



DATE	19 November 2018
CONTACT	Sven Sielhorst, FSA Programme Lead
FOCUS	Scoping of user needs for FSA 3.0 to deliver upon

SAI Platform is looking for an experienced consultant to support the review of the current version of its Farm Sustainability Assessment (FSA) Programme, and a scoping exercise to identify future needs that the FSA Programme should address. This will be the foundation for revising and designing version 3.0 of the FSA Programme and its tools, which is planned for launch in 2020.

Consultants with demonstrable relevant experience are invited to send their proposal before the **deadline of 17 December 2018** to ssielhorst@saiplatform.org

1. About SAI Platform

Founded in 2002, The Sustainable Agriculture Initiative Platform (SAI Platform) provides a pre-competitive environment to address global sustainability challenges facing farms today, and in the years ahead.

With a network of over 100 members and partners around the world, we are developing the practice of sustainable agricultural tools and principles that create secure and strong agricultural supply chains, to protect the earth's resources.

Our focus is on arable, fruit, vegetable, and nut crops as well as beef and dairy. We engage with our stakeholders and their interests through our collaborative global benchmarking tool, the Farm Sustainability Assessment (FSA), where we work pre-competitively to build effective sustainable practices, while delivering value to our members, farmers, local communities and consumers.

More on: www.saiplatform.org

2. About the Farm Sustainability Assessment Programme

The FSA programme facilitates the uptake of industry-shared better management practices that improve farm performance and sustainability outcomes.

The programme engages actors at opposite ends of the supply-chain, from farmers to food and drinks companies, to scale sustainable agriculture and generate value for:

- farmers in improving sustainability performance, in reducing the time and expense of multiple assessments and assurances, and in accessing new buyers;
- companies in strengthened ability to meet ambitious sustainable sourcing targets and contribute to positive sustainability outcomes on the ground.

Central to the programme is a set of industry-shared better management practices, presented as a questionnaire. An important feature of the FSA programme is its applicability across a range of commodities, countries, farm sizes and different company approaches. So, the questionnaire can be used in a variety of ways:

- Assess farm performance, identify gaps and develop action plans
- Promote aligned language and requirements across a range of existing codes and standards
- Verify farm engagement in the FSA programme and/or performance level

The FSA is currently being used by thousands of farmers around the world in over 40 different crops and in almost 30 countries around the world. Various large food and drinks companies use the FSA as their global reference for sustainable farming.

More on: www.fsatool.com

3. Objectives and scope of the assignment

As a matter of good practice, SAI Platform reviews and revises the FSA from time to time. The current version, FSA 2.1, is targeted to be replaced by version 3.0 in Q1 of 2020. The reason for this review and revision is to ensure that the FSA is fit for purpose in promoting the uptake of sustainable agricultural practices in ways that are beneficial to FSA users and the wider SAI Platform membership.

The objective of this consultancy assignment is to support SAI Platform in performing a review of FSA 2.1, as well as scoping emerging needs and trends that will affect the design of FSA 3.0.

The following elements of the FSA Programme are subject of this review:

- The FSA Questionnaire (2.1)
- The FSA verification programme, including benchmarking and the hybrid options
- The FSA tools, such as the FSA Web App, training materials, guidance materials, etc.
- The operational and financial model of the FSA Programme
- The FSA positioning and narrative

The outcomes of the scoping exercise should provide guidance to the revision process. The scoping exercise should provide more clarity about a 2030 horizon. It includes, but is not limited to:

- Materiality assessment of issues and solutions in relation to crop agriculture
- Trends in sustainable agriculture
- Trends in sustainable sourcing
- Trends in sustainability reporting, assurance and communication
- Stakeholder analysis in sustainable agriculture
- Connections to the Sustainable Development Goals

4. Qualifications

The selected consultant will have:

- Demonstrable and relevant advisory experience in reviewing sustainability programmes and tools
- A good understanding of the relevant stakeholder field, and demonstrated stakeholder management skills
- Excellent English communication skills, verbally and written
- A good understanding of agriculture and agricultural supply chains, and related sustainability issues
- Experience in working with private sector and/or Public Private Partnerships
- An overview of tools and partners that may be willing to partner with or support SAI Platform in the development of FSA 3.0

5. Expected Outputs

The selected consultant will at least deliver the following outputs:

- A SWOT analysis of the FSA Programme including its tools in light of SAI Platforms mission to accelerate the uptake of sustainable agricultural practices
- An effective and transparent format for stakeholder interviews that SAI Platform will hold, including participation in and feedback on the first stakeholder interview and training of SAI Platform staff and Committee members in conducting stakeholder interviews
- A written independent summary review of stakeholder interviews, including areas of improvement for the FSA
- A written critical needs assessment for the FSA Programme based on a comprehensive review of relevant trends between now and 2030
- Written feedback to the overall scoping paper and its recommendation for revision of the FSA Programme. The Scoping Paper will be written by SAI Platform, and the consultant's feedback will be incorporated in it.

6. Timeline

This Call for Proposals closes on December 17, 2018. SAI Platform will inform the selected consultant within three weeks of this date.

Final deliverables are expected by mid - April, 2019.

7. Budget

Proposal should contain a clear budget. Depending on consultancy rates, we expect 10-15 days of consultancy work.

8. Outlook

SAI Platform has deliberately separated the assignment of reviewing FSA 2.1 and doing the scoping exercise from providing support in the revision and redesign of FSA Programme elements. A second call for proposals will go out for this assignment in the beginning of Q2 2019, and the successful consultant is free to also apply for this.

9. How to apply

Please submit a proposal that includes the following:

- Full proposal based on a clear understanding of the objectives of the assignment, including a more detailed description of expected and recommended outputs
- Overview of relevant consultancy assignments and other activities by the the consultancy organisation
- Detailed CV's or resumes of supporting members of the consultancy's project team members outlining relevant experience, qualifications, and references
- Budget for the work, including details of daily rates for consultancy and number of days required to do this work as well as estimated travel and accommodation costs (if applicable)

10. Terms of Service

Consultants should declare all potential conflicts of interest.

The total budget should include consultant time and incidentals such as telephone expenses and any taxes (including VAT) as well as travel and accommodation costs (if applicable). Any travel needed for this project must be approved in advance by SAI Platform and will be reimbursed based on agreed guidelines.

All information exchanged during the contract will be confidential, unless otherwise indicated, and the consultant will be expected to sign a non-disclosure agreement with SAI Platform at the outset. The outputs of this assignment will be the sole property of SAI Platform.

Interested consultants should contact Sven Sielhorst, FSA Programme Lead at SAI Platform, for any queries regarding this opportunity through ssielhorst@saipatform.org. He will be the direct report for the consultant.