



wheatbelt
natural resource
management

REQUEST FOR QUOTATION

CONSULTANT – ECONOMIC MODELLING

Optimising Fodder Options in Mixed Farming Systems

Contract Period Monday 26th August - 30th June 2023

Deadline: 4pm (AWST) Friday 2 August 2019

Reference:

Lodgement: By email to bdunlop@wheatbeltnrm.org.au

1. Introduction

Wheatbelt NRM is seeking submissions from a suitably qualified and experienced consultant to undertake an economic analysis to demonstrate the possible production benefits of implementing a systems approach to summer ground cover.

We are seeking an economist or farm business modeller with a thorough understanding of mixed farming in the West Australian Wheatbelt, and extensive knowledge of agricultural economics and/or farm business modelling.

It is expected that the final product will be

- Eight economic analysis reports, one per farm.
- Overall analysis of findings

2. Background Information

Wheatbelt Natural Resource Management Incorporated (Wheatbelt NRM) is an independent community-based organisation leading natural resource management (NRM) endeavours within the Avon River Basin. The organisation operates from its Northam office, Western Australia, and exists as the second largest of the seven NRM regional organisations in the State, with responsibility for the 12,000,000 hectares of the Avon River Basin.

The Optimising Fodder Options in Mixed Farming Systems project is being delivered as part of the Australian Government's National Landcare Program.

The primary outcome of this project will be to increase summer ground cover.

Project activity will include:

Planning

- Helping mixed farmers optimise fodder, forage and pasture options to fill summer feed gaps and increase ground cover.

Events

- There will be events, field days, demonstrations and practical workshops to bring the latest information and analysis on options suited to individual farm businesses.

Demonstrations

- Eight Farm Demonstration Sites working with industry influencers will deliver a whole of farm approach to feed management. Summer crops, perennial pastures and shrubs will form the basis of on farm demonstrations that showcase a systems approach to summer feed options. These summer feed gap options will increase ground cover, stabilise soil and increase soil carbon. Field days and other extension activities will support peer to peer learning.
- Four summer ground cover plan sites will be used as examples to support a peer to peer extension process that will enable mixed farmers to benefit from seeing the planning process in action.

Toolbox

- A Toolbox will also be developed to support them to identify the best approach for their farm. (A separate consultancy will be developed for the farm planning and Toolbox.)

Analysis

- Economic analysis of the production benefits of summer grazing options will encourage further adoption.

3. Period of contract

The contract will commence Monday 26th August and conclude the 30th June 2023.

4. Objectives

The main task of the consultant will be to undertake economic analysis of the production benefits of summer grazing options to be demonstrated in 8 demonstration sites across the Wheatbelt.

Specific objectives include:

- Work with the project farm planner to identify which options are being used at each farm and assess the demonstration activities individually and as a whole farm operation economically
- Work directly with 8 farmers to analyse the economic benefits (or otherwise) of changes to their livestock enterprise as a result of the project Present findings in a final report, and as a part of normal project extension activities

5. Scope of works

This section provides a description of the scope of works of the Contract.

- Carry out an economic modelling exercise for 8 demonstration famers
- Identify impacts of key decisions made as part of the farm planning
- Model potential economic benefits (or not) of proposed actions
- Present at project workshops on modelling results
- Present a final report for each demonstration farm. Structure and audience for report to be determined with Wheatbelt NRM

6. Project Timeframe

This consultancy is ongoing as required through the life of the project. Workload will vary in accordance with the deliverables required.

Request for quote released:	Thursday 11 th July2019
Closing date for submissions:	Monday 29 th July 2019
Contract award:	Monday 19th August 2019
Project commence:	Monday 26 th August 2019

7. Meetings

The consultant will be required to attend meetings in person in Northam, however it is expected that remote participation will be maximised.

8. Demonstration Sites

The eight demonstration sites selected are:

- Dempster – Goomalling
- Kelly – Newdegate
- Mann – Beverley
- Morgan – Bencubbin
- Page – Pingelly
- Storer – Cunderdin
- Whyte – Kondinin
- Mutton – Wickepin

9. Expression of Interest and Pricing Requirements

Expressions of Interest should clearly address the selection criteria and also detail the process that will be used to achieve the Scope of works. It would be beneficial to include a project schedule/ timeline.

Expressions of Interest should include a company capability statement and a list of personnel who will be responsible for delivering the project detailing:

- Their skills and experience
- Their hourly rate/s and the number of hours they will contribute to the project

10. Selection Criteria

Expressions of interest will be assessed using the following selection criteria:

- Understanding of the brief
- Proposed methodology to achieve required outcome
- Skills and experience
- Organisational capacity
- Value for money

11. Lodgement of Response and Delivery Method

The Response must be electronically by the Deadline. The Deadline for this Request is 4pm Monday 29th July 2019 in Australian Western Standard Time (AWST).

The Respondent may submit the Offer electronically at bdunlop@wheatbeltnrm.org.au.
Late responses will not be accepted.

12. Response

Please Note

Respondents may submit expressions for interest for all the services and scope of works within this RFQ or parts there-of. Collaborative applications accepted. More than one Respondent may be contracted to complete the works.

The Contract may be awarded to a Respondent or Respondents who best demonstrate the ability to provide quality services at a competitive price. The quoted prices will be assessed together with the qualitative and compliance criteria to determine the most advantageous outcome to the Principal.

Wheatbelt NRM has adopted a best value for money approach to this Request.

This means that, although price is considered, the Response/s containing the lowest price will not necessarily be accepted, nor will the offer ranked the highest on the qualitative criteria. A scoring system will be used as part of the assessment of the qualitative criteria.

13 Qualitative Criteria

Qualitative Criteria	Qualitative Criteria Weighting
<p>Understanding of the brief/Proposed Methodology</p> <p>Respondents should detail the process they intend to use to achieve the Requirements of the Specification. Areas that you may wish to cover include:</p> <ul style="list-style-type: none">(a) A project schedule/timeline (where applicable);(b) The process for the delivery of the services;(c) A demonstrated understanding of the scope of work. <p>Supply details and provide an outline of your proposed methodology labelled "Demonstrated Understanding".</p>	30%
<p>Skills & Experience</p> <p>Describe your experience and that of any proposed personnel in completing/supplying similar Requirements. Respondents must, as a minimum, address the following information and label it "Relevant Experience":</p> <ul style="list-style-type: none">(a) Provide details of similar work;	30%

<p>(b) Provide the scope of the Respondent's involvement including details of outcomes;</p> <p>(c) Provide details of issues that arose during the project and how these were managed by the Respondent;</p> <p>(d) Demonstrate sound judgement and discretion; and</p> <p>(e) Demonstrate competency and proven track record of achieving outcomes.</p>	
<p>Organisational Capacity</p> <p>Respondents should demonstrate their ability to supply and sustain the necessary:</p> <p>(a) Documentation and other support materials; and</p> <p>(b) Any contingency measures or back up of resources including personnel (where applicable).</p> <p>As a minimum, respondents should provide a current commitment schedule and plant/equipment schedule, and label it "Respondent's Resources".</p>	10%
<p>Value for Money</p> <p>Wheatbelt NRM is looking for a fixed price quote detailing a schedule of services and prices.</p> <p>Payment instalments are to be linked to project milestones and deliveries achieved.</p> <p>Respondents are to provide a budget for each activity proposed in their methodology with a breakdown of hourly rates, travel and other on-costs.</p> <p>Note:</p> <ul style="list-style-type: none"> prices are to be included excluding GST Number of units (of activity) is estimated and may be subject to change. 	30%

14 **Value for Money**

The Contract may be awarded to a Respondent who best demonstrates the ability to provide quality services at a competitive price. The quoted prices will be assessed together with the qualitative criteria to determine the most advantageous outcome to the Principal.

Wheatbelt NRM has adopted a best value for money approach to this Request.

This means that, although price is considered, the Response containing the lowest price will not necessarily be accepted, nor will the offer ranked the highest on the qualitative criteria. A scoring system will be used as part of the assessment of the qualitative criteria.

15 **Evaluation Process**

This is a Request for Quote.

Your Response will be evaluated using information provided in your Request for Quote.