



REDEA

Javna ustanova za razvoj
Međimurske županije REDEA



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INVITATION TO TENDER

REGISTRATION NUMBER OF PUBLIC PROCUREMENT: 2019/10

**Invitation to tender for subcontracting external expert for development of:
Croatian Case Study “Legumes: their potential role in Croatian agricultural
production”**



Dear Sir / Madam,

I am pleased to inform you that **Public Institution for the Development of the Međimurje County REDEA** OIB: 86547803101, invites **SEDEV company** to take part in the restricted tender procedure for public procurement 2019/10. The tender must comprise of a Technical offer, Financial offer and Supporting documents as follows:

1. Technical offer

- 1.1. Tender submission form
- 1.2. Organisation and methodology

2. Financial offer

3. Supporting documents

- CVs of the team leader, key expert and non-key expert
- Statement of exclusivity and availability signed by team leader, key expert and non-key expert
- List of national and international references of the tenderer institution

We look forward to receiving your tender which has to be sent by electronic means of communication using following e-mail: reda@reda.hr no later than **12th of April 2019 at 12.00 a.m.**

By submitting a tender, you accept to receive notification of the outcome of the procedure by electronic means. If you decide not to submit a tender, we would be grateful if you could inform us in writing, indicating the reasons for your decision.

Yours sincerely,

Sandra Polanec Marinović,
director of Public Institution for
the Development of the
Međimurje County REDEA



TERMS OF REFERENCE

REGISTRATION NUMBER OF PUBLIC PROCUREMENT: 2019/10

Terms of reference for subcontracting external expert for development of: Croatian Case Study “Legumes: their potential role in Croatian agricultural production”

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1. BACKGROUND INFORMATION

1.1. Contracting authority

Public Institution for the Development of the Međimurje County REDEA

1.2. Project under which subcontracting is carried out

Project acronym: TRUE

Project name: TRansition paths to sUustainable legume based systems in Europe

Grant Agreement number: 727973

Program Horizon 2020

Call: Sustainable Food Security – Resilient and resource-efficient value chains

Type of action: RIA - Research and Innovation action.

1.3. Project overall objective

The primary objectives of TRUE project are to:

1. Identify, from data collected across a diversity of Farm Networks and Case Studies, key factors that demonstrate successful use of legumes in a range of production systems with related quality chains, and the historical drivers that supported the transition.
2. Using a suite of advanced modelling approaches, combine data generated from Farm Case Studies into a final Decision Support Tool for primary producers, agronomists, processors, and associated businesses to determine a range of options for successful transitions that include a range of legume species to match the pedo-climatic zones and farm network types.

1.4. Project description

TRUE aims to identify and enable transition paths to realise sustainable legume-supported production systems and agri-feed and-food chains. Legumes are widely recognised as a sustainable source of highly nutritious food and feed, requiring no inorganic nitrogen fertiliser. Despite these benefits, legume-based systems have not been realised in common farming practice. TRUE's perspective is that the scientific knowledge, capacities and societal desire for legume supported systems exists, but that practical co-innovation to realise transition paths have yet to be achieved. TRUE is a 24-partner consortium covering business and society actors from legume commodity production, processing, and citizens. In addition, TRUE presents a unique consortium with an equal balance of 12 academic and 12 non-academic partners which span through whole quality chain (farm to consumers/citizens).



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The overall aim of TRUE is to identify constraints and lock-ins that hinder the realisation of functional food and feed chains, and identify routes to transition for a range of legumes and farm networks across Europe. This is achieved via: a true multi-actor approach that balances environmental, economic and social-securities by minimising environmental impact; optimising diversity and resilience in commercial and environmental terms throughout the supply chain; and delivery of excellent nutrition to ensure the highest possible states of health and wellbeing for people and animals.

TRUE invests a significant portion of the project funds into realising a genuine multi-actor approach as the foundation which best connects stakeholders from across quality chains throughout Europe, with state-of-the-art social engagement tools. The basis for this are three *Regional Clusters* which span the main pedo-climatic regions of Europe, designated here as: *Continental*, *Mediterranean* and *Atlantic*. In a process engineered to encourage co-innovation, Regional Cluster framework facilitates the alignment of stakeholder's knowledge with the approaches and insight gathered from a suite of 24 *Case Studies*.

Within the project a strategic and gender balanced work-plan which is generated towards achieving state-of-the-art understanding for the role of legumes in determining sustainable system states, and where the 'three pillars of sustainability' – 'environment', 'economics' and 'society', is best resolved. This combination of reflective dialogue (*Regional Clusters*) and novel legume-based approaches (*Case Studies*) supplies a hitherto unparalleled dataset for the sustainability of: environment, economics, policy and governance. TRUE will run from April 2017 until March 2021 with a projected budget of €499K.

1.5. Geographic area of interest, country background and current situation in the sector

In Croatia, cultivation, production and processing of legume crops are developed insufficiently. There is almost no farmers whose business is entirely based on the cultivation, processing and placement of legumes on the market. Growing legumes comes down to small family farms who grown legumes exclusively for their own use. Farms engaged in crop production, use legumes as one component of crop rotation and for green fertilization. The farmers engaged in livestock production, grow legumes for the production of feed for livestock. But nevertheless, intensity of legumes cultivation is at the unenviable level.

For that particular reason there is a need for encouraging farmers to develop a network with agricultural producers from other EU countries, which would create preconditions for the transfer of knowledge related to the introduction of growing legumes in production systems. Growing legumes would contribute to the sustainability of production systems in agri-food sector. The aim is to encourage and stimulate farmers to increase cultivation and



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production of these important crops, and for consumers to raise awareness of their importance in a healthy diet.

When it comes to the consumption of legumes in human nutrition, in Croatia there is an insufficient awareness of the importance of regular consumption of those food products, both for their own health but also for the establishment of sustainable systems of food production. The available data testify to the fact that in the developed and industrialized countries legumes take share of less than 25% in the human diet, while the share of legumes in less developed countries is over 75%. Legumes are very important in the human diet, primarily because of their nutritional composition because they represent the most important source of plant protein and amino acids. That is why it is important to raise a public awareness about the nutritional content of all kinds of legumes and thus encourage an increase in the share of their daily consumption.

But here is not only about raising the public awareness about the importance of the legume's consumption, but also about the importance of their use in crop and livestock production. In both agricultural industries, the use of legumes will have considerable benefits on the environment, but also for the family farms as it opens up new possibilities for the development of sustainable systems of food production.

When it comes to a crop production, because of its unique ability to symbiotic nitrogen fixation, legumes have a significant potential of use in function of crop rotation and green fertilization. In the context of livestock production, it is a goal to stimulate the production of animal feed, which is based primarily on local resources. The forage legumes are the most valuable source of plant proteins which are essential in every branch of livestock production. The positive effects of growing the legume forage are primarily reflected in increase in quantity and quality (nutritional composition) of meat and other products from the livestock production systems.

Despite the fact that in Croatia the incentive measures for cultivation of legumes as green payments are implemented, desired effect is still not achieved. For this reason, the inclusion of Public Institution REDEA in TRUE project will create preconditions for the improvement of the current situation at the regional and national level. Public institution REDEA will be in the function of initiator and it will propose a non-financial support mechanism for agricultural producers, who will be proposed at the regional level for the successful introduction of legume crops in production systems. The local farmers will be encouraged to participate in the cluster, which will ensure the creation of networks of farmers and transfer of information and knowledge about the cultivation of legumes in crop and livestock production. The transfer of knowledge is essential for the development and application of innovation and new technologies on farms and the development of sustainable production systems in Croatian agri – food sector.



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2. DESCRIPTION OF THE ASSIGNMENT

2.1. Geographical area to be covered

Republic of Croatia and EU- 28 countries data for comparison

2.2. Target sector

Legume agri-food and feed sector

2.3. Value chain components

Policy makers, primary production, processing, markets, consumers

2.4. Assignments

The assignment of this tender dossier is to develop the document **Croatian Case Study “Legumes: their potential role in Croatian agricultural production”** which consists of 3 individual research and analysis as follows:

- systematic review and meta-analysis;
- regional Cluster “road-map”;
- science-policy interface.

Systematic review and meta-analysis will help build an accurate conceptual model of determining transition factors for improved production systems requiring fewer inputs to develop more profitable routes for conventional and novel legume-based food and feeds, policies and legislation better suited to support legume-based systems. The activity will also involve the systematic collation, appraisal, and synthesis of the available evidence on the potential role of legumes to empower and support sustainable food and feed systems. This activity will also include the meta-analysis of the data to provide a quantitative synthesis of the evidence.

Regional Cluster “road-map” will deliver key data to help promote the establishment of an innovative “Croatian Cluster”, which will be aligned to the TRUE Regional Clusters. The existing capacities and credibility of the sub-contractor will therefore help empower contracting authority position to generate key publications that help establish a country-specific “road-map for profitable production”.

Science-policy interface will help determine how EU and national policies and governance solutions enable or limit legume production. Based on collection and analysis of existing policy approaches, best practice examples need to be identified also with policy recommendations for local decision makers towards desirable development pathways for legume-dependent systems. Science-policy interface should include recommendations for the lifting of barriers and the development of favourable policies and transition pathways.



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3. SCOPE OF WORK

3.1. Systematic review and meta-analysis:

- Current situation analysis in Croatian agri-food and feed sector with a special focus on legume crops;
- Systematic review and meta-analysis of nationally conducted research connected to legume crops and their positive impact enhancing the sustainability of environment, economics and society;
- Analysis of national and EU 28 legislation on legume crop production and analysis of grants and supports to enhance legume cultivation and production;

3.2. Regional Cluster “road-map”

- Road-map for profitable production-cartographic data display which refers to geographical representation of the main statistical data which was collected and analysed within systematic review and meta-analysis
- **4 national maps:** Croatian counties by number of legume producers; Croatian counties by utilized agriculture area with legumes; Croatian counties by produced quantities of legumes; Map of Croatia with geographical position of legume processors, infrastructure and equipment;
- **4 EU- 28:** EU- 28 countries by number of legume producers; EU- 28 countries by legume utilized agriculture area; EU- 28 by produced quantities of legume; Value of EU-28 grants and supports awarded to agricultural producers connected to legumes.

3.3. Science-policy interface

- Best practice examples and recommendations for local, regional and national decision makers in connection to legislation, grants and supports analysed within systematic review and meta-analysis, to support legume based agri-food and feed sector.
- This chapter should provide answers to the following questions: What policy approaches already exist? What are the practical policy challenges? What is the most needed policy change? How can different stakeholder interests be embedded in policy processes? What are the main learning lessons for various policy communities?

4. EXPECTED RESULTS

Completed **Croatian Case Study “Legumes: their potential role in Croatian agricultural production”** which contains following chapters:



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- Legume producers and utilized agricultural area with pulses by type
- Legume processors, processing capacities, infrastructure and equipment
- Main legume products, production volume
- Legume trade with EU and non-EU countries
- National end-user markets, legume consumption and national media attitude towards legumes
- Past trends in legume production and consumption
- Data comparison with other EU-28 countries
- Conducted national scientific research of legume crops and their positive impact on environment, economics and society
- National and EU- 28 legislation on pulse crop production
- National and EU- 28 grants and supports to enhance pulse cultivation
- Cartographic data display
 - **National maps:**
 - Croatian counties by number of legume producers
 - Croatian counties by utilized agriculture area with legumes
 - Croatian counties by produced quantities of legume
 - Map of Croatia with geographical position of legume processors, infrastructure and equipment
 - **EU- 28 maps**
 - EU 28 countries by number of legume producers
 - EU 28 countries by legume utilized agriculture area
 - EU 28 by produced quantities of legume
 - Value of EU 28 grants and supports awarded to agricultural producers connected to legumes
- Best practice example of EU- 28 legume legislation, grants and support
- Recommendations for local, regional and national decision makers to support legume based agri- food and feed sector

Document Croatian Case Study “Legumes: their potential role in Croatian agricultural production” has to be in English language, format: 23,5 x16,5 cm, minimum number of pages 30 (excluding cover).

Document Croatian Case Study “Legumes: their potential role in Croatian agricultural production” has to be summarized in a form of **promotional brochure** in Croatian language, format 18x14 cm, minimum number of pages 12 (excluding cover).



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Document Croatian Case Study (English language) and promotional brochure (Croatian language) have to be edited which includes text proofreading, graphic design, formatting and prepress while respecting all signs of project visibility within which they are being conducted. The signs of project visibility will be provided by the contracting authority after signing of the contract.

5. LOGISTICS AND TIMING

5.1. Location

Service provider will conduct the development of Croatian Case Study “Legumes: their potential role in Croatian agricultural production” in its own office.

5.2. Start date & period of implementation

The intended start date is the date upon signing of the Contract and the period of implementation of the Contract will be until **1st of July 2019 for a version for review**, and **15th of September 2019 for the final version** of Document Croatian Case Study “Legumes: their potential role in Croatian agricultural production”.

6. REQUIREMENTS

6.1. Requirements for the tenderer institution

The tenderer institution for developing Croatian Case Study “Legumes: their potential role in Croatian agricultural production” has to have at least 5 employed, among which is at least 1 Ph. D and 4 M.Sc. or equivalent relevant professional experience (preferably 10 years of experience but a minimum of 5 years required). The tenderer institution has to have at least 1 Ph. D and 2 other employees with university degree in the field of agriculture or a relevant, directly related discipline. The tenderer institution has to have international and national references.

The tenderer proves that he meets the above conditions by submitting following documentation: list of national and international references for the tenderer institution.

6.2. Team leader, key expert and non-key expert

Team of experts should include minimum of 3 employees of tenderer institution in position of team leader, key expert and non-key expert. Team leader key expert has to have Ph. D in agriculture sciences or a relevant, directly related discipline, and developed team management skills. Key expert involved should have university degree in the field of agriculture or a relevant, directly related discipline. Team leader or key expert involved



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should have experience in working with governance and policy and also development of grants and supports. Team leader or key expert involved should have preferably 10 years of experience, but a minimum of 5 years required with an exception of non-key expert who has to have a minimum of 2 years working experience. Also, team of experts members should have excellent knowledge of English, and they must be independent and free from conflicts of interest in the responsibilities they take on.

The tenderer proves that he meets the above conditions by submitting following documentation: CVs and statement of exclusivity and availability signed by team leader, key expert and non-key expert.

7. REPORTS

7.1. Reporting requirements

The subcontracted tenderer should submit a Concise Final Report within 1 month as of finalisation of the research using the templates provided by the contracting authority. The reports must be written in English. The Report must be sent to the contracting authority by electronic means of communication using following e-mail: reda@reda.hr.



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