

CALL FOR EXPRESSION OF INTEREST

The project **“Increasing quality and standards compliance capacity of Mango value chain in Mekong River Delta”** is seeking expressions of interest from mango export and packhouse businesses and related farms/cooperatives to develop a fresh mango chain demonstration model that will build the capacity to meet the requirements for a modern supermarket system in a selected export destination.

The project under the Global Quality and Standards Programme implemented by the United Nations Industrial Development Organization (UNIDO) in collaboration with the Ministry of Agriculture and Rural Development (MARD) aims at improving market access of exporters of mango to selected target export markets through main following outputs:

- Technical competence and sustainability of the Quality Infrastructure System and conformity assessment services related to export mango value chains enhanced
- Mango export value chain is compliant with quality and standards requirements of target export markets.
- Improved culture of quality for enabling access of mango producers to high-quality export markets.

The project will work with the selected partners that have the capacity to make changes, already have some progress towards the requirements and have a desire to expand into the modern retail system. Ideally having a short chain would be considered more desirable.. In addition, the selected partners will be asked to sign an agreement which sets out the obligations of the project and the beneficiary. The latter should undertake to provide data on business indicators, and allow access for demonstration of the systems and share the experiences with other relevant operators under the project.



Farm

Criteria

Farms that are linked to a larger supply base preferably part of a cooperative, production group or have long relationships with an export, packhouse.

- ★ Capacity to meet GAP - (Indicators: having any GAP certification, keeping chemical records, access to suitable water, if and what Guidance/SOP are they following)
Have a documented nutritional program (Yes/No)
Close proximity to the packhouse (Distance, access to suitable road that doesn't cause damage to the fruit)
Have a registered area production unit code (Yes/No)
- ★ Support by local authority (DARD) (Yes/No)
Willing to participate in a project demonstration model and share information





Packhouse

- ☀️ Have basic equipment (list: grading/packing tables, access to a cool room, access to Hot Water Tanks, etc.)
- Have a long-term contracted quality control staff (Yes/No)
- Access to potable water
- Already involved in mango export, preferably acting as an exporter at least two years
- Proximity and suitable road access to source of production
- Good long links, relationship and communication channels with supply base.
- ☀️ Have a registered packhouse unit code
- Space and logistics to be able to consolidate an export load potentially up to 20 tonnes, and be able to process this amount of fruit over a 48-hour period (How many square meters)
- Capacity to meet GAP (i.e. VietGAP, GlobalGAP if have a farm) or HACCP, ISO, FSSC 22000 certification.
- Willingness to apply new pre and postharvest interventions (harvesting index, mango desapping treatment, temperature and RH management, packaging and appropriate chemical used to increase shelf life...), available access to treatment facilities such as VHT and/or Irradiation for export
- Keen interest in developing new export markets, willingness to participate in a project demonstration model and share information
- Willingness to share information on market requirements specification and product performance with other actors within the value chain



Exporter

- Already involved in mango export at least two years
- Strong linkages with packhouse or/and cooperatives/farms
- Access to facilities and equipment that will maintain a cool chain.
- Have a good quality control and business developments teams.
- 🍏 Have a good linkage with service providers (quality testing, VHT, irradiation, export certification...),
- 🍏 Preferably have achieved either VietGAP, GlobalGAP, HACCP, ISO, FSSC 22000 certification (if have a farm and packhouse).
- 🍏 Keen interest in developing new export markets, and willingness to participate in demonstration model and share data associated with demonstration chain
- 🍏 Willingness to share information on market requirements specification and product performance with other actors within the value chain



Market partner (Importer, retailer)

- 🏆 Have an appropriate legal functions and qualified/experienced team to work with.
- 🏆 Willingness to work with demonstration chain and develop new product line
- 🏆 Willingness to work with the chain to improve outcomes and achieve compliance requirements.
- 🏆 Interest in sourcing from Vietnam
- 🏆 Willingness to share data associated with demonstration chain

BENEFITS FROM PARTICIPATING IN THE PROJECT MODEL DEMONSTRATION.

Participation in the project will essentially give the business an advantage as being a mango export leader to access and begin to develop these new market opportunities and enhance the whole chain business efficiency sustainably, through the main following activities:



Market Development



-  Assistance in accessing the higher end modern retail market segments in Australia, South Korea, China and EU.
-  Assistance in participating in export consortia
-  Communication linkages within the export chains and access to information on requirements, specification and product performance
-  Participate and benefit from mango market development and promotion activities of project

Training and technical assistance



-  Assistance in meeting the requirements of these markets both in compliance, technical and customer specifications, through international experts.
-  Training on best practice technology, systems and SOPs for the exportation of mangoes that are needed for achieving constant quality outruns in the select export markets whilst meeting the customers requirements. This may include:
 - production (e-traceability tool, pesticide and cropping management, etc.)
 - postharvest treatments (temperature and RH management, packaging and appropriate chemical use to increase shelf-life, etc.)
 - logistics

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