

**SASPEN Project**

**“Sustainable Agriculture Service Provision**

**Enterprise Network in Egypt “**

## **Project Summary**

**SASPEN Project:** “Sustainable Agriculture Service Provision Enterprise Network in Egypt “

**Donor:** Embassy of Kingdom of The Netherlands

**Project Duration:** 3 years

### **SUMMARY INFORMATION:**

SASPEN project focuses on addressing technical needs for small and medium agribusiness in Egypt and solving their challenges through the support of Dutch expertise. We are targeting young agribusiness professionals working in the Agri sector.

### **Objectives:**

Goal: Improved efficiency and performance of the agricultural sector in Egypt.

- 1) Creating Dutch-Egyptian informative channels to support solving the technical challenges of the small and medium agribusinesses
- 2) the increase in applying innovation and new agricultural practices on the ground in Egypt
- 3) the increase in the number of small and medium agribusiness succeeding in finalizing financial deals
- 4) the increase in the number of the different agricultural stakeholders benefiting from the Dutch Egyptian channels
- 5) the increase in the number of agribusinesses participating in the knowledge transfer cycles
- 6) the increased number of female agripreneurs actively participating in the program.

### **SASPEN project 2<sup>nd</sup> cycle:**

- CARE Egypt Foundation conducted an Assessment of the needs/technical challenges of **40 Egyptian SMEs** in the Agri sector.
- The SMEs will get the needed technical support and knowledge provided by the Dutch-Egyptian expertise to support their establishment of agricultural-focused SME start-ups and/or expand their existing SMEs

- The support will be in the form of diversified and selected training modules/ programs conducted in the Hybrid method between Egypt and the Netherlands depending on the need for the training.
- The business models prepared by the SMEs will be evaluated after the training for graduation.
- -The SMEs of the 1st cycle will provide mentorship, share their expertise in the different segments of the agri-sector, and transfer the knowledge acquired from the Dutch experts during the 1st cycle of the project to the newly selected SMEs in the 2nd cycle.
- -The selected Agri-preneurs will have access to technical guidance and financial information sources to improve their skills and further develop their products and services.
- The cycle will end by January 2024.
- CEF will conduct a Round table (Match-Making event)/ graduation celebration to connect the SMEs with business opportunities and investors (by Jan-2024)

#### **Scope of Work:**

- Work with the SMEs to enhance their business plans/models to scale up and strengthen their business models after assessing them.
- Work with the SMEs on integrating the knowledge acquired from the training modules provided by the Dutch /Egyptian experts in the Agri sector during the 2<sup>nd</sup> cycle.
- Support the SMEs in identifying and developing potential business ideas through learning and coaching/mentoring activities based on similar business ideas to expand their enterprises.
- Coach SMEs to enhance their financial plans.
- Support the SMEs in acquiring the needed skills to transfer the knowledge to the smallholder farmers and their ecosystem.
- Support the SMEs in the preparation of feasibility studies and business models/ plans that included risk analysis, development plans to expand their enterprises, and integration of the acquired knowledge during the 2<sup>nd</sup> cycle from the Dutch/Egyptian experts.
- Measure the progress of each SME based on the development of their business plan and the outcomes based on the assessment report.
- Deliver a detailed analysis for SMEs about their development progress.
- Submit a performance report after the end of the assignment.

#### **Training schedule and form:**

- Hybrid (online/physical) depending on the training needs for 2 groups (20 SMEs each group) = 40 SMEs in total.

#### **Duration of the training:**

- 2 Full-day physical meetings (6hrs each session) for the 40 SMES if needed
- 2 hrs. for each online session for each company

**Target Audience:**

- Direct beneficiaries: Egyptian small and medium enterprises in the Agri sector.
- Indirect beneficiaries: smallholder farmers working directly/indirectly with the above-mentioned SMEs.

**The objective of the training:**

- Support SMEs with the needed knowledge to develop updated business and feasibility plans including risk analysis, development plans to expand their enterprises, and integration of the acquired knowledge during the 2<sup>nd</sup> cycle from the Dutch/Egyptian experts.

**Training duration:**

The sessions are expected to be delivered in mid-November 2023/December 2023. The dates of the available days will be shared with the consultant.

**Evaluation Criteria:**

<b><u>Criteria</u></b>	<b><u>%</u></b>
Methodology and duration of implementation	10%
Expertise	20%
Technical offer	35%
Financial offer	35%

**The financial and technical offers:****Technical offer:**

- It should contain at least 8 pages containing the methodology used to deliver the training.
- An overview of the content that will be delivered to cover the requested assignment.

- A plan containing the duration, deliveries, and outcomes.
- CVs for the team delivering the training.
- Examples of prior activities and training similar to this request.

**Financial Offer:**

-detailed financial offer including daily rates of the trainers and all expenses related to the implementation of the requested assignment.

**Payment Method:**

Full amount after receiving all the above-mentioned reports due to the limited time frame of the sessions.

**The final date to receive the offers is 15/11/2022.**