

Terms of Reference

Technical Consultancy for the implementation of Precision Agriculture demonstration activities in the Drin Basin

In the framework of:

Memorandum of Understanding
for the Management of the Extended Transboundary Drin Basin

GEF Drin II Project *“Implementing the Strategic Action Programme of the Drin Basin to Strengthen Transboundary Cooperation and Enable Integrated Natural Resources Management”*

The Coordinated Action for the implementation of the Memorandum of Understanding for the management of the Drin basin (Drin CORDA) is supported by the GEF Drin Project. The latter is implemented by the United Nations Development Programme (UNDP) and executed by the Global Water Partnership (GWP) through GWP-Mediterranean (GWP-Med), in cooperation with the United Nations Economic Commission for Europe (UNECE). GWP-Med serves as the Secretariat of the Drin Core Group, the multilateral body responsible for the implementation of the Memorandum of Understanding.

Disclaimer: The document adheres to the UN rules and policies regarding the names and international status of Riparian's and/or other geographical areas etc. The use of characterizations, names, maps or other geographical statements in this document in no way implies any political view or positions of the Parties which are executing and implementing the Project.

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1. Introduction

The Drin Basin sits in the southwestern part of the Balkan Peninsula. It comprises the transboundary sub-basins of the Drin and Buna/Bojana Rivers and of the Prespa, Ohrid and Skadar/Shkoder Lakes. The Drin River is the “connecting body” of the “extended” Drin Basin, linking the lakes, wetlands, rivers and aquatic habitats in the coastal area as well as the marine habitats in the Adriatic Sea into a single, yet complex, ecosystem of major importance. The water bodies and their watersheds are spread in a geographical area that includes Albania, Greece, North Macedonia, Montenegro and Kosovo. With its important water resources this complex system provides a wealth of services to the Drin Riparians that share the basin: energy supply, recreation and tourism, fisheries, water supply for irrigation and domestic uses, sustenance of unique endemic biodiversity, and livelihoods. The basin is home to over 1.61 million people, living in over 1,450 settlements.

The Coordinated Action for the implementation of the Drin Memorandum of Understanding

The Drin Coordinated Action (Drin CORDA) was established in 2011 and was the result of a Drin basin level multi-stakeholders policy dialogue initiated in 2009, and preparatory technical and political engagement work initiated already in 2006. The Drin CORDA, is the framework set by the Drin Riparians for the implementation of the Memorandum of Understanding for the Management of the Extended Transboundary Drin Basin (Drin MoU). The Drin MoU was signed by the Ministers responsible for the management of water resources and/or environment, and high-level representatives of the Riparians in Tirana, on 25 November 2011.

The objective of the MoU is to deliver the agreed shared vision, to *“promote joint action for the coordinated integrated management of the shared water resources in the Drin Basin, as a means to safeguard and restore to the extent possible the ecosystems and the services they provide, and to promote sustainable development across the Drin Basin”*.

The Drin MoU provides the political framework for cooperation in the Drin Basin. Following the provisions of the Drin MoU an institutional structure was established. It includes:

- The Meeting of the Parties.
- The Drin Core Group (DCG). This body is given the mandate to coordinate actions for the implementation of the MoU.
- Four Expert Working Groups (EWG) to assist the DCG in its work.

The GEF Drin Project

The implementation of the Drin MoU has been supported -in addition to national level actions- by GEF financed projects the first of which ended in 2021. The GEF Drin I Project enabled the development and the endorsement -at Ministerial level- of a Drin Strategic Action Programme ([Drin SAP; 24 April 2020](#)) that reflects Riparians’ ownership, leadership and alignment with their mid or long-term national and transboundary strategies.

A new GEF project entitled “Implementing the Strategic Action Programme of the Drin Basin to Strengthen Transboundary Cooperation and Enable Integrated Natural Resources Management” (GEF Drin II Project) will provide support until 2029 for the implementation of priority actions under the Drin SAP.

The GEF Drin II Project is structured around four components each one including outputs and activities designed to achieve an equivalent number of outcomes:

Outcome 1: Sustainable and climate-resilient management of the Basin's resources enabled through development of technical and policy tools, and filling gaps in the understanding of the Drin Basin ecosystems functioning.

Outcome 2: Effective cooperation among Drin Riparians and socio-economic sectors succeeded through the establishment of a transboundary institutional arrangement and the development of critical transboundary policy instruments.

Outcome 3: SAP implementation is accelerated through regional, riparian and local solutions to address main causes of transboundary concern, promote sustainable water use and ensure ecosystem functioning and resilience.

Outcome 4: Long-term sustainability of achievements is enhanced through implementation of project mechanisms for stakeholder's participation, gender mainstreaming, dissemination, coordination and monitoring progress.

2. Background

Agriculture is a key livelihood for the largely rural population of the Drin Basin, which spans Albania, Greece, North Macedonia, Montenegro, and Kosovo. The sector is characterised by small farms and a limited number of large, formerly socialist holdings now transformed into private enterprises. Despite its importance, the agricultural sector is shrinking and struggling to remain economically viable due to limited competitiveness in domestic and international markets.

Overall, the areas with orchards and vineyards are very limited and exist in certain locations, especially in lake areas and along riverbanks. Significant portions of land are used for intensive vegetable production in Skadar/Shkodër and Librazd and for intensive fruit cultivation in Prespa and Ohrid regions and Peshkopi. The main irrigation techniques applied in the basin are drip, furrow, and sprinklers - in their majority they could benefit by better management and maintenance. Although there is a perception (by end users) of water abundance, the agricultural sector is highly vulnerable to droughts. If current water management practices continue, under current climate change scenarios, water availability related risks to the agricultural production will significantly increase (TDA, 2020- Thematic Report on Hydrology and Hydrogeology).

In addition to inefficient water management there is overuse of pesticides and fertilizers etc.; arable land is identified as main source of nutrient load (53.3 percent of total load) in the Drin Basin (Drin TDA, 2020). The areas in the Drin Basin with the highest agriculture related nutrient emissions are depicted in Figure 3 below.

This reality compromises the sustainability and profitability of the agricultural sector as well as its attractiveness for young people, entrepreneurs, and innovators, at a time that the re-framing of agricultural development in the broader context of rural development stands out as a goal in all Riparian's sectoral strategies. It also compromises the sustainability of both freshwaters supported and marine ecosystems.

Sustainable agriculture practices need to be introduced/promoted and scaled up.

The GEF Drin II Project, under Outcome 3, aims to accelerate the implementation of the Drin Strategic Action Programme (SAP) through regional and local solutions that address transboundary concerns and promote sustainable water use and ecosystem resilience. Output 3.3 is designed to facilitate introduction of precision agriculture in key areas of the Drin basin as means to addressing excessive pollution -including from pesticides- and water use and soil deterioration.

3. Description of the assignment

3.1 Objective

Provide expert technical support for the design and implementation of demonstration activities testing precision agriculture practices in selected areas of the Drin Basin in Montenegro, North Macedonia, and Kosovo.

3.2 Scope

The implementation of the demonstration activities is expected to lead to conclusions on the extent to which precision agriculture technologies can contribute to minimizing the use of fertilizers, pesticides, and herbicides, while also optimizing water and land utilization as well as overall farming practices. The aim is to determine if these practices can (i) result in decreased natural resource use and pollution while lowering farming costs, and (ii) be applied and expanded through market mechanisms to address pollution and agricultural water overuse in the Drin Basin. Examples of these technologies are provided below. The Consultants are expected to evaluate the relevance and suitability of (i) each technology independently or in combination, and (ii) other advanced, mature technologies, including those incorporating artificial intelligence.

- **Smart Agro-Meteorological Stations**

These should:

- Collect real-time data on air temperature, humidity, solar radiation, soil moisture and temperature.
- Calculate parameters such as evapotranspiration (ET), irrigation dosing, fertilisation needs, and disease risk.
- Provide automated data access to institutions and farmers via cloud-based systems to support decision-making and crop management.

- **Drone for Crop Monitoring**

These should:

- Collect information and data to be processed autonomously or through cloud based systems to:
 - Be used by precise pesticide spraying and fertilisers applications systems such as drones.
 - Support decision-making and crop management.

- **Drone for Precise Pesticide Spraying and Fertilisers Application**

These should enable efficient and localised application of pesticides and fertilisers.

- **Water-Efficient Irrigation Equipment**

3.3 Requested services / Tasks

The Consultants will be responsible for supporting the implementation of precision agriculture demonstration activities in selected areas of Montenegro, North Macedonia, and Kosovo. The tasks are listed below.

Inception Phase

During the inception phase, the Consultants shall undertake the following:

i. *Preparation of a Work Plan*

Develop a comprehensive work plan outlining the proposed approach, methodology, activities, and timeline for the implementation of the assignment. The plan should clearly indicate milestones, responsibilities, and deliverables. The inclusion of Gantt Chart is essential.

ii. *Initial Data Collection and Desk Review*

Conduct an initial desk-based review to collect and analyze existing information relevant to the assignment. The Consultants shall identify, access, and use the most appropriate and up-to-date information sources to ensure that all relevant existing information and data are collected and utilized.

iii. *Identification of Additional Information Needs and Stakeholder Engagement*

Prepare an action plan for obtaining any additional data and information required to complete the assignment. This shall include identifying key gaps in existing data and outlining a strategy for engaging with relevant institutions and stakeholders in this regard.

iv. *Review and Refinement of the Assignment Approach*

Based on the findings of the desk review, propose any necessary refinements to the methodology, scope, and tasks outlined in the ToR to ensure the effective achievement of the assignment's objectives.

v. *Preparation of the Inception Report*

Prepare and submit an Inception Report summarizing the findings and outcomes of the inception phase encompassing the elements and the reports of the tasks described above. An annotated table of contents will be prepared and agreed with GWP-Med prior the development of the inception report.

1. Support for Identification of Geographical Areas and Scope of Demonstration Activities

Purpose: To enable GWP-Med to select appropriate demonstration sites and plots that align with national strategies, local needs, and technical feasibility.

Subtasks:

i. Development of Selection Criteria

a. Formulate criteria for:

- Selection of geographical areas suitable for testing precision agriculture demonstration activities.
- Selection of agricultural plots within those geographical areas. Selection criteria will include (the list is not exhaustive; the final list will be developed and agreed with GWP-Med):
 - Plot surface

- Plot distribution, land ownership, accessibility
 - Subsidies already received
 - Crop types cultivated and their marketability potential
 - Soil composition, irrigation methods, fertiliser and pesticide use
 - Market access and synergies with local businesses
 - Vulnerability to water and soil pollution
 - Presence of women-led agricultural businesses and active youth/women groups
- ii. Identify potential geographical areas suitable for the demonstration activities and prepare briefing materials for GWP-Med to conduct consultations with ministries and authorities to select the geographical areas that the activities will focus on.
 - iii. Map related agricultural and environmental projects already implemented in the selected geographical areas.
 - iv. Provide technical support to GWP-Med in:
 - a. Identifying potentially suitable plots, using appropriate selection criteria (see i. a. above).
 - b. Conducting consultations with large agricultural businesses/cooperatives and farmers to:
 - Explore interest in participating.
 - Understand specific needs the demonstration could address.
 - Assess capacity to operate and maintain innovative technologies, including ICT and IoT systems.

The technical support should be in the form of briefing notes backed up by supporting background technical documentation/studies. To prepare these the consultants should do field visits and perform the necessary technical analysis.
 - v. Draft technical content for MoUs/agreements to be signed between GWP-Med and the owners of selected plots; GWP-Med will guide the process for signing the MoUs/agreements, conducting the necessary consultations with stakeholders using technical assistance by the Consultants.

2. Support for Partnership Development

Purpose: To support GWP-Med establish multi-stakeholder partnerships that ensure coordinated planning, implementation, and scaling-up of demonstration activities.

Subtasks:

- i. Conduct stakeholder mapping and analysis in geographical areas of application, identifying key actors across policy, technical, financial, and community domains such as:
 - a. National and regional authorities.
 - b. Farmers/agricultural cooperatives.
 - c. Agricultural technology centres, research institutions, and service providers.
 - d. Financing/microfinancing institutions.
 - e. Development partners.
 - f. NGOs, Women and Youth Groups.

This will support GWP-Med defining the stakeholders to join the partnerships on the basis of the role and added value of each partner in the planning, implementation, monitoring, and scaling-up of activities. It should be taken into consideration that partnerships are structured to enable policy and market-oriented upscaling and long-term sustainability. Potential partners roles are listed below:

- a. National and Regional Authorities: Align activities with national and local policies; integrate demonstration results into policy frameworks and action plans.
- b. Farmers and Agricultural Cooperatives: Provide plots for testing; participate in implementation; support dissemination and upscaling.
- c. Agricultural Technology Centres / Research Institutions / Service Providers: Assess current practices; recommend technologies; monitor and evaluate results.

- d. Financing/Microfinancing Institutions: Design and offer credit schemes or financial instruments to support farmer investments in precision agriculture.
- e. Development Partners: Provide guarantees for financial instruments to reduce risk and encourage uptake.
- f. NGOs, Women and Youth Groups: Promote local ownership; foster community engagement; support gender-responsive and inclusive implementation.
- ii. Draft technical content for partnership agreements and MoUs with selected stakeholders; GWP-Med will guide the process for the establishment of partnerships, conducting the necessary consultations with stakeholders using technical assistance by the Consultants.

3. Analysis and Action Planning

Purpose: To define the technical scope and implementation strategy for precision agriculture interventions.

Subtasks:

- i. Conduct **field-level assessments** of and analyse existing agricultural processes and management practices in the selected plots and businesses, with the aim to:
 - a. Identify specific needs and challenges that precision agriculture could address.
 - b. Evaluate farmers' capacity to operate and maintain innovative technologies, including ICT and IoT systems.
- ii. Prepare analysis reports that include:
 - a. Objective criteria for the selection of the technology to be implemented.
 - b. Identification of specific technology solutions and their specifications, including but not necessarily restricted to Smart agro-meteorological station; Drones for crop monitoring, pesticide spraying and fertilizers application; Water-efficient irrigation systems.
 - c. Quantified estimates of expected economic and environmental benefits (e.g. in terms of climate resilience and reduction of pollution).
 - d. Assessment of scalability potential and enabling conditions.
- iii. Develop a comprehensive action plan for each demonstration site, including:
 - a. Description of selected technologies.
 - b. Deployment strategy for each technology including technical specifications and operational protocols.
 - c. Timeline of activities and milestones.
 - d. Roles of involved stakeholders and partners.

4. Support for Implementation of Precision Agriculture Practices

Purpose: To ensure the effective deployment and operation of precision agriculture technologies in selected plots, tailored to local conditions and capacities.

Subtasks:

- i. Prepare technical specifications for developing documentation for the procurement of the technology solutions; the technical specifications documents must include the following components per activity / equipment (minimum requirements):
 - Bill of Quantities (BoQ).
 - Technical features of each sub-component (e.g. sensor accuracy).
 - Estimated costs per activity.
 - List of potential local suppliers/installers.
- ii. Coordinate with suppliers to ensure proper installation and calibration. Oversee the supply and installation of the equipment.

- iii. Organize training sessions for and meetings with farmers so they are able to perform the following:
 - a. Equipment operation and maintenance
 - b. Interpretation and application of recommendations provided through the software applications accompanying the hardware that will be used during the demonstration activity.
 - c. Implement proposed agricultural measures based on received recommendations.
 - d. Apply preventive practices to ensure long-term functionality.
- iv. Coordinate with the equipment suppliers who will provide ongoing support through scheduled field visits to:
 - a. Operate the equipment.
 - b. Aid in interpreting results effectively.
 - c. Assist in devising more efficient farming plans.
 - d. Provide localized assistance/technical support during the cultivation period, for the operation of equipment in line with the aims and objectives of the demonstration activity.

5. Monitoring and Evaluation

Purpose: To assess the effectiveness and impact of the implemented practices using robust, predefined indicators.

Subtasks:

- i. Design and Implementation of Monitoring Framework.
 - a. Develop and apply a monitoring and evaluation (M&E) framework that includes both qualitative and quantitative methods.
 - b. Ensure the framework is aligned with predefined criteria and indicators relevant to:
 - Productivity.
 - Use of natural resources.
 - Pollution reduction.
 - Economic benefits.
- ii. Data Collection and Analysis
 - a. Collect data from demonstration plots over one or two full farming seasons.
 - b. Use appropriate tools and methodologies to measure among others:
 - Changes in crop yield and input efficiency
 - Reduction in pollution and resource consumption
 - Improvements in soil health
 - Potential reduction of farming costs per category of costs
- iii. Prepare interim and final evaluation reports with:
 - a. Technical findings.
 - b. Lessons learned.
 - c. Recommendations for improvement and scaling.

6. Feasibility Analysis

Purpose: To evaluate the potential for replication and upscaling of the demonstration activity that draws on data and lessons from the implementation of demonstration activities and to inform the design of financial instruments, including:

Subtasks:

- i. Conduct a technical, operational and financial feasibility assessment of the precision agriculture demonstration activities in each area of focus to:
 - a. Assess the replication potential of the technologies and practices tested identifying among others enabling conditions and barriers.

- b. Assess the scalability conditions, including institutional, technical, and socio-economic factors and provide recommendations for scaling-up.
- c. Assess the affordability and financial viability of precision agriculture investments for different types of farmers (smallholders and large producers).

The feasibility study will be used as input and will enable the design of credit schemes/loans tailored to the needs of small and large farmers that will be conducted separately by a financial institution.

7. Support for Policy and Legal Frameworks

Purpose: To create an enabling environment for the broader adoption and institutionalisation of precision agriculture practices.

Subtasks:

- Review existing related national and regional legal and policy frameworks.
- Identify gaps and barriers to adoption.
- Develop concrete recommendations for:
 - Updating current instruments.
 - Introducing new supportive policies and regulations.

8. Support for Communication and Knowledge Management

Purpose: To promote awareness, share lessons learned.

Subtasks:

- Document technical processes, outcomes, and lessons learned.
- Support GWP-Med in organising the following by advising on the technical aspects of the agenda and presentations:
 - Community workshops.
 - Knowledge-sharing events with stakeholders and institutions.

3.4 Reporting, deliverables and payments

The Consultants are expected to deliver the following deliverables, in English as specified below, directly linked to the tasks described in detail under the section “Tasks – Requested Services”, as per the below schedule (to be possibly adapted):

Based on the concept note, here is the consolidated **list of deliverables** expected from the consultant under Output 3.2:

Deliverable Category/Tasks	Key Deliverable	Timeline (months after contract signature)	Payments
	Workplan	0,5	10%
	Inception report	1	
1. Site Selection and Scoping	Criteria for selecting geographical areas and plots Mapping of existing projects in selected areas Proposal for selection of geographical areas for testing precision agriculture demonstration activities Proposal for selection of plots for testing precision agriculture demonstration activities Briefing materials for consultations and technical content for MoUs/agreements	3	
2. Partnership Development	Stakeholder mapping and analysis and proposal for partners Proposal for partners in each geographical area including roles and responsibilities for each partner Technical content for partnership agreements and MoUs	5	
3. Technical Analysis and Action Planning	Field-level assessments and analysis reports Identification of technology solutions and specifications Site-specific action plans with timelines and stakeholder roles	7	
4. Implementation Support	Procurement documentation Coordination of equipment installation and calibration Reports for farmer training and operational support Reports for localised technical assistance provided during cultivation periods	15	40%
5. Monitoring and Evaluation	M&E framework with indicators Data collection and analysis Interim and final evaluation reports	18	
6. Feasibility and Economic Analysis	Feasibility study	20	40%

7. Policy and Legal Framework Support	Review of existing frameworks and recommendations for updates or new instruments	22	
8. Communication and Knowledge Management	Technical input for workshops and knowledge-sharing events Report documenting processes and lessons learned	24	10%

It is required that throughout the implementation of the Assignment, the Consultants closely liaise with the responsible Senior Programme Officers at GWP-Med. Meetings with GWP-Med will be organized at bi-weekly basis to assess and discuss progress and necessary actions for the implementation of the assignment. GWP-Med will provide additional information and resources (reports, background material, etc) to the Consultants as needed for carrying out the assignment.

4. Contract price, duration

The maximum fee for this assignment is **88,000 USD**. This amount includes all other costs, income taxes and any other amount payable or cost that may be required for the completion of the work/service, including VAT.

The overall duration of the contract will be for a maximum of **24 months** after contract signature.

Payments will be made upon acceptance and verification of the related deliverables, as laid out in the section above.

5. Selection Criteria (pass / fail)

Successful participants (Natural or Legal Person or Entity) must have:

- a record of minimum 3 projects over the last 10 years of comparable nature and degree of complexity relevant to those required for this assignment.
- average annual turnover for the last three financial years, at least equivalent to the maximum amount of this call. As supporting documentation, the applicant must provide their official Financial Statements, stamped, and signed by the legal representative of the company.
- enrolment in one of the official professional or trade register kept in their country of registration.

Failure to provide the minimum required qualifications is considered ground for disqualification.

6. Qualification and Experience

Participants in the call are required to have solid experience in developing and managing complex projects in the field related to the tasks described in the ToR. This needs to be demonstrated in the **Technical Offer** to be submitted as part of the application. A template for the Technical Offer form is available in the Call for Offers.

The Technical Offer Form consists of the following sections:

- Section 1: Expertise and work experience

The scope of work requires an interdisciplinary team of skilled experts with previous experience in activities similar to those that this assignment entails. The required qualifications for experts to be engaged in this assignment are presented in the Table below. The inclusion of experts so as the team responds to **every area of expertise** defined in the table below is mandatory. If the qualifications of an

expert cover the requirements of more than one area of expertise, that expert can be also proposed for these other areas. Qualifications additional to the minimum requested per category will receive additional score under the evaluation process as described in the section Evaluation Process and Awarding Criterion. In addition, the Participant may propose -as they deem appropriate- additional experts covering other specific areas of expertise.

Failure to provide the minimum required qualifications is considered ground for disqualification.

Table – Required qualifications for the Team of Experts

Areas of Expertise / Role	Qualifications
Team Leader – Agricultural Engineer	1. Possess at least a Master's degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required/ ON/OFF). 2. Excellent oral and written communication skills in English language is required (Required/ ON/OFF). 3. Minimum 10 years of experience on similar projects, (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management. 4. Experience in at least three projects involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Required/Evaluated). 5. Experience in at least two projects directly related to precision agriculture (Required/Evaluated). 6. Experience in at least three projects as a team leader overseeing and guiding a team and coordinate technical and strategic aspects related to agriculture (Required/Evaluated). 7. Development/participation in the development. 8. Fluency in at least one Drin language is (Desired/evaluated).
Agricultural Engineer – North Macedonia	1. Possess minimum BSc degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required ON/OFF). 2. Minimum 5 years of experience in agricultural fieldwork and farmer support in North Macedonia (Required/Evaluated). 3. Experience in at least one project (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management. 4. Experience in at least one project involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Desired/Evaluated). 5. Experience in at least one project directly related to precision agriculture (Desired/Evaluated). 6. Excellent oral and written communication skills in Macedonian and English language (Required/ ON/OFF).

Agricultural Engineer – Montenegro	1. Possess minimum BSc degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required ON/OFF). 2. Minimum 5 years of experience in agricultural fieldwork and farmer support in Montenegro (Required/Evaluated). 3. Experience in at least one project (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management. 4. Experience in at least one project involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Desired/Evaluated). 5. Experience in at least one project directly related to precision agriculture (Desired/Evaluated). 6. Excellent oral and written communication skills in Montenegrin and English language (Required/ ON/OFF).
Agricultural Engineer – Kosovo	1. Possess minimum BSc degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required ON/OFF). 2. Minimum 5 years of experience in agricultural fieldwork and farmer support in Albania (Required/Evaluated). 3. Experience in at least one project (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management. 4. Experience in at least one project involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Desired/Evaluated). 5. Experience in at least one project directly related to precision agriculture (Desired/Evaluated). 6. Excellent oral and written communication skills in Albanian and English language (Required/ ON/OFF).
Agricultural Economist	1. Possess minimum Master's degree (MSc.) in Agricultural Economics, resource economics or a related discipline of equal standing (Required ON/OFF) 2. Minimum 5 years of experience in agricultural market analysis, research and policy development (Required / Evaluated) 3. Experience in at least 3 projects on assessment of the affordability and financial viability of precision agriculture investments for different types of farmers (Required/Evaluated) 4. Experience in designing of the feasibility studies for development of the financial instruments for precision agriculture (Required / Evaluated) 5. Excellent oral and written communication in English language (Required ON/OFF)

7.Evaluation Process and Awarding Criterion

The Award criterion is the most economically advantageous tender on the basis of best price / quality ratio.

Offers qualified in terms of exclusion grounds and selection criteria will be further evaluated on the basis of the requirements presented under section “Qualification and Experience”, as follows:

Expertise and work experience criterion	(2) Weighting (w)	(3) Points of criterion (c)	(4) Score= (2) x (3)
Key expert: TEAM LEADER – Agricultural Engineer	37 %		
Possess at least a Master's degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required/ ON/OFF) .	ON/OFF		
Excellent oral and written communication skills in English language is required (Required/ ON/OFF) .	ON/OFF		
Minimum 10 years of experience on similar projects, (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management.	9%		
Experience in at least three projects involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Required/Evaluated) .	8%		
Experience in at least two projects directly related to precision agriculture (Required/Evaluated) .	9%		
Experience in at least three projects as a team leader overseeing and guiding a team and coordinate technical and strategic aspects related to agriculture (Required/Evaluated) .	7%		

Development/participation in the development of at least one feasibility assessment for agricultural activities and/or processes (Required/Evaluated) .	3%		
Fluency in at least one Drin language is (Desired/evaluated) .	1%		
Key Expert 2: Agricultural Engineer – North Macedonia	18%		
Possess minimum BSc degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required ON/OFF) .	ON/OFF		
Minimum 5 years of experience in agricultural fieldwork and farmer support in North Macedonia (Required/Evaluated)	6%		
Experience in at least one project (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management.	6%		
Experience in at least one project involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Desired/Evaluated)	3%		
Experience in at least one project directly related to precision agriculture (Desired/Evaluated)	3%		
Excellent oral and written communication skills in Macedonian and English language (Required/ ON/OFF) .	ON/OFF		
Key Expert 3: Agricultural Engineer – Montenegro	18%		
Possess minimum BSc degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required ON/OFF) .	ON/OFF		
Minimum 5 years of experience in agricultural fieldwork and farmer support in Montenegro (Required/Evaluated)	6%		
Experience in at least one project (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. c. Fertigation and plant disease prevention and management.	6%		

Experience in at least one project involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Desired/Evaluated)	3%		
Experience in at least one project directly related to precision agriculture (Desired/Evaluated)	3%		
Excellent oral and written communication skills in Montenegrin and English language (Required/ ON/OFF) .	ON/OFF		
Key Expert 4: Agricultural Engineer – Kosovo	18%		
Possess minimum BSc degree in agronomic sciences, agricultural/rural engineering, or a related discipline of equal standing (Required ON/OFF) .	ON/OFF		
Minimum 5 years of experience in agricultural fieldwork and farmer support in Kosovo (Required/Evaluated)	6%		
Experience in at least one project (Required/Evaluated) involving: a. Optimisation of irrigation water, fertilisers and pesticides usage. b. Estimating water requirements and monitoring agricultural season progression. Fertigation and plant disease prevention and management.	6%		
Experience in at least one project involving the implementation of a monitoring system for agricultural development, including indicator identification and M&E coordination (Desired/Evaluated)	3%		
Experience in at least one project directly related to precision agriculture (Desired/Evaluated)	3%		
Excellent oral and written communication skills in Albanian and English language (Required/ ON/OFF) .	ON/OFF		
Key Expert 5: Agricultural Economist	9 %		
Possess minimum Master's degree (MSc.) in Agricultural Economics, resource economics or a related discipline of equal standing (Required ON/OFF)	ON/OFF		
Minimum 5 years of experience in agricultural market analysis, research and policy development (Required / Evaluated)	3%		
Experience in at least 3 projects on assessment of the affordability and financial viability of precision agriculture investments for different types of farmers	3%		

(Required/Evaluated)			
Experience in designing of the feasibility studies for development of the financial instruments for precision agriculture (Required / Evaluated)	3%		
Excellent oral and written communication in English language (Required ON/OFF)	ON/OFF)		

Failure to provide the minimum required qualifications is considered ground for disqualification.

Scoring for each evaluated section will be made as following:

Section– Expertise and work experience: For Section 1 score starts at 100 points (when minimum requirements are met) and can reach 150 points depending on the description of the participant and the number of projects implemented in excess of those required as a minimum. (100p Base +10p for extra criteria over base up to 50 additional points)

Each Section/evaluation criterion is evaluated autonomously. The final scoring of each evaluation criterion is the outcome of its scoring multiplied by the corresponding weighting factor. The overall score of the technical offer is the sum of the final scoring of all the Sections/evaluation criteria.

The overall score of the technical offer is calculated on the basis of the following formula:

$$B_i = w_1 \times c_1 + w_2 \times c_2 + \dots$$

For the overall score which will determine the ranking of offers, technical evaluation will be weighted with 80%, and the financial offer with 20%.

The final listing of the most advantageous offers will be made on the basis of the following formula:

$$\Lambda_i = 0.8 * (B_i/B_{max}) + 0.2 * (K_{min}/K_i).$$

Where:

- Bmax: the max score received by the best of the technical offers received
- Bi: the score of the technical offer
- Kmin: The cost of the financial offer with the minimum price offered.
- Ki: The cost of the financial offer

The most advantageous offers is the one with the greater value of Λ .

In case of equality of overall scores, the winning proposal is the one whose corresponding technical proposal received the highest rating.

7. Monitoring and Progress Controls

Appointed GWP-Med staff member(s), will be providing oversight and guidance from the side of the Project Team.

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

8. Place of Performance

This assignment is home based, with field missions for consultations. The tasks will be carried out from a place of the Consultants' preference.

9. Terms and Conditions

- *Language*

The language of the deliverables/outputs is English.

- *Data and information*

GWP-Med can assist in the identification of related policy documents, projects and/or stakeholders. The Consultants are responsible to collect all information and data necessary for the completion of this assignment. Missing information would not be considered as eligible reason for not completing the tasks.

- Submission of data, reports and other material produced

All primary data, reports, and other documentation produced during this assignment shall be made available to GWP-Med in electronic format; maps should be accompanied with GIS files. All data acquired, and products developed during the assignment will be in the ownership of the Project and cannot be used by the Consultants without prior written permission.

- Review and quality assurance

Review of the work carried out by the Consultants throughout the implementation of the assignment as well as review of the deliverables may be carried out by an independent external expert or expert team. Review of the project final deliverables may be carried out by relevant experts or Expert Working Groups of the beneficiaries.

All relevant comments and suggestions made by the reviewer(s) will have to be taken into consideration by the Consultants and integrated in the final versions of the deliverables.

- Public consultations / meetings

The responsibility for organizing any required workshops or working meetings will be shared between the Consultants and the Project Team. The Consultants shall be responsible for: preparation of background working material, technical specifications, facilitating some of the meeting's sessions etc. ensuring participation of the key team members as required, preparation of minutes/report etc. The Project Team will be responsible for: preparation of agenda, invitations, distributing the invitations and enabling participation.