



**Request for Proposal (RFP)**  
**Global Bovine Semen Trade with Exporting option (HF Breed)**

RFP Release Date	March 3, 2026
RFP Submission Deadline:	March 18, 2026
Questions/Inquiry Submission Deadline:	March 11, 2026
Electronic submission to the Point of Contact:	Bhola Shrestha
Electronic submission:	<a href="mailto:Procurement-NP@heifer.org">Procurement-NP@heifer.org</a>
Performance Period:	4 months after Agreement Signing

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**1. About Heifer International**

Since 1944, Heifer International has worked with more than 52.6 million people around the world to end hunger and poverty sustainably while caring for the Earth. Heifer currently operates in 19 countries across Africa, Asia, and the Americas, including the United States, supporting farmers and food producers to strengthen local economies and build secure livelihoods that provide a living income. For more information, visit: <https://www.heifer.org>

**2. Background**

Frozen semen and artificial insemination have been the major tools for enhancing the genetic improvement of domesticated livestock species throughout the world. With semen freezing technologies, it has been possible to use bulls of high genetic merit in one corner of the world to the cows in another corner.

The trade of frozen semen from the dairy developed countries to other countries is a common practice. Countries with strong bovine genetic improvement programs are in a position to share a major portion of the semen traded throughout the world. Nepal has imported bovine semen as well as ovine semen from various countries in various dates in varying doses. The USA, Japan, New Zealand, Denmark, and India are the major countries from which Nepal imported frozen semen. Apart from normal frozen semen, Nepal has also imported sex sorted semen and embryos.

Recently, Heifer International Nepal, with the permission of the Government of Nepal and the generous support of the Korean Government and Heifer Korea, has brought high genetic merit HF heifers and bulls from South Korea, which ranks in the 3rd position globally in terms of cattle milk productivity. The bulls imported from S. Korea as well as born in Model Dairy Village from South Korean HF Heifers, are being utilized for semen production at National Livestock Breeding Offices. Now, Nepal has enough high genetic merit HF bulls to produce semen in excess of the doses required for artificial insemination across the country. In this context, Heifer Nepal is planning to assess the possibilities of exporting frozen semen in other countries and seek a proposal from competent consultant to carry out the assignment.

### **3. Objective of the assignment**

Heifer International – Nepal invites firms and individuals to submit an offer to explore possibilities of exporting frozen bovine semen from Nepal to other countries.

### **4. Scope of Work**

The consultant shall perform tasks including, but not limited to the following in close coordination with the national consultant assigned for the same purpose:

1. Review current bovine semen trade globally (volume and price) with focus on exporting and importing countries, past trends, and future projections
2. Identify stakeholders (government, private sector, semi-government etc.) involved in the bovine semen production and trade
3. Identify potential countries that might import HF semen from Nepal in future, with potential annual demands and current import price
4. Document regulatory compliance (technical, policy, sanitary and phytosanitary, veterinary health certificate and quarantine, trade regulation and tariffs etc) of the potential importing countries
5. Identify major trade barriers for frozen semen export to those potential importing countries and recommend remedial measures
6. Analyze the comparative advantage of Nepal as one of the semen exporter countries with international standards, best practices or require immediate harmonization.
7. Develop a pricing strategy considering current local market price, tariffs and transportation cost
8. Assess the business viability and sustainability (technically and financially) of semen export from Nepal.
9. Conduct due diligence of NLBO's laboratory and recommend areas of improvement required in close coordination with the national consultant
10. Develop a proposal for the accreditation of NLBOs' laboratories
11. Undertake any other assignment as directed provided it is pertinent to this study and doesn't change the scope of the study
12. Identify opportunities for strategic partnerships and donor engagement to support South-South cooperation and business development around semen export (example, IFAD, FAO, WB, and Regional development bank interested in investing and supporting our initiative)

### **5. Qualifications:**

- The consultant should have a minimum of a master's degree, preferably a PhD degree from a recognized university in Animal Science, Veterinary Science, Business Administration, Economics, International Trade or any other relevant fields.

- The consultant should have relevant work experience of at least 10 years in evaluation and scoping of studies.

**6. Specific Requirements:**

- Knowledge of international trade of genetic materials
- Deep knowledge of international animal health standards for bovine semen particularly those set by the World Animal Health Organization
- Experience working with international organizations and government projects and in the area of trade information will be an added advantage
- Demonstrated ability to manage logistics and field operations
- Excellent skills in analysis, report writing and presentation

**7. Deliverables:**

- Inception report incorporating detailed study methodologies and activity timeline
- Final comprehensive and analytical report with clear recommendations for the possible export of frozen semen from Nepal to other countries

**8. Timeline:**

The study should be completed within 4 months from signing the contract

Technical and Financial Proposals

Interested applicants should submit a technical proposal along with a detailed breakdown of the proposed budget to accomplish the assignment.

**9. Payment terms:**

This consultancy will be milestone-based (not retainer-based). With a contract duration of four (4) months from the date of signing the agreement.

**Payment Schedule**

	<b>Milestone Deliverable</b>	<b>% of Contract Value</b>
1	Approval of Inception Report	20%
2	Submission and acceptance of Draft Final Report	40%
3	Submission and approval of Final Report and Presentation	40%

**Payment Conditions**

- Payments will be made within 30 days of invoice submission.
- Each payment is subject to formal approval of deliverables by Heifer Nepal.
- Applicable taxes will be deducted at source as per Nepal Government regulations.
- Travel and field-related expenses must be clearly itemized in the financial proposal.
- Any additional activities outside the agreed scope require prior written approval.

## 10. Proposal Requirements

Interested agencies should submit a proposal including the following:

1. Agency profile and relevant experience
2. Proposed team structure and key personnel bios
3. Technical proposal detailing approach, strategy, and methodology
4. Work plan with timelines
5. Financial proposal with recurring monthly fee in USD
6. Portfolio of past work, including media placements and events
7. Three client references from similar assignments

All proposals must be submitted in English.

## 11. Evaluation Criteria

<b>Evaluation Criteria</b>	<b>Weightage</b>
Technical Approach & Methodology	30%
Relevant Experience	25%
Team Composition and Expertise	15%
Work Plan & Timeline	10%
Cost Proposal & Value for Money	15%
Innovation, Compliance & Quality Assurance	5%

Only shortlisted agencies may be invited for an interview or presentation.

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## 12. Submission Details

All proposals should be sent to **Procurement-NP@heifer.org** with the subject line:  
**“Global Bovine Semen Trade with Exporting”**

The deadline for submission is **March 18, 2026**. Late submissions will not be considered.

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## 13. Terms and Conditions

- Heifer reserves the right to reject any or all proposals without assigning any reason.
- Only shortlisted agencies will be contacted.
- The agency will be required to sign a contract and adhere to Heifer’s code of conduct, safeguarding, and data protection policies.