REQUEST FOR PROPOSAL (RFP)
LUTHERAN WORLD RELIEF

RFP #:	RFQ-LWR-NG01-FY26-006 Request for Proposal - Deployment of a Traceability Solution.
Services Requested:	LWR Nigeria seeks to procure a Traceability Solution that is interoperable with the upcoming Nigeria Cocoa Data Warehouse (CDWH).
Contract Type:	Fixed Price Contract/Time and Materials
Issuance Date:	11th December, 2025
Deadline for Responses (Date of Receipt):	23rd January, 2026/2.00pm
Last Receipt Date for Questions:	16th January, 2026/5.00pm
Anticipated Award Date:	February, 2026
RFP Contents and Attachments	1. Introduction 2. Scope of Work & Background 3. Instruction to Bidders 4. Technical and Financial Proposal Evaluation

Corus Procurement Ethics

Corus International and its family of organizations are committed to a transparent and ethical procurement process aiming to achieve the best value for money, fairness, integrity, and doing business in compliance with the US government regulations, the beneficiaries, donors, and partners' interests.

Corus does not allow accepting any monetary transaction, gratuity, or compensation of any type from current or potential vendors or suppliers in exchange for or as a reward for a business. Therefore, all potential vendors and suppliers taking part in this solicitation must not offer fraud, bribery, or kickback to an employee or staff of Corus. Any vendor or supplier violating these standards will be automatically disqualified for doing business with Corus in the future.

A comprehensive list of Corus's ethical standards as well as information on how to report any violation pertaining to this solicitation (Corus's Integrity and Ethics Reporting Hotline) is found here: https://corusinternational.org/ethics-and-policies-corus-international.

1- INTRODUCTION:

Lutheran World Relief (LWR) is a member of Corus International. Corus International combines over 150 years of experience of our non-profit and for-profit subsidiary organizations – IMA World Health, Lutheran World Relief, CGA Technologies, Ground Up Investing, and Farmers Market Brands. Together, the organizations take a systematic approach to grow rural economies, eliminate extreme poverty, ensure access to quality healthcare, and respond to urgent humanitarian needs in fragile settings.

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Corus leads an ensemble of social impact organizations working together in the world's most fragile settings to deliver the holistic, lasting solutions needed to overcome the interconnected challenges of poverty, health care access and climate change. Corus is a new model in the international space, creating a consortium of specialized non-profit and for-profit entities for greater impact. Our annual budgets have ranged between $110-130 million a year. Additional growth is expected.

2- SCOPE OF WORK & BACKGROUND

Context

Nigeria's cocoa sector stands at a crucial crossroads, driven by global regulatory changes and domestic aspirations for sustainability. With roughly 70% of Nigerian cocoa exports destined for the European Union, the enforcement of the EU Deforestation Regulation (EUDR 2023/1115) introduces both an urgent challenge and a strategic opportunity. From January 2026 onward, only cocoa proven to be deforestation-free and legally produced will be eligible for import into the EU. For Nigeria, ensuring compliance is essential to preserve export volumes and access to premium markets.

The current landscape is characterized by inadequate traceability (lacking, manual and/or fragmented traceability systems), duplicated plot mappings, redundant farmer registrations, inconsistent risk analyses, and limited institutional coordination. Exporters and intermediaries often use separate systems that fail to communicate with one another, resulting in data silos and inefficiencies. To the extent that 1st mile intermediaries (factors/brokers) already maintain some form of batch traceability in their cocoa supply chain, this remains often a manual registry process. Traceability remains particularly weak for the first purchases by factors/brokers, certainly when operating in indirect supply chains. These gaps hinder Nigeria's ability to present verifiable evidence of legality, deforestation-free cocoa production and overall sustainability.

The vision on and pathway towards a "sustainable, profitable, traceable, EUDR-compliant and fair cocoa sector" in Nigeria for a Cocoa Data Warehouse (CDWH), codesigned by public and private sector stakeholders (with facilitation by the TRACE project), respond directly to this challenge. Its ambitions include establishing a National Cocoa Data Warehouse as public digital infrastructure that connects cocoa farmers, intermediaries, exporters, and regulators through open APIs. It will consolidate fragmented data into a single, credible source of truth—allowing regulators to verify compliance, exporters to document due diligence, and farmers to benefit from transparent, traceable participation in formal markets.

In parallel cocoa value chain governance is being improved, legal and regulatory frameworks are being updated to render cocoa traceability mandatory, clarify roles of intermediaries and formalize 1st mile intermediaries (factors / brokers) being required to solicit a license to operate).

Initially through a piloting phase, one universal traceability solution will be selected and supported to deploy and pilot the traceability component of this concept. First the selected Traceability Solution Provider (TSP) will onboard accepted 1st mile intermediaries (factors / brokers) and Licensed Buying Agents (LBA) in pilot states, provide user licenses and train them to start using their existing traceability solution. Secondly the selected TSP will tailor their solution to be interoperable with the plot registry of the Deforestation Free Trade Gateway by ITC as a transition system; and later with the CDWH as a final system. Accordingly, the TSP will train its users on the new features. At a later stage, existing/other traceability solution providers with users operating in the cocoa sector in Nigeria are expected and allowed to ensure interoperability with the National Cocoa Data Warehouse in order for their clients to comply with newly upcoming legal and regulatory requirements as defined and updated by the State Governments.

Functional Requirements

2.1 Plot Mapping (nice to have)

The Traceability Solution shall support:

1. Capture personal data of the plot manager with digital consent form (signature/thumbprint).
2. Preload earlier mapped plots in proximity as per polygons that exist already in the public plot registry of the CDWH
3. Collect polygon geometries using GPS features in the smartphone and enforce validation rules and offer feedback to the user
4. Allow capture of plot attributes (scenario driven, supporting ground truthing when needed) and support uploading photos
5. Use pre-allocated Plot identifiers by CDWH and issue a plot code to the plot manager in an offline environment. Each plot must have:
   - UUID (system ID, immutable)
   - Business code (human-facing - [STATE(2)]-[LGA(3)]-[SEQ(6)], for example ON-AKR-001234)
   - External ID (source_system + source_record_id) for idempotent upserts.
6. Maintain geometry history and manager history in versioned tables; all past boundaries preserved.
7. Sync with the CDWH / DFTG-plot registry

2.2 First Transaction

The Traceability Solution shall:

1. Support the segregation of EUDR-compliant and EUDR non-compliant supply chains. This implies checking the EUDR risk status (positive or negative as provided by an independent risk service provider) of each linked plot before transaction acceptance in EUDR-compliant supply chain.
2. Record plot-specific details of the FirstTransactions (by a licensed intermediary) existing of plotID, volume, intermediary and time & date, as well as relevant financial and quality, of the purchased cocoa.
   - ✓ In principle, farmers shall keep volumes of harvested cocoa segregated per plot, even if several plot-specific volumes of harvested cocoa are included in the same purchase from the farmer by the intermediary.

✓ When conducting such FirstTransaction, the intermediary shall already check the trustworthiness of linkage between the volume of harvested cocoa being purchased and the plot. Smart digital tools to detect fraud, if provided with the traceability solution may be leveraged at this stage.

3. Sync with the CDWH

2.3 Chain of Custody Traceability

1. Allow the FirstTransaction details and sustainability attributes to be shared with downstream supply chain actors who use the same as well as another traceability solution in an offline environment while protecting PII
2. Allow the FirstTransaction details and sustainability attributes to be received from upstream supply chain actors who use the same traceability solution in an offline environment while protecting PII
3. The bidder's system shall continue to provide the expected traceability functionalities that its existing commercial product offers to the pilot users. The solution will offer the following features

- Multi-user functionality with hierarchical permissions.
- Offline data collection and synchronization when online.
- Configurable data capture forms.
- Track any merging or splitting of volumes of cocoa.
- Weight control and validation at critical control points (along processing, transport and storage)
- Stock management based on in/out flows per (user) control point.
- Support for product and entity identification technologies.
- Financial transparency features and digital payments
- Information preservation of attributes along the chain of custody
- Compatibility with identity-preserved and mass-balance models.
- Flexible data reporting (CSV, PDF, JSON).

2.4 Export Transaction

The Traceability Solution shall:

1. Check the EUDR status of all associated FirstTransactions as per the transaction registry of the CDWH
2. Document and generate a list of all FirstTransactions and their respective contribution to an export batch as per the information preserved principle following chain of custody operations
3. Enforce weight consistency controls as needed to support supply chain integrity.
4. Configurable and aggregated reporting on preserved attributes of cocoa having contributed to an export batch.
5. Sync with the CDWH

2.5 Interoperability

The solution must integrate with the **DFTG** via RESTful APIs for:

- Insert/Update and validation of Plot.
- Retrieval of EUDR compliance status of registered plots.

The solution must integrate with the future CDWH via RESTful APIs for:

- Insert/Update and validation of Plot and VCA IDs.
- Push of transaction data for centralized monitoring.
- Retrieval of EUDR compliance status of registered plots.

The provider shall:

- Supply Open API documentation (Swagger/OAS).
- Provide a sandbox environment for testing integration.
- Follow EU EUDR minimum data fields and CDWH schema requirements.

2.6 Other

User authentication with role-based access

1. Offline-first approach
2. Local storage must encrypt PII data.
3. Provide background sync and conflict resolution logic upon reconnection.
4. Allow the user to view pending syncs, failed uploads, and validation errors.

Out of scope:

The Traceability Solution shall not do the following since this is covered by the Coco Data Warehouse functionalities or by importers into the EUCDWH:

1. Assessment of EUDR risk status of plot
2. Generation of Due Diligence Statements (DDS)

3. Data Governance & Security

The bidder shall:

- Comply with the National Data Protection Regulation (NDPR) of Nigeria.
- Ensure that data collected and processed through traceability solutions remains the property of the value chain actors who supplied it for regulatory purpose.
- Exclude PII of Plot Managers unless explicitly authorized.
- Host in compliance with Nigerian NDPR and EU GDPR.
- Encrypt all data in transit (TLS 1.3) and at rest (AES-256).
- Enforce RBAC with MFA for administrators.
- Rotate API keys every 90 days and maintain audit logs.
- Provide business continuity, disaster recovery, and backup mechanisms.

4. Performance & Reliability

Metric	Target
Single API response	≤ 2 s (95th percentile)
Batch processing (50 k records)	≤ 15 min
API availability	≥ 99.7 %
Concurrent users	≥ 500
Throughput	≥ 100 tx/s
Scalability	50,000 polygons
Audit logging	100 % privileged actions logged

5. Implementation Approach and Phasing

1. Participate in CDWH integration testing using sandbox credentials and Open API documentation.
2. Provide test payloads, load-testing results, and security audit reports.
3. Support User Acceptance Testing (UAT) led by NCMC/PMO.
4. Obtain integration sign-off before production deployment.

Engagement will follow the progress of the build and deployment of the National Cocoa Data Warehouse and can be broken down into the following phases (starting in January 2026).

5.1 Phases for

- Phase 0: Months 1-6: MVP for DFTG & traceability solution interoperability
  Scope: Perform user training to intermediaries and exporters (with a focus on 1st mile cocoa intermediaries still lacking any digitized traceability); Update traceability solution for interoperability with plot registry of the DFTG; Update traceability solution for interoperability towards multiple traceability solutions (for downstream supply chain actors)

- Phase 1: Months 3-6: MVP for CDWH interoperability
  Scope: Update traceability solution for interoperability with CDWH, support MVP development

- Phase 2: Pilot Deployment (Months 7-8)
  Scope: Optimize traceability solution for interoperability with CDWH, Pilot implementation in 2 states; Perform user training to intermediaries and exporters using the updated traceability solution including interoperability with CDWH and across multiple traceability solutions

- Phase 3: National Rollout (Months 9-15)
  Scope: Optimize traceability solution for interoperability with CDWH, Deploy in 2 extra states (totalling 4 states); Perform user training to intermediaries and exporters using the updated traceability solution including interoperability with CDWH and across multiple traceability solutions

5.2 Governance & Reporting Cadence

- **Decision Bodies:** Steering Committee (monthly); PMO (weekly); Technical Working Group (bi-weekly); User Advisory Group (monthly).

- **Reporting Packs:** Weekly status updates, bi-weekly technical reports, monthly Steering Committee summaries, and quarterly donor/government progress briefs.

5.3 Target KPIs

The following cumulative metrics describe the desired usage of the Traceability Solution during phase 2 (pilot). Actual usage is likely to be below these levels during the largest part of the contracting period. From phase 3 onwards, the market for traceability solutions would be opened up to other existing providers without the need for grant support.

Metric	Phase 0 / 1 (Selected TSP only)	Phase 2 Target (selected TSP only)
Plots Mapped	2000	10,000
Training events	10	25
Users (licensed brokers + LBAs)	200	500
First Transactions	25,000	75,000

Responsibilities of the applicant

1) Customize the traceability solution to accommodate interoperability in collaboration with the CDWH contractor and as described in chapter 2 and aligned with the SRS pack in annex.
2) Provide a subscription / license to users during for the targeted KPIs as described.
3) Train prospective users on the use of the traceability solution (all phases) and its integration with the CDWH (phase 2 and 3) during a total of x trainings in x different states
4) Offer support, troubleshooting and optimize bugs as needed on a continuous basis.

Preferred Qualifications and Competences:

Firms must demonstrate:

- Proven experience providing traceability solutions for private or public sector clients.
- Familiarity with EUDR compliance, deforestation monitoring, or due diligence systems.
- Experience integrating systems with public data warehouses or registries.
- Strong cybersecurity and data governance credentials (ISO 27001, GDPR, or equivalent).
- Legal registration, financial stability, and a local support team in Nigeria.

7. Deliverables

- Technical architecture and data flow diagram showing interoperability with CDWH APIs.
- Fully functional digital traceability solution compliant with CDWH specifications.
- API documentation (Open API/Swagger) and sandbox setup.
- Demonstration of offline mapping and synchronization capability.
- User and administrator training manuals.

- Integration and performance test reports.
- Training and support plan for enumerators and VCAs.
- NDPR/GDPR compliance documentation.

Application process:

You are required to meet the following criteria to be eligible to participate in the procurement exercise:

- have the legal capacity to enter into a contract.
- not be insolvent, in receivership, bankrupt or being wound up or subject to legal proceedings for any of these circumstances.
- not have had your business activities suspended.
- have fulfilled your obligations to pay taxes.
- not to have a conflict of interest in relation to this procurement requirement

Qualified and interested applicants should express their interest by submitting detailed <u>Technical</u> and <u>Financial</u> proposals, including the following:

The <u>Technical Proposal</u> is to be **concise (max. 10-15 pages)** and to focus on demonstrating a practical understanding of the assignment and a realistic implementation approach.

A. Company Information (2 pages)

- Company profile (legal name, registration, address, contact person)
- Brief summary of your core business and relevant experience
- Consortium or partner information (if applicable)
- Due diligence information in annex
  - Certificate of Incorporation/ Registration or an equivalent;
  - A copy of the Bidder's current Trading Licence (2025) or equivalent
  - Evidence of fulfilment of obligations to pay taxes (Transaction tax clearance certificate) (2025) or equivalent;
  - Audited Financial Statements for the last 3 years (2022, 2023, 2024)
  - Signed Code of Ethical Conduct

B. Understanding of the Assignment (2 pages)

- Describe your understanding of the CDWH project goals (traceability, compliance, data integration).
- Identify key challenges in implementing a national traceability system and how your approach would address them.

C. Proposed Approach and Methodology (3-4 pages)

- Introduce your traceability solution and its supporting features and refer to an updated version of the self-assessment already submitted earlier (cf. shortlisting stage)
- Describe your implementation approach for the different phases in collaboration with the contractor building the CDWH
- Outline the main activities, deliverables, and indicative timeline.
- Explain your approach to quality assurance, data security, and user training.

D. Team and Experience (2 pages)

- Present your core team, their roles, and relevant qualifications (short CVs or bios).
- Highlight three relevant past projects, especially those related to traceability, compliance, or data systems.
- Include references (organization name, contact, project title).

E. Additional Information (2 pages)

- Suggestions for improvement of the design or innovation
- Existing tools or frameworks that could accelerate implementation
- Any assumptions or clarifications you wish to highlight

Other:

- Applicants are encouraged to use simple, direct language and provide examples rather than lengthy narratives.
- The contracting authority reserves the right to contact referees, request clarifications, or negotiate terms with the preferred bidder.

3- TECHNICAL AND FINANCIAL PROPOSAL EVALUATION:

Criterion	Weight
Understanding of Assignment & Methodology	10%
Relevant Experience and Team Qualifications	20%
Solution performance	30%
Work Plan & Implementation Approach	10%
Financial Proposal	30%

Only proposals scoring **70% or higher** on the technical evaluation will advance to financial assessment. Price will be an important factor, as soon as the technical minimum performance is assured.

Timelines

Activity	Date	Comment
Call for Proposals	Dec 11 2025	Publication of RFP
Clarification Period	Until 16th January 2026	Queries to koen.sneyers@c-lever.org
Proposal Submission Deadline	23rd January 2026	Email to nigeriaprocurement@corusinternational.org
Interviews	2nd February 2026	Remote (Teams/Zoom)

4.2. FINANCIAL

The Financial Proposal with a detailed cost breakdown should include **(2–3 pages)**

- Provide an indicative cost breakdown for phase 0/1/2 and corresponding KPI targets, breaking down the costs according to the various services, including development/customization, license or subscription fees for usage, training fees, and support. In order to expand into phase 3, also add cost rates per unit for licenses /trainings / plots / volume covered in additional phases.
- The maximum budget ceiling should include all taxes and withholdings. All prices should be quoted in Nigerian Naira and must include any applicable taxes. A 5% withholding tax will be deducted at source in accordance with the Nigerian Tax Act.

Rates for proposed approach to tasks in scope of work at Monthly flat rate for services rendered.

If at any time prior to award Corus deems there to be a need for a significant modification to the terms and conditions of this RFP, Corus will issue such a modification as a written RFP amendment to all competing Bidders. No oral statement of any person shall in any manner be deemed to modify or otherwise affect any RFP term or condition, and no Bidder shall rely on any such statement.

Corus may request additional information to clarify or substantiate information provided in the proposal or may request revisions to the proposed approach or personnel. After selection, Corus will negotiate the award cost with the selected bidder. A contract will be awarded after the selected Bidder undergoes a pre-award survey to assess the selected Bidder's management capacity and financial capability and after references have been checked.

Corus is not bound to accept the lowest bid or any proposal and reserves the right to accept any proposal in whole or in part and to reject any or all proposals.

Corus shall not be legally bound by any award notice issued for this RFP until a contract is duly signed and executed with the winning Bidder.

4- INSTRUCTIONS TO BIDDERS

RFP: This RFP constitutes an invitation to prospective Bidder(s) ("Bidder") to submit proposals ("Proposal") for the services described herein. It consists of (1) Cover Page, (2) Overview, (3) Scope of Work (4) Instructions for Bidder(s).

NOTIFICATION OF INTENT: Each prospective Bidder(s) receiving a copy of this RFP shall, within 2 days, email an intention to submit or not to submit a proposal addressed to nigeriaprocurement@corusinternational.org.

An open period for submitting questions will begin on the issuance date of the RFP. All questions MUST be submitted to the RFP contact email [nigeriaprocurement@corusinternational.org no later than 5pm on **[16th January, 2025].** Questions will be compiled, and responses sent to all Bidders as soon as possible.

All Proposals must be in the English language, signed and dated by an authorized employee of the Bidder. In addition to require documents requested, proposals can include additional items such, i.e., templates, brochures, media, etc.

In order to be considered, the proposals must be received by email to the RFP contact [nigeriaprocurement@corusinternational.org **no later than 2pm [23rd   January, 2026].**

Bidders are solely responsible to ensure the timely receipt of their proposals. Proposals received after the date and time required will, generally, not be considered unless no other proposals are received.

Prospective Bidders are under no obligation to prepare or submit proposals in response to this RFP and do so solely at their own risk and expense. Corus will not reimburse any costs incurred related to this RFP.

Proposals may not be altered or corrected after the Date of Receipt, except when Corus at its sole discretion, may permit correction of arithmetic errors, transposition errors, or other clerical or minor mistakes, in cases in which Corus deems that both the mistake and the intended proposal can be established conclusively on the face of the proposal.

Proposals must be valid for at least **NINETY (90) days** from the Date of Receipt.
In evaluating the proposals, Corus will seek the **best value for money**. Specifically, proposals will be evaluated on the basis of the following: