
World Economic Forum

**REQUEST FOR PROPOSAL FOR
TRACEABILITY BASELINE
STUDIES IN THE CHACO REGION
OF PARAGUAY**

Contents

1. Introduction and instructions	3
1.1. Purpose of this Request for Proposal	3
1.2. About the World Economic Forum and the Tropical Forest Alliance	3
1.3. Supplier Instructions	4
1.4. Procurement Key Activities and Dates.....	4
1.5. RFP Evaluation Criteria.....	4
1.6. Queries about the Procurement.....	5
1.7. Proposal Submission Checklist.....	5
1.8. Points of contact	5
1.9. Provided Information.....	5
1.10. Confidentiality.....	6
1.11. Cost of Responding	6
1.12. RFP Errors.....	6
1.13. Liability	6
2. Specifications	6
2.1. Requirements.....	6
2.2. Scope of work.....	6
2.3. Description of the Deliverables.....	8
2.4. Timeline.....	8
2.5. Pricing.....	9

1. Introduction and instructions

1.1. Purpose of this Request for Proposal

The purpose of this Request for Proposals (RFP) is to solicit proposals from suppliers with expertise in traceability projects in Latin America within the soy and cattle sectors. This process will result in the selection of one supplier, who will be invited to enter a contracting phase for a specific and detailed scope of work subject to final fixed pricing.

The selected vendor will develop two separate analyses of the status of traceability on the soy and the beef sectors in Paraguay in relation to deforestation and conversion associated with these two commodity productions with emphasis on the Chaco region. The analyses should identify the current status of traceability and the needs, barriers, and opportunities to develop robust, cost-effective, and transparent traceability systems.

The consultancy should prepare the documents based on its own studies, publications, and analysis of other organizations, of national and international relevance and recognition, and may include interviews with key actors in the public sector, industry and NGOs and mappings. This will be achieved through activities linked to secondary sources of information available, mapping of relevant stakeholders and interviews with experts, value chain members, governmental institutions, and NGOs in relation to traceability systems, their roles within the system and the actions required regarding systematization, georeferencing, reporting and other steps required to attend traceability needs. Reference systems, tools and developments in other countries may be used as examples when considered useful and feasible.

1.2. About the World Economic Forum and the Tropical Forest Alliance

The World Economic Forum is the International Organization for Public-Private Cooperation. The Forum engages the foremost political, business and other leaders of society to shape global, regional and industry agendas. It was established in 1971 as a not-for-profit foundation and is headquartered in Geneva, Switzerland. It is independent, impartial and not tied to any special interests. The Forum strives in all its efforts to demonstrate entrepreneurship in the global public interest while upholding the highest standards of governance. Moral and intellectual integrity is at the heart of everything it does.

Our activities are shaped by a unique institutional culture founded on the stakeholder theory, which asserts that an organization is accountable to all parts of society. The institution carefully blends and balances the best of many kinds of organizations, from both the public and private sectors, international organizations and academic institutions.

The Tropical Forest Alliance (TFA) is a global multistakeholder platform focused on reducing commodity driven deforestation. Hosted by the World Economic Forum, the TFA works with over 160 public, private and civil society actors to catalyze high-impact partnerships to address the inherent tensions that exist to grow production while protecting the forests - public and private, producer and market, global and local, people and the forest frontier. The TFA operates regional platforms in Latin America, West and Central Africa, China and Southeast Asia. It is supported by the Governments of

the Netherlands, Norway, Germany and the UK and the USA, as well as The Nature Conservancy, Partnerships for Forests, the Gordon and Betty Moore Foundation and the Cargill Foundation.

1.3. Supplier Instructions

For ease of response and evaluation, Suppliers are required to complete and submit all components of this RFP.

- Requested reference materials may be attached as Appendices. The World Economic Forum retains the right not to review any un-requested material
- Supporting information must be presented in the same order as the questions and must be referenced to the relevant question
- Questions must be answered in English
- Failure of a Supplier to provide the required information, make a satisfactory response to any question, or supply documentation referred to in responses, within the specified timescale, may mean that the Supplier will not be invited to participate further in the procurement
- Suppliers are asked to provide one electronic copy of the response in a format compatible with Microsoft Word. It is the supplier's responsibility to ensure that the proposal and all other required documents are received at the e-mail address named in this document by the closing date specified.
- Responses will not be returned
- Participants need to address all information specified by this RFP. All questions must be answered completely. The World Economic Forum reserves the right to verify any information contained in the participants RFP response, and to request additional information after the RFP response has been received.
- Marketing brochures included must be submitted only as attachments and must not be used as a substitute for written responses. Nevertheless, suppliers should include any additional information that they think would help the Forum evaluate their proposal.
- Furthermore, the proposal must be accompanied by a cover letter, signed by an individual authorized to bind the proposed entity (see Proposal Submission Checklist)

1.4. Procurement Key Activities and Dates

Suppliers are asked to provide the response by August 19th, 2022 at 5pm CET in electronic format to TFProcurement@weforum.org.

Responses received after this time will not be considered.

1.5. RFP Evaluation Criteria

The Forum is looking for the most suitable partner and therefore will not simply select the economical most attractive bid or quotation, but rather use objective criteria to evaluate the best match for its demand. All supplier information provided as part of the RFP will be treated as confidential. The Forum's criteria include, but are not limited to the following key factors:

- Conformity with requirements

- Product and required service pricing
- Implementation approach
- Quality of services as well as quality assurance
- Geographical coverage
- Demand flexibility
- Company values

The Forum will not disclose the detailed results of the selection and scoring process and reserves the sole right to decide whether a proposal complies with the requirements of the RFP and to accept, reject or negotiate modifications of supplier's proposals.

1.6. Queries about the Procurement

Any questions about the procurement must be submitted by e-mail to TFA by August 10th at TFAProcurement@weforum.org. No other forms of communication or contact will be accepted. It is the World Economic Forum's practice to communicate any question or request for clarification, with both the query and the response, in a suitably anonymous form, to all participating Suppliers. On a case-by-case basis if any information is deemed as confidential to a particular Supplier, this will be reviewed at the time it arises.

1.7. Proposal Submission Checklist

Proposals must include:

- A narrative describing previous experience in similar projects
- A description of methodology to be used
- A maximum of 15 pages total
- A pricing proposal following the requirements in Section 2.5

1.8. Points of contact

Suppliers are not allowed to contact any World Economic Forum personnel, such as management or other local contacts, regarding this RFP. Any such communication may lead to the proposal received being rejected.

It is expected that the supplier also provides the World Economic Forum with a single point of contact capable of answering questions related to this RFP on a global scale.

1.9. Provided Information

This RFP contains information believed to be reliable at the date obtained but may not provide all the necessary or desirable information. Neither the World Economic Forum nor its employees or involved advisors, contractors or other representatives guarantee the completeness of these information. The document is intended solely for the information of the party to whom it is issued. All proposals will become the property of the Forum which reserves the right to use without limitations or liability for any ideas from the proposals.

The World Economic Forum reserves the absolute right to:

- Accept or reject any or all proposals
- Negotiate with any, all or no bidders
- Modify or cancel this RFP

It is the Bidder's responsibility to:

- Properly understand and examine the RFP
- Examine all other information available on reasonable inquiry relevant to the risks, contingencies and circumstances affecting its response
- Satisfy itself as to the completeness, correctness, and sufficiency of its response

1.10. Confidentiality

The Invitation document is confidential. The Forum may update or revise the document or any part of it. The recipient acknowledges that any such revised or amended document shall be received subject to the same confidentiality undertaking. The Recipient will not disclose or discuss the contents of the document with any officer, employee, consultant, director, agent, or other person associated or affiliated in anyway with the World Economic Forum or any of its customers or suppliers without the prior written consent of the World Economic Forum.

1.11. Cost of Responding

All costs and expenses incurred by bidders in any way associated with the development, preparation, and submission of their responses to this RFP, including but not limited to attendance at meetings, discussions, presentations, demonstrations, etc. and providing any additional information required by the Forum will be borne exclusively by the bidder.

1.12. RFP Errors

Each recipient should notify the World Economic Forum of any error or discrepancy found in this document. Notification should be made to the contact found in proposal related details.

1.13. Liability

This invitation is not an offer by the World Economic Forum, but an invitation for responses. No contractual obligation on behalf of the Forum whatsoever exists from this process unless and until a formal contract is signed and executed by authorized people of the Forum and the select bidder.

2. Specifications

2.1. Requirements

- The supplier must have:
 - i. a proven track record of analyzing, designing and/or implementing traceability projects in Latin America within the soy and cattle sectors.
 - ii. knowledge of deforestation issues related to cattle and soy supply chains and have in-depth experience working with a variety of stakeholders to successfully implement their projects.
 - iii. knowledge and solid experience in performing in-deep analysis of the beef and/or soy value chains of Paraguay, preferably at producer and processing levels with a focus in the Chaco region.
- Knowledge of policy scenario at national (OTBN, national and provincial policies) and international (upcoming EU legislation) scopes are an asset.
- Proposals must show similar conducted projects of technical studies, research, analysis in the region, etc.

2.2. Scope of work

Context

The Chaco biome is recognized as an important beef and soy producing region with all the related environmental impacts. International actors perceive greater resistance among farmers, less advanced data and monitoring capabilities by local and federal governments, and lack of compelling commitment by governments in Argentina and Paraguay toward forest protection. While TFA has made important inroads over the last 12 months, local stakeholders have not yet internalized those international companies and financial institutions are focused on deforestation and conversion-free (DCF) commodity sourcing and finance, either voluntarily or because they expect their regulators will compel them. One important aspect that some importer countries will soon and progressively expect to be complied is that all soy by-products, beef, and other commodities derived from exporters countries with deforestation risk be traceable and originated from/part of DCF chains.

TFA Chaco program aims to build trust amongst stakeholders partly by building consensus around the opportunities and challenges for DCF production. In Paraguay, several national measures established by the National Service for Quality & Animal Health (SENACSA) jointly with private associations such as the Rural Association of Paraguay (ARP) and top slaughterhouses have been fostered since more than 17 years ago, aiming the access of Paraguayan beef cuts to highly demanding importing countries such as the European Union members and the United States of America. Slaughterhouses improved their Good Manufacturing Practices protocols as well as followed strict guiding homolog standards such as the Hazard Analysis and Critical Control Points (HACCP) and the Prerequisites Practices, all critical for certifying that beef products are in good sanitary industrial condition for consumption. Farms in turn, on a voluntary basis, signed up, for an ear tag program tracing back where each animal was fed, where in and where to it was moved at different ages, and finally, its way and detailed transportation to slaughterhouses for slaughter, deboning, and packaging. SENACSA certifies that animals are precedent from free or free under vaccine regimes farms complying with the World Animal Health Organization (OIE) standards. Currently, SENACSA is further improving traceability including the possibility to trace back from calving age. Although the traceability of beef is formal and prioritized, a different scenario contemplates the traceability of another major commodity: Soy. With a lack of soy traceability information and, more important, a lack of aims to establish one, decision-makers are still reluctant to do it. Soy production vastly occupies the Southern region of Paraguay, being soy cropping still incipient (yet present) in the Chaco region. The aim is hence to present a common data-informed series of narratives that serve as baseline studies for traceability with an emphasis on the Chaco part of the country.

Problem-questions to be addressed

- i. How does the traceability systems for soy/beef operate today? What are the sources of information, information gaps, information platforms and how do they interoperate? What confidentiality issues are to be considered?
- ii. What role does the producer, industry, demand, government play in the promotion and feasibility of traceability systems? Where exactly are now the official programs being run for beef/soy, full description and how they integrate with the Chaco deforestation and conversion-free (DCF) objectives?

- iii. Is the traceability of beef/soy today (and if it is: at what level of it?) lacking to be able to demonstrate deforestation and degradation-free practices (other than sanitary and animal welfare ones)? Where do producers stand about traceability of beef? Where do industrials stand? Are producers and industrials integrated and together committed and what would drive them to do so?
- iv. Is the traceability of soy only influenced by traders and/or upon demand, is there a lack to be able to demonstrate DCF commitments along the whole chain? Where do producers stand about traceability of soy? Where do industrials stand? Are producers and industrials integrated and together committed and what would drive them to do so?
- v. What are the basis and recommendations to establish traceability systems especially for the soy/beef commodity?

Proposals must describe

- vi. Proposed methodology – including framework and timeline for the project
- vii. Examples of potential stakeholders to be incorporated into the project
- viii. How and when results will be communicated to TFA

The supplier must be cognizant of sensitivities when gathering data to avoid alienating important stakeholders.

2.3. Description of the Deliverables

- D1. A preliminary report with detailed methodology and action plan for conducting the research, to be delivered preferably by September 30th, 2022
- D2. One report with complete description of a traceability system for **beef** production in Paraguay, with emphasis on zero deforestation in the Chaco Region
- D3. One report with complete description of a traceability system for **soy** production in Paraguay

Both Deliverables D2 and D3 must include Executive Summary and should be delivered preferably by October 31st, 2022. The description should include information on data and other resources available, information systems in place, technological capacities, data confidentiality (among others), as well as needs, barriers, resources and recommendations required to put in place a traceability system for each value chain, according to market demands and trends of destiny markets requirements.

- D4. Coordination and report of two open webinars, one for beef and one for soy (or one combined webinar with both sectors if justified as convenient) , on behalf of TFA and local partners exposing the approved results of the work, including a PPT presentation of the consultancy, invitation, and convening of related panelists to enrich the debate and receive input to the analysis. The webinar for each (or combined) sector should be delivered preferably by November 30th, 2022.

All deliverables must be written in Spanish and English and must contain an extension according to the magnitude of the work with an Executive Summary in both languages. It must be delivered in a designed publishable version.

2.4. Timeline

Proposals are due on August 19th, 2022 and award will be made by August 30th, 2022. The expected completion date of all work is December 15th, 2022.

2.5. Pricing

- Proposals should be for a fixed price for the entire work, including all expenses and taxes, in US Dollars
- Offers based on input-based pricing will not be considered
- Proposals will be evaluated on both total cost and on value-for-money

The products/services proposed by the prospective supplier must be aligned with the values, principles and criteria set out in the Forum's [Sustainable Procurement Policy](#).