



KALEYA SMALLHOLDERS COMPANY LIMITED

Partner Selection and Financing Structure

Project/Programme Name:	DFCD KASCOL Conversion 300 ha to Sub-Surface Drip
Project/Programme Number(s):	202059-9Z256400-2163
Web Link(s) to Project/Programme strategic Plan or other useful documents:	https://www.kascol.co.zm/projects
Reporting Period:	10-01-2021 31-05-2022
Project/Programme Start Date (FY):	01-06-2021
Report Completed by:	Project Coordinator (K.H. Mwiinga)
Date Report Completed (MM/YR):	05-2022

Management Review of Suppliers KASCOL 311 ha SDI System

PRESENT:

Mr. Muimui Mufana – **(Chairperson)** Project Manager / Estate Manager

Mr. Percy Simunika- Project Administrator / Finance & ICT Manager

Mr. Kelvin H Mwiinga – **(Secretary)** Project Coordinator / Risk & Operations Officer

Ms. Precious J Mweemba- Project Assistant Coordinator

Mr. Maybron Nansayi – Smallholder & Agric. Operations Officer

Mr. Gelson Mwale – IT Administration Officer

Mr. Jerry Nyambe – Financial Accountant

Mr. Alex Sinyama – Management Accountant

Mr. Theo Mulumbu – Procurement Officer

Supplier Quotations analysis – Score Card

#	Item	Rivulis	SARO	Metzer	NETAFIM	JAIN	Comment / Resolution
1	Commercial Quotations in USD/\$ The supplier quotations were analyzed for amounts in order of least cost.	1,296,390 5	1,314,180 4	1,527,143 3	1,596,159 2	2,498,847 1	- Rivulis was least cost But quote did not include civil works and freight costs.
2	Technical Design Strong points score of 1-5	5	4	5	5	5	-SARO design based on one pump, poses operational risk.
3	Turnkey offer 1-5	3	5	5	5	5	-Rivulis civil works and freight not included.
4	Local Experience status 1-5	3	4	5	5	2	-Metzer stands out as best option, current supplier on 150ha.
5	Strategic Position 1-5	2	3	5	4	1	-Metzer is already providing after sales service and has technical presence.
6	Supply and Logistics	3	5	5	3	3	-Metzer / SARO have local/regional supply lines.
7	Total Score	21	25	28	24	17	Total Score is 30

Summary;

- Rivulis quote initially USD/\$ 1,357,476 change due to fluctuating exchange rate EUR/USD.
- All designs are suitable and can be automated, preference is on manual operation until adequate skills are achieved, and labour concerns are addressed.
- Project turnkey requirement is paramount and is hugely affected by plant and equipment, Metzer has already acquired and deployed at site during installation and maintenance of current operational 150 ha.
- Local experience is important, Metzer has installed and operationalized its system at KASCOL, challenges have been resolved with learning outcomes.
- Strategic Position, Metzer already has a 3-year project that is a partnership with KASCOL with future payment arrangements at very low interest rate of 4%.
- KASCOL desires a local / regional supply partner capable of supplying proven standard maintenance parts and equipment.
- Metzer flexibility and hydraulic system concerns have been resolved from experiences on the installed 150ha.

The full Project team recommends the suppliers as follows:

1. Metzer, strategically positioned, known financing structure, and ability to build on implemented 150ha.
2. SARO, is next best option, to verify pump station options.
3. Rivulis, there is room to negotiate un-quoted areas.
4. NETAFIM, cost restrictive with stringent payment arrangements.
5. JAIN, on the higher side.

The team combined Commercial, Technical and Economic considerations to arrive at supplier recommendation ratings based on the consultant's review.

Muimui Mufana



PROJECT MANAGER

Percy Simunika



PROJECT ADMINISTRATOR