



CENTRO DE POLITICAS ESTRATÉGICAS

The value chain and strategic dialogue program: Terms of References for International Consultant

CPE, under the support of the United Nations, intends to undertake value chain analysis and strategic dialogue on the core sectors of the transformation agenda. Three value chain analyses are to be undertaken plus a series of sector dialogues which will bring together key stakeholders to define the action plan for the sector.

1. Value Chain Analysis

The value chain analysis will include the following:

- Tourism: Explore the value chain in the tourism sector, given the desire to move towards high value added sustainable and responsible tourism and linked with the analysis will be issues of culture.
- Agriculture given its importance in ensuring that the nation obtains the maximum benefit from tourism flows.
- Fisheries: Explore, taking a holistic point of view, the strategy for Cape Verde to become an international center for fish processing and exports, including supporting services such as services to shipping and fishing vessels, marketing, insurance, registration, etc.
- Information and Communication Technology/Business Processing Outsourcing: Explore this sector which is at its nascent stage and assess its value chains with respect to Cape Verde becoming an exporter of IT/Business Process Outsourcing services.

2. Sector Dialogues

The sector dialogue will include the establishment of sector networks and organization of strategic dialogues on the core sectors of the agenda for transformation and on the cross cutting issues which will impact on the transformation agenda.

The initial efforts will focus on the following core sectors:

- Tourism: promoting high value added sustainable and responsible tourism;
- Fisheries: turning Cape Verde into a regional center for processing, marketing, and exports of marine resources;
- Transport: making Cape Verde a regional transportation & transshipment hub for cargo and passengers;

- Cyber Island: promoting a knowledge-based services sector, including business services and outsourcing;
- Finance – making Cape Verde a center for financial and investment services; and
- Culture: promoting Cape Verde as a service “hub” for culture industry to support the high value-added tourism agenda, brand Cape Verde and to build specific cultural products (services) as exports.

A key aspect of these dialogues will be to build a common perspective, including in respect to mainstreaming gender into each core sector, develop action plans, and to map out mechanisms for monitoring and follow up.

3. Experts to be recruited

The consultant is to be recruited with the support of the United Nations to support CPE to undertake the tasks. The international consultant will provide guidance, methodological support and training to the national consultants and staff of CPE in addition to reviewing and commenting the studies done by national consultants.

In addition to the International consultant will prepare a strategy and Plan of Action and to map out mechanism for monitoring and follow up of the Value Chain analysis studies.

3.4 Terms of Reference for Sector Dialogues

The consultancy on sector dialogues is expected to contribute to building a knowledge base on the transformation sectors to inform policy and to develop action plans to jumpstart activities in the strategic areas. More generally, the consultancy will provide advisory support to the Center and its Director on key initiatives to support the takeoff of the transformation sectors. The consultancy is crucial to building an understanding of what needs to be done in the various transformation sectors, ensuring consensus on key policy issues, including gender mainstreaming aspects and facilitating implementation. A key activity for each of the transformation sector will be the design of a platform for learning and strategic conversations in order to present a robust action plan. Specific activities will include:

- Provide guidance, methodological support and training to the national consultants and staff of CPE
- Assist in the reviewing and commenting the studies done by national consultants
- Review sector reports and assist with organizing consultations with sectors
- Assist in the design of mechanism the implementation of the value chain studies
- Provide support in the preparation of policy briefs based on reports of the value chain studies and strategic conversations by the stakeholders, including gender aspects

- Help design and organize policy briefs on the transformation sectors for decision makers in government and private sector, including gender aspects
- Support the design and organization economic forum on the core the chain Values studies , including gender aspects

4. Time Frame

The value chain studies are expected to take 1 month The Technical Assistance is to spread in three missions as follow:

- 1- Two weeks
- 2- One week
- 3- One

The first two weeks will take place in October but the end the Technical Assistance will end in late November.

5 Profile

The Consultants are expected to have the following profile:

- An advanced university degree in economics or related field (PhD beneficial)
- At least 10 to 15 years of experience at the strategic level and engagement in transformation programs
- Consulting experience in the public and private sectors
- Ability to undertake policy research and formulation, including gender analysis and gender mainstreaming skills
- Ability to coordinate large-scale change program
- Strong problem solving, research, writing and people leadership skills
- An excellent understanding of the global economic landscape and the unique developmental challenges facing Cape Verde, including its gender situation

In addition, the value chain consultants are expected to have in-depth sector knowledge and experience, including in mainstreaming gender into specific sectors. They should have also had experience in undertaken value chain and competitiveness analysis.

For the sector dialogue experts, they should have additional skills in strategic planning and policy formulation, including in gender mainstreaming. They should have had experience in leading and facilitating policy and strategy and in designing programs and projects to support economic transformation and competitiveness that takes into account men and women's situation.