

**Issue date: 30.05.2024**  
**Closing date: 31.08.2024**

## **Call for offers**

Donau Soja is searching for a

### **Service provider for IT solution for Deforestation and Land Use Change risk assessments**

The Donau Soja Organisation hereby invites organisations/individuals (hereafter: the service provider) to send in their proposal for the provision of the services described in this call for offers.

#### **1. Background**

##### The Donau Soja Organisation

Donau Soja Organisation is an independent, international, non-profit, multi-stakeholder organisation aiming to effectively meet protein market demand and to provide a baseline for the development of high-quality soy cultivation in the Danube Region. The Organisation's seat is in Vienna, Austria with regional offices in Novi Sad Serbia, Kiev Ukraine and Chisinau Moldova.

The mission of the Association is to increase Europe's self-sufficiency in soybean production, to promote sustainable agricultural practices and to contribute to the development of rural areas. Its members are representatives from the entire value chain who combine efforts to change the way soya is produced and used in Europe.

More about Donau Soja here: <http://www.donausoja.org/en/home/>

##### Strategic Partnership Programme

Donau Soja has a long-lasting cooperation with Austrian Development Agency (ADA) within Strategic Partnership Programme for target countries Serbia, Bosnia and Herzegovina, Moldova and Ukraine. This service will be related to implementation of this Programme.

#### **2. Objective of the assignment**

For the Donau Soja organisation, aligning with and exceeding the standards set by regulatory frameworks such as the EU Deforestation Regulation (EUDR) is essential, both for fulfilling its vision for sustainable, safe, and European protein supply and for maintaining its leadership position in promoting responsible soy production. The introduction of EUDR marks a significant step towards mitigating the environmental impacts of commodity production and enables target country beneficiaries to stay on EU market, which directly aligns with Donau Soja's mission to ensure an inclusive, deforestation-free, sustainable soya supply chain.

In June 2023, the EU published Regulation (EU) 2023/1115 of the European Parliament and of the Council of the 31<sup>st</sup> of May 2023 on the making available on the European Union Single Market and the export from the Union of certain commodities and products associated with deforestation and forest degradation, better known as the EU Deforestation Regulation (EUDR). The Regulation applies to soybeans, beef, palm oil, wood, cocoa, coffee and rubber, as well as products derived from these commodities. The EUDR requires that companies producing and trading with these commodities and products conduct extensive

diligence on the value chain to verify that the goods result from deforestation-free production with a 2020 cut-off date, traceable to all plots of the land where the commodity was produced including geolocation data, and in accordance with relevant legislation of the country of production. As of the 30<sup>th</sup> of December 2024, the key articles of the EUDR will apply, leaving a short adaptation and preparation period.

Donau Soja's standards already underscore a commitment to sustainable, and deforestation-free, conversion free (cut-off date 2008) European soya production. Thereby also cut-off date 2008 for LUC should be part of the solution.

Donau Soja seeks an efficient, scalable, and cost-effective software solution for deforestation analysis to meet the requirements of the EUDR, including the Land Use Change (LUC) cutoff date of 2008. The software should possess the ability to accurately identify deforestation and LUC, adhering to the stipulations of both the EUDR and Donau Soja quality standards. The required analysis will target soybean polygons (fields) in target countries. Solution should assist in ensuring compliance for all beneficiaries in implementing the EUDR due diligence system. This process involves gathering information, evaluating deforestation, and managing the creation, storage, and dissemination of data necessary to produce the due diligence statement. This platform will play a pivotal role in supporting small-scale soy farmers operating in regions such as Serbia, Bosnia and Herzegovina, Ukraine, and Moldova, which are part of Strategic Partnership Programme between ADA and Donau Soja. By automating the collection of critical information and facilitating comprehensive deforestation checks, the tool streamlines the process of complying with EUDR requirements. It ensures these farmers can efficiently verify their adherence to deforestation-free practices, making it significantly easier for them to access the European market under the new regulation while maintaining sustainable operations.

### 3. Tasks of service provider

The service provider is tasked to provide a scalable and cost-effective software solution. Key features and functionalities of the solution should include:

- **Comprehensive Analysis for Land Use Change:** Providing detailed deforestation and LUC 2008 analyses that meet the specific requirements of EUDR and Donau Soja's standards.
- **Support for Complex Supply Chains and small-scale farmers:** The solution must accommodate and automate the intricacies of complex supply chains.
- **Automation of Geolocation Collection** to streamline the process.
- **Other requirements of EUDR regulation**

The service provider will be responsible for ensuring that the software solution is not only technically sound but also user-friendly and adaptable to the evolving needs of Donau Soja and its stakeholders. This includes providing necessary training and support to ensure the successful implementation and ongoing use of the software across Donau Soja's operations and supply chains.

### 4. Expected outputs

IT solution available for the use as soon as possible (subject of evaluation) and maintained regularly for upcoming harvests.

### 5. Time frame and organisation

The work of the service provider will start as soon as the contract is signed. The duration of engagement is without an end date and is subject to organisational requirements and satisfactory performance. The Service provider is expected to use his/her office for the assignment.

## 6. Reporting

The service provider is required to maintain a rigorous and transparent reporting protocol to ensure all parties are kept informed about the project's progress and any issues that may arise. The reporting structure is divided into two phases:

- **Initial Reporting Period:** Until October 31st, the service provider will report directly to a designated contact person for both administrative and content-related matters. This facilitates a clear communication line for immediate feedback and rapid resolution of any early-stage challenges. The designated contact person will be [kalentic@donausoja.org](mailto:kalentic@donausoja.org).
- **Ongoing Monthly Reporting:** Following the beginning of the use of the solution, the service provider will transition to providing monthly reports. The reporting format, including the specific contents and template of the monthly reports, will be agreed upon at the start of the project.

## 7. Requirements/ Key qualifications of the team

- **Legal Authorisation:** Entities must be legally incorporated and registered for software services and comply with all applicable legal standards and regulations. Please provide documents proving legal authorisation.
- **Professional reliability:** Service provider must demonstrate professional reliability. Service provider is required to present profile and experience of company working on this solution in the software industry, including history, achievements, and previous projects. Company references will be evaluated.
- **Technical proficiency:** Service provider must showcase their technical capability to meet call requirements. This involves having the necessary expertise, privacy and data policy, and resources to perform defined tasks according to technical specifications and industry standards. Evidence of relevant certifications, data, security and privacy policy should be provided to illustrate technical proficiency.
- **Financial capability:** Service provider must demonstrate financial capability to ensure the successful implementation of all phases. Profit and loss statements will be evaluated.

## 8. Payments

The service provider will work under a framework agreement.

Remuneration installments will be based on an offer and agreement between Donau Soja gmbh and the service provider. The detailed remuneration plan will be defined in the framework agreement.

Payments will be made based on issued invoices.

## 9. Selection/ award criteria

### 1. Technical offer 70%

- a. Software Functionalities 40%
- b. References 20%
- c. Timeline 10%

### 2. Financial offer 30%

- a. Amount 20%
- b. Payment Schedule 10%

## Price Criteria

We will consider only offers that contain prices and/or claim reimbursements that are not higher than those customary within the specific sector or local market. Rebates, cash discounts and the like should be clearly stated in the offer.

The most economically advantageous offer will be selected.

## 10. Documents to be provided

### 1. Financial Offer

*Please fill in data in Financial offer Form provided in Annex 1*

- Detailed Cost Breakdown: This should include the total cost and detailed pricing for each component of the project, such as licensing fees, customisation costs, support and maintenance fees, and any other charges.
- Payment Schedule: Outline expectations for how payments should be structured (e.g., milestones, upfront, upon completion).

### 2. Technical Offer

- **Software Functionalities:** Detailed software specifications with process flows and description of the intended functionalities of the solution. This should include how each functionality addresses the needs specified in the tender.
- **Documents proving**
  - legal authorization,
  - professional and technical reliability
    - company references,
    - relevant certificates,
    - data security and privacy policy: documentation of the practices and policies ensuring data security and user privacy
  - financial capability (profit and loss statement for last 3 years)
- **Timeline**
  - Project Timeline: A detailed schedule outlining all key phases and milestones of the project, from initiation through to completion, deployment and post-launch support.
  - Delivery Date: Please provide the delivery date as defined in ToR point 4

### 3. Signed Consent to the processing of personal data (Annex 2)

### 11. Offer submission address and deadline

Please send the required documents in an email, indicating "Service provider for IT services for the development of EUDR project" in the subject, to: [project\\_admin@donausoja.org](mailto:project_admin@donausoja.org)

Only offers received before **31.08.2024, 5PM CET** time will be considered.

Should you have questions please contact:

For administrative questions please contact: Mrs Biljana Tadic, E-mail:

[project\\_admin@donausoja.org](mailto:project_admin@donausoja.org)

For content-related questions please contact: Mrs. Marija Kalentic, E-mail:

[kalentic@donausoja.org](mailto:kalentic@donausoja.org)

*Donau Soja is committed to achieving diversity within its workforce, and encourages all qualified applicants, irrespective of gender, nationality, disabilities, sexual orientation, culture, religious and ethnic backgrounds to apply. All applications will be treated in the strictest confidence.*

**Annex 1**

No	Service
1	Lump sum for providing solution that fit the requirements
2	Costs for maintaining the solution in upcoming harvest years (licence cost per ha for EUDR and LUC 2008)
<b>Total (NET)</b>	
<b>Total (including VAT)</b>	

**Detailed cost breakdown:**

**Payment schedule:**

## **Annex 2**

### **Consent to the processing of personal data**

Providing personal data is voluntary. Failure to do so will result in the bidder being unable to participate in the evaluation process.

By participating in this call, the bidder acknowledges and consents to the processing of their personal data, as well as the personal data of all participating individuals, in accordance with GDPR-Regulation (EU) 2016/679 of the European Parliament and of the Council of 27 April 2016 on the protection of natural persons with regard to the processing of personal data and on the free movement of such data.

The personal data provided within this call will be stored by the procuring body until the bidder revokes their consent to the processing of data, but not for less than a period of 5 years from the closing date of the ADA Strategic Partnership Project. The bidder grants the procuring body permission to retain and store their personal data for the purpose of maintaining complete project documentation.

Furthermore, the bidder authorizes the procuring body to disclose their personal data, as well as the personal data of participating individuals, to auditors and/or donors if requested for further checks and audits.

#### **For Bidder:**

*Name*

*Company*

*Place/Date*

*Signature*