Include Scenario for future development and scale up
- Figure bellow as an example (xx to be filled)

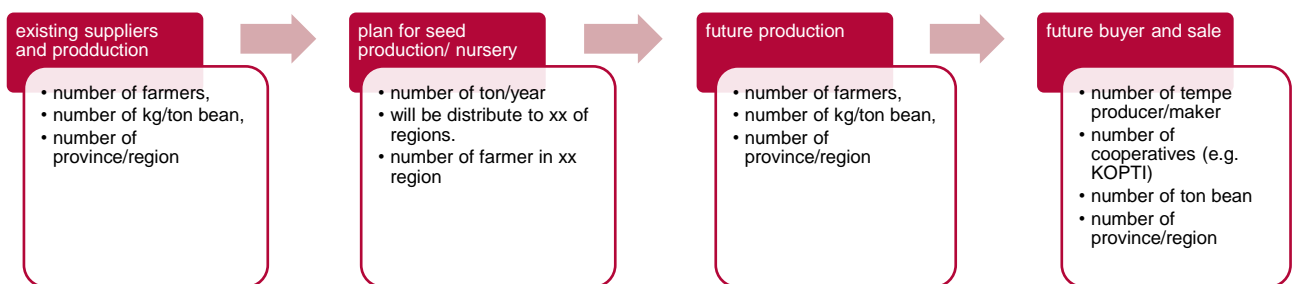


Figure 2. Example of business development scenario

5. Implementation and Resource Requirements

- Detail the resources (e.g., personnel, facilities, equipment) that you will use to implement the project successfully.
- If applicable, include the number of staff members involved, their qualifications, and their roles in the project.

6. Budget Proposal

- Provide a detailed budget proposal, breaking down costs into relevant categories (e.g., raw materials, labour, equipment, transportation).
- Indicate if any financial or in-kind contributions are provided by your organization.
- Other (strategic) supports and financial management

7. Monitoring and Evaluation

- Describe how you will monitor and evaluate the progress and outcomes of the project.

8. Supporting Documents

Please attach the following documents:

- Business License (NIB or equivalent)
- Organization Profile
- Any other relevant certifications or references