Consultancy – Colombia

Strengthening bioeconomy financing in the Colombian Amazon

I. GENERAL INFORMATION

Assignment title	Strengthening bioeconomy financing in the Colombian Amazon
Contracting party	Expertise France
Country / Geographic scope	Colombia
Contract duration	18 months
Contractual modality	Service provision contract
Value	The contract value will be determined based on the financial proposals submitted by bidders during the selection process.

II. SUMMARY OF THE ASSIGNMENT

Within the framework of the AMABIO project, Expertise France is seeking to contract a legally established company or organization to support the strengthening of institutional capacities, the development of operational tools, and the pilot implementation of these tools, with the aim of strengthening bioeconomy financing in the Colombian Amazon.

The entity will work in close coordination with Expertise France, FINAGRO and Banco Agrario, contributing to strengthening the capacities of financial institutions to identify, assess and finance bioeconomy projects.

The contract duration will be 18 months.

III. PROGRAM DESCRIPTION

The AMABIO project, funded by the French Development Agency (AFD) and implemented by Expertise France, aims to support the development of the bioeconomy and innovative sustainable financing practices in the countries of the Amazon basin, initially in Brazil, but also in Colombia, Bolivia, Ecuador and Peru in a second phase. By supporting the credit lines granted by AFD to public banks in Brazil and other countries in the region, the project will leverage this financing through a technical cooperation program aimed at promoting sustainable economic alternatives for the inhabitants of the Amazon.

This program is designed to promote an inclusive economic model by creating an enabling environment for innovation, investment and technological exchange; to strengthen the role of public banks in financing initiatives linked to the bioeconomy and the preservation of natural heritage; and to promote innovative solutions that help curb deforestation and restore ecosystems in vulnerable areas of the region.

Colombia is a strategic territory for the development of the bioeconomy. As one of the most biodiverse countries in the world, it is home to important Amazonian ecosystems and a wide diversity of value chains with the potential to generate sustainable income and contribute to biodiversity conservation.

In recent years, the bioeconomy has progressively become established as a public policy priority in Colombia. Various national and international institutions have promoted initiatives aimed at strengthening sustainable value chains, developing innovative financial instruments and mobilizing investments compatible with biodiversity conservation.

In this context, FINAGRO and Banco Agrario have been identified as strategic partners for the implementation of the AMABIO Program in Colombia.

FINAGRO plays a central role in directing financial resources toward rural development and sustainable productive transformation. Banco Agrario, for its part, has an extensive territorial presence and is well positioned to expand access to financing for rural producers and bioeconomy-related enterprises.

This technical assistance seeks to strengthen the capacities of both institutions to advance bioeconomy financing in the Colombian Amazon.

IV. PURPOSE OF THE ASSIGNMENT

The contracted entity will be responsible for supporting the design and development of tools, methodologies and mechanisms aimed at strengthening the capacity of financial institutions to direct existing financial instruments toward bioeconomy financing in Colombia, as well as supporting the pilot implementation of these tools in coordination with FINAGRO, Banco Agrario and Expertise France.

The intervention will be structured around two complementary components:

1. Mobilizing the banking system for the bioeconomy;
2. Piloting the tools developed with Banco Agrario branches and teams.

V. SCOPE AND PLANNED ACTIVITIES

The activities described below represent priorities identified during the project preparation phase.

The sequence, scope and implementation arrangements may be adjusted during contract execution based on needs identified by Expertise France, FINAGRO and Banco Agrario.

All activities must incorporate environmental, climate and social considerations, including a gender, age and diversity lens.

COMPONENT 1 – Mobilizing the banking system for the bioeconomy

Objective

Strengthen the institutional capacities, technical knowledge, operational tools and internal mechanisms needed to expand the identification, assessment and financing of bioeconomy projects.

Activity 1.1. Bioeconomy and Rural Finance Academy

Design of an integrated training program in asynchronous virtual format, aimed at officials of FINAGRO and Banco Agrario.

The technical assistance must fully design and develop the training program, from a needs assessment through the delivery of a fully structured virtual course ready for incorporation into the FINAGRO and/or AFD Group learning platform.

Services must include, at a minimum:

- training needs assessment together with FINAGRO and Banco Agrario;
- definition of participant profiles;
- methodological and pedagogical design of the program, including:
  - curriculum matrix and structuring of training modules;
  - learning objectives per module;
  - pedagogical pathways for each content item;

    - learning assessment methodology (tests and/or evaluations);
- comprehensive development of all program content (texts, presentations, teaching resources, exercises, case studies, activities and assessments), in editable format compatible with virtual learning platforms;
- development of all teaching materials and learning resources needed for the course to function (guides, infographics, audiovisual resources, supplementary materials and other teaching inputs, as applicable);
- complete structuring of the course in asynchronous virtual format, including the organization of modules, navigation sequence, resources, activities and assessments, so that the course is ready for incorporation into the platform provided by FINAGRO and/or the AFD Group;
- formulation of recommendations for implementation and sustainability;
- implementation manual or guide for FINAGRO/Banco Agrario.

Content must address, among other topics:

- fundamentals of the bioeconomy;
- priority value chains;
- financing of bioeconomy projects;
- risk analysis;
- financial structuring;
- biodiversity and sustainable finance;
- Colombian case studies.

Activity 1.2. Operational tools for bioeconomy financing

Development of practical tools designed to facilitate the day-to-day work of Banco Agrario officials and advisors. This activity must begin with an institutional and operational assessment of existing tools, procedures, credit lines, eligibility criteria and analysis processes, in order to identify needs for adjustment, complementation or development of new instruments to support bioeconomy financing.

Based on this assessment, the technical assistance must support the development or adaptation of tools such as:

- sector fact sheets for priority value chains;
- a guide to Banco Agrario credit lines applicable to bioeconomy projects;
- guidance tools for identifying opportunities;
- checklists for eligibility and risk analysis of projects for each existing bioeconomy credit line;
- frequently asked questions on the bioeconomy for sales, credit and risk teams (FAQ);
- other operational tools to be prioritized jointly with Expertise France, FINAGRO and/or Banco Agrario.

Editable versions and finalized, laid-out versions must be provided for all tools created.

For the purposes of preparing proposals, bidders should consider the development or adaptation of up to 10 operational tools for Banco Agrario. The final number and type of tools will be defined during the assessment phase, in coordination with Expertise France and Banco Agrario.

Activity 1.3. Design of a Regional Bioeconomy Focal Points Network

Design of a methodology for creating a network of bioeconomy focal points within Banco Agrario.

In coordination with the Bank, the technical assistance must include:

- definition of profiles;
- functions and responsibilities;

- coordination mechanisms;
- capacity-building plan;
- recommendations for institutional sustainability;
- proposed governance structure for the network.

Activity 1.4. Design of an Internal Incentive System

Design of mechanisms aimed at strengthening institutional ownership of the bioeconomy agenda within Banco Agrario, including recognition mechanisms, performance tracking, institutional or commercial targets, and other instruments that may promote the integration of the bioeconomy into the Bank's internal practices.

The technical assistance must include:

- methodological proposal;
- definition of categories;
- performance indicators;
- recognition criteria;
- monitoring mechanisms;
- recommendations for future implementation by the Bank.

For Activities 1.3 and 1.4, the technical assistance will be limited to methodological design and the formulation of operational recommendations. Roll-out of the focal points network and the incentive system will be carried out in coordination with Banco Agrario.

COMPONENT 2 – Territorial piloting

Objective

Support the operationalization of the tools developed under Component 1.

The pilot project will be implemented in a single department of the Colombian Amazon. Selection will be made among the six departments located entirely within the Colombian Amazon: Amazonas, Caquetá, Guainía, Guaviare, Putumayo and Vaupés. This territorial delimitation is based on the biogeographic and political-administrative definition of the Colombian Amazon adopted in the joint plans of the Humboldt Institute and the SINCHI Institute, according to which the region comprises the entirety of six core departments and portions of four Andean-Orinoco transition departments. The department where the pilot will take place will be defined during the initial phase of the project, jointly with Banco Agrario, taking into account technical, operational and strategic criteria for the implementation of the technical assistance.

Activity 2.1. Territorial piloting and support to branches

Pilot implementation of the tools and methodologies developed under Component 1 with the sales staff of the branches selected by Banco Agrario.

The technical assistance must include:

- support to participating branches;
- pilot application of the tools developed;
- support to trained officials in the use of the tools;
- monitoring of implementation;
- documentation of lessons learned;
- formulation of recommendations for scale-up.

CROSS-CUTTING FUNCTIONS OF THE CONSULTANCY

The contracted entity will be responsible for carrying out the technical and operational steps necessary for the proper execution of the activities and the delivery of the products set out in these Terms of Reference.

Within this framework, it must ensure, according to the needs of each activity:

- the planning, organization and monitoring of its activities;
- technical and operational liaison with FINAGRO, Banco Agrario and other stakeholders relevant to the execution of the planned activities;
- the identification and collection of the information and inputs needed for the development of the products;
- the organization and facilitation of meetings, workshops and technical working sessions needed to carry out the activities;
- monitoring of progress, deadlines and results of the activities under its responsibility;
- timely identification of difficulties, risks or adjustment needs that could affect the execution of activities, and communication of these to Expertise France;
- documentation and capitalization of lessons learned from implementation;
- contribution to communication and visibility activities related to the results of the technical assistance, as applicable.

The contracted entity must keep Expertise France informed of the progress of activities and must carry out these steps in coordination with Expertise France and, as applicable, with FINAGRO and Banco Agrario. Interactions carried out within the framework of the consultancy will be technical and operational in nature and will not involve institutional representation functions on behalf of Expertise France, nor overall coordination of the AMABIO project.

These functions are inherent to the execution of the activities and the delivery of the products set out in these Terms of Reference and do not constitute an independent line of work. Their costs must be included in the consultancy's overall financial proposal.

VI. PRODUCTS, DELIVERABLES AND PAYMENT TERMS

The products described below represent the main milestones expected for contract execution. The detailed activity schedule, as well as the specific content and expected level of development for each product, may be adjusted by mutual agreement between Expertise France and the contracted entity during the first month of execution, as part of the preparation and approval of the Work Plan.

With the exception of Product 1, each product will consist of:

a) an **Interim Technical Report**, documenting the activities carried out during the period, the main results achieved, coordination activities carried out with Expertise France, FINAGRO and Banco Agrario, difficulties encountered, methodological adjustments made, and activities planned for the following stage; and

b) the **technical deliverables** corresponding to the respective implementation milestone, which may include, depending on the nature of the planned activities, methodologies, tools, teaching materials, courses, workshops, field activities, pilot implementation, technical documents, databases, audiovisual resources, editable files and other products or services developed during the execution of the consultancy.

All products must be submitted in Spanish and in editable formats where applicable.

Payments will be conditional on the formal approval of each product by Expertise France.

Product 1. Work Plan

Delivery deadline: Month 1

Payment: 20% of the total contract value.

At a minimum, it must include:

- general work methodology;
- detailed implementation schedule;
- coordination mechanisms with Expertise France, FINAGRO and Banco Agrario;
- methodological strategy for carrying out the activities planned under both components;
- proposed sequencing for the delivery of products;
- monitoring and tracking methodology;

Product 2. Technical products of Component 1 – Preliminary version

Delivery deadline: Month 5

Payment: 20% of the total contract value.

At a minimum, it must include:

- a preliminary version of the Bioeconomy and Rural Finance Academy, including the detailed methodological proposal, the program architecture, the curriculum structure and the preliminary course content;
- the institutional and operational assessment of the tools, procedures and mechanisms currently used by Banco Agrario for bioeconomy financing, together with recommendations on the tools to be developed, adapted or strengthened during the consultancy;
- a preliminary proposal for the Regional Bioeconomy Focal Points Network;
- a preliminary proposal for the Internal Incentive System;
- the corresponding Interim Technical Report.

Product 3. Technical products of Component 1 (final version) and Component 2 schedule

Delivery deadline: Month 8

Payment: 20% of the total contract value.

At a minimum, it must include:

- the corresponding Interim Technical Report;
- the final version of the Bioeconomy and Rural Finance Academy, fully developed and ready for incorporation into the FINAGRO and/or AFD Group learning platform;
- the final version of the prioritized operational tools for Banco Agrario;
- the final version of the methodology for the Regional Focal Points Network;
- the final version of the proposal for the Internal Incentive System;
- the detailed operational plan for the territorial implementation of Component 2 activities and the schedule for the start of piloting;

Product 4. Implementation of Component 2 – Pilot Results

Delivery deadline: Month 16

Payment: 20% of the total contract value.

At a minimum, it must include:

- the corresponding Interim Technical Report;
- the systematization of the activities carried out during the territorial pilot;
- the description of the capacity-building activities carried out with the branches;
- results and challenges identified;
- operational recommendations;

Product 5. Final Report and Capitalization of Results

Delivery deadline: Month 18

Payment: 20% of the total contract value.

At a minimum, it must include:

- the consolidation of the results achieved during the consultancy;
- the assessment of the fulfillment of the planned objectives and results;
- the analysis of the main implementation indicators;
- the capitalization of lessons learned;
- recommendations for the sustainability and institutionalization of the products developed;
- the final repository organized with all documents, tools and materials produced during contract execution;

VII. REQUIRED PROFILE

Mandatory institutional experience

The bidding entity must be a legally established company or organization, with the capacity to enter into contracts and issue invoices for the services provided.

The entity must demonstrate:

- A minimum of 8 years of institutional experience in international cooperation projects, technical assistance, sustainable development, bioeconomy, sustainable finance or related fields.
- Proven experience in the design and implementation of institutional strengthening programs aimed at financial institutions, public banks, development entities or actors in the financial system in Colombia.
- Experience in agricultural financing and rural development.
- Experience in value chains linked to the Amazonian bioeconomy.
- Experience in environmental and social risk management, ESMS (SARAS), green taxonomies, eligibility of sustainable operations, or the integration of environmental and social criteria into financial processes.
- Demonstrated experience in projects related to the bioeconomy, biodiversity, sustainable rural development, green financing or climate financing.
- Solid knowledge of the Colombian context, particularly the economic, social and environmental dynamics of the Colombian Amazon.
- Experience in developing methodological tools, training programs, knowledge products and capacity-building initiatives.
- Experience in coordinating public, private, financial and territorial stakeholders.
- Experience in technical support to producers, associations, cooperatives, rural MSMEs or sustainable value chains.
- Demonstrated capacity to coordinate complex projects involving multiple stakeholders and institutional levels.

The following will be considered an asset:

- Prior experience working with FINAGRO, Banco Agrario or other Colombian public financial institutions.
- Experience in projects funded by development banks, international cooperation agencies or multilateral organizations.

Verification of institutional experience

Institutional experience must be demonstrated through a portfolio of relevant projects, contracts, certificates of satisfactory completion, proof of technical capacity, reference letters, publications, non-confidential technical products, or reference contacts of clients or beneficiaries, as applicable.

For each experience presented, the bidding entity must indicate, at a minimum: client and/or beneficiary, country, implementation period and project scope.

Requirements for the proposed technical team

The entity must present a multidisciplinary technical team whose combined profiles meet, at a minimum, the following requirements:

- University education in Economics, Finance, Business Administration, Rural Development, Environmental Sciences, Agronomy, International Relations, Public Policy or other related disciplines.
- Experience working with financial institutions, including credit processes, risk analysis, operation eligibility, development of financial products, operational tools or capacity-building for banking teams.
- Experience in environmental and social risk management, ESMS (SARAS), green taxonomies, sustainable finance and international standards applicable to the financial sector.
- Demonstrated experience in bioeconomy, biodiversity or territorial development.
- Experience in the design and facilitation of training programs, workshops, technical sessions, participatory methodologies or teaching materials aimed at institutional and territorial audiences.
- Experience in structuring financial instruments, rural financing or support mechanisms for sustainable value chains.
- Experience in facilitating participatory processes and institutional coordination.
- Capacity to develop methodological tools and teaching materials.
- Excellent writing and technical report drafting skills.
- Fluency in spoken and written Spanish.

The following will be considered an asset:

- Prior experience in the Colombian Amazon.
- Experience in technical support to producers, rural organizations or enterprises.

The proposal must clearly indicate the composition of the technical team, the role of each professional, their estimated level of dedication, main responsibilities and relevant experience for the planned activities. The bidding entity must demonstrate that the combination of proposed profiles is sufficient to cover the institutional, financial, territorial, pedagogical and operational dimensions of the technical assistance.

The replacement of key professionals during execution must be communicated in advance and approved by Expertise France, ensuring the mobilization of profiles with equivalent or higher experience.

VIII. ELIGIBILITY CRITERIA AND SELECTION PROCESS

See the Tender Rules document.

CONTRACTUAL CONDITIONS

General information

- Type of contract: Service provision contract with a legally established company or organization.
- Place of execution: Colombia.
- Priority geographic scope: Colombian Amazon.
- Estimated start date: November 2026.

- Estimated contract duration: 18 months.

Working arrangements

The consultancy will combine remote and in-person work.

Regular mobilization of the technical team is expected for carrying out activities with FINAGRO, Banco Agrario and territorial stakeholders, including travel to the selected department for the implementation of pilot activities.

Coordination

The contracted entity will work under the technical supervision of Expertise France.

The main strategic guidance, methodological validations and implementation priorities will be defined in coordination with Expertise France and in consultation with FINAGRO and Banco Agrario.

All products must be submitted in Spanish and will be subject to validation by Expertise France prior to final approval.

During the execution of the contract, the contracted entity must apply concrete, verifiable and proportionate measures to reduce the environmental footprint of the services, in particular through the optimization of travel, the use of remote working arrangements where relevant, the sustainable organization of meetings and field activities, the reduction of paper, energy and resource consumption, and the monitoring of these measures.