

## Term of References

### *Providing 2 Training sessions on fodder management practices for 20 University professors and 20 farm technicians*

#### Technical support for Humanitarian Project in DPR Korea

<b>Consultancy for the implementation of a humanitarian project on goat rearing practices</b>	
Region	South-Hwanghae (City of Haeju)
Country	DPRK (Democratic People's Republic of Korea)
Field	Food security, Goat rearing, Support to academic institution
Title of the project	Capitalization in animal food production knowledge
Implementing organization	Première Urgence Internationale (PUI)
Beneficiary	University of Agriculture of South Hwanghae province, Livestock and veterinary studies department <b>and</b> the four farms of Sinkwang/ Unyang/ Tappyong/ Daesong in South Hwanghae province
Donor	European Commission (DEVCO)
Ref for tender	KOR/15006/11
<b>Main objective of the consultancy</b>	<b>Provide 2 technical training sessions (7 to 12 days each) to 22 professors of agricultural university <u>and</u> 20 farm technicians on fodder management</b>

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## I. Context

### 1. Presentation of Première Urgence Internationale

Première Urgence Internationale is a non-profit, non-political, non-religious international NGO helping marginalized civilians affected by natural disasters, war and economic collapse. Our mission is to defend basic human rights set out in the Universal Declaration of Human Rights in 1948. Our aim is to provide rapid global responses to the basic needs of populations affected by humanitarian crises for them to regain independence and dignity. Our projects are currently carried out in 21 countries by 2,650 local workers, 145 foreign workers and 80 head office employees.

The organization leads more than 180 projects in a year concerning food Security, health, nutrition, infrastructure rehabilitation, water, sanitation and economic recovery. PUI assists more than 4 million persons in 21 countries in Africa, Asia, the Middle East, Eastern Europe and France.

### 2. General context

The DPRK remains one of the most isolated country in the world, especially since international sanctions has been strengthened in response to its nuclear program. Despite the lack of information, we know that the basic needs of the population are extremely high. According to the latest “needs and priorities” document published by the United Nations, it is estimated that 10.5 million<sup>1</sup> people are undernourished in the country, more than 42% of the population. The majority of children under 5 as well as 50% of pregnant and lactating women suffer from nutritional deficiencies, leading to high rates of malnutrition.

In 1990, North Korea faced an important famine and made a call for international aid. This led to a small opening for international NGO's implementing small scale projects in the various provinces of the country. Nevertheless, relationship between the national authorities and the International NGOs remains tensed. It is still a challenge to overcome the mutual distrust and other misunderstandings. PUI is one of the 6 International Non-Governmental Organizations (INGOs), which, since 2006, is allowed to operate in DPRK, supported by the European Union. In DPRK, Première Urgence Internationale is referred to as “EUPS Unit 1”.

*See Annex 2 for further explanation about agriculture and livestock in DPRK.*

### 3. Project context

#### a. Organization within the farms

Agriculture in DPRK is characterized by a collective production, with strictly hierarchical decision making processes, and rigid strategic planning. The cooperative “farms” depends on the “People Committee” decisions concerning land and resource attribution. Within these farms, workers are grouped in “units” and “brigades”. Each brigade is specialized and responsible for one specific type of resource. A typical farm would be composed of 6 or 7 cereal brigade (producing rice, maize, wheat, barley), 1 livestock brigade (pigs, poultry, goats, cattle), 1 market gardening brigade, 1 arboricultural brigade, and various support brigades (machinery, infrastructure...).

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<sup>1</sup> FAOSTAT 2015.

Part of the production is collected by the state based on quota targets to feed urban population, and the farm keeps the rest to be either distributed or sold to local markets.

Aside from the collective production, each household can use a small portion of land of around 100 square meters for private production (which represents 1% of the cultivated surface).

#### b. University organization

Located in Haeju (South Hwanghae province), the Agricultural University was created in 1960. It is divided in 6 departments (cereals, fruits, livestock, machinery, water, management). Each training program is 4 years and a half long. The project will specifically support the Livestock Department of the University, with 22 professors and 350 students. Within this department, 70 students are given theoretical and practical lessons (1 year spent on a practical farm) on various themes including fodder production, all kind of livestock management, veterinary services and animal food processing.

*See Annex 4 for more information on Haeju University*

### 4. Project description

Area of intervention: since 2012, PUI has been concentrating its activities in the South Hwanghae Province. It has a population of approximately 2.37 million inhabitants, around 1.26 million of which are farmers. The province spreads over an area of 7000 km<sup>2</sup> includes coastal areas, low lands valleys, alluvial plains essentially devoted to paddy and corn fields, and towards the East, terraces, low hills and mountain slopes. With favorable natural and geographical conditions, agriculture is the main industry of South Hwanghae Province. Despite of these advantageous conditions, the standard of living of the farmers in the South Hwanghae Province is not higher than in other provinces.

PUI's intervention is twofold:

#### 1) Within the University (cooperation program)

... with a specific objective *“to strengthen the technical and institutional capacities of the Provincial Agricultural University of Haeju enabling it to play a significant part in the improvement of food security and agriculture development in South Hwanghae Province”*.

The diffusion of best practices is indeed closely related to the University level of education. Students are trained to become farm managers and People's Committee executives, so they will be in charge of livestock production, rural development and agricultural policy making. In addition, the University acts as a technical advisory toward Provincial Authorities concerning every policy implemented at the Province's scale.

Because of isolation and lack of financial resources, the breeding department of Haeju University has received little update since the 1990s.

*See Annex 3 for a short description of Haeju University*

#### 2) Within the farms (support program)

... with a specific objective “*to contribute to improve children’s nutritional status and households’ resilience, through the reinforcement of goat rearing practices at community and households level, in South Hwanghae Province*”.

PUI chose to focus on each succeeding link in the goat yoghurt supply chain for nurseries and kindergarten. It is indeed confirmed to be an adequate answer to the protein shortage which affects the nutritional status of children. The use of unexploited sloping lands and non-arable surfaces for fodder production and grazing means that activities do not compete with other agricultural production priorities. In order to achieve tangible result, all aspects of the production and consumption cycle should be worked upon, from fodder production, to yogurt utilization by the children and households.

See Annex 5 for more information on the fodder production.

## II. Objective of the requested service

In order to contribute to the achievement of the objectives set, the project will collaborate with a non-Korean institution or consultant specialized in professional training / fodder management for goat breeding. The elected candidate will provide technical support to PUI and **ensure two training sessions on fodder management**.

Fodder represents any dried livestock feed, such as natural pasture, sown crops cut for hay or silage, cereal stubble and chaff. Good fodder practices and suitable management strategy is crucial to ensure sufficient and quality production of goat milk, and thus supplement the children nutritious needs. Fodder trainings should be led in order to meet that final goal.

The two training sessions will be addressed to the two different beneficiaries of PUI’s projects:

- 1) The professors of Haeju Agricultural University  
⇒ Indirect impact on the fodder production by training the future farm managers and advising the current ones
- 2) The technicians of the Livestock Brigade from four farms of South Hwanghae province  
⇒ Direct impact on the fodder production and use by conducting every aspect of the production chain from the seeds to the goats’ food ration.

The two sessions will be realized **consecutively**. Each of them will last between one week and two weeks, depending on the consultant’s schedule and conditions.

**The candidate will thus have to be able to adapt his speech to two different level of understanding and competences.**

It may be good to know that these sessions is part of a wider training program, which also includes trainings by local Korean experts/ two other international trainings for both professors and farmers, and only for the professors, the participation to a Study Tour in Europe.

### 1. Expected contributions by the service provider

#### a. Training of University professors

The candidate will share his experience and expertise with the University professors in order to achieve the three objectives of the **project number 1**, namely:

- 1) Result 1 (R1): The technical capacities on fodder production, and the level of education of the University Livestock Department increased
- 2) Result 2 (R2): The University is benefiting from a professional network of non-Korean stakeholders to develop experience sharing and therefore improve its knowledge and technical practices
- 3) Result 3 (R3): The institutional capacities of the University are improved and it has the mean to sustainably ensure its development

Audience: University professors

Level: high academic standards

Themes to be addressed (examples): fodder production strategy, quality assessment, performance enhancement techniques, pasture management, silvo-pastoralism, international research recent development, innovations, etc...

High technical trainings must therefore be given to 22 professors and lecturers of the University of Haeju. The objective will be to strengthen the level of technical and scientific knowledge of the teaching team and update the professors about the progress of international studies. More specifically:

- Assess, by appropriate means, the initial technical skills of the University professors,
- Process the data collected to establish a baseline of competencies and develop the training plan,
- Refine training materials,
- Conduct on-site technical trainings in DPRK,
- Prepare, together with the North-Korean teachers, 3 technical factsheets for extension services on farms, about subjects covered during the training session,
- Provide a list of relevant international reference documents (articles, manuals, reviews, etc.) on fodder production for the University library,
- Evaluate, by appropriate means, the post-project technical skills of the professors and prepare a training report.

Between the training sessions, the consultant might have to occasionally answer the technical questions that the professors may have on the training provided.

This mission will be the subject of a report, subjected to evaluation.

### ***b. Training of Livestock Brigade members***

The candidate will share his experience and expertise with the brigade technicians in order to achieve the two objectives of the **project number 2**, namely:

- 1) Result 1 (R1): Children's access to proteins is improved by a reinforcement of the milk production and transformation at brigade level in the 4 targeted farms
- 2) Result 2 (R2): Households goat rearing practices are improved thanks to a support of newly reinforced animal brigades

Audience: agricultural technicians

Level: functional, practical know-how

Themes to be addressed (examples): fodder varieties, seedbed preparation, sowing and fertilising, harvesting, processing, fodder storage and conservation, using fodder in food rations for livestock, winter fodder management, etc...

Practical technical trainings must therefore be given to approximately 20 members of the breeding brigade from the four farms of the project. Some farm executives may also attend the training. The objective will be to improve the technical competencies of the workers, which lead to an immediate impact upon production and enhance best practices sharing. More specifically:

- Assess, by appropriate means, the initial technical skills of the brigade members
- Process the data collected to establish a baseline of competencies and enrich the training plan,
- Refine the training materials,
- Conduct on-site technical trainings in DPRK,
- Introduce and refine the 3 technical sheets previously designed with the professors,
- Evaluate, by appropriate means, the post-project technical skills of the farmers and prepare a training report.

Between the training sessions, the consultant might have to occasionally answer the technical questions that the farmers may have on the training provided.

This mission will be the subject of a report, subjected to evaluation.

## 2. Expected output

During the training missions in DPRK, the consultant will provide several outputs:

- *Ex-ante* and *ex-post* evaluation support and analysis of results
- 2 training sessions (including training plans and materials) with session reports
- 3 technical factsheets related to training topics and adapted to the audience
- 1 list of international technical references on goat farming and fodder production
- Final report

These outputs will be submitted to:

- The coordination team of the project (PUI head of project)
- The beneficiary (Agricultural University of South Hwanghae province and 4 farm managers)

PUI can make internal and external use of the consultant's productions related to this project. Reports or other publications may be used in reports to donors and for capitalization by Korean partners.

## III. Provisions concerning the service to be delivered

### 1. Composition of the service provider's team

The service provider may include in the project the human resources that it considers most relevant to the success of the project. Nevertheless, for practical and financial reasons, the missions in the DPRK should be carried out by one person only.

The service offer should detail the qualities of the consultant involved and his working time on the project. In addition to strong technical skills and practical experience, and given the context and level of beneficiaries, team members should demonstrate excellent interpersonal skills. Particular attention will also be given to pedagogical skills.

## 2. Support provided by PUI

For the trainings in DPRK, PUI will:

- Get Permits and visas authorization for trainers travelling to DPRK (but not their costs to be paid in their embassy in charge)
- Get and cover the cost for Round-trip economy class plane ticket for the Beijing-Pyongyang trip (the trainer will include plane tickets from his residency to Beijing in the financial proposition)
- Provide support for the written translation in Korean of some training materials and documents (if sent in advance).
- Provide oral translation in English during training missions in the DPRK
- Pay the per diem for the stay in DPRK, which allows among other things to pay for food
- Provide accommodation in the apartment rented by PUI in Pyongyang and at the hotel in Haeju;
- Ensure local transportation for the service provider in DPRK.

The service provider will have to bring his own computer. The basic stationery will be provided by PUI.

## 3. Technical proposal and work plan

The candidate is required to propose two training programs, including how the trainings will be organized, conducted and delivered, and a first schedule draft.

Technical proposals must not exceed 10 pages in length, including CVs. Other material deemed to be relevant to the proposal may be attached as annexes.

## 4. Financial proposal of the service provider

The candidate will present a financial proposal which will include at minima the following points:

- Daily rates/allowances (unit cost and totals) for the service provider.
- Insurance coverage (sickness, disability, death, repatriation) for consultants visiting the DPRK
- Round-trip airfare between the service provider's country and Beijing, visa, transportation in country of origin, etc ...;
- Photocopies of training materials
- Other (specify)

Payment will be made by bank transfer. The tenderer must provide at the time of signature of the contract the bank details of an account domiciled in the European Union.

## 5. Provisional timetable for project implementation and commitment period

The global project is signed with the donor for a 35 months period started in February 2016.

Provisional timetable:

Action plan 2018															
Activity	2018														
	O	N	D	J	F	M	A	M	J	J	A	S	O	N	D
Training															
Local trainings Professors															
International trainings Professors					Fodder					Milk			Genetics		
Study Tour Professors															
Local trainings Farmers															
International trainings Farmers					Fodder					Milk					

The international partner will commit himself from the signature of the service contract until the end of the project.

## IV. Terms and conditions for tender submission and selection of the service provider

### 1. Contact information

Service providers are invited to express their interest and send their offer before December, 10th. During the constitution of their proposal files, the tenderers may send questions and enquiries to PUI's project leader in the DPRK: Amélie GUIOT-ZIMMERMANN, [kor.agropm@premiere-urgence.org](mailto:kor.agropm@premiere-urgence.org), with the desk officer Asia at PUI headquarters in cc: Luc Mazoires, [lmazoires@premiere-urgence.org](mailto:lmazoires@premiere-urgence.org).

The project document (including the logical framework) as submitted to the donor is available in annex.

### 2. Procedure

Tenderers are invited to comply with all the procedures described below. Tenders who do not meet the required terms and conditions could be automatically rejected.

- **Language:** Proposals must be written in English or French, including annexes and descriptive documents
- **Currency:** All prices must be in Euro, VAT and other taxes should be specified where applicable.
- **Presentation of the tender:** the tender must be presented in three distinct parts: (i) the presentation of the tendering organization or consultant, its partners and references, (ii) the technical proposal, (iii) the financial proposal.

### 3. Eligible organisations (indicative/non-restrictive list)

The following institutions and bodies shall be eligible, either alone or in partnership:

- Specialized consultants,
- Higher Education establishment / Universities in Agronomy or Veterinarian studies,
- Agronomic research and training centers,
- Training centers for professors in agronomy and livestock sciences,
- Specialized consultant organisations,
- Any other institution with the capacities to implement the activities specified in Part II.

### 4. Award criteria (indicative/non-restrictive list)

The service provider will be selected jointly by PUI and the South-Hwanghae Agricultural University. Particular attention will be paid to:

- The quality and precision of the technical proposal and its relevance towards: the local agricultural context, the objectives of the project and the target audience;
- The experience of the consultant in organizing similar training missions (supporting documents should be submitted);
- Human resources involved in the project and their experience;
- The overall amount and details of the financial offer.

**The partner organization should ideally have expertise in goat breeding, and in particular in an extensive livestock system with grazing on mountainous natural areas.**

## V. GENERALS CONDITIONS OF ELIGIBILITY AND EXCLUSION

### 1. Fraud, Corruption, collusive and coercive practices

PU-AMI may reject any proposal, offer or terminate the contract if it is determined that the tenderer has been engaged in one or several practices listed below:

- Corrupt practice is defined as is the offering, giving, receiving or soliciting, directly or indirectly, of anything of value to influence improperly the activities of the Contracting Authority;
- Fraudulent practice is any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, the Contracting Authority to obtain a financial or other benefit or to avoid an obligation;
- Collusive practice is an undisclosed arrangement between two or more tenderers or candidates designed to artificially alter the results of the tender procedure to obtain a financial or other benefit;
- Coercive practice is impairing or harming, or threatening to impair or harm, directly or indirectly, any participant in the tender process to influence improperly its activities.

### 2. Protection of children and social rights

Première Urgence Internationale, as expressed in its charter and internal regulations, fully complies with the convention on children rights and would like to draw the attention of its potential suppliers by stipulating that a child must be protected from all work that could complicate his school attendance, or have bad effects on his health, his blooming, as well as his social development.

It is clearly stated to the selected supplier that children under 14 are not allowed to work for the implementation of the present contract.

### 3. Ineligibility and exclusion criteria

Candidates, tenderers, or applicants will be excluded from participation in procurement procedures if:

- They are bankrupt or being wound up, are having their affairs administered by the courts, have entered into an arrangement with creditors, have suspended business activities, are the subject of proceedings concerning those matters, or are in any analogous situation arising from a similar procedure provided for in national legislation or regulations;
- They have been convicted of an offence concerning their professional conduct by a judgment which has the force of res judicata; (i.e. against which no appeal is possible);
- They have been guilty of grave professional misconduct proven by any means which the Contracting Authority can justify;
- They have not fulfilled obligations relating to the payment of social security contributions or the payment of taxes in accordance with the legal provisions of the country in which they are established or with those of the country of the Contracting Authority or those of the country where the contract is to be performed;
- They have been the subject of a judgment which has the force of res judicata for fraud, corruption, involvement in a criminal organization or any other illegal activity detrimental to the donor countries' financial interests;

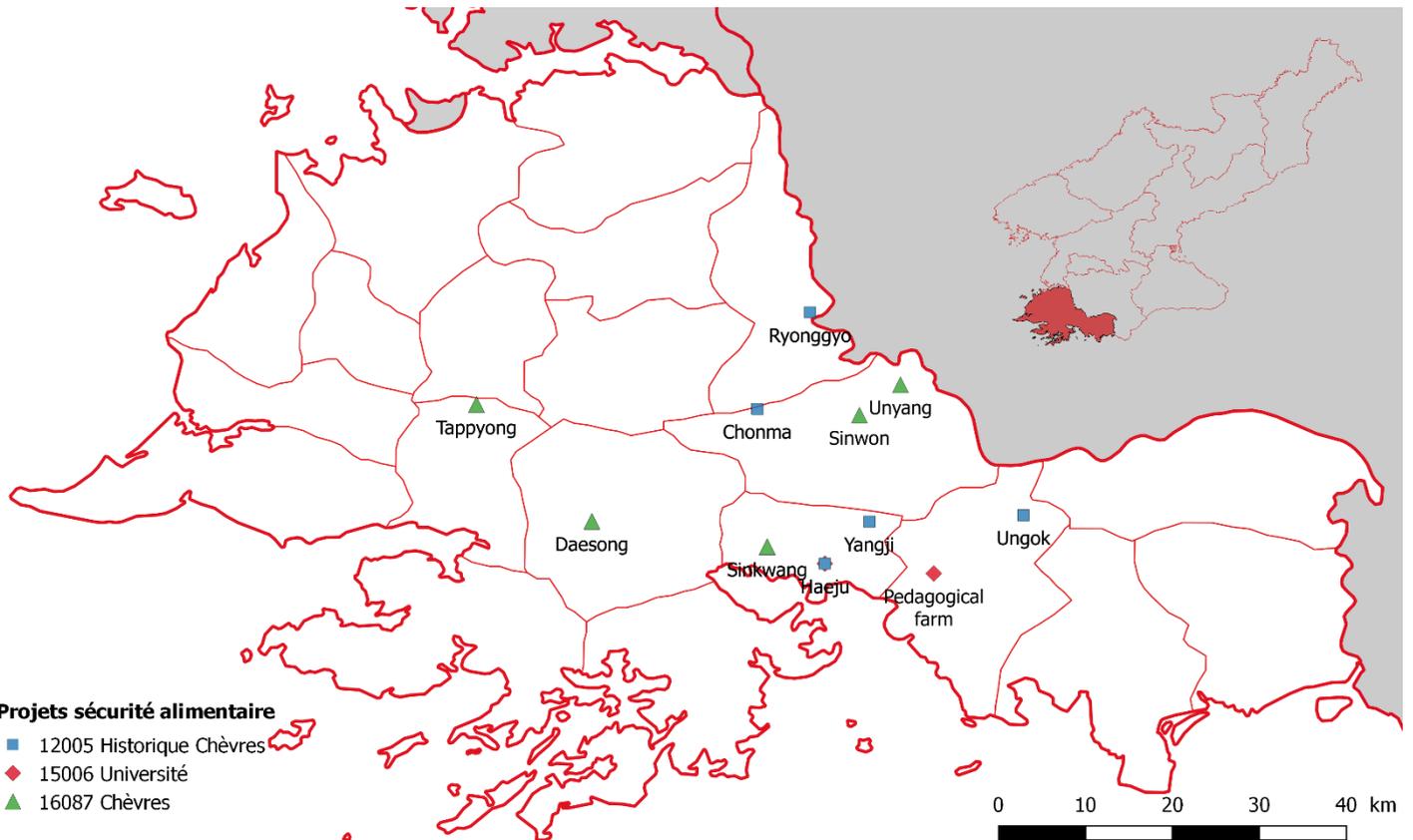
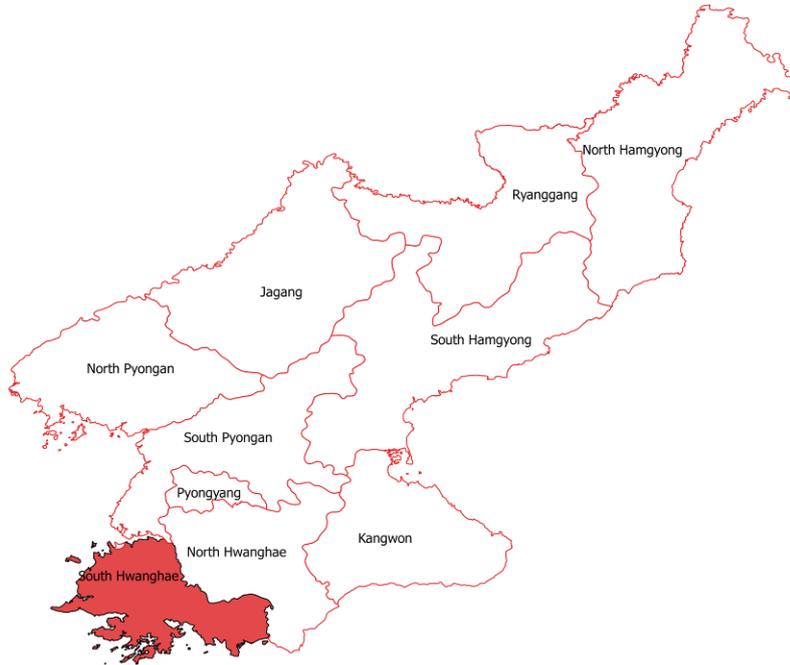
- They are currently subject to an administrative penalty.
- The Contracting Authority will accept, as satisfactory evidence that the candidate, tenderer, or applicant is not in one of the situations above described in

Contracts may not be awarded to candidates, applicants or tenderers who, during the procurement procedure:

- are subject to a conflict of interest;
- are guilty of misrepresentation in supplying the information required by the Contracting

Tenderers must certify by any appropriate means that they are not in one of the situations listed above.

Annex 1. Map of the project



## *Annex 2. Agriculture and food security in DPRK*

Agricultural production in DPRK is limited by:

- **Weather conditions and hydric stress:** the winter is long and cold (up to -20°C), but some winter crops are possible such as barley or wheat. Rainfall, although abundant, is not evenly spread throughout the year. Most of the rainfall (60%) occurs during the rainy season which takes place from July to September. In the last years, the country has suffered from multiple high scale disasters such as flooding (2012, 2013, 2015, 2016) and drought (2015) leading to important losses in agricultural production.
- **A mountainous landscape:** 80% of DPRK is composed of mountainous terrain. Aside from the coastal plains in the East, the presence of mountains drastically reduces the cultivable areas. It is estimated that only 21.8%<sup>2</sup> of the surface can be used for agricultural purposes (in comparison, this number is around 52.5% in France, which has a similar population density).
- **The geopolitical isolation:** The isolation of DPRK on the international scene reduces its capacity to import key agricultural equipment and input (fertilizer, fuel, seeds...), as well as it reduces its access to new knowledge and expertise on production techniques. Agriculture is thus still very much manual, and soil fertility replenishment is becoming more and more of a problem due to over-exploitation.

DPRK does not seem able to produce enough food to satisfy the needs of its population, and it thus remains dependent on imports and international aid. Malnutrition remains a very sensitive topic for the authorities, and key indicators are therefore difficult to measure. A joint FAO/WFP mission on food security in 2012 estimated that around 39% of households are food insecure, while notably pointing out the deficit in proteins, lipids and micronutrients.

- ⇒ To answer these needs, PUI has implemented since 2007 a series of projects aiming at bettering the intake of calorific nutrients, particularly proteins for children in school, through goat and soya milk production

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<sup>2</sup> FAOSTAT 2014.

### *Annex 3. Goat rearing in DPRK*

Use of arable land is first reserved to cereal production, but agricultural policies also recently promoted small ruminants, particularly goats (less competition with human food than pigs, better valorization of pasture, and possible use of low-quality fodder compared to cattle)

Therefore, livestock activities (pigs, goats, poultry, rabbits and draft cattle mainly) exist in most collective farms under three types of responsibility:

- **The herds of the livestock brigade:** managed by the specialized brigade to supply the schools and other brigades with products of animal origin (meat, milk, eggs ...).
- **The herds of the other production brigades:** the other production brigades (cereals, arboriculture, market gardeners ...) have to ensure their own feeding and the feeding of their nursery in products of animal origin, so they also have their own herd.
- **Private herds:** families have the right to keep some animals and to consume their production. The elderly or young people in the household take the animals to graze.

However, these livestock activities remain small and not very productive because of too low resources allocated, in particular for nutrition.

The ruminants are grazing on the flanks of hills too steep to be planted as forest areas, all year round, with valorization of browse and shrubby fodder. In winter the animal's diet is supplemented with maize canes (wheat or rice straw is used as fuel) and leaves of trees, in particular leguminous plants. There is little production of fodder or even temporary grasslands. In the end, ruminant farming practiced in the DPRK is an extensive livestock farming, using little or no food or veterinary inputs.

In the few plots used for fodder production, North Koreans produce a fodder nursery (mainly dactyl, fescue, alfalfa and vetch), and then transplant seedlings when weather conditions are mild enough. The transplant is done in line, with an interval of 30cm.

Goat races are local breeds. The strategy of genetic selection is unclear, there is little or no separation of herds, and all animals are raised for meat and for milk. A few Saanen and Alpine goats produced in the national breeding centers have been distributed to the 4 farms assisted by PUI.

However, milk production is still a developing technique. Due to the lack of technical means and expertise in agro-food processes, milk isn't very much valued for nutrition, but rather used as food complement for other livestock (pigs).

On the basis of this observation, and after several projects to develop goat rearing at the farm level (see map in Annex 1), one of the main constraints identified by PUI in DPRK for the development of the livestock sector is the lack of technical skills and practical know-how. This is coupled with deficiencies in the local education system, which is not able to provide and disseminate knowledge and practices.

Two main factors can explain this current situation:

- Livestock production has deeply suffered with the decline of the North Korean economy. During the 90's, most of the goats stock have been decimated to

compensate for food shortage, resulting in a loss of traditional know-hows in goat breeding.

- More importantly, the isolation of the country, and of each Province inside the country, has then restrained the diffusion of updated knowledge and practices to provincial areas as well as exchanges between national and international stakeholders.
- ⇒ To address these issues, PUI has developed a project which will improve the main conveyor of agricultural knowledge in the region: the Agricultural University of South Hwanghae Province.

#### *Annex 4. Description of the local beneficiary partner: the Agricultural University of Haeju.*

Located in Haeju (South Hwanghae province), the Agricultural University was created in 1960. It is divided in 6 departments (cereals, fruits, livestock, machinery, water, management). 1800 students are studying through a training program of 4 years and a half, supervised by 180 teachers.

Every year, 400 students are graduated and appointed in local institutions or farms. About 15% of them join technical departments of local People's Committees when 70% join farms as executives. The rest of the students, usually the best, have the opportunity to join the research units of the University.

Students follow a training program of 4 years and a half, of which 40% are practical studies or internships. Those practical lessons are dispensed by teachers and technicians in the Practical Farm of the University: a specific farm dedicated to training only, with no production objectives, however the products are used for the school canteen.

**The project will specifically support the Livestock Department of the University**, its 22 professors and 350 students. In this department, 70 students are receiving theoretical and practical lessons on wide program including fodder production, all kind of animal's livestock management, veterinary services and animal food processing.

Material resources of the livestock department are limited. It has 10 computers (including 5 outdated ones), a laboratory with 6 microscopes, very few analytical instruments, an autoclave dating back to the 70s, one still and various small self-made equipment. The practical farm has an old poultry production facility, a herd of goats / sheep, a rice huller and a forage grinder to make corn stems. It is currently building a new goat shed.

## *Annex 5. Fodder situation review*

Situation analysis in the targeted farms shows that the main food source in winter are slope grazing of dry, poor quality grass, and large pieces of corn stalks. These are barely providing enough nutrients to maintain the goats in condition. Some farmers claim that they feed some corn flour to the goats, but in very low quantity. Repeated questions, as well as analysis of land allocation for the goat teams, led to the conclusion that this distribution of high energy food is not made on a daily basis. As consequence, goats have not enough energy to produce milk while being pregnant and deliver weak kids with high mortality rate, low meat production and low potential for future milk production. The lactating period is short (7 months against 10 in Europe), and daily milk production low: estimation by farmers are under 200 liters of milk per lactation while European goats can reach 1000 liters.

High quality fodders, particularly in winter are thus the key factor for development of the production, but the inception phase confirms high constraints limiting their development:

- Lack of seeds, in particular selected one with certifications
- Acidic soils which reduce grass yields, and even more leguminous ones
- Humid climate from June to September, hampering proper drying of hay and preparation of silages.
- Very cold in winters and hot in summers reduce grass growing period to few months.
- Competition on labor allocation during optimum harvest moment (June) with rice production (transplantation period)
- Competition for the most fertile lands with human-consumed products (grains).  
Moreover fertilizers and manure are not spread on grasslands

To complete the overview on this subject, PUI conducted a review of techniques, skills of the farmers and material available for the production.

Competences on fodder production are very low among executives and workers. Only one farm (Daesong) as ever produce small quantities of fodder crops (alfalfa and vetch mainly). Farmers do not have the basic knowledge to compare pro and cons for each fodder, and are not aware of specific techniques for fodder species sowing. Feeding approach is based on pig production, a monogastric mammal which do not have the same capacities as a polygastric animal like a goat. The understanding of grass quality is mainly seen through appetency. The concept of hay is unknown and confused with any plant residue.

The main technique for forage conservation is silage which seems mastered and appropriate for the climate conditions. Silage quality must be checked as no silage could be seen during the inception phase. Silage is mainly used to keep turnip-like roots and greens. Maize stalks are kept outside, reducing an already low nutrient content and its appetency.

In summer, some grass are collected with sickles on the slopes and mountains for animals' green feeding to complete grazing during the day.

Few materials are dedicated to forage production. Livestock brigades usually do not have access to tractors, but rather rely on limited draft cattle. Those working forces are not allocated to the goat teams as they are not supposed to plow large plots to feed their animals.

The only mechanic tool is a shredding/chopping machine mainly use to produce a winter feeding soup as for the pigs. Goat teams can also use the grain grinder of pig teams if they want to give cereals to their animal.

## Annex A: Tender submission file

Tender reference: **KOR/15006/11**

### 1. CONTRACTING AUTHORITY: PREMIERE URGENCE INTERNATIONALE

### 2. TENDERER

#### 2.1 Tenderer :

Name:

[.....]

Nationality:

[.....]

Legal

structure:

[.....]

Registration

Number:

[.....]

Year

of

registration:

[.....]

Website:

[.....]

#### 2.2 Representative:

Name:

[.....]

Position:

[.....]

Address:

[.....]

Phone number:

[.....]

E-mail:

[.....]

#### 2.3 Sub-contractor (if applicable) :

Name:

[.....]

Nationality:

[.....]

### 3. DECLARATION BY THE TENDERER

In reply to your letter of invitation to tender for the aforementioned contract, we, the undersigned, hereby declare that:

1. We have examined and accepted in its entirety the contents of the tender dossier referenced above. We accept in full, without reservation or restriction, all its provisions.

2. We propose to supply the goods and services, in accordance with the terms mentioned in the tendering file and according to the conditions and deadlines indicated, without reserve or restriction, and in accordance with the legislation of the country.
3. The price of our offer is:  
 [.....] (in numbers),  
 [.....] (in letters).
4. This offer remains valid for a period of [.....] months, starting from the submission date.
5. We submit this offer on our behalf. We confirm that we are not bidding in another form for the same contract.
6. We undertake to comply with the ethical clauses described in the General Provisions of the tendering file and declare that we are not in any of the situations prohibiting us from participating in the award of the contract. We certify that we are not in a conflict of interest with any other candidate or participant in the tendering procedure
7. We will immediately notify the Contracting Authority of any change in the above circumstances. We acknowledge and agree that any inaccurate or incomplete information may result in our exclusion from this solicitation.
8. We take note that the Contracting Authority is not obliged to pursue this call to tender and that it reserves itself the right to cancel the award of the contract, in accordance with the conditions described in the application form. No liability to us shall be incumbent on the contracting authority in doing so.

Place:

[.....]  
 .....

Date:

[.....]  
 .....

Representative name:

[.....]

Signature and stamp:

## Annex B: Financial offer template

This annex is an example of an adequate financial offer for this project and serves as a reminder of the potential costs to be included. Tenderers are permitted to add costs and lines if necessary.

Bidders are requested to attach to their bid an official letter of financial offer with their own letterhead and which will include the total amount of the performance, signature and stamp.

Please note that, as specified in the terms of reference, PUI will support certain costs directly. Therefore, the costs that should not be included in the financial offer are as follows:

- Flights from Beijing to Pyongyang (and return)
- Per diem (for catering)
- Translation costs
- Housing in DPRK
- Local transport in the DPRK

It is estimated that the training will be done in 2 separate sessions requiring approximatively 2 weeks in the DPRK.

### **Example of financial offer**

Tender reference: KOR/15006/11

Name of tenderer:

[.....]

N°	Details of offered services	Quantity	Unit	Unit Price	Total price	Justification
Trainings in DPRK						
1	Preparation of training material					
2	Expert technique (mission)					X days of mission
3	Midterm and final report	1				
4	Photocopy	1	Lumpsum			
5	Transport (in host country)	1				
6	Flights (host country to Beijing)	1	w. return			
7	Insurance	1				
8	Visas	1	Unit			
9	Others					
	.....					
	<b>Total</b>				<b>XXXX</b>	

Offer validity:

[.....  
.]

Place: [.....]

Date: [.....]

Name of representative:

[.....]

Signature and stamp: