

THE REGIONAL ENVIRONMENTAL CENTRE FOR THE CAUCASUS

TERMS OF REFERENCE

Non-Consultancy Service Contract for the Procurement of a Satellite-Based Agricultural Monitoring Service, Training and Technical Support for Beneficiary Farmers of the Almond and Walnut Producers Association

Ref. no. 073/RECC/G/GIZ/ProGress 2026 SC0409

Contract Title:	Non-Consultancy Service Contract for the Procurement of a Satellite-Based Agricultural Monitoring Service, Training and Technical Support for Beneficiary Farmers of the Almond and Walnut Producers Association
Contracting Organization:	The Regional Environmental Centre for the Caucasus (RECC)
Division/Department:	RECC Projects' Implementation Unit
Programme/Project Number:	Grant Agreement number: 81306942 Project processing number: 21.9025.4-002.00 GIZ brief project title: Promoting Green Deal Readiness in the Eastern Partnership Countries (PROGRESS)
Duty Station:	Fields/orchards of the beneficiary farmers, members of the Almond and Walnut Producers Association
Budget:	The maximum budget ceiling is 41000.00 GEL (Excluding VAT / Exempt from VAT)
Expected Start Date:	October 2026
Duration:	12 months from activation of the service
Reports to:	Sophiko Akhobadze - RECC Executive Director Nino Nadibaidze - RECC Project Technical Advisor

1. Description of Objectives of the Service

1.1 Background

The project 'Promoting Green Deal Readiness in the Eastern Partnership Countries' (PROGRESS) is implemented on behalf of the International Climate Initiative (IKI) of the Federal Government of Germany. Within the Federal Government, the IKI is anchored in the Federal Ministry for the Environment, Climate Action, Nature Conservation and Nuclear Safety (BMUKN). Selected project is also the responsibility of the Federal Foreign Office (AA). PROGRESS is implemented by the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH, as the lead agency, in partnership with the Organisation for Economic Co-operation and Development (OECD), the Regional Environmental Centre for the Caucasus (REC), the European Business Association (EBA)

Moldova and the Institute for Economics and Forecasting of the National Academy of Sciences of Ukraine (IEF).

*PROGRESS supports the countries of the Eastern Partnership (EaP) in their transition to **climate-oriented, resilient and green economic development**. It aims to improve the conditions for the transformation of selected **agricultural** and related **industrial food value chains**. The project promotes the introduction of innovative technologies, tools and methodologies that provide a significant impetus for a transition to greater sustainability, climate resilience and long-term Greenhouse Gas (GHG) mitigation in the region, accompanied by improved enabling framework conditions. Better access to financing options and support for the further improvement of existing financing mechanisms and instruments involving for example national banks, development banks and public budgets will facilitate implementation.*

The project coordination unit is based in Georgia with project representation offices in each of the five partner countries. PROGRESS is implemented through a consortium consisting of GIZ, the Regional Environmental Centre for the Caucasus (REC) in Armenia, Azerbaijan and Georgia, the European Business Association (EBA) based in Moldova and the Institute of Economics and Forecasting of the National Academy of Sciences of Ukraine (IEF) based in Ukraine. GIZ will serve as the Partnership Coordinator for the overall project coordination of PROGRESS.

The project aims to pilot satellite-based agricultural monitoring technology in almond and walnut orchards and support farmers in making more informed irrigation decisions based on regularly updated field-level data. The service shall cover a total agricultural area of 550 hectares, distributed among 10 beneficiary farmers, for a period of 12 months.

1.2 General Objective of the Service

The objective of this service is to procure and implement a comprehensive satellite-based agricultural monitoring service covering **550 hectares and 10 beneficiary farmers for a period of 12 months**, enabling beneficiary farmers to use satellite-generated information to improve irrigation management, optimize water and energy use, identify crop water stress, and make better-informed irrigation decisions.

The selected Service Provider shall be responsible for the complete service package described in Section 2 below — platform access and farm integration, training, and post-training technical and advisory support — for the entire 12-month service period.

2. Scope of the Service

Under this scope of work, the Service Provider shall perform the following key tasks, in close coordination with the Contracting Authority and the Almond and Walnut Producers Association:

a) Platform Subscription and Farm Integration: Provide a 12-month subscription/license to a satellite-based agricultural monitoring platform covering the full 550-hectare project area and all 10 beneficiary farmers (selected from among the members of the Almond and Walnut Producers Association, with final beneficiary and plot details to be provided by the Contracting Authority and/or the Association). This includes registration and integration of all agricultural plots, preparation/verification of digital field boundaries, creation of individual beneficiary user accounts, and initial configuration and activation, so that each beneficiary has verified access to his/her registered plots for 12 months from activation.

b) Minimum Technical Requirements of the Platform: The platform shall, at minimum, provide the following:

- satellite-based monitoring of soil and/or crop water conditions, including evapotranspiration (ET) and identification of crop water stress;

- information and/or recommendations on crop water requirements, supporting irrigation planning and decision-making (when and how much to irrigate);
- regularly updated monitoring data during the growing season, visualized through maps, graphs, dashboards or other user-friendly formats;
- online access via computer and/or mobile device, with individual access for each beneficiary to his/her own plots;
- a primarily satellite-based service that does not require beneficiaries to purchase additional specialized field hardware or physical sensors.

c) Training: The Service Provider shall organize and deliver at least one practical training session for the 10 beneficiary farmers (other Association members/stakeholders may join, subject to agreement with the Contracting Authority). The training shall be delivered by a qualified specialist and shall cover the platform's functionalities and navigation, interpretation of satellite-generated data (soil/crop water conditions, evapotranspiration, water stress, crop water requirements), and practical application for irrigation planning and decision-making, with examples relevant to almond and/or walnut orchards. Relevant user guides or training materials shall be provided electronically where available, so that beneficiaries can independently use the platform's main functions afterwards.

d) Post-Training Technical and Advisory Support: The Service Provider shall provide ongoing technical and advisory support to all 10 beneficiary farmers throughout the 12-month service period — responding to questions, resolving technical/account issues, and helping beneficiaries interpret the platform's outputs for irrigation-related decisions. Support may be provided remotely (telephone, email, or other channels agreed with the Contracting Authority) through a designated support contact.

e) Duration and Continuity of Service: The service shall run for 12 months from activation. Throughout this period the Service Provider shall maintain platform access and monitoring coverage for the full 550-hectare area and all 10 beneficiaries, with regularly updated data and available technical/advisory support, except for scheduled maintenance or circumstances outside its reasonable control.

3. Deliverables and Reporting Schedule

The estimate duration of the assignment is 12 months. The services will be commenced in October, 2026.

The Service Provider will submit reports to the following deliverables indicated in Table 1.

Ref.	Deliverable / Means of Verification	Indicative Timing
D1	Platform Setup and Farm Integration Report — accounts activated, plots and field boundaries integrated, entire 550-hectare area registered and access verified for all 10 beneficiaries. Training Report — completion of at least one practical training session; attendance records and training materials provided.	October -November 2026
D2	Interim Monitoring & Support Report — confirmation of continuous platform access/coverage and summary of support provided to date.	June-July 2027
D3	Final Summary Report — confirming beneficiaries covered, area integrated, service duration, training delivered and support provided.	November 2027

The financial proposal shall present the total price for the complete 550-hectare, 12-month service package described in Section 2, itemized in sufficient detail (subscription/license fees, integration, account setup, training, and support) to allow the Contracting Authority to assess its composition, with applicable taxes presented separately. Financial offers exceeding the maximum budget ceiling stated in the header table above shall be automatically disqualified.

4. Service Provider's Qualifications, Experience and Proposal Requirements

Eligibility Criteria

- **Entity Type:** Open to legal entities registered in Georgia, as well as international companies or their duly authorized local representatives/partners.
- **Legal Authorization:** The bidder must demonstrate the legal right and authorization to offer and provide the proposed platform and related services in Georgia.
 - *Note:* If the bidder is not the platform's owner/developer, they must provide evidence of authorization or a representation agreement upon request.

Bidder Capacity & Qualifications

- **Technical Capacity:** Demonstrated capability to configure, implement, integrate, and maintain the proposed platform.
- **Support Capacity:** Demonstrated ability to deliver required training and 12 months of technical and advisory support.
- **Preferred Experience:** Relevant background in the following areas is considered an advantage:
 - Satellite-based agricultural monitoring
 - Digital agriculture
 - Irrigation advisory
 - Precision agriculture

5. Contacts, Communication and Supervision

The Consulting Entity will be under the direct supervision of the RECC Project Core Team based in Tbilisi Head Office for the duration of the service. The Consulting Entity will maintain official communication with the RECC Project Core Team.

6. Award Criteria (Evaluation of Offers)

Evaluation shall be carried out in accordance with REC Caucasus procurement procedures for non-consultancy services and supplies, in two stages:

Stage 1 – Technical Compliance (Pass/Fail): each offer is assessed against the mandatory requirements of Section 2 (Scope of the Service) and the bidder qualifications in Section 5, including the platform's technical functionalities, capacity to cover the full 550-hectare/10-farmer scope, training and support capacity, relevant experience, and completeness of the proposal. Only offers that pass all mandatory requirements proceed to Stage 2; others are rejected.

Stage 2 – Financial Evaluation: among technically compliant offers, the contract is awarded to the bidder offering the **lowest total evaluated price** for the complete service package, provided it is complete, realistic, and within the maximum budget ceiling stated in the header table above [41000.00 Gel Excluding VAT]. Offers exceeding the ceiling or omitting mandatory cost components are excluded from the ranking.