

## Terms of Reference

### Applying the P-IMA framework in Armenia to promote export of agricultural products (STDF/PPG/761)

#### Background

1. Contributing to roughly 15% of GDP and 40% of employment, the agricultural sector is key for Armenia's economic development. Though, lack of innovation, research and development, and efficiency has not allowed the sector's full potential. Armenia's National Strategy for Agriculture development (2020-2030) aims to modernize the agricultural sector to achieve environmental sustainability, food security, and better livelihoods. The Strategy's final objectives include enhancing farmers' productivity and income and increasing the diversification of agricultural food exports (10% more foreign markets), etc. Capacity development to conform with international standards for food safety, animal and plant health, and any other SPS requirements for trade is critical to attaining Armenia's objectives towards trade promotion and diversification.
2. Armenia's untapped potential lies mainly in the fruit and vegetable, meat processing and dairy sectors. Yet, Armenia faces several challenges to develop these potential value chains for export. Lack of awareness of the importance of SPS requirements, weak knowledge among farmers and producers, inadequate testing facilities, and limited certification practices against recognised SPS standards are among the key challenges faced.
3. The Economic Research and Development Support Centre of Armenia (ERDSC)<sup>1</sup> submitted a request for an STDF Project Preparation Grant (PPG) to apply STDF's framework on Prioritizing SPS Investments for Market Access ("P-IMA").<sup>2</sup> This PPG request was supported by government authorities in Armenia including i) the Food Safety Inspection Body (FSIB);<sup>3</sup> ii) the Ministry of Economy;<sup>4</sup> and iii) the Scientific Centre for Risks Assessment and Analysis in Food Safety Area. In addition, letters of support for the PPG were received from the private sector and industry/export associations (i.e. the SME Cooperation Association, which represents SMEs from different sectors and the Association of Meat, Feed Producers and Breeders, etc.). The application was approved by the STDF Working Group in April 2021.

#### Purpose and expected outcomes of the PPG

4. The P-IMA framework provides an evidence-based approach to engage all relevant stakeholders to prioritize diverse SPS investments related to market access needs based on an analysis of available (quantitative and qualitative) data and information. The purpose of this PPG proposal is to: (i) apply STDF's P-IMA framework – with the support of an international consultant – to enable concerned public and private sector stakeholders to prioritize SPS investments market

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<sup>1</sup> The ERDSC is a non-governmental organization based in Yerevan (Armenia), focusing on research and feasibility studies, education and training, policy advice and advocacy, access to information, and awareness-raising. The ERDSC helps national government, regional and local institutions (i.e. FSIB) and non-governmental organizations by facilitating policy dialogue, providing practical policy research and advice and supporting capacity development of state and non-state actors. See: <http://erdsc.am/about-us.html>

<sup>2</sup> See: <https://www.standardsfacility.org/prioritizing-sps-investments-market-access-p-ima>

<sup>3</sup> The FSIB is responsible for implementation of Armenia's legislative regulations in food safety sector, compliance evaluation and supervision of veterinary and phytosanitary controls. FSIB cooperates with other national institutions to implement its activities and provides guidance and recommendations to business operators involved in the food industry.

<sup>4</sup> ERDSC clarified that Armenia does not have Ministries of Agriculture and Trade per se, and the Ministry of Economy is responsible to carry out the national policies and activities in these areas and for development of food safety legislation. See: <https://www.mineconomy.am/en>

access in export-oriented value chains; and (ii) based on the consultations and final findings of the P-IMA tool, with the support of an international consultant, develop a simple SPS action plan and a focused project proposal to improve market access for Armenian agri-food products. This work will consider the findings of SPS capacity assessments (i.e., the IPPC PCE tool, OIE's PVS and FAO/WHO food control system assessment tool, if applied) carried out in Armenia.

5. Efforts will be made to mobilize synergies with ongoing work under national frameworks focused on agricultural development, trade and climate change, including Armenia's National Strategy for agricultural development (2020-2030) to modernize the agricultural sector and achieve environmental sustainability, mentioned above. In addition, work under the PPG should take account of the FAO "*Country Programming Framework for Armenia – CPF (2016-2020)*"<sup>5</sup>. This initiative was developed following consultation and agreement with the Ministry of Agriculture (today under Ministry of Economy) and other government institutions in 2016. The CPF outlines the priorities and capacity needs in the agriculture sector, with an emphasis on developing agriculture, fisheries and forestry and enhancing capacities of smallholders and family farmers. The CPF serves as a strategic programming tool to support resource mobilization, results-based management, and to facilitate synergies across diverse stakeholders with an interest in the sectors supported by FAO. This PPG will also take into consideration the findings of the "United Nations Sustainable Development Cooperation Framework for Armenia 2021-2025," where relevant.
6. The PPG will build on learnings from past activities in the Eastern Europe and Central Asia region, including the IFC-funded Agribusiness Standards Advisory Program to assist local companies in applying food safety standards throughout the agribusiness value chain.<sup>6</sup> It will also draw lessons from the ADB's study on enhancing connectivity and trade between Central Asia Regional Economic Cooperation Countries (CAREC) and the World.<sup>7</sup>
7. The PPG will be carried out in close collaboration with stakeholders involved in ongoing and planned projects focused on agricultural development and trade in Armenia to identify, wherever possible, opportunities to inform planning and prioritize SPS investments within these projects. Such activities include:
  - The EU Green Agriculture Initiative in Armenia "EU-GAIA" project, funded by the EU and the Austrian Development Agency – ADA (€11.7 million 2020-2022).<sup>8</sup> Implemented by ADA and UNDP, the main objective of the project is to "facilitate the development of sustainable, innovative and market-driven agribusinesses in a green and inclusive manner, offering region-specific solutions and an improved enabling environment" in Armenia. Under this project, the ERDSC is currently reviewing policies and legal frameworks for Green Agriculture in Armenia.
  - The Livestock Development in the South of Armenia project, supported by the Swiss Agency for Development and Cooperation – SDC (CHF 11.2 million, 2014-2021).<sup>9</sup> This project aims to help farmers increase their milk and meat production, and thus their

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<sup>5</sup>See: <http://www.fao.org/3/br865e/br865e.pdf>

<sup>6</sup>See: <https://www.ifc.org/wps/wcm/connect/c6e86e3c-0dff-4a41-99d8-3ab570397ae9/ArmeniaFactSheetJan2017.pdf?MOD=AJPERES&CVID=IEXYCml>

<sup>7</sup>See: <https://www.adb.org/publications/enhancing-connectivity-trade-between-carec-world>

<sup>8</sup>See: <https://www.euneighbours.eu/en/east/stay-informed/news/eu-launches-new-green-agriculture-project-armenia>

<sup>9</sup>See: <https://www.eda.admin.ch/deza/en/home/countries/south-caucasus.html/content/dezaprojects/SDC/en/2006/7F03199/phase4>

incomes, by supporting local veterinary services (to improve animal health), facilitating access to milk and meat markets, and promoting the sharing of know-how among farmers.

- Any other relevant ongoing or planned projects, i.e. by the IFC, ADB, etc.
8. The P-IMA framework in Armenia is expected to i) create a culture of evidence-based decision making and resource allocation; ii) provide analysis and evidence to link SPS investments to broader national public policy goals (agriculture development, trade growth, innovation, poverty reduction and environmental sustainability); iii) help to build awareness among the public and private sector about the benefits of investing in SPS capacity building for market access; iv) facilitate dialogue among government and private sector regarding SPS investment priorities; v) support development of a detailed national SPS action plan; and vi) enhance coordination on SPS capacity-building among donors and other partners involved in Armenia and neighbouring countries.

### **Synergies with other STDF work**

9. The PPG in Armenia will be aligned to other relevant STDF work on P-IMA wherever relevant and possible, this includes:
- STDF PPG in Tajikistan ([STDF/PPG/561](#)) focused on using P-IMA to prioritize phytosanitary capacity building investment options related to the export of plants and plant-based products. This PPG developed a project proposal to mobilize resources to build phytosanitary capacity and promote safe trade. The PPG outlined in this TORs will build on learnings from the PPG in Tajikistan where relevant, given similarity of both initiatives and geographical proximity.
  - PPGs in Ecuador and the CARICOM region. The STDF developed an online module to support the fully remote application of P-IMA (linked to travel restrictions and social limitation due to the COVID-19 pandemic). The first pilot roll out of the virtual training on the P-IMA approach is being carried out under an STDF supported PPG ([STDF/PPG/733](#)) in the CARICOM region. The Inter-American Institute for Cooperation on Agriculture (IICA) is participating in the virtual course to build skills to apply the P-IMA framework across the wider region, including as part of an STDF PPG in Ecuador ([STDF/PPG/709](#)). Progress on the implementation of the online training modules and resources, as well as the development and results of these two initiatives will be relevant for the implementation of the PPG in Armenia.
  - A PPG to apply the P-IMA framework in Ghana, also approved by the STDF Working Group in April 2021. The PPG will focus on applying P-IMA to support the implementation of the country's National Policy for Aflatoxin Control in Food and Feed ([STDF/PPG/786](#)) and develop a project proposal based on prioritized actions identified. The international consultant that will carry out the PPG in Ghana will be kept informed about the implementation of this PPG to identify and ensure synergies among the initiatives, wherever relevant.

### **Deliverables**

10. The PPG will result in the following concrete outputs:

- A detailed P-IMA report that analyses and prioritizes SPS investment options for export-oriented value chains in Armenia. In addition to presenting and analysing the prioritization of SPS investments, this report should describe the process followed, experiences and challenges (if any), experiences in developing linkages and synergies with SPS capacity assessments and any other related initiatives, etc. This report should also document and describe efforts to mainstream SPS investments into broader planning and financing frameworks for agriculture, trade, innovation, poverty reduction, the environment and/or climate change. Other relevant information, including a bibliography of documents consulted, participants at stakeholder workshops, etc., should be annexed.
- A summary report (5-8 pages) that describes the overall results and experiences of the P-IMA work in Armenia (the STDF Secretariat will provide a template).
- A project proposal, based on the priorities identified by the P-IMA Framework, with an action plan to overcome the main bottlenecks impeding the export of a selected export-oriented value chain. The project proposal should be submitted to a donor identified as a potential source of funding. If no donor was identified for the resulting project, the proposal should be submitted in the STDF format (available at: <https://www.standardsfacility.org/funding>)
- A brief implementation report of work carried out under the PPG, including the key activities, a bibliography of the documents consulted (with web links and/or electronic copies, where available), stakeholders met and consulted together their e-mail addresses, etc. The PPG implementation report should be provided within one month from completion of the PPG (the STDF Secretariat will provide a template).

### Implementation of the PPG

11. The PPG will be led and implemented by the Economic Research and Development Support Centre (ERDSC), in close cooperation with a small team of officials from relevant national government authorities (FSIB, Ministry of Economy – i.e. department of Agriculture and Trade, etc.) involved in food safety, animal and plant health, trade, etc. Other concerned parts of government, authorities responsible for trade, planning and finance will be actively consulted and engaged in the work. In addition, this PPG will actively engage representatives of industry and the private sector, academia/research/policy institutes, as well as development partners (i.e. FAO, UNCTAD and UNESCAP) and donors (EU, Swiss government, GIZ, etc.) with an interest in SPS capacity building, agricultural development and trade in Armenia.
12. The ERDSC will hire a well-versed P-IMA expert to guide the application of the framework and development of the and project proposal.
13. The data collection and analysis work will follow the steps outlined in the P-IMA User Guide<sup>10</sup>. As indicated in the User Guide, the work should take stock of and build on the findings and recommendations of previous assessments of SPS capacity, as well as any other available assessments, data and information on SPS issues and agricultural trade.
14. The ERDSC will ensure that staff involved in the implementation of this PPG, specifically the designated economist with data collection and analysis skills, will dedicate sufficient time, as

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<sup>10</sup>See: <https://www.standardsfacility.org/prioritizing-sps-investments-market-access-p-ima>

detailed in the estimated budget below. The ERDSC may also sub-contract an SPS national expert<sup>11</sup> with expertise in SPS and Non-tariff measures to support the P-IMA analysis and other deliverables under this PPG.

15. In particular, the ERDSC will implement the following activities:

- i. Undertake training to apply the P-IMA framework and D-Sight computer software. The ERDSC designated economist will learn from the online training modules and recorded resources carried out under the two STDF PPGs mentioned above.
- ii. Bring forward a core group of government officials and other relevant stakeholders (i.e., from the ERDSC, FSIB, Ministry of Finance/Planning and Ministry of Economy) to be trained on the P-IMA framework and D-Sight computer software to enable them to use and re-apply the P-IMA framework independently in the future.
- iii. Compile and review relevant documents, assessments (i.e., the IPPC PCE tool, OIE's PVS and FAO/WHO food control system assessment tool, if applied) and reports that may inform the P-IMA analysis. These will include documents on recent/ongoing/planned projects related to SPS capacity building, agri-food value chains and/or trade.
- iv. Identify and provide copies of any other relevant reports, assessments, studies, project documents, etc. focused on agricultural development, value chains and trade which may be useful for the P-IMA work.
- v. Organize and report on preparatory meeting(s) and a stakeholder workshop (involving relevant public and private sector stakeholders, academic/research, STDF partners, donors, other concerned stakeholders, etc.) to present the P-IMA framework and identify possible SPS investment options in export-oriented value chains to be included in the analysis, discuss and identify decision criteria and weights to be used for the prioritization. In setting out the scope of the prioritization decision, and the investment options to be included, support the engagement of appropriate expertise from national government agencies, as well as relevant STDF partners (including FAO), to ensure that the most appropriate set of skills is available to support the work to be carried out.
- vi. Carry out data and information collection and analysis (including use of the D-Sight computer software), to compile the draft information sheets for the capacity building options included in the analysis, etc.
- vii. In compiling information sheets, take account of the role of women (and other vulnerable groups) in different value chains (as producers, processors, employees of SMEs, etc.) and how they could be expected to benefit from SPS investments targeted at market access, as well as the potential impact on the environment of SPS investments.
- viii. Carry out analytical work to review national frameworks and planning documents related to agriculture, trade, environment, etc. against the top priorities emerging from the P-IMA analysis to identify financing gaps and map out options to mainstream SPS priorities within national policy and investment frameworks.

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<sup>11</sup>NB: The sub-contracted national consultant/expert must be independent of government agencies/institutions. In case the expertise cannot be encountered elsewhere, the work undertaken must be independent and outside the expert's working hours with the public sector.

- ix. Prepare a draft report that prioritizes SPS investment options for export-oriented value chains in Armenia. In this report, also give consideration to prioritize the SPS investments by category (i.e. separate prioritization of all the investments focused on food safety, plant health and animal health).
- x. Organize a stakeholder workshop to present and discuss the initial findings of the P-IMA analysis with key stakeholders (government, private sector, development partners, donors, academia, etc.), obtain feedback, respond to questions or concerns, validate the analysis and draft report, and discuss the project proposal based on the priorities identified by the P-IMA Framework.
- xi. Review and finalize report documenting the use of the P-IMA framework in Armenia.
- xii. Prepare a summary report (5-8 pages) highlighting the process, experiences, challenges, results, etc. of using the P-IMA framework in Armenia, including how the analysis and findings will be utilized including to inform planning under other related frameworks for agriculture, trade, etc. (the STDF Secretariat will provide a template).
- xiii. Organize meeting(s) with high-level government officials in the Ministry of Economy (i.e. agriculture and trade officials), Ministries of Finance, Health, and Environment, the FSIB, development partners, donors, to discuss and review how the SPS prioritization generated through the P-IMA analysis can be used in practice to inform planning and decision-making. These discussions should address the following aspects and be well documented to facilitate follow-up on:
  - Options to mainstream SPS priorities into national policy/planning frameworks for agricultural development (i.e. Armenia's National Strategy for agriculture development, 2020-2030), as well as any other programming and financial frameworks for trade, environment/climate change, etc.
  - Options to use the P-IMA analysis to inform resource allocation decisions by government and/or to leverage additional resources from donors (e.g. EU-GAIA, FAO, UNCTAD, UNESCAP, Swiss Agency for Development and Cooperation, GIZ, etc.) - including regarding the emerging project proposal.
- xiv. Prepare a project proposal, based on the priorities identified by the P-IMA Framework, with an action plan to overcome the main bottlenecks impeding the export of a select export-oriented value chain.
- xv. Prepare a short report describing the overall work carried out under the PPG, including the outputs delivered, results, any issues or challenges encountered, lessons and experiences.

### ***Role of the National Expert***

#### **16. An expert on SPS and Non-tariff measures will support the following activities:**

- i. Identify a small group of key government officials (including officials with responsibility for food safety, animal and plant health and trade) to work with the ERDSC and actively support the data collection and analysis process for P-IMA.

- ii. Liaison with relevant national stakeholders about the PPG and work to prioritize SPS investment options, including:
  - a. Government authorities: Ministry of Economy – in charge of Agrarian Policy, Trade and Market Regulation, Phytosanitary Policy and Public Investment; Ministries of Health, Environment and Finance; the FSIB; the Scientific Centre for Risks Assessment and Analysis in Food Safety Area; any other competent authority responsible for SPS issues, etc.
  - b. Private sector stakeholders with an interest in the production and export of agricultural products, including SME Cooperation Association, Association of Meat, Feed Producers and Breeders, etc.
  - c. Representatives of relevant international organizations, development partners and donors with an interest in SPS capacity building, agricultural development, value chains and/or trade including EU, FAO, UNCTAD, UNESCAP, Swiss Agency for Development and Cooperation, etc.
  - d. Any other concerned stakeholders from civil society, academia and research, etc.
- iii. Inform stakeholders from the government, private sector, research and academia about the P-IMA analysis and schedule meetings to brief them on the planned work and seek their engagement and inputs.
- iv. Provide support to preparatory meeting(s) and a stakeholder workshop, i.e. by presenting on Armenian SPS/Non-Tariff Measures and related market access issues, and answering questions on these matters to support the identification of possible SPS investment options in export-oriented value chains, discuss decision criteria and weights, etc.
- v. Support ERDSC's designated economist to collect, review and compile data for information sheets for each of the SPS capacity investment options included in the P-IMA analysis.
- vi. Support ERDSC's designated economist to review national frameworks and planning documents related to agriculture, trade, environment, etc. against the top priorities emerging from the P-IMA analysis.
- vii. Provide support to a stakeholder workshop to present and discuss the initial findings of the P-IMA analysis with key stakeholders, obtain feedback, respond to questions or concerns, validate the analysis and draft report, and discuss the project proposal based on the priorities identified by the P-IMA Framework.
- viii. Technical review and provision of feedback on the draft P-IMA report and project proposal.
- ix. Moderate and provide support to meeting(s) with high-level government officials in the Ministry of Economy (i.e. agriculture and trade officials), Ministries of Finance, Health, and Environment, the FSIB, development partners, donors, etc. to discuss and review how the SPS prioritization generated through the P-IMA analysis can be used in practice to inform planning and decision-making (i.e. options to mainstream SPS priorities into national policy/planning frameworks for agricultural development and to leverage resource allocation decisions by government and/or additional resources from donors).

***Role of the International P-IMA Expert***

17. The ERDSC will contract a consultant who is well-versed in the STDF's P-IMA framework to support work under this PPG. The P-IMA expert will train a select group of stakeholders on the P-IMA framework, facilitate the application of the framework by providing support and guidance to the ERDSC and national expert on the expected activities, i.e. the steps involved in using the P-IMA framework described in the P-IMA User Guide. The expert will also guide and provide peer review support on the main outputs of this PPG (the detailed SPS action plan and project proposal).

18. The International P-IMA Expert will carry out the following activities:

- i. Train a core group of government officials and other relevant stakeholders (i.e., from the ERDSC, FSIB, Ministry of Finance/Planning and Ministry of Economy) on the use of the P-IMA framework and D-Sight computer software to enable them to use and re-apply the P-IMA framework independently in the future.
- ii. Facilitate stakeholders' workshops to identify possible SPS investment options in export-oriented value chains, discuss decision criteria and weights, as well as present and discuss the initial findings of the P-IMA analysis with key stakeholders and validate the analysis and draft report.
- iii. Review the planned activities and provide guidance to the ERDSC and national expert on the steps included in the P-IMA analysis (data collection, review, analysis, etc.), and on the use the D-Sight computer software to prioritize SPS investment options.
- iv. Guide the ERDSC and national expert on the review of national frameworks and planning documents related to agriculture, trade, environment, etc. against the top priorities emerging from the P-IMA analysis.
- v. Provide peer review support to the ERDSC and national expert (act as a "Help Desk", respond to technical questions on P-IMA, data analysis and prioritization work) on how to use the outputs of the P-IMA work as the basis for the development of a project proposal with an action plan to overcome the main SPS market access bottlenecks of a select value chain.
- vi. Provide feedback on the project proposal with action plan to overcome the main SPS bottlenecks related to a select export-oriented value chain.

### ***Logistics***

The ERDSC will:

- i. Coordinate letters of support where needed for the project proposal from key public and private stakeholders. These letters should include a clear expression of support for the proposed project and demonstrate a clear commitment to take actions needed to ensure the success and sustainability of the project.

- ii. Systematically compile all relevant information,<sup>12</sup> including assessments, project reports, evaluations, value chain studies, etc., which were identified during the implementation of the PPG implementation for inclusion in the STDF Virtual Library.
- iii. Keep detailed financial records of funds disbursed under this PPG and provide the STDF Secretariat with original receipts for costs incurred in the implementation of this PPG, along with the final invoice.
- iv. During the course of the PPG, update the STDF Secretariat regularly on progress.

### **Timeframe**

19. The activities of this PPG will take place over a period of up to one year, starting from **01 October 2021**, upon agreement between the STDF Secretariat and the ERDSC.

### **Estimated Budget**

20. An estimated budget is provided below. It includes provisions to cover the honorarium of ERDSC staff and a national SPS expert<sup>13</sup> (at USD 240/day for 35 days for the national expert and ERDSC designated economist) and hiring of a P-IMA expert (at USD 600/day for 16 days) to guide the implementation of the P-IMA framework and peer review the main outputs of this PPG. The total number of days will be reimbursed based on the actual number of days worked. Stakeholder workshop and meetings, and all other expenses will be paid on the basis of actual costs incurred, upon presentation of receipts and invoices.

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<sup>12</sup> In Armenian, except for the P-IMA report, summary report, project proposal and implementation report that shall be in English.

<sup>13</sup> ERDSC is a non-profit organisation, which means payment of specific staff and experts is done on a project-based approach.

<b>Activity</b>	<b>Working days</b>	<b>Estimated Budget (US\$)</b>
<b>ERDSC:</b> implementation of PPG activities (i.e. steps involved in the P-IMA framework, desk research on SPS issues, compilation of information available on SPS needs, etc.) and delivery of outputs (i.e. P-IMA report, short summary, Project proposal and implementation report). (USD 240/day/designated economist with data collection and analysis skills)	<b>USD 240*35 days</b>	<b>8,400</b>
<b>Expert on SPS and Non-tariff measures:</b> support in compilation of information on SPS needs, identification and mobilization of stakeholders for the P-IMA events, moderation of 3 online stakeholder workshops, and presentations related to SPS/NTM, participate in different meetings with donor community and state officials, as well as providing support to the ERDSC designated economist on the deliverables.	<b>USD 240*35 days</b>	<b>8,400</b>
<b>Honorarium of International Consultant: working days (USD 600/day)</b>		
<b>International Consultant (P-IMA expert):</b> <ul style="list-style-type: none"> <li>• Train a core group of government officials and other relevant stakeholders on the use of the P-IMA framework and D-Sight computer software</li> <li>• Support the ERDSC and national expert on the steps involved in the application of the P-IMA framework in Armenia, (i.e. 2 stakeholder workshops)</li> <li>• Provide feedback and peer review the resulting drafts (i.e. P-IMA report/action plan and project proposal that build on prioritized actions identified by the P-IMA framework)</li> </ul>	<b>USD 600*16 days</b>	<b>9,600</b>
<b>Stakeholder workshops and preparatory meetings</b>		
Two online Stakeholder Workshops (2 days each): one to identify the SPS capacity-building needs and define decision criteria/weights and one to present the findings of the P-IMA exercise and validate the P-IMA draft report.	Interpretation: 4 days x USD 720	2,880
Online meeting(s) with high-level government officials, development partners and donors to follow up on the priorities identified by P-IMA.	Interpretation: 2 days x USD 720	1,440
<b>Total, stakeholder workshops and preparatory meetings</b>		<b>4,320</b>
<b>Other expenses</b>		
Translation of key documents and reports	300pgs x USD 18/page	<b>5,400</b>
<b>Operating costs, i.e. printing and duplication of documents, office equipment, secretarial support, etc. (upon presentation of invoices)</b>		
Printing and duplication of documents	1000pgsx0.4	<b>400</b>
Office equipment		<b>800</b>
Financial services/Accounting	200X5	<b>1200</b>
Other costs (license for online platform, banking or postal costs etc.)		<b>300</b>
<b>Total</b>		<b>38,820</b>

## **Appendix 1**

### **Profile for International Consultant (P-IMA Expert): Qualifications/Requirements**

- Degree in agricultural economics, international trade, or a related subject.
- Approximately seven years of experience working in the SPS area in developing countries, including knowledge and expertise in what is required to meet SPS requirements to gain and maintain market access.
- Knowledge or experience in the use of economic analysis methodologies to inform decision-making processes, ideally in the area of agricultural / trade policy.
- Knowledge and experience in working with public and private sector stakeholders involved in projects to enhance SPS capacity, agricultural / value chain development and promote trade.
- Ability to work with diverse private and public sector stakeholders in a multicultural setting and to provide inputs under time pressure.
- Excellent analytical and communication skills.
- Facilitation skills including prior experience in facilitating multi-stakeholder workshops would be advantageous.
- Working knowledge of English.

### **Profile for ERDSC's designated economist with specific skills: Qualifications/Requirements**

- Degree in economics, statistics or a related subject.
- Approximately five years of relevant experience, including work on quantitative / data analysis.
- Interest and motivation to learn how to use the P-IMA Framework (Prioritizing SPS Investments for Market Access), and to apply this framework in Armenia.
- Knowledge and experience in working with public and private sector stakeholders involved in capacity building projects covering agriculture and / or trade.
- Ability to work with diverse private and public sector stakeholders in a multicultural setting and to provide inputs under time pressure.
- Excellent analytical, communication and project development skills (including report writing skills).
- Working knowledge of Armenian and English.

### **Profile for National SPS Expert: Qualifications/Requirements**

- Degree in veterinary/human medicine, biology, economics, public health or a related subject.
- Proved experience in involvement in international projects related to SPS/NTM
- Approximately three years of experience working in the SPS area in developing countries, including knowledge and expertise in what is required to meet SPS requirements to gain and maintain market access.
- Knowledge and experience in working with public and private sector stakeholders involved in projects to enhance SPS capacity, agricultural / value chain development and promote trade.
- Up to five years working experience in governmental organizations
- Up to five years working experience in private trade-related organizations

- Ability to work with diverse private and public sector stakeholders in a multicultural setting and to provide inputs under time pressure.
- Excellent analytical and communication skills.
- Working knowledge of Armenian and English.