

**United Kingdom-Bristol: Agricultural, farming, fishing, forestry and related products**

OJ S 28/2019 08/02/2019

Contract notice

Services

**Legal Basis:**

Directive 2014/24/EU

**Section I: Contracting authority**

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**I.1. Name and addresses**

Official name: Palladium International Ltd

Postal address: Church Barn

Town: Bristol

NUTS code: 00 Other or Not Specified

Postal code: BS216SD

Country: United Kingdom

Contact person: Luiz Henrique de Almeida

E-mail: [Luiz.Almeida@partnershipsforforests.com](mailto:Luiz.Almeida@partnershipsforforests.com)**Internet address(es):**Main address: <https://partnershipsforforests.com>**I.3. Communication**

The procurement documents are available for unrestricted and full direct access, free of charge, at: <https://partnershipsforforests.com/news-events/>

Additional information can be obtained from the abovementioned address

Tenders or requests to participate must be submitted to the abovementioned address

**I.4. Type of the contracting authority**

Other type: Private Entity

**I.5. Main activity**

Environment

**Section II: Object**

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**II.1. Scope of the procurement****II.1.1. Title**

COOPAVAM: Sales and Marketing Strategy

**II.1.2. Main CPV code**

03000000 Agricultural, farming, fishing, forestry and related products

**II.1.3. Type of contract**

Services

**II.1.4. Short description**

To raise Coopavam's positive impact with the current and new indigenous lands where they source Brazil nuts, the cooperative needs consultancy services to help develop and implement a sales and marketing strategy, capacitating Coopavam to better address highly complex

requests from demanding markets and establish contracts with new national and foreign clients. For this contract, the assigned consultant will:

- I) Develop and implement a Sales and Marketing Strategy alongside with Coopavam Staff, guiding them to develop and implement a workplan;
- II) Prepare Coopavam Staff to establish contracts with new national and international clients by themselves;
- III) Prepare Coopavam to perform customs' clearance bureaucracy for their export products;
- IV) Provide business and entrepreneurship trainings for Coopavam staff to achieve complex markets' demands.

#### **II.1.5. Estimated total value**

#### **II.1.6. Information about lots**

This contract is divided into lots: no

### **II.2. Description**

#### **II.2.2. Additional CPV code(s)**

03000000 Agricultural, farming, fishing, forestry and related products

#### **II.2.3. Place of performance**

NUTS code: 00 Other or Not Specified

Main site or place of performance: BRAZIL.

#### **II.2.4. Description of the procurement**

The overall goal of this work is to support Coopavam in enhancing their ability to expand their current client portfolio, manage existing contracts, guarantee long term supplying relationships and assess and implement new market opportunities. The sales and marketing strategy must be based on Coopavam's sustainable business model, that generates benefits in terms of land under improved sustainable management, and livelihood improvements of the indigenous communities they trade with.

For this assignment, the consultant is expected to:

- I) Develop and implement a Sales and Marketing Strategy alongside with Coopavam Staff, guiding them to develop and implement a workplan;
- II) Train Coopavam Staff to establish contracts with new national and international clients by themselves;
- III) Prepare Coopavam to perform customs' clearance bureaucracy for their export products;
- IV) Provide business and entrepreneurship trainings for Coopavam staff to create market opportunities.

#### **II.2.5. Award criteria**

Price is not the only award criterion and all criteria are stated only in the procurement documents

#### **II.2.6. Estimated value**

#### **II.2.7. Duration of the contract, framework agreement or dynamic purchasing system**

Start: 01/03/2019 End: 20/06/2020

This contract is subject to renewal: no

#### **II.2.10. Information about variants**

Variants will be accepted: no

#### **II.2.11.**

## **Information about options**

Options: no

### **II.2.13. Information about European Union funds**

The procurement is related to a project and/or programme financed by European Union funds:  
no

### **II.2.14. Additional information**

## **Section III: Legal, economic, financial and technical information**

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### **III.1. Conditions for participation**

#### **III.1.1. Suitability to pursue the professional activity, including requirements relating to enrolment on professional or trade registers**

List and brief description of conditions:  
See ITT on the website for more details.

#### **III.1.2. Economic and financial standing**

List and brief description of selection criteria:  
See ITT on the website for more details.

#### **III.1.3. Technical and professional ability**

List and brief description of selection criteria:  
See ITT on the website for more details.

## **Section IV: Procedure**

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### **IV.1. Description**

#### **IV.1.1. Type of procedure**

Open procedure

#### **IV.1.3. Information about a framework agreement or a dynamic purchasing system**

#### **IV.1.8. Information about the Government Procurement Agreement (GPA)**

The procurement is covered by the Government Procurement Agreement: no

### **IV.2. Administrative information**

#### **IV.2.2. Time limit for receipt of tenders or requests to participate**

Date: 28/02/2019 Local time: 18:00

#### **IV.2.3. Estimated date of dispatch of invitations to tender or to participate to selected candidates**

#### **IV.2.4. Languages in which tenders or requests to participate may be submitted**

English

#### **IV.2.6. Minimum time frame during which the tenderer must maintain the tender**

Duration in months: 2 (from the date stated for receipt of tender)

#### **IV.2.7. Conditions for opening of tenders**

Date: 05/03/2019 Local time: 09:00

## Section VI: Complementary information

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### VI.1. Information about recurrence

This is a recurrent procurement: no

### VI.3. Additional information

We receive public funding from DFID and are required to publish tenders of a certain value on OJEU.

### VI.4. Procedures for review

#### VI.4.1. Review body

Official name: Palladium International Ltd

Town: London

Country: United Kingdom

### VI.5. Date of dispatch of this notice

05/02/2019