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Agriculture and Horticulture Development Board (AHDB)

INVITATION TO TENDER FOR THE COST BENEFIT ANALYSIS OF HERDADVANCE

Issued 1 March 2019



About AHDB

The Agriculture and Horticulture Development Board (AHDB) is a statutory levy board, funded by farmers, growers and others in the supply chain and managed as an independent organisation (independent of both commercial industry and of Government). Our purpose is to inspire our farmers, growers and industry to succeed in a rapidly changing world. Our vision is for a world-class food and farming industry inspired by, and competing with the best. More information can be found at www.ahdb.org.uk

About the Dairy Improvement Programme (DIP)

In June 2018, AHDB was successful in applying for grant funding to undertake a five-year Dairy Improvement Programme (DIP) which will trial the implementation of new engagement strategies to increase the profitability and resilience of the Welsh dairy sector. The DIP is made possible through the Rural Development Programme 2014-2020, which is funded by the Welsh Government and the European Union.

The Programme will trial the implementation of new engagement strategies to increase the profitability, resilience and long-term sustainability of the Welsh dairy sector, together with exploring new approaches to Knowledge Exchange.

The DIP aims to drive change within the industry by:

- ensuring direct impact on farm level,
- assisting individual businesses to make informed decisions
- piloting enabling technologies, processes and practices.
- providing facts, figures and evidence to inform policymaking.

This will be delivered via two strategic projects:

- HerdAdvance
- Strategic Dairy Farms

This tender relates specifically to the HerdAdvance element of the programme.

HerdAdvance

The project aim is to pilot how improving disease control awareness and pre-emptive animal health and welfare management on Welsh dairy farms can improve on-farm efficiencies and profitability and ensure that businesses realise their full potential in the market place. A new whole farm holistic approach to disease prevention will be applied taking into consideration other influential factors such as nutrition, genetics and the suitability of buildings.

The project will ensure that Animal health plans become an active on-farm management tool aimed at promoting the health and welfare of farm animals by

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setting out disease prevention, detection and management procedures. The aim is to recruit up to 500 farmers to participate in the Herd Health Planning and Monitoring element.

Data will play a key part in this project in terms of:

- Providing baseline figures for the farm (which will also be used for action planning decisions)
- monitoring improvements
- cost benefit analysis

Services Required

AHDB requires suppliers who can provide:

1. a cost benefit analysis of the HerdAdvance project and
2. case studies setting out the economic benefit of proactive animal health planning and management.

The requirements of the service include:

- an initial review of the suitability of the data being collected as part of the project i.e. are they the right ones to undertake a cost benefit analysis of animal health interventions
- an analysis of baseline data collected on the first visit on farm
- annual analysis of data collected and any outcomes/impact to date (there will be a need to compare project data and results with industry averages and targets).
- a final cost benefit analysis at the end of the programme (deadline 31 March 2023).
- 2 to 3 case studies each year, based on the project, starting in 2020 and continuing till 2023.

Specific Requirements

The focus of the analysis should be to demonstrate the economic impact of well-planned and managed animal health and welfare on farm. The analysis will include individual disease analysis, in particular:

Lameness *

Mastitis *

Johne's*

*These may change during the lifetime of the project.

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Analysis should also take into consideration a holistic approach to animal health improvement, whether that be nutrition, buildings and/or genetic improvements.

The data which is to be analysed will be collected by the project's field officers i.e. the Animal Health Knowledge Exchange Managers. A comprehensive data-set is collected as part of the project – a copy is available on request. The robustness of the data collected is monitored and each data-set is given a traffic light rating.

The final cost benefit analysis will assess the impact of the project as a whole in terms of overall aims, performance indicators and outcomes. The successful provider will be expected to work with other providers, to some degree, who will have been successful in tendering for other evaluations, namely:

- Understanding farmer behaviour change as a result of project interventions
- The Evaluation of the Dairy Improvement Programme

The contract will commence in April 2019 and end in April 2023.

Evaluation Criteria

Your submission will be scored against the following criteria:

Evaluation Criteria	Weighting
1. Evidence of understanding the brief / tender and proposed methodology for delivery: <ul style="list-style-type: none">• Understanding the issues involved• The approach and methodology for undertaking the cost benefit analysis, case studies and reporting	30%
2. Experience, knowledge and expertise of the delivery team that will be assigned to this contract: <ul style="list-style-type: none">• Knowledge of subject area• Examples of comparable work undertaken• Relevant skills, experience and background of key staff involved.	35%
3. Ability of contractor to deliver on time and on budget – to include key dates and milestones.	10%
4. Cost <ul style="list-style-type: none">• The breakdown should be based on methodology and services required. Please provide a comprehensive breakdown of costs including day rates and number of days for each person involved. (Please note that any costs not included in your submission will not be taken into consideration after tender award).	25%

Estimated Value

Indicative budget: £40,000 exclusive of VAT

The information provided regarding pricing and budget should include the total fee sought for the work including all taxes and expenses and a breakdown of the costs provided.

Questions

If you have a specific question related to this specification please email **delyth.davies@ahdb.org.uk**. As part of the open competition process AHDB cannot discuss specific project details with you before submitting your proposal. All responses to questions received as part of the process will be recorded, anonymised and shared with all other applicants.

Timetable

Any questions regarding this tender must be submitted by 5pm on 21 March 2019.

Tenders must be submitted electronically by no later than 5pm on 29 March 2019.

Submission of Proposals

Proposals must be submitted electronically to Delyth Davies, Head of Dairy Development Wales: **delyth.davies@ahdb.org.uk**

Please title your submission: The Cost Benefit Analysis of HerdAdvance.

Conditions of contract

Please note that AHDB Standard Terms and Conditions will apply to the contract, a copy of which can be found on the AHDB website:

<http://www.ahdb.org.uk/about/Procurement.aspx>

Tenderers are advised to familiarise themselves with these Terms and Conditions prior to submitting the proposal.

The successful supplier will be required to sign a contract with AHDB before commencement of services.

Right to Withdraw

AHDB reserves the right:

- to withdraw from and/or to abandon and/or to defer the tender process at any time (including if there are no acceptable responses to this invitation);
- not to award any contract as a result of the tender process;
- to supplement, revise and/or clarify the terms of this invitation; and
- to require a bidder to clarify its response to this invitation and/or to provide additional information in relation thereto.

Bidder Costs

AHDB is not liable for and will not under any circumstances contribute towards the following, which are matters for each bidder's commercial judgment and are at each bidder's own risk:

- any costs or expenses incurred by a bidder in connection with the preparation for or delivery of a tender response to this invitation; or
- any costs or expenses incurred by a bidder in connection with its participation in this tender process; or
- any costs or expenses incurred or work or effort undertaken by the bidder in connection with or in preparation for any services prior to AHDB issuing an order form.