



Govt. of Bihar
Animal & Fisheries Resources Department

Expression of Interest (EOI) of Hiring technical support agency for formation, facilitation and management of Goatry value chain in Kosi region of Bihar under AFRD-BKBDP Project

Country: India Name of Project: Bihar Kosi Basin Development Project

Loan No. : IDA56960

Assignment Title: *Hiring Technical Support Agency for formation, facilitation and management of Goatry Value Chain in Kosi Region of Bihar*

Reference No. : AFRD/CONSULTANCY-05

Bihar Kosi Basin Development Project for India is to enhance resilience to floods and increase agricultural production and productivity in the targeted districts in the Kosi river basin, and to enhance Bihar's capacity to respond promptly and effectively to an eligible crisis or emergency. The component which is to be covered under this EOI is enhancing agricultural productivity and competitiveness will work with organized farmers to increase agricultural production (which includes livestock and fisheries) and productivity by expanding their access to and adoption of innovative and climate-resilient farm technologies and practices and extending their linkages to market infrastructure.

A holistic development plan is being taken up by the Govt. of Bihar with the help of World Bank, covering all the sectors like-Animal Husbandry, Fisheries, Soil Conservation, Building Construction, Water Resources, Health etc.

The assignment will be for a period of 36 months, which is subject to extension and is open for both individual firm as well as association of agencies/ joint ventures. Interested agencies/association of agencies must provide the information's substantiating that they are qualified to perform the services including - organizational profile/brochures, structure of the firm/organization, Name, address (Local & Nodal), facsimile number and email/website link of the Agency.

The Consultants can download the Draft ToR for furnishing the above information from www.ahd.bih.nic.in and can obtain further information at the address given below between 10:00 to 17:00 hrs.

The attention of interested Consultants is drawn to paragraph 1.9 of The World Bank's Guidelines: Selection and Employment of Consultants by World Bank Borrowers (January 2011 – Revised July 2014) ("Consultant Guidelines") setting forth the World Bank's policy on conflict of interest. A consultant will be selected in accordance with the Quality & Cost Based Selection Method (QCBS) set out in Consultants Guidelines.

The short-listing criteria are as follows.

1. As a part of legal requirements, the agency should be a registered body under the relevant law and is active and operational since last 3 years on the date of application. It should have maintained its records and have they properly audited. Annual statement of income and expenditure should have been prepared. [Submit proof of Registration Certificate, Articles and Memorandum of Association].
2. The agency must have Income Tax and GST Registration. [Submit relevant document]
3. The agency should not be blacklisted by any government (Union and/or State), Ministry/Department/Organization/NABARD/CAPART/Multinational donor agency/etc. or any other donor/partner organization in the past. [self-declaration certificate to be submitted]
4. Average annual turnover of the Agency/Institution should be more than Rs. 75 lakh in the last three years. [Submit relevant document]
5. The agency/s should have working experience of Goatry development activities in Bihar or other states having similar conditions. [Submit relevant document]
6. The agency/s should have promoted/supported at least **20** Producer Organizations of goatry (preferably Farmer Producer Company) for any Govt., International or Bilateral funded Project in the past with membership not less than **500** in each. [Submit relevant document]

7. The agency/s must have experience in training, capacity building and module development of FPOs in Goatry sub sector in similar areas. *[Enclose list]*
8. The agency/s may be preferably empaneled with SFAC, New Delhi for formation of Farmers Producers Companies. *[Submit relevant documents]*
9. The agency should have conducted at least 2 initiatives related to improved livestock practices, handholding support and capacity building of community and community professionals with any government or in any multi lateral donor supported project. *[Submit relevant documents]*

Expressions of interest for providing technical services should be delivered in sealed envelope clearly marked **Expressions of Interest for "Hiring technical support agency for formation, facilitation and management of Goatry Value Chain in Kosi Region of Bihar"** in two copies (Hard Copy) along with all necessary supporting documents to the address below in person within 21 days from the date of advertisement in newspaper on or before 16:00 Hrs. on the below mentioned address

Animal & Fisheries Resources Department
SPIU, BKBDP, AFRD, 1st Floor, RJ Heritage,
Jagdev Path Phulwari Road, Patna – 800 014
Tel: 91-612-2217543 (Secretary Cell);
Website: www.ahd.bih.nic.in

Terms of Reference

Technical Support Agency for formation, facilitation and management of Goatry Value Chain in Kosi Region of Bihar

A. Background

The flood of Kosi in the year 2008 was one of the most disastrous natural calamities in the recent history of Bihar. A breach in the Kosi embankment near the Indo-Nepal border (at Kusaha VDC, [Sunsari](#) district, [Nepal](#)) occurred suddenly on the 18th August 2008. The river changed its course and inundated new areas which hadn't experienced floods during past decades. This flood affected more than 3.3 million people in the northern part of Bihar. About 500 people lost their lives and about 3 million left their houses to save their souls. More than 300,000 houses were gutted in roaring flood streams and at least 340,000 hectares (840,000 acres) of standing crops were swept away. With no food to eat and no water to drink, entire humanity was crying in thirst, hunger and diseases. The worst hit was the Supaul district, where surging flood waters swamped 1,000 square kilometers (2, 47,000 acres) of farmlands, leaving no crop.

Bihar contributes about 8.99% of India's total goat population. It ranks as the third largest in this regard. For small and marginal farmers and landless laborers, rearing of large ruminants specially the high-yielders is hardly feasible due to shrinkage of common property resource (grazing land) and other constraints. The farming of small ruminants can overcome these problems to great extent. It will generate additional income for the poor family. Goat is truly called **Poor man's cow**. With negligible investment, they produce sizable amounts of milk and meat. They provide nutritional security and livelihood to the downtrodden people. A vast land area of Bihar still reels under rain fed condition. Thus there is a tremendous scope for goat farming. It will meet the large gap between demand and supply of meat and provide self-employment and financial security to the weaker sections of rural mass. Under this activity, participation of women can be addressed as well. There is one exclusive activity taken in account for the training of women farmers to give a thrust to goat farming. It will not only increase the farm income but also augment the participation of women in the farming activities.

Being a small animal, goat requires less space and food and less capital to start this project. Disease incidence is relatively less than those of cattle and buffalo. More goats are produced in less time, as the female goats get pregnant twice in a year and produce 2-3 kids every time. The meat, skin and milk have great demand. This can be a source of additional income for landless farmers. Women members of the rural community can manage the goats on their own. Therefore, under "**Goat Breeding cum Rearing Farm**" activity, more of a production approaches along with improving the genetic merit of the goats.

B. Objectives of the Assignment

The broad objectives of the assignment is to support the Animal Husbandry Department to enhance production and productivity of the goat rearing activity of the selected farmers by expanding their access to innovative and climate-resilient technologies, help farmers to adopt the practices and extending linkages to market infrastructure. It consists of following three

sub-components: (i) intensification and diversification of the production systems; (ii) strengthening of the value chains; and (iii) institutional development for market-led extension.

The project will be implemented in the five districts of Saharsa, Madhepura, Supaul, Araria and Purnea with 57 CD blocks and 973 Panchayats which will become the catchment for formation of Producer Groups (PGs). PG of 10-50 Goat farmers from a village will be supported with backward linkages and technical support services. These Producer Groups maybe federated to form Producer Organizations for better market access and interface.

The key objectives of the assignment would be as follows:

- a. Formation, development and capacity building support for Goat farming Producer groups
- b. Formation, development and capacity building support of Producer Organizations and develop the business plan
- c. Training and Capacity Building & Market Linkages and Value Chain Development
- d. Setting up the innovative modal at least one in project district
- e. Setting up the pasture land based on the principle of CPR (Common Property Resource Management)

These institutions will also leverage the existing schemes of the government to strengthen these new set of institutions. In the process of developing these institutions, there will be a focus and investment in developing human resources at various levels right from the members of Producer Groups, Community Professionals (CPs) to the professional staffs engaged in the Institution Development. The capacities of the Human Resources built in the component will be in the field of business management, marketing management, financial management, inventory management etc. These Institutions also would focus on developing better Knowledge, Attitude and Skills (KAS) of the producers to play in the mainstream markets for profit making and self-sustenance.

The bifurcation of beneficiaries as per the subsector is

Subsector	No of Units	Unit Size	Investment (INR-Lakhs) by project
Goat Farming (primary beneficiary as goat breed rearers)	500	20+1	500
Goat farming (secondary beneficiary as goat rearers)	700-1000	As per the HH capacity	0

C. Need for technical support agency

The project requires Technical Support Agency (TSA) to support the project in the development of Producer Institutions both at the village and higher level in the selected Blocks and Districts. The Agency will have to depute professionals who will build the capacities of Bihar Kosi Basin

Development Project (BKBDP) Team to create a pool of resource persons and master resource persons at the Block and District level. These pools will form, develop and nurture the Producer Institutions (PGs and POs) Goatry with handholding support from the TSA. The Technical Service Provider will form will support in Formation, Facilitation and Management of Value Chain for Goatry

The technical support agency will bring in its expertise for both promoting sustainable PG and Producers organizations of farmers involved in Goatry as well as support in bringing in innovative market based extension solutions, new technology; and will also build capacity of the field cadre through the designated BKBDP team.

D. Scope of the Assignment

The proposed assignment will cover approximately 700-1000 farmers in 57 selected blocks of 5 Districts for the period of 3 years. The initial contract period will be for a period of three years (36months), commencing from the date of signing of the contract.

The contract can further be extended for further scale-up and support based upon satisfactory performance of the TSA.

Following would be the scope of work for the selected TSA-

As part of the assignment, the consultant is required to explore each of existing and potential end market to determine which offers the greatest benefits (profit margins, embedded services, competitive advantages, etc.) and risks (competition, sizeable investment, fleeting business relationships, etc.) for each actor in the value chain of identified products.

Some of the key activities, but not limited to, that are expected to be undertaken by the consultant are listed below

- 1. Formation, development and capacity building support for Goat farming Producer groups**
 - a. The TSA will support the Goatry department in establishing a model shed construction design before implementation. Piloting with the help of state veterinary college and other leading veterinary institutions involved in R&D activities on Goatry production. The design of the shed should take into account disaster resilience, economy as well as sensitivity to the local climate
 - b. The TSA should support in the development of a farmer interest group of 10-12 Goatry farmers residing in a Panchayat or nearby Panchayat. Plan their batches and aggregate the marketable goats at proposed Block Level Agri Business Centers for creating a scale and collective selling
 - c. Create resources for the formation, development and capacity support to the goat farmer producer groups in consultation with BKBDP team.
 - d. Development of a pool of Goatry resource persons and master resource person at the Block and District level through intensive capacity building and exposures for the formation and nurturing of the Producer GroupsSupport BKBDP in extension of new technology in goat

rearing and help rearers to adopt them. Provide extension and training support to Goatry farmers enrolled in PGs

- e. Handhold the BKBDP team in establishment of all the systems and functions in the Producer Groups to make it functional which complements the objective of BKBDP project.
- f. Establish marketing linkage by partnering with downstream commercial processing and developing retail partners for such products so that assured market and premium prices will have to be ensured to such farmers
- g. Help the BKBDP team to devise pathways for financing the Producer Groups, identifying potential partners for lending, develop modalities of financing etc.
- h. Setting up training infrastructure and giving training support to Goatry staff and assist in development of DPR's
- i. Collection of baseline data of Goatry producer and farmer profiling of project beneficiaries

2. Formation, development and capacity building support of Producer Organizations

- Create resources for the formation, development and capacity building support to the Goatry Producer Organizations in consultation with BKBDP team.
- Provide guidance and handholding in registering the Goatry Producer Organizations get registered under appropriate act and geography of operations.
- Provide guidance in the system establishment related to management and governance functions of the POs including its staff recruitment.
- Develop a Community Operational Manual (COM) /Resource Manual covering the forming, norming, and performing stages for the Producer Organizations in consultation with the BKBDP team.
- Guiding and handholding the Block & District teams of BKBDP to bring all the PGs formed get federated and linked with the Producer Organization through process of effective shareholder drive.
- Handhold the BKBDP and the PO staffs through intensive capacity building and exposures on the operational, management and governance functions of the Producer Organizations.
- Provide ongoing handholding support & guidance for the effective functioning of the POs including its timely compliances of its legal formalities and obtaining the necessary licence and permits for business.
- Develop business plan, processes and systems for effective market access for the FPOs.
- Support in identification of location, catchment, business planning, system development for the enterprises to be promoted along the selected value chains linked with the FPOs.
- Develop effective Goatry production system, backward and forward linkages to be taken up under BKBDP and hence develop the capacities of the FPO staffs to sustain the linkages created.
- Provide guidance to the BKBDP Team to develop relevant MIS for tracking the progress of the Producer Groups and Organization on financial, governance and business aspects.
- Help the BKBDP team to devise pathways for financing the Producer Organizations, identifying potential partners for lending, develop modalities of financing etc.
- Help the BKBDP team in organizing Roundtables, Conferences, Policy Workshops, Learning Notes, Knowledge Resources on the subject matters related to Producer Organizations.
- Provide backward and forward linkage support in Goatry value chain

- Train farmers to adopt innovative Goatry production system and in marketing for better price realization.
- Establish sustainability of the project through community institution.

3. Training and Capacity Building

- The TSA will do the training and capacity building of the Goatryfarmers and develop the training modules and materials.
- 10 innovativedemonstrations on integrated agriculture sites will be developed across all the 5 districts on farmers field Integrated Agriculture.
- 300 trainings on integrated agriculture on the demonstration sites will be given to Goatryfarmers
- The TSA will coordinate the training of 500 Goatry farmers at Government Goatry Farms like Central Goatry Farm, Patna; Regional Goatry Farm, Bhagalpur and Regional Goatry Farm, Muzaffarpur.
- The TSA will also arrange for 20 Exposure visit to the farmers and 4 to the project teams to improve their understanding of the modern technologies for Goatry rearing.
- In addition to above training and capacity building activities, the farmers and project staff will be trained on any other relevant topics to enhance their capacity.

4. Market Linkages and Value Chain Development

- The TSA will handhold the farmers for value chain development and provide market linkages support for marketability of produce and support in revenue generation

E. MIS and Reporting

- Monitor overall progress and outcomes
- Establish and operate the MIS and ensure its regular updating from respective blocks
- Proactively gauge the problem areas, undertake preventive / control actions
- Prepare consolidated quarterly reports and share it with the department
- The required reports formats and details will be shared at the time of agreement

The progress of the TSA will be monitored by the coordination committee will be formed at the State level consisting of the following members

The scope of services could be modified based on mutual agreement between the client and consultant with a view to achieve the overall objectives.

F. Duration of the Project

The Services of TSA will be hired initially for a period of 36 months. The duration may be subsequently extended based on the performance of the TSA (and availability of funds), for another one years. Further, the consulting firms are required to submit a quarterly report highlighting progress made during the quarter.

G. Key Personnel and Team Composition

The list of key personnel and support Staff required for the Assignment is as under -

Key Professionals				
S No	Designation	Minimum Qualification and Experience	No. of Persons	Total Man Months
1	Team Leader	<p>Should be a post graduate in agribusiness management/rural management/marketing with bachelor's degree in veterinary sciences/Goatry/agriculture from a recognized university/institute</p> <p>With at least 10 years of experience in a senior management role in value chain development/ market linkage for rural produce</p> <p>Candidate should also have minimum 2 years of experience of working on FPOs/ PEs agriculture value chains and managing supply chains</p> <p>He/She should have experience in managing a team of professionals. Candidate handling 1 major agriculture project in any state would be preferred.</p>	1	36
2	Goatry - Technical Expert	<p>Should be a post graduate in Goatry from a recognized university/institute</p> <p>With at least 8 years of experience in a senior management role in Goatry sub sector in managing Goatry development</p> <p>He/She should have experience in managing a team of professionals.</p>	1	36

Key Professionals				
S No	Designation	Minimum Qualification and Experience	No. of Persons	Total Man Months
		Candidate handling 1 major agriculture project and working with large number of farmers.		
3	Market Linkage Expert	<p>MBA / PG in Marketing/ Agri Business/ Rural Management / Rural Marketing from a recognized University.</p> <p>Minimum Experience required 3 years of experience in agri-business, value chain promotion & market linkage for FPCs/ FPOs. Experience in providing incubation for agribusiness sector (Agriculture/ Livestock/ NTFP) shall be preferred.</p>	1	36
4	Value Chain Expert	<p>MBA / PG in Agri business – specialization in Value Chain Development</p> <p>Minimum Experience required 4 years of experience in agri-business, value chain promotion & market linkage for FPCs/ FPOs.</p> <p>Experience in providing incubation for agribusiness sector (Agriculture/ Livestock/ NTFP) shall be preferred</p>	1	36

Key Professionals				
S No	Designation	Minimum Qualification and Experience	No. of Persons	Total Man Months
5	Social Mobilizers	Graduate /Post Graduate in Rural/Social development Minimum Experience required 3 years of experience in Mobilization and Rural & Social Development	15	36

H. Key Outcome & Payment term

The outcome of the proposed assignment would be to that all the project households under the project in Goatry are organized in Producer Groups and hence the Producer Groups and federated in Producer Organization. These producer institutions should be found to work effectively both in management and governance functions as an important outcome for the project. The following points regarding the outputs needs to be delivered for the achievement of above outcome:

- i. Producer Organization formed at the district level or in a higher geography in the project locations with the majority of the producers being the shareholders of the Producer Organization.
- ii. All the Producer Group and Producer Organizations have conducted timely meetings of Governing & General Body with adherence to all systems in the contract period.
- iii. All the Producer Organizations acquired the required license and permits for undertaking business as per applicability.
- iv. All the Producer Organizations have timely legal compliance and audits done and submitted as per applicability
- v. All the Producer Organizations have developed their business plan, process and systems to undertake different business activities.
- vi. Effective Training Modules and good quality training materials (IEC and Audio Visual) are developed for training Project staff, community professionals and the participating producers and develop IEC material specially farmers hand book on scientific Goatry rearing
- vii. Develop a grading mechanism for the PGs- POs to diagnose their institutional health to ease the access for finance and other benefits.
- viii. Training of all the district and block level Project staff is done on the concerned subject matter.
- ix. 100% of the Goatry farmers have received necessary training and handholding support in Goatry
- x. Atleast 2 innovative practice in Goatry production system included and adopted by the farmers in production system and in marketing system.
- xi. The pastures land development at least one in each project district
- xii. Fodder bank establish at least 5 in each district in most flood affected areas/ to meet the fodder at off season

- xiii. At least 2 companies /financial institution linked for backward linkage and one for marketing support

I. PAYMENT TERMS:

10%	ON SUBMISSION OF INCEPTION REPORT
25%	ON PLACEMENT OF PROFESSIONAL AND FIELD STAFFS, DEVELOPING ALL KNOWLEDGE MATERIALS AND TRAINING STAFFS OF BKBDP AND MOTIVATORS AT FIELD LEVEL (UP TO DEVELOPMENT OF MIS, AS MENTIONED IN SCOPE OF WORK)
25%	ON FORMATION OF MUTUALLY TARGETED PGs AND REGISTRATION OF 5 FPOs, DEVELOPMENT OF PASTURE LAND
20%	DEVELOPING BUSINESS PLAN AND ON BACKWARD AND FORWARD LINKAGE WITH EACH FPO WITH AT LEAST TWO AGENCIES EACH
20%	ON MAKING FPOs OPERATIONALLY VIABLE AND SUBMISSION OF FINAL REPORT

J. The agency applying for TSA should qualify for the following requisites:

- i. The agency/s must be registered under Society Registration ,Companies Act/ Trust Act
- ii. The agency/s must have Income Tax Registration (PAN) and service Tax Registration.
- iii. The agency/s should have local registration/working experience and sufficient professionals' strength to be deputed in the locations within one month of contract award.
- iv. The agency/s must have experience of working in formation of Producers Groups and Producers companies in similar areas or in similar conditions in other states.
- v. The agency/s should have experience of working Goatry in Bihar or in similar conditions in other states.
- vi. The agency/s must have experience in training, capacity building and module development of FPOs and in Goatry sub sector /similar areas.
- vii. The agency/s should have promoted/supported at least 20 Producer Organizations (preferably Farmer Producer Company) in the past with membership not less than 500 in each.
- viii. The agency/s should have undertaken at least 4 assignments of supporting Producer Organizations for any Government, International or Bilateral funded project.
- ix. The agency/s should have experience of working in Bihar or in a state with similar conditions.
- x. The agency/s should have adequate knowledge resources on Producer Organization Promotion for e.g. SOP, Training Manuals and Materials, IEC Materials etc.
- xi. The agency/s may be preferably empanelled with SFAC, New Delhi for formation of Farmers Producers Companies.

- xii. The agency/s must have experience in undertaking assignments on capacity building, modules development in formation of Farmers producers' organization.
- xiii. The agency/s must have experience of working in development of Goatry production system, hatchery and marketing in Bihar or similar situations.
- xiv. The agency/s must have undertaken assignment / supported enterprise on Goatry in the last 2 years.
- xv. The average annual turnover of the bidder/agencies for the last three financial years ending on March 31st 2018 should be equal to or greater than Rs. 75 lakhs.
- xvi. The above eligibility criteria can be available with one firm or consortium. Joint Venture & Association Arrangements with other firms are permitted for this assignment.

K. DATA SERVICES AND FACILITIES TO BE PROVIDED BY BKBDP

- The list of blocks and villages will be provided to the organization who will be selected in the procurement process. The member of the Village Organizations will jointly select the Community Professionals and the process will be facilitated by BKBDP Team.
- The village level Producer Group including sub group formation will be initiated by BKBDP through the resource pool developed by the TSA. Also, the guidance on formation, strengthening of the producer group and regular management and governance of the organization, annual activity plan, annual crop calendar, annual business plan etc will be facilitated by the TSA.
- The training cost of the farmers will be transferred to Producer Groups Bank Account. The training will be conducted by Community Professionals with the technical assistance of the TSA; BKBDP team will facilitate the process (however the training of Community Professionals will be the responsibility of the TSA and fund will be provided to TSA).
- The training material will be developed and prepared by the TSA in consultation with the BKBDP team; however the printing of the material will be the responsibility of BKBDP.
- BKBDP will facilitate the TSA the inter-domain coordination within BKBDP for cross cutting objectives and the effective completion of the assignment. The SPIU at the state will facilitate the coordination between the TSA and relevant domains as it would be imperative to understand the planning of the respective domains. The institutional strength of the Producer Organizations would be very critical to help them face the market challenges in a better manner.
- Proper linkages will be developed with other schemes and training programs of the State and district department , GoB

L. REPORTING REQUIREMENTS

- i. Inception Report (within 1 month of MOU done): One hard copy & one soft copy (MS Word, data in MS Excel & PDF file).
- ii. Quarterly Report (within one week of quarter end) : Three hard copies & One soft copy (MS Word, data in MS Excel & PDF file in CD)
- iii. Final Report (within 15 days of contract end): Five hard copies & one soft copy (MS Word, data in MS Excel & PDF file in CD), Soft Copy of the Training Module and Materials developed).

All the reports above should cover physical progress as per the ToR and milestones should also include the process adopted to achieve the progress, resources used, knowledge resources including the case studies, training materials etc. The report should also include the reports for the training, exposure and events conducted in the period. It should also highlight the key learning, challenges, measures taken to overcome, anticipated risk and mitigation measures for the forthcoming seasons, support required from Dept. of AHD & Fisheries, GoB.

M. MONITORING AND REVIEW ARRANGEMENTS:

The proposed assignment of Providing Capacity Building Support for Development and Strengthening of Producer Groups and Producer Organization would be measured through collective actions done by the Producer Institutions as a result of their effective governance and management. The assignment will be monitored by a review committee constituted by AFRD-BKBDP comprising the Secretary, Nodal Officer along with representatives of the SPIU on Quarterly Basis. This review committee will be constituted to interact with the consultant or agency, review and monitor the progress of the assignment on a regular basis.