



Terms of Reference

Project:	develoPPP WICOM- Setup of Laboratory and Consulting Services for the Vine and Wine Sector in Armenia
PN:	12.1003.8-105.49
AV:	Kathinka Kurz
Project manager:	Annika Powitz
Project coordinator:	Aram Babayan
Activity:	Support to Implementation of "Setup of Laboratory and Consulting Services for the Vine and Wine Sector in Armenia" develoPPP project
Period:	December 2020 – May 2021

1. Brief information about the project

In late 1990s, the Armenian wine production started to recover slowly. For the past five years, the volume of wine production has grown by 14% on average. Large investments, especially in procurement of new advanced technology and improvement of production processes, have been made in the wine sector in the past years (estimated amount - about 30 m. dollars). Foreign investments are increasing to establish vineyards and wine production in Armenia, most of which have export purposes.

Grape production, which in the past was mostly carried out by independent small parcels, is now increasingly being carried out by the wineries in order to control the quality of the grape, yields and grape varieties. However, this involves many challenges because laboratories and research institutions are not sufficiently covering all challenges.

EVN Wine Academy as part of the International Center for Agribusiness Research and Education (ICARE) Foundation in Yerevan runs short-and long-term wine education and training programmes. The programme "Private Sector Development and Technical Vocational Education and Training South Caucasus" (PSD TVET) implemented by GIZ on behalf of the German government, has already supported the setup of an analytical laboratory at EVN Wine Academy, which, however, cannot carry out complex and detailed analyses.

For this reason, on the one hand, a high-performance liquid chromatograph has been set up in the laboratory and consultancy services are being developed and integrated in the existing training programme, supported by develoPPP project "Setup of Laboratory and Consulting Services for the Vine and Wine Sector in Armenia" implemented by GIZ together with its private partner Wicom Germany GmbH.

The goal of the develoPPP project is to improve analytical technologies and consulting services for the interpretation and practical use of analytical results as requested by Armenian winemakers, grape producers as well as students of the wine industry".

More about develoPPP projects is available here: <https://www.developpp.de/en>

2. Context and current situation in the field of assignment



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Wicom Germany GmbH is a manufacturer of spare parts and consumables in the field of separation technology and is contributing to the project through HPLC equipment provision and setup at EVN Wine Academy. To implement the business model, a Development Partnership (DPP) was developed and signed between WICOM and GIZ. In the framework of the DPP, a joint venture between WICOM and ICARE will be established.

As part of this cooperation, Wicom has provided the laboratory equipment, as well as the know-how for the operation and maintenance, while GIZ coordinates and supports the development and efficient offering of the corresponding laboratory and consulting services.

The project is supporting introduction of 2 analytical methods at EVN Wine Academy; these services will be provided by the newly established Wicom-ICARE joint venture after the completion of the project ensuring sustainability of its results.

Conditions of the assignment

3.1 Objective of the assignment

The goal of the assignment is to support implementation of the project with development and presentation of a comprehensive handbook with guidelines for grape and wine producers on how to use the new analytical methods and interpret specific data to improve wine quality.

Further, the consultant will provide consulting services to wineries for interpretation of the analytical data.

3.2 Tasks and deliverables

Task	Deliverable	Timeline	Expert days
1. Develop content for a handbook for SME wineries based on the results of the research for interpretation of the analytical results and understanding the role of chemical and organoleptic analysis in winemaking	Content for the handbook finalised and approved for design and printing	November - December 2020	19
1.1. Draft the concept of the handbook and submit to GIZ	Concept submitted to GIZ	November – December 2020	4
1.2. Develop the first draft of the handbook based on GIZ comments	Draft submitted and approved by GIZ	November – December 2020	8
1.3. Finalise the handbook and submit to GIZ	Finalised handbook approved by GIZ	December 2020	5



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2. Present the results of the analysis to the private sector and elaborate ways of implementation of the results.	Presentation of the research results held and key takeaways recorded	January 2021	4
2.1. Prepare the concept of the online or on-site presentation	Presentation concept submitted to GIZ and approved	January 2021	2
2.1. Conduct the presentation of the research results with wineries; Elaborate the key takeaways/recommendations for implementation of the results	Presentation held for up to 30 wineries; key takeaways recorded and submitted to GIZ	January 2021	2
3. Present the handbook and new consulting services	Presentation of the handbook and new consulting services held	February 2021	4
3.1. Prepare the concept of the online or on-site presentation	Presentation concept submitted to GIZ and approved	February 2021	2
3.2. Conduct the presentation of handbook with wineries; Record the main messages/ feedback from the private sector (one-page report)	Presentation of the handbook held for the wineries One-page report on feedback from the private sector on the handbook and consulting services submitted to GIZ	February 2021	2
4. Development of lab consulting services. Consultation of up to 20 wineries and home winemakers on interpretation of the analytical results and their implication during wine production process.	Developed lab consulting services Up to 20 wineries and home winemakers consulted	February – March 2021	20



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Task	Deliverable	Timeline	Expert days
4.1. Develop the concept of the lab consulting services and submit to GIZ	The Concept submitted and approved by GIZ	February 2021	3
4.2. Up to 20 wineries consulted	Progress report on consultations together with photos from wineries submitted and approved by GIZ	March 2021	17
5. Provision of consulting services for up to 30 wine producing companies. Consultation of up to 30 wineries and home wine makers on the quality assurance of the wine and grape, the role of chemical and organoleptic analysis in winemaking, quality assurance.	Brief report on consultations including photos from the activity	April – May 2021	28
6. Develop a final report including progress reports together with photos from all the activities	Final report submitted and approved by GIZ	May 2021	2
Total expert days			77

3.3. Coordination and communication

- The Consultant will report to DeveloPPP Projects Coordinator Sirvard Amatuni (sirvard.amatuni@giz.de).
- The Consultant shall comply with GIZ regulations for procurement and/or service provision.
- All the personal data (names, surnames, contact details, emails, phone numbers etc.) processed before, during and after the assignment and related to it should be treated as confidential, transferred to GIZ and by no means disclosed to other parties.

3.4. The Consultant should meet the following requirements:

- Relevant qualification (enology, wine business, wine chemistry) and over 5 years of experience of consulting the wine and viticulture sector; PhD will be regarded as an asset;
- Proven experience of developing and conducting presentations, workshops and seminars for the wine and grape producers;



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- Experience of advisory and consultancy of wine and grape producers
- Proven experience of elaborating handbooks/manuals for the wine and vine sector is an asset;
- Prior experience working with international organisations and state agencies is a must;
- Fluency in English and Armenian;
- Flexibility and ability to meet tight deadlines; ability to travel to winemaking regions of Armenia if needed.

The Technical offer should include:

- CV
- other relevant documents (e.g. research papers, articles, publications, etc.)