

## **CALL FOR EXPRESSIONS OF INTEREST**

### **SUPPLY SERVICES TO THE EXPORT APPAREL SECTOR**

The USAID-funded Local Enterprise and Value Chain Enhancement (LEVE) project strives to increase economic growth and employment opportunities in Haiti. LEVE expands opportunities for micro, small and medium enterprises (MSMEs) to generate employment for Haitian men, women, and youth in the three development corridors: Port-au-Prince, Saint-Marc and Cap-Haïtien; improving the competitiveness of key sectors: apparel and textile, agribusiness, and construction; working with high potential value chains and lead firms in each of these sectors.

LEVE's activities are grouped into four areas:

- Enabling MSMEs to engage with other value chain actors to mutually create value.
- Increasing MSMEs access to a productive labor pool with relevant skills and competencies.
- Improving the sustainability of Haitian organizations serving target sectors and corridors.
- Identifying and leveraging resources among existing donor and GOH programs and activities.

#### **CONTEXT:**

The Haitian export apparel sector has the potential to reduce unemployment in the short-term; and through diversification in the medium term, can create deeper career opportunities for Haitian technicians and managers. This potential has been recognized by both the American and Haitian governments; resulting in the passage and prolongation of the HOPE II/HELP legislation, and the investment in a second industrial park at Caracol. In addition, the Haitian private sector, has also invested in private industrial parks offering serviced factory shells. As the sector grows and becomes more complex, services will be required which today are either not available or are being sourced from outside the country.

The growing and evolving need for services has been recognized by sector stakeholders, including the CTMO-HOPE Commission, factory owners, managers of the industrial parks (public and private), and ADIH. In early 2014, LEVE conducted an assessment of the sector, to obtain a better understanding as to the types of services that were most needed. Feedback from stakeholders is summarized in the list of services presented below. However, while there is an expressed need for these services, it is not always clear whether demand is sufficient to support the creation of firms to deliver these services. The assessment also identified a number of organizations – vocational training schools, consulting firms, private companies, not-for-profit organizations – who are currently supplying some of the services, but sporadically, and not always sustainably, as well as others who have an intention to begin to offer services to the sector. Finally, there are clear signs that the industry needs to have stronger collaboration if these services are to be delivered on a sustainable basis.

#### **OBJECTIVE:**

LEVE is interested in supporting the development of commercially viable service providers for the apparel sector. LEVE intends to use a “challenge” grant process which focuses on covering some of the risk of launching a service business. LEVE can offer a combination of the following support:

The LEVE (Local Enterprise and Value Chain Enhancement) project is funded by USAID Haiti and implemented by RTI.

LEVE Offices : 5 rue Métreaux, Port-au-Prince, Haiti

[www.haitileveproject.org](http://www.haitileveproject.org)

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- Provide specialized technical assistance
- Provide institutional capacity support, and
- Underwrite a portion of the projected costs to establish or expand a service firm.

One of LEVE's guiding principles is to minimize market distortion, so LEVE will not consider any subsidization of services between a buyer and a seller, thereby encouraging the creation of more sustainable businesses.

### **LIST OF POSSIBLE SERVICES:**

Below is a list of the services that stakeholders identified in the various assessments. These assessments can be found on the LEVE website [www.haitileveproject.org](http://www.haitileveproject.org). In addition, entities interested in responding to this call for expressions of interest are encouraged to do their own market research; to add services that are not on this list; and to choose the mix of services that they feel can be sustainably delivered:

1. Pre-skills training for entry-level workers to the sector, including items such as rights and responsibilities as employees; how to conduct themselves in the workplace; safety, etc.
2. Training of factory operations – sewing, cutting, packing, etc.
3. Training for specialized technical positions within the factories: mechanics, air compressor specialists, CAD/PAD equipment, plotters, auditors, etc.
4. Capacity building, training and certification for floor supervisors, quality control managers, compliance managers and staff.
5. Management training for company staff.
6. Product development services (pattern making, plotter making, merchandizing etc.)
7. Rental of specialized equipment with and without operator.
8. Specialized consulting services in development of full package, quality control, manufacturing efficiency, etc.

### **ELIGIBILITY REQUIREMENTS:**

To be considered for support, interested entities must:

- Register on the Haiti LEVE website ([www.haitileveproject.org](http://www.haitileveproject.org)) to download a copy of this Call for Expressions of Interest.
- Be a registered legal entity of Haiti, including a non-profit, a for-profit or a cooperative; and be in compliance of all responsibilities that this entails, ie. Quittus, patente, etc.
- Have the capacity to enter into financial and legal agreements with LEVE.
- Be directly responsible for the preparation, management and implementation of the service (the interested party cannot be an intermediary they have to be delivering a service).
- Possess directly relevant experience, and in the case of a joint venture, then at least one of the partners should have the required experience.

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### INSTRUCTIONS:

LEVE is prepared to entertain **all** expressions of interest that lead to sustainable delivery of support services to the apparel sector. In practical terms this means that LEVE is open to supporting several initiatives at the same time. In this regard, LEVE encourages interested parties to partner and collaborate on this opportunity, particularly seeking out public-private partnerships. Expressions of interest should be presented using the following format. Any expression of interest that does not follow these instructions may be rejected by the LEVE evaluation committee:

1. Expressions of interest should be organized along the following headings:
  - a. **Description** – who are the interested parties are and what is the legal structure
  - b. **Experience** – describe their experience and expertise in delivering services to the apparel sector
  - c. **Services** – define which services which will be offered
  - d. **Approach** – describe how they will deliver these services, including market penetration strategy, and the estimated size of the market; mention any linkages with buyers and illustrate demand for their services with contracts, letters of intent, etc.
  - e. **Resources** – list and describe the resources – equipment, training, know-how, funding – that will be required
  - f. **Financial** – projections should focus on showing the break-even and progress towards sustainability for all of the services to be offered
  - g. **Leverage** – describe what resources would be provided by the interested party and what LEVE would be asked to provide. **Any proposed subsidy of the cost of a service will be considered negatively.**
2. LEVE will hold a conference on **July 3, 2015 at 3:00 pm** in their offices to answer any questions. Please indicate your intent to attend by sending an email to [haitileve@leve.rti.org](mailto:haitileve@leve.rti.org), and putting “Apparel Sector Services” in the subject line.
3. Interested parties may submit questions to [haitileve@leve.rti.org](mailto:haitileve@leve.rti.org) prior to **July 3, 2015**, and LEVE will answer all questions and share them with all interested parties before **July 10, 2015**.
4. Expressions of interest must be delivered by **12h00 on July 24, 2015**. Any expressions received after that time will not be evaluated. Expressions of interest may be submitted electronically to [haitileve@leve.rti.org](mailto:haitileve@leve.rti.org); or delivered in hard copy to 5 rue Métreaux, Port-au-Prince, Haiti by the deadline mentioned above.

### EVALUATION CRITERIA:

LEVE will evaluate all expressions of interest with the following criteria, retaining those that have the highest value added for the sector and for the LEVE project:

Category	Critical Items	Value
Experience	Years and depth of experience	20
Approach	Realism of the approach; mix of products and services; and linkages established with factory owners	30
Financial	Degree of financial sustainability	20
Leverage	Level of leverage borne by LEVE	30