



Guidelines for Partnership between IFOAM and IFC

Background:

The main objective of IFC is intensive exchange of information and experience and a common code of ethics in supporting the organic movements.

The binding document for IFOAM's tenders is Policy No.35, please acknowledge. -> [IFOAM Policy No. 35](#)

In addition the group hopes to eventually improve the chances of creating projects funds and/or of getting considered by donor organizations when relevant projects are sent out for tenders. All of IFC members are too small to be included in shortlists of major donor organizations. Thus they need normally to be recruited by bigger consulting companies, that are not at all experienced in Organic Agriculture and that often operate with agriculturist who are not sufficiently qualified in Organic Agriculture.

Potential Partnership between IFOAM and Consultants:

Joining together in a formal group (*organizational structure needs still to be discussed*) under the umbrella of IFOAM could bring a change to this. Joining together in a group of competent and highly qualified consultants will strengthen the power to get a standing by relevant donor organizations and considered when tenders are sent out. AGEG, Germany (Arbeitsgemein-schaft Entwicklungspolitischer Gutachter = association of development consultants) could be taken as an example for such a joined group. IFC will promote the organic movement in all activities and apply organic agriculture as is laid down in the basic standards of IFOAM.

On the other hand IFOAM could have advantages with such a group when negotiating with different organizations on political level. IFOAM will have the certainty of having a competent consultant group in the background as part of IFOAM being able to implement certain ideas/projects/ etc...

Joined Projects of Consultants could be:

- (1) Develop a database of donor and credit organizations, which could be approached for financing certain projects.
- (2) Develop project proposals, that promote the organic movement, and approach relevant donors willing to support the organic sector by financing investments, consultancy services, training etc..
- (3) Screen public made tenders with regard to organic agriculture, marketing of organic products and other relevant sectors and inform all members of IFC.
- (4) Get on the shortlist of major donor organizations in order that tenders are directly sent to IFC. Inform all members about the tenders and ask for participation in the bid (right qualification is a prerequisite).
- (5) Sharing potential contracts with private industry with other members of the group, if one cannot fulfil the requirements alone.

Hiring IFC-Consultants through IFOAM:

The list of IFC members shall be available by IFOAM.

To enable fair placing of orders of certain projects by IFOAM among the consultants, the procedure below shall be followed:

· In any case the project documents / "Terms of Reference" of the relevant project shall be sent out for tender to all IFC members.

Only exception of this procedure shall be the case when a consultant has been involved in the acquisition of the project. Then his/her activities shall be honoured by preferential treatment. However, in case the qualification of that consultant is not sufficient to guaranty satisfactory results, part of the project shall be sent out for tender by IFOAM and parts shall be given to that consultant (Further discussion on this difficult topic is needed).

· IFOAM will award the best bid. Bids will be reviewed in terms of qualification of the tendering parties according to a special valuation scheme. Draft proposal as follows:



Criteria	Importance
	%
1. Experience of the consultant	
1.1 Technical (relevant sectors)	
1.2 Regional (country/region)	
Subtotal	15
2. Appropriation of the proposed conception and planning of activities	
2.1 Technical approach and methodology	
2.2 Conception of monitoring and evaluation	
Subtotal	30
3. Technical Backstopping	5
4. Considering local resources/expertise	20
5. Qualification of proposed experts	
5.1 General qualification	
<ul style="list-style-type: none">• Education• Experience	
5.2 Special qualification	
<ul style="list-style-type: none">• Sector relevant• Management• Ability for team work	
5.3 Experience in the region / knowledge of the country	
5.4 Linguistic proficiency	
Subtotal	30

In case the technical outline of the bids of two or more tendering parties are equal, the offered costs shall be decisive.