

# Terms of reference (ToRs) for the procurement of services below the EU threshold

<b>Scoping study for identification of startups and key interventions supporting the agroecological value chains in 24 Pilots of the JIVA Programme of NABARD</b>	<b>Project number/ cost centre:</b> 2020.0116.2-003.00
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## **0. List of abbreviations**

AVB	General Terms and Conditions of Contract (AVB) for supplying services and work 2022
ToRs	Terms of reference
BMZ	German Federal Ministry for Economic Cooperation and Development
MoA&FW	Ministry of Agriculture and Farmers Welfare
MoRD	Ministry of Rural Development
NABARD	National Bank for Agriculture and Rural Development
SuATI	Support to Agroecological Transformation Processes in India
NRM	Natural Resource Management
CV	Curriculum vitae
PFA	Project Facilitating Agency
RO	NABARD Regional Office
DDM	District Development Manager
HO	NABARD Head office
FPO	Farmer Producer Organization
FPC	Farmer Producer Company
CSO	Civil Society Organization
SHG	Self-help Group
NGO	Non-government Organization
AE	Agroecology
NPM	Non-pesticide Management

## 1. Context

### The SuATI Project

“Support to Agroecological Transformation Processes - SuATI” was commissioned by the German Federal Ministry for Economic Cooperation and Development (BMZ) as part of the global BMZ Initiative “Transformation of Agrifood Systems”. The project is implemented by GIZ India in cooperation with the Ministry of Agriculture and Farmers Welfare (MoA&FW), the National Bank for Agriculture and Rural Development (NABARD), and the Ministry of Rural Development (MoRD).

Agriculture and food systems are the backbone of India's economy, supporting the livelihoods of over half of its 1.3 billion populace. While the Green Revolution succeeded in making the nation self-sufficient in food production, a sense of disillusionment has grown among small-holder farmers who witness a rising demand for inputs with stagnant yields and subpar quality due to the current state of agriculture and food systems. This sentiment is shared by their consumers, who are concerned with the quality, safety, nutrition, and price of farm produce. Furthermore, short-term reactions have led to dependency instead of sustainable solutions, exacerbating the challenges posed by climate change.

The objective of SuATI is to strengthen agroecological transformation processes of agricultural and food systems at the national and state levels in India through five interlinked output areas:

- Improve knowledge of agroecological and similar sustainable agricultural practices.
- Support the implementation of agroecological programs with a focus on market development, crop, and income diversification at the state level.
- Anchor agroecological principles and approaches in national programs.
- Demonstrate landscape-based planning, implementation, and monitoring of agroecological approaches.
- Strengthen Indo-German dialogue and cooperation on agroecology.

### NRM portfolio of NABARD and GIZ: The context

NABARD has significantly invested in the treatment of the watersheds under the Watershed Development Fund (WDF) program and in promoting diverse orchards (WADI) and their value addition under the Tribal Development Fund (TDF) program. In the wake of emerging challenges of land degradation, climate change, loss of biodiversity, poor productivity in WDF and TDF project areas, food and nutrition security concerns, and economic distress of farmers due to input-intensive mono-cropping and declining net returns, there is a felt need to embrace a transformational approach to address these challenges.

A significant endeavour by NABARD is the introduction of the JIVA program. The name "JIVA" draws inspiration from the Sanskrit term for "living being." This transformative program has been launched on a pilot basis across 24 locations in 11 states, encompassing five distinct agroecological zones. The core objective of JIVA is to ensure the long-term sustainability of interventions and the enduring impacts of the watershed and tribal development initiatives.

To promote natural farming and ensure its expansion to new areas and new farmers, we need to have an institution and adequate skilled resources in place. A local enterprise or a startup can play a big role in building the capacity of farmers and scaling up the agricultural and allied activities thus increasing the income of the farmers. Startups have the potential to drive innovation and promote the adoption of agroecological interventions at the farm level by providing technology solutions, education and training, access to inputs, market access, data

analytics, collaboration, and financial support. By leveraging these resources and working closely with farmers, startups can contribute to building a more sustainable and resilient food system. Another aspect is identifying the key gaps in the existing agriculture and allied interventions and identifying the suitable measures and activities that can be taken up under the JIVA program. In this context, we seek to conduct a scoping study to identify the potential startups working in the field of agroecological value chains in the 24 ongoing pilot projects across the 11 states of the JIVA program, do an in-depth analysis of different agriculture and allied value chains for some selected cash/key crops for further interventions and design a roadmap for its scalability and sustainability.

### **Key Objective**

Conduct a comprehensive scoping study to understand the current status, challenges, and opportunities for natural farming startups, identifying the potential interventions in 24 JIVA projects in 11 states.

### **Specific Objectives**

- Evaluate the startup's operational framework, including crop production processes, supply chain, and market presence.
- Assess the startup's adherence to natural farming principles, certifications, and sustainable practices.
- Identify potential areas for improvement, innovation, and expansion within the natural farming sector.
- Examine the startup's impact on local communities, the environment, and the overall agricultural ecosystem.
- Conduct a detailed analysis of agri and allied value chains in the JIVA project areas and design at least 11 potential interventions in the 11 states for JIVA.

### **We refer to startups as follows:**

- Individuals engaged in entrepreneurial activities related to agroecological principles and the agriculture value chain.
- Active Self-Help Group(s) (SHG) or Farmer Interest Group(s) (FIG) involved in agroecological principles and the value chain.
- Farmer cooperatives, societies, or Farmer Producer Organizations (FPO) dedicated to agroecological value chains.
- Any newly established private company focusing on agroecological practices and/or agricultural technology (agtech) principles to foster sustainable food systems and improve the livelihoods and incomes of farmers in rural areas.

Some examples of interventions, that startups pertinent to natural farming are into, include:

- Establishment of traditional/indigenous seed banks.
- Provision of training, knowledge dissemination, and marketing of naturally and locally prepared farm inputs.
- Development of Bioresource centres promoting ecological approaches.
- Facilitation of aggregation and market linkages for naturally grown farm or non-farm products (honey, milk, spices, etc.)

- Integration of value addition within the existing supply chain.
- Implementation of technological interventions to advance natural or traditional farming systems.
- Initiatives in Climate Tech/Agri Tech ventures.
- Any similar endeavours.

## **2. Tasks to be performed by the contractor**

The contractor is responsible for providing the following services -

### **A. Organizational Assessment**

- Evaluate the startup's organizational structure, leadership, and human resource capabilities.
- Analyse financial records, budgeting, and resource allocation for at least the last three years

### **B. Production and Supply Chain Analysis**

- Review the startup's farming practices, including crop selection, pest control, livestock, water, and soil health management practices.
- Assess the efficiency of the supply chain from production to distribution.
- Examine the startup's direct farmer base, last aggregated volumes, and turnover achieved.

### **C. Market analysis**

- Examine the startup's market positioning, customer base, and competitive advantage.
- Identify potential market gaps and niches for the startup to explore.

### **D. Sustainability and Social Impact**

- Evaluate the startup's commitment to sustainable and ethical practices.
- Evaluate the key natural farming value chain gaps identified and measures taken to fix them.
- Assess the social and economic impact on local communities, including employment opportunities and community development

### **E. Designing of potential interventions in 11 states for JIVA**

- Identification of key/cash crops and other livelihood means from the JIVA projects in discussion with GIZ and its partners in the project.
- Conduct an in-depth analysis of its(agri and allied) in-flow and out-flow movement of raw and finished goods
- Identify key gaps in the existing value chain in the project areas and suggest potential interventions to overcome them
- Design a profit distribution matrix at each of the stages of the value chain
- Define the quality parameters/matrix for the crops followed by key institutional buyers
- Identify key Mandis/Bazars/Institutional buyers and the average price for the last 5 years.

- Suggest procurement, aggregation, warehousing, and market linkage models for the identified crops(Raw and Finished) from an FPO perspective.
- Preparing a road map and business plan for the selected interventions in 11 states that can be taken up in the long run under JIVA projects by the identified startups
- Train and handhold at least one selected startup in successfully demonstrating one of the identified interventions in the JIVA projects.
- Any other requirements as and when come during the implementation from GIZ and project partners/stakeholders

#### **Key deliverables -**

- I. A long list of startups with brief profiles working in the agroecological value chains – approximately 100.
- II. Survey tools/questionnaire (Primary survey and virtual calls) for the interviews of all the key stakeholders including the CEO/Founder of the startups for vetting of GIZ and other key stakeholders.
- III. Findings of virtual/in-person meetings with the CEO/Founders/key managers of the initially selected startups to cut down to 30% of the most potential startups in the 24 project areas of JIVA.
- IV. Findings of primary survey of the finally selected startups along with the survey tools/reports.
- V. Relevant/unique case studies of benefitted farmers through the selected startups.
- VI. Final report (in MS Word and PPT) with the detailed profile of the final selected startup comprising the recommended agroecological value chain interventions that can be taken up in that JIVA project. Recommended feasible interventions must be based on the actual impacts made at the farmer's level and the scale and growth prospects of the intervention in terms of revenue and volume, found through ground truthing exercise.
- VII. A detailed analysis and roadmap for at least 11 key interventions to be planned under JIVA projects by the selected startups. The final deliverables should include a Word document and a Power BI Dashboard for all the key interventions comprising different components of gaps and proposed interventions across the value chain.
- VIII. Training one of the selected startups in the 24 JIVA projects and handholding them to demonstrate one key suggested intervention.

#### **Methodology:**

The contractor is expected to follow the below-given process and methodology:

1. To conduct inception meetings with project staff and partners (virtual/in-person) to understand the overall objectives and outcomes expected out of the study and prepare a comprehensive scoping study plan.
2. To conduct desk/secondary research from genuine sources to prepare a long list (not less than 100) of existing relevant startups in 11 states and around 24 JIVA pilots and develop a brief profile for each startup.
3. To evaluate the long list of startups based on the criteria in consultation with project staff and partners and cut down the long list to 30% of the most potential startups.
4. Conduct virtual meetings with the founders/CEO/key managers of the 30% of the selected potential startups and prepare two-pager notes describing more details of these startups.

5. To further shortlist a minimum of 11 most potential startups, at least one in each JIVA state, for engagement by the project in terms of scaling it up and/or replication in consultation with the project staff and partners, based on the findings of the virtual meetings.
6. To prepare an assessment tool and conduct the ground survey (primary survey of some key impacted farmers/beneficiaries/other clients/institutions) of the finally selected startups to understand the actual impact at the ground and the opportunity for scaling up the intervention in mandate with natural farming/agroecological principles.
7. Conduct secondary and primary research for some key gaps and intervention areas for agri and allied activities under JIVA projects in consultation with GIZ and project stakeholders/partners.
8. Prepare a detailed profile of the finally selected startups based on the parameters as defined in the “objectives” and “expected services” sections. All these finally selected startups must be of at least 5 different categories in terms of their nature of business.
9. Identifying key gaps and potential interventions around them and preparing a scale-up plan with a clear roadmap to be followed by the selected startups.
10. Train and handhold the selected startup in taking up at least one key intervention in the coming crop season (Preferably Kharif 2025) in coordination with GIZ and project partners.

#### **Milestones:**

Certain milestones, as laid out in the table below, are to be achieved by certain timeline during the contract term:

<b>Milestone</b>	<b>Deadline</b>
First Inception Meeting with GIZ staff (at Delhi office/Virtual)	Week 1
Second Inception Meeting with GIZ and other key stakeholders (Delhi/virtual)	Week 2
Submission of inception report along with the complete plan of action incorporating the methodologies to be adopted for the study	Week 3
Sharing of a long list of startups with brief profiles for vetting of key stakeholders	Week 6
Sharing of survey tools/questionnaires for meetings with CEO/Founders of the startups and other persons/institutions	Week 8
Sharing of the first list of potential shortlisted startups for vetting of GIZ and other stakeholders	Week 12
Sharing of a draft detailed profile of the final list of startups and meeting with GIZ and other stakeholders for their vetting and feedback	Week 14
Sharing of final report comprising a final list of startups along with the recommended key/cash crops	Week 20
Sharing of the draft key gaps and intervention areas of the selected key/cash crops and any other allied activities	Week 30
Sharing of the final version for the detailed analysis and report for key interventions in 11 states of JIVA with a roadmap	Week 34
Mid-project progress and update meeting with GIZ and partners	Week 34
Training of one of the selected startups for key intervention	Week 36

Handholding startup and demonstrating one key intervention	Week 45
Sharing all the draft reports and taking feedback	Week 50
Presentation cum meeting with GIZ and other stakeholders	Week 54
Submission of all the final outputs and deliverables	Week 58

**Period of assignment:** From 1<sup>st</sup> October 2024 until 30<sup>th</sup> November 2025

### 3. Concept

In the bid, the bidder is required to show how the objectives defined in Chapter 1 are to be achieved, if applicable under consideration of further specific method-related requirements (technical-methodological concept). In addition, the bidder must describe the project management system for service provision.

#### Technical-methodological concept

**Strategy:** The bidder is required to consider the tasks to be performed with reference to the objectives of the services put out to tender (see Chapter **Error! Reference source not found.**). Following this, the bidder presents and justifies the strategy with which it intends to provide the services for which it is responsible (see Chapter 2).

The bidder is required to present the actors relevant to the services for which it is responsible and describe the **cooperation** with them.

The bidder is required to present and explain its approach to **steering** the measures with the project partners and its contribution to the results-based monitoring system.

The bidder is required to describe the key **processes** for the services for which it is responsible and create a schedule that describes how the services according to Chapter 2 are to be provided. In particular, the bidder is required to describe the necessary work steps and, if applicable, take account of the milestones and contributions of other actors in accordance with Chapter 2.

The bidder is required; to describe its contribution to knowledge management for the partner and GIZ and promote scaling-up effects (**learning and innovation**).

#### Other specific requirements

Not Applicable

#### Project management of the contractor

The bidder is required to explain its approach to coordination with the GIZ project. The training orientation and protocols shall be finalized in consultation with GIZ only.

- The contractor is responsible for selecting, preparing, training, and steering the experts (international and national, short and long term) assigned to perform the advisory tasks.
- The contractor makes available equipment and supplies (consumables) and assumes the associated operating and administrative costs.
- The contractor manages costs and expenditures, accounting processes, and invoicing in line with the requirements of GIZ.



The contractor reports regularly to GIZ in accordance with the AVB of the Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH from 2022

In derogation from GIZ AVB, the contractor makes contributions to reports to GIZ's commissioning party instead of submitting its reports. In addition to the reports required by GIZ in accordance with AVB, the contractor submits the following reports:

- Inception report
- Contributions to reports to GIZ's commissioning party
- Brief quarterly or half-yearly reports on the implementation status of the project (5-7 pages)

The bidder is required to draw up a **personnel assignment plan** with explanatory notes that list all the experts proposed in the bid; the plan includes information on assignment dates (duration and expert days) and locations of the individual members of the team complete with the allocation of work steps as set out in the schedule.

The bidder is required to describe its backstopping concept. The following services are part of the standard backstopping package, which (like ancillary personnel costs) must be factored into the fee schedules of the staff listed in the bid in accordance with the AVB:

- Service-delivery control
- Managing adaptations to changing conditions
- Ensuring the flow of information between GIZ and field staff
- Contractor's responsibility for seconded personnel
- Process-oriented technical-conceptual steering of the consultancy inputs
- Securing the administrative conclusion of the project
- Ensuring compliance with reporting requirements
- Providing specialist support for the on-site team by staff at company headquarters
- Sharing the lessons learned by the contractor and leveraging the value of lessons learned on-site

#### **4. Criteria for Eligibility of Firms**

The Agency should have the following administrative and financial requirements for conducting the assignment:

##### **I. Commercial Eligibility Assessment**

- Bidder must be a registered legal entity in India.
- Average annual turnover for the last three financial years should be at least 100,000 Euros.
- The number of average employees and managers should be at least 25 persons in the past 03 calendar years.
- The agency must submit a declaration on GWB clauses – refe Annexure "Legal Inferences".

##### **II. Technical Eligibility Assessment**

- The Agency must have handled at least 1 reference project on the technical field of AE/Organic/NPM value chains/practices (as outlined in Chapter 2) in rural areas of India
- 3 reference projects on the Promotion of rural livelihood in India in the last 3 years, and 3 projects on the development of surveys/research/ studies and need assessment with a focus on agribusiness / rural livelihoods/farm & non-farm incomes of up to Euro 20,000

### **III. Weighted Criteria**

1. The agency should have the following experiences for conducting the assignment:
  - a. Minimum 5 years of technical expertise in consulting and implementing development projects in conducting surveys/ research/ studies/ need assessment in agribusiness
  - b. Minimum 3 years experience in collaboration with public sector enterprises for the welfare of the farmers and farm incomes
  - c. Minimum 5 years of experience in developing microenterprises and their scale-up plans for the farming sector to improve the rural households' incomes from farm & non-farm activities
  - d. Minimum 5 years of experience in collaboration with the private sector to improve the agricultural value chains
2. Regional experience working in southern and central Indian states will be an added advantage
3. Experience with Other Development Projects on AE practices/Microenterprise development and value chain creation.

## **4A. Personnel concept**

The bidder is required to provide personnel who are suited to filling the positions described, based on their CVs (see Chapter 6), the range of tasks involved, and the required qualifications.

The agency is required to provide personnel who are suited to filling the positions described, on the basis of their short profiles, the range of tasks involved, and the required qualifications/experience in watershed development with a frame of agroecology.

The specific requirements of experts are detailed below:

### **Team Composition**

#### **Team Leader (01)**

##### Tasks of the Team Leader

- Overall responsibility for the advisory packages of the contractor (quality and deadlines)

- Coordinating and ensuring communication with GIZ, partners, and others involved in the project
- Personnel management, in particular identifying the need for short-term assignments within the available budget, as well as planning and steering assignments and supporting local and international short-term experts
- Regular reporting in accordance with deadlines
- Any other need-based activity that emerges during the implementation of the assignment

#### Qualifications of the team leader

- Education/training (2.1.1): University PGDM/Masters in Agriculture/ Applied Science/ Social Science or related fields
- Language (2.1.2): Good business language skills in English, and Hindi.
- General professional experience (2.1.3): Minimum 12 years of professional experience in the Agriculture Value Chain/Natural Resource Management and planning sector.
- Specific professional experience (2.1.4): 5 years in leading and managing Agri value chain, NRM, or similar development sector projects.
- Leadership/management experience (2.1.5): 5 years of management/leadership experience as a project team leader or manager in a development or consulting firm.
- Regional experience (2.1.6): Good overall experience working in diverse states and regions of the country in the development or NRM sector
- Development Cooperation experience (2.1.7): Good Experience in developing cooperation amongst various stakeholders in the planning and rural development sector.

### **Expert 1: Enterprise Development/Startup Expert (01 No.)**

#### Tasks of Expert 1

- Lead the startup identification strategies and devise the process steps
- Conduct the secondary research and design the primary research tools
- Testing of primary research tools in the field and make necessary changes as and when required
- Ensure timely completion of primary research in the field and do the analysis part/filter out the best startups as per the AE principles
- Prepare and submit the draft list of startups and coordinate with the GIZ and partner team for input and feedback
- Ensure timely finalization of the final list of startups
- Prepare a training and handholding plan in coordination with the internal team and GIZ/partners for the identified startup for BRC running
- Any other need-based activity that emerges during the implementation of the assignment.

#### Qualifications of Expert 1

- Education/training (2.2.1): Postgraduate degree or higher in the field of microenterprise development/Agri-business or Social Science/Agriculture/Applied Science.
- Language (2.2.2): English, Hindi, regional language (is an advantage)
- General professional experience (2.2.3): Having at least 7 years of experience in the field of development of agri-based micro-enterprises or rural livelihood
- Specific professional experience (2.2.4): 5 Years of experience identifying, building, and handling rural enterprises/startups.
- Leadership/management experience (2.2.5): At least 5 years of management/leadership experience as a team leader or manager in a development or consulting firm dealing in Enterprise development and promotion.
- Regional experience (2.2.6): The projects handled over the years should cover the different regions of India.

## **Expert 2: Value Chain Expert (Agri and allied) (01 no.)**

### Tasks of Expert 2

- Conducting an in-depth analysis of the key crops, their existing value chain, and post-harvest management practices and identifying key gaps and intervention areas.
- Designing tools for primary research wherever necessary and meeting different stakeholders/value chain actors in the JIVA project areas.
- Identifying key interventions with a 3–5-year roadmap and a business plan for Agri and allied activities.
- Training and capacity building of the selected startup for running the BRC
- Set up the BRC in one of the JIVA projects along with the enterprise development expert
- Any other need-based activity that emerges during the implementation of the assignment.

### Qualifications of Expert 2

- Education/training (2.3.1): University degree/Masters in Agri-business management/rural development/Social Sciences or similar).
- Language (2.3.2): English, Hindi, local language (is an advantage)
- General professional experience (2.3.3): At least 8 years of experience in rural livelihood/market linkages/value chain activities involving FPO/farmer collectives.
- Specific professional experience (2.3.4): 5 Years of experience in planning and leading procurement, aggregation, and marketing of agri and allied produce.
- Leadership/management experience (2.3.5): At least 5 years of management/leadership experience as a team leader or manager in a development or consulting firm dealing in agriculture value chain/processing/value addition.
- Regional experience (2.3.6): The projects handled over the years should cover the different regions of India.

## **Expert 3: MIS/Data Expert (1 in no.)**

### Tasks of Expert 3

- Designing of primary research survey tools in coordination with the enterprise development expert and value chain expert
- Data and entry and analysis of the survey done for startups and key intervention areas
- Any other need-based activity that emerges during the course of the implementation of the assignment

### Qualifications of Expert 3

- Education/training (2.4.1): Graduate or higher degree in any discipline.
- Language (2.4.2): English, Hindi, local language (is an advantage)
- General professional experience (2.4.3): Having at least 3 years of data entry and management
- Specific professional experience (2.4.4): 2 Years of working for data management and primary field survey in rural livelihood or agriculture projects
- Regional experience (2.6.6): Working experience in some or all of the JIVA states.

### Soft skills of team members

In addition to their specialist qualifications, the following qualifications are required of team members:

- Team skills
- Initiative

- Communication skills
- Sociocultural competence
- Efficient, partner- and client-focused working methods
- Interdisciplinary thinking

## **5. Costing requirements**

### **Assignment of personnel**

Team leader: Assignment in the country for 60 expert days  
 Expert 1: Assignment in the country of assignment for 200 expert days  
 Expert 2: Assignment in the country of assignment for 240 expert days  
 Expert 3: Assignment in the country of assignment for 150 expert days

### **Travel**

The bidder is required to calculate the travel by the specified experts and the experts it has proposed based on the places of performance stipulated in Chapter 2 and list the expenses separately by daily allowance, accommodation expenses (on twin sharing basis), flight costs, and other travel expenses. The suggested travel days are given below.

#### **Air/Train Travel to be budgeted for: (30 round trips)**

- The expenses related to the travel of team leader and experts 1 & 2 & 3 to the 60 trips of visits to JIVA project locations or NABARD HO Mumbai via Air/Train (30 round trips).

#### **Accommodation to be budgeted for: (255 nights)**

- The expenses related to the Accommodation of the Team Leader for the 15 nights at project locations or partners HO/RO (5 locations x 3 nights x 1 person)
- The expenses related to the Accommodation of Experts 1 & 2 for the 192 nights at the project locations (24 locations x 4 nights x 2 persons)
- The expenses related to the Accommodation of Expert 3 for the 48 nights at the project locations (24 locations x 2 nights x 1 person)

#### **Local Travel to be budgeted for: (183 nos.)**

- The expenses related to local Travel of the Team Leader for Airport/ Railways station pick up & drop and visits to project locations (5 locations x 3 days x 1 vehicle)
- The expenses related to local Travel of Expert 1 & 2 for Airport/ Railways station pick up & drop and to the project locations (24 locations x 5 days x 1 vehicle)
- The expenses related to the Local Travel of Expert 3 to the field location (24 locations x 2 days x 1 vehicle)

#### **Per-diem to be budgeted for: (303 days)**

- Team Leader 4: 3 days per 5 locations = Total 15 days
- Expert 1: 5 days per 24 project locations = Total 120 days.
- Expert 2: 5 days per 24 project locations = Total 120 days
- Expert 3: 2 days per 24 project locations = Total of 48 days

### **Workshops, training:**

To be facilitated as mentioned in the Chapter(s) 1 and 2.

## Other costs

The contractor shall include the following costs in the financial proposal:

- The nominal expenses for covering the lunch, tea/coffee, and snacks (morning and evening), for at least 5 trainings related to handholding of selected startups/PFA staff in the PFA premises in a rural/local setup for the participants (@ 20 pax) at an average.

## 6. Inputs of GIZ or other actors

### 1. Role of NABARD

- NABARD HO to communicate and direct the support to the concerned ROs of this startup study in the JIVA project areas and other related communications from time to time.
- NABARD RO to communicate to the concerned PFAs and district-level resources about the study and extend their team support in the field to ensure a smooth study.
- NABARD RO to direct the concerned PFA to extend their full support in training and implementing/demonstrating one key intervention in their JIVA project.

### 2. Role of PFAs

- The PFAs are required to facilitate and ensure their full support with resources to conduct this study in JIVA project areas
- They should handhold the consulting agency with all the necessary information and knowledge materials at their end for better understanding of the project
- The PFAs will arrange in coordination with the consulting agency for the training premises and call the farmers and other stakeholders for the training
- Extend their full support to the consulting agency in implementing and demonstrating at least one key intervention in their area for one crop season.

### 3. Role of GIZ

- GIZ will provide the necessary coordination between the consulting agency and the project partners and facilitate the regional and central workshops/meetings.

## 7. Requirements on the format of the bid

The structure of the bid must correspond to the structure of the ToRs. In particular, the detailed structure of the concept (Chapter 3) is to be organized in accordance with the positively weighted criteria in the assessment grid (not with zero). It must be legible (font size 11 or larger) and clearly formulated. The bid is drawn up in English (language).

The complete bid shall not exceed 30 pages (excluding CVs & other supporting company documents)

The CVs of the personnel proposed in accordance with Chapter **Error! Reference source not found.** of the ToRs. The CVs shall not exceed 02 pages. The CVs must clearly show the position and job the proposed person held in the reference project and for how long. The CVs should be submitted in English (language) only.

If one of the maximum page lengths is exceeded, the content appearing after the cut-off point will not be included in the assessment.

## 8. Annexes

### List of 24 JIVA projects in 11 states

Sr. No.	State	District	Name of Project
1	Andhra Pradesh	Prakasam	Ramalayam
2	Andhra Pradesh	Srikakulam	Seethampeta
3	Andhra Pradesh	Srikakulam	BREDS III
4	Andhra Pradesh	Vizianagarm	Maa Thota (Gummalaxmipuram)
5	Chhattisgarh	Korba	Kartala III
6	Chhattisgarh	Kanker	Koliyari -Koretha
7	Himachal Pradesh	Solan	Baryali-Fugawana
8	Jharkhand	Ramgarh	Patratu
9	Jharkhand	Kanker	Sonua/Chakradharpur
10	Karnataka	Chitradurga	Siddagondanahalli
11	Karnataka	Chikkamagaluru	Bukkasagara
12	Karnataka	Chikkaballapura	Kamaravaripalli
13	Madhya Pradesh	Dewas	Udainagar
14	Madhya Pradesh	Betul	Saigohan
15	Madhya Pradesh	Chhindwara	TDF - MP 75
16	Maharashtra	Nanded	Babhulgaon
17	Maharashtra	Wardha	Pachod
18	Maharashtra	Ahemadnagar	Kumbharwadi
19	Odisha	Jharsuguda	Maa Andhari
20	Odisha	Sundargarh	Bonai
21	Tamil Nadu	Namakkal	Kolli hills - Phase I
22	Telangana	Bhadradi kothagudem	Mallaigudem
23	Uttarakhand	Pauri Garhwal	Hariyalisain
24	Uttarakhand	Dehradun	Chakrata

