LETTER OF INVITATION

To

Interested Individuals

Sub:- Hiring of Individual Consultant for conducting Business Scoping Study on Farmer Producers Company formed under JOHAR Project.

Dear Madam/Sir,

1. You are hereby invited to submit technical and financial proposals for consultancy services required for conducting a business scoping study on Farmer Procurer Company formed JOHAR Project in Jharkhand, which could form the basis for future negotiations and ultimately a contract will be entered between you and JSLPS.

2. The purpose of this assignment is to:
   a) To explore all the relevant business opportunities in the area where the FPCs are registered.
   b) To prepare a bucket list of businesses which offer opportunity of profits in the areas where the FPCs operate.
   c) To provide insights of each businesses along with the modalities to undertake them.
   d) To do the cost benefit analysis of each business taking all the possible cost factors and expected returns.
   e) On the basis of CB Analysis, do the prioritization of the businesses and suggest which ones are the most profitable and feasible ones for the FPCs.
   f) To supplement the existing business plans with the new businesses and show the impact on the Break-even and Internal Rate of Returns.

3. The following documents are enclosed to enable you to submit your proposal:
   (a) Terms of reference (TOR) (Annexure-I for the Study.
   (b) Supplementary information for consultants, including a suggested format of curriculum vitae (Annexure- II); and
   (c) A sample format of the contract for consultants services under which the service will be performed (Annexure-III).

4. Rural Development Department, Government of Jharkhand has received funds from the International Development Agency (IDA) through Govt. of India and portion of this fund to eligible payments under this Contract shall be used.

5. The Submission of Proposals: The proposals shall be submitted in two parts, viz., Technical and Financial and should follow the form given in the
“Supplementary Information for Consultants.” The proposals shall be submitted either for any study or for both the study.

The proposals will be received in the office of the JSLPS up to 17.00 hours on 22nd July, 2019 superscripted as Proposal for Scoping study under JOHAR Project on cover of the envelop.

6. **Deciding Award of Contract**

Quality and competence of the consulting service shall be considered as the paramount requirement.

Negotiations will be held only if the technical proposal is acceptable. The consultant must be prepared to furnish the detailed cost break-up and other clarifications to the proposals submitted to JSLPS, as may be required to adjudge the reasonableness of your price proposals. If the negotiation is successful, the contract will be awarded. If negotiations fail, and if it is concluded that a contract with reasonable terms cannot be concluded, the process of selection of Consultant, issue of letter of invitation etc. will be repeated till an agreed contract is concluded.

7. Please note that the JSLPS is not bound to select any of the Consultants submitting proposals.

8. It is estimated that about 5 months of services will be required for the assignment and generally you should base your financial proposal on this figure. However, you should feel free to submit your proposal on the basis on man-months considered necessary by you to undertake the assignment.

9. You are requested to hold your proposal valid for 90 days from the date of submission during which period you will maintain without change, your proposed price. The JSLPS will make its best efforts to finalize the agreement within this period.

10. Please note that the cost of preparing a proposal and of negotiating a contract including visits to JSLPS, if any; is not reimbursable as a direct cost of the assignment.

11. Assuming that the contract can be satisfactorily concluded in 2nd week of September, 2019, you will be expected to take-up/commence with the assignment with immediate effects.

12. We wish to remind you that any manufacturing or construction firm, with which you might be associated with, will not be eligible to participate in bidding for any goods or works resulting from or associated with the project of which this consulting assignment forms a part.

13. **Tax Liability**
Please note that the remuneration which you receive from this contract will be subject to the normal tax liability as per the prevailing Income Tax Act. Kindly contact the concerned tax authorities for further information in this regard, if required.

14. We would appreciate if you inform us by Telex/Facsimile within three days from the receipt of the letter:
   (a) Your acknowledgment of the receipt of this letter of invitation; and
   (b) Whether or not you will be submitting the proposal.

Yours faithfully,

Chief Executive Officer

Enclosures:
Annexure-I: Terms of Reference.
Annexure-II: Supplementary Information to Consultants.
Annexure-III: Draft contract under which service will be performed.
SUPPLEMENTARY INFORMATION FOR CONSULTANTS

Proposals

1. Proposals should include the following information:

   (a) **Technical Proposals**

   (i) Curriculum Vitae of Consultant (F-2).

   (ii) An outline of recent experience on assignments/ projects of similar nature executed during the last three years in the format given in Form F-3.

   (iii) Any comments or suggestions of the Consultant on the Terms of Reference (TOR).

   (iv) A description of the manner in which Consultant would plan to execute the work. Work plan time schedule in Form F-4 and approach or methodology proposed for carrying out the required work.

   (v) The Consultant's comments, if any, on the data, services and facilities to be provided by JSLPS indicated in the Terms of Reference (TOR).

   (b) **Financial Proposals**

   The financial proposals should include the Schedule of Price Bid in Form F - 5.

2. Two copies of the proposals should be submitted addressing to the Chief Executive Officer, Jharkhand State Livelihood Promotion Society, 3rd Floor, Shantideep Tower, Radium Road, Ranchi-834001, Jharkhand.

3. **Contract Negotiations**

   The aim of the negotiations is to reach an agreement on all points with the consultant and initial a draft contract by the conclusion of negotiations. Negotiations commence with a discussion of Consultant's proposal, the proposed work plan, and any suggestions you may have made to improve the Terms of Reference. Agreement will then be reached on the final Terms of Reference and the bar chart, if required, which will indicate periods in months and reporting schedule. Once these matters have been agreed, financial negotiations will take place and will begin with a discussion of your proposed monthly rates.

4. **Terms of Payment**

   The mode of payments to be made in consideration of the work to be performed by the Consultant shall be as follows:

   (i) 20% of contract value: Upon submission of inception report.

   (ii) 60% of Contract value: Upon receipt of draft report along with documentary.

   (iii) 20% of Contract value: Upon submission and acceptance of Finance Report.

   **Note:** All payments shall be made on submission of pre-receipted bills by the Consultant in duplicate for respective stages. If the consultant required advance, an amount equivalent...
20% of the contract value shall be paid subject to submission of bank guarantee of the equivalent amount and the BG should be valid for a period of 12 months.

5. Review of Reports

A review committee (to be restricted to three members) consisting of following officers of JSLPS will review all reports of Consultants (inception, progress, intermediate and draft final) and suggest any modifications/changes considered necessary within 7 days of receipt.

A) Chief Executive Officer/Project Director.
B) State Project Coordinator, AB& AM
C) Program Manager, Monitoring & Evaluation
D) State Project Coordinator, HVA
FORM No. F-1

From:

To

The Chief Executive Officer,
3rd Floor, Shantideep Tower,
Radium Road, Ranchi-8374001,
Jharkhand

Sir,

Sub:- Hiring of Individual Consultant for conducting scoping study on Farmer Producer Company formed under JOHAR Project in Jharkhand.

I _______________ Consultant herewith enclose Technical and Financial Proposal for selection as Consultant for JSLPS.

We undertake that, in competing for (and, if the award is made to us, in executing) the above contract, we will strictly observe the laws against fraud and corruption in force in India namely “Prevention of Corruption Act 1988”.

We hereby certify that we have taken steps to ensure that no person acting for us or on our behalf will engage in bribery.

Yours faithfully,

Signature: __________
Full name: __________
and address: __________
FORM F-2

FORMAT OF CURRICULUM VITAE (CV) FOR CONSULTANT

Name of Consultant: ___________________________________________________________

Profession: __________________________________________________________________

Date of Birth: __________________________________________________________________

Nationality: __________________________________________________________________

Membership in Professional Societies: ____________________________________________

Key Qualifications:
[Give an outline of experience and training most pertinent to tasks on assignment. Describe degree of responsibility held on relevant previous assignments and give dates and locations. Use about half a page.]

Education:
[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page.]

Employment Record:
[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and client references, where appropriate. Use about two pages.]

Languages:
[For each language indicate proficiency: excellent, good, fair, or poor; in speaking, reading, and writing]

Certification:
I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

Date: _______________________________________________________________ Day/Month/Year

[Signature of Consultant]

Full name of Consultant: _________________________________________________
ASSIGNMENTS OF SIMILAR NATURE SUCCESSFULLY COMPLETED DURING LAST 3 YEARS (FY)

Outline of recent experience on assignments of similar nature:

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Name of the Assignment</th>
<th>Name of the Project</th>
<th>Owner or Sponsoring Authority</th>
<th>Cost of Assignment</th>
<th>Date of Commencement</th>
<th>Date of Completion</th>
<th>Was the Assignment Completed Satisfactorily</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td></td>
<td></td>
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<td></td>
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<td>2</td>
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<tr>
<td>4</td>
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<td></td>
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</tr>
</tbody>
</table>

Note: Please attach certificates from the employer by way of documentary proof, if any:
# WORK PLAN TIME SCHEDULE

## A. Field Investigation

<table>
<thead>
<tr>
<th>Sl. No.</th>
<th>Activities to be undertaken</th>
<th>Week wise Program</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td>1&lt;sup&gt;st&lt;/sup&gt; week</td>
</tr>
<tr>
<td>1</td>
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<td>3</td>
<td></td>
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<tr>
<td>4</td>
<td></td>
<td></td>
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<tr>
<td>5</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

## B. Compilation and submission of reports

1. Draft Final Report
2. Final Report

## C. A short note on the line of approach and methodology outlining various steps for performing the assignment.

## D. Comments or suggestions on "Terms of Reference."
FORM F-5

SCHEDULE OF PRICE BID:

<table>
<thead>
<tr>
<th>Activities/Particulars</th>
<th>Amount (In figure)</th>
<th>Amount in Words</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consulting services for business scoping study for Zone-A including field visit,</td>
<td>Rs. ..................</td>
<td>Rupees ..................only</td>
</tr>
<tr>
<td>design the format, travel &amp; accommodation, Reporting and any ancillary activities</td>
<td></td>
<td></td>
</tr>
<tr>
<td>according to the ToR.</td>
<td></td>
<td></td>
</tr>
<tr>
<td>GST @ ____% if any</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Signature of Consultant
## FORM  F-6

**Break-up of Cost Estimates**

### Remuneration

<table>
<thead>
<tr>
<th>Consultant Name</th>
<th>Daily (Monthly) Rate (in Rs.)</th>
<th>Working Days (Months)</th>
<th>Total Cost (in Rs.)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Sub-Total (Remuneration) __________

### Out-of-Pocket Expenses:

a) Per Diem:
   - Room
   - Subsistence
   - Total
   - Days
   - Cost

b) Taxi Cost: __________

c) Lump Sum Miscellaneous Expenses: __________

Sub-Total (Out-of-Pocket) __________

### Contingency Charges:

Sub-Total (Out-of-Pocket) __________

Total __________

Consultancy Service Tax @ .............% __________
Draft Letter of Contract

Subject:  (Name of Assignment)

(Name of Consultant)

We herewith confirm your consulting appointment to carry out the above-mentioned assignment specified in the attached Terms of Reference.

For administrative purposes (Name of responsible staff of Borrower) has been assigned to administer the assignment and to provide the Consultant with all relevant information needed to carry out the assignment. The services will be required in (Name of Project) for about __________ days/months, during the period from ________________ to _________________. These dates are estimates and (Name of Borrower) may find it necessary to postpone or cancel the assignment and/or shorten or extend its duration. However, every effort will be made to give you, as early as possible, notice of any such changes. In the event of termination, the (Name of Consultants) shall be paid for the services rendered for carrying out the assignment to the date of termination, and will provide the (Name of Borrower) with any reports or parts thereof, or any other information and documentation gathered under this Contract prior to the date of termination.

This Contract, it's meaning and interpretation and the relations between the parties shall be governed by the laws of the Union of India.

Set out below are the terms and conditions under which you have agreed to carry out the assignment. The services to be performed, the estimated time to be spent, and the reports to be submitted will be in accordance with the attached Terms of Reference.

This Contract will become effective upon confirmation of this letter by you and will terminate on ________________, or such other date as mutually agreed.

Payments for the services will not exceed an amount of ________________.

You will be paid as follows, within 30 days of receipt of invoice a fee of:

<table>
<thead>
<tr>
<th>Amount</th>
<th>Currency</th>
<th>Details</th>
</tr>
</thead>
<tbody>
<tr>
<td>_____________</td>
<td>________________</td>
<td>upon receipt of a confirmed copy of this letter and submission of inception report.</td>
</tr>
<tr>
<td>_____________</td>
<td>________________</td>
<td>upon receipt of the draft report.</td>
</tr>
<tr>
<td>_____________</td>
<td>________________</td>
<td>upon receipt of the final report acceptable to (Name of Client)</td>
</tr>
</tbody>
</table>

The above fee includes all the costs related to carrying out the services, including overhead and any taxes.

You will be responsible for appropriate insurance coverage. In this regard, you shall maintain medical, travel, accident and third-party liability. You shall indemnify and hold harmless, the (Name of Client) against any and all claims, demands, and/or judgments of any nature brought
against the (Name of Client) arising out of the services under this Contract. The obligation under this paragraph shall survive the termination of this Contract.

All materials produced or acquired under the terms of this Contract written, graphic, film, magnetic tape or otherwise shall remain the property of the (Name of Client). The (Name of Client) retains the exclusive right to publish or disseminate reports arising from such materials. The rights and duties provided for in this paragraph shall continue, notwithstanding the termination of this Contract or the execution of it's other provisions.

You will carry out the assignment in accordance with the highest standard of professional and ethical competence and integrity, having due regard to the nature and purpose of the assignment, and will conduct yourself in a manner consistent herewith.

You will not assign this Contract or sub-contract or any portion of it without the Client’s prior written consent.

You should agree that, during the term of this Contract and after its termination, you and any entity affiliated with you, shall be disqualified from providing goods, works or services (other than the Services and any continuation thereof) for any project resulting from or closely related to the Services.

You shall pay the taxes, duties fees, levies and other impositions levied under the Applicable law and the Client shall perform such duties, in regard to the deduction of such tax, as may be lawfully imposed.

You will also agree that all knowledge and information not within the public domain which may be acquired during the carrying out of this Contract, shall be, for all time and for all purpose, regarded as strictly confidential and held in confidence, and shall not be directly or indirectly disclosed to any person whatsoever, except with the (Name of Client) written permission.

Any dispute arising out of the Contract, which cannot be amicably settled between the parties, shall be referred to adjudication/arbitration in accordance with Arbitration & Conciliation Act 1996.

Read and Agreed:

Place: (Signature & Name of Consultant)

Date: (Signature & Name of Client's Representative)

Attachment: (i) Terms of Reference and Scope of Services; and (ii) Consultant's Reporting Obligations.
1. **BACKGROUND**

Jharkhand Opportunities for Harnessing Rural Growth Project (hereafter JOHAR project) is a World Bank assisted project being implemented since September 4, 2017 for six years by the Jharkhand State Livelihood Promotion Society (JSLPS), an autonomous society under the aegis of Department of Rural Development, Government of Jharkhand.

The JOHAR project will enhance agricultural incomes of rural producers through increased productivity, improved market linkages and value addition; supported by strengthening extension services and improving access to credit. The emphasis will be on economic integration and enhancing rural livelihood opportunities of the most disadvantaged groups including women. The project will support climate-resilient agriculture, access to agricultural markets, water and natural resources management. It will also support enhancement of rural livelihood opportunities through encouraging diversification, lowering production costs, strengthening market linkages, skill development and self-employment. About 2.5 lakhs households in rural Jharkhand will benefit from the project over six years. The sources of investment include project support, state program convergence, partnership with the private sector and community contribution.

Project interventions will be focused on the sub-sectors of High Value Agriculture, livestock (small ruminants), NTFP, fisheries and irrigation. Although the project will work across these five sub-sectors, the typology of the interventions reaching each geographic cluster (15 villages in a block) of households will be limited to pre-determined primary and secondary sub-sectors.

The project will be implemented in 68 blocks within 17 districts of the state. The primary project beneficiaries are the rural households, the majority of whom will be women SHG members, including from SC, ST, and smallholder and landless households in selected blocks of rural Jharkhand. The beneficiary households will be largely from the SHG households supported by NRLM and will be selected for inclusion in the project through a participatory, community-driven process that will employ well-defined criteria including their actual/potential ability to generate marketable surplus production.

The sub-sector-wise outreach will be 150,000 households for High Value Agriculture and Irrigation, 50992 households for livestock, 34,500 households for fishery and 58,400 households for NTFP interventions. However, there will be an overlap of beneficiaries since each household will benefit from interventions of at least two sub sectors that have potential to add economic value to the households. Therefore, effectively the target number of households will be about 200,000. A significant part of these beneficiaries will be in LWE areas.

The initial focus of the project is to initiate activities of the sub sectors with members of mature SHG’s who are willing to become the members of the PG’s. Thus, all such blocks where mature SHG’s exist will be targeted. The project would then focus on enrolling all the households in the blocks to join the intervention (please refer to the PAD of JOHAR project for more information on the project).
2. **THE INSTITUTIONAL MODEL IN JOHAR**

JOHAR would focus on key commodities which have potential of high growth and providing high returns to the producers. The key commodities in the project are as follows:

<table>
<thead>
<tr>
<th>S. N.</th>
<th>Sub-Sectors</th>
<th>Commodities</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>High Value Crops</td>
<td>Banana, Papaya, Cauliflower, Chilly, Cabbage, Tomato, French Beans, Okra, Cucurbit</td>
</tr>
<tr>
<td>2</td>
<td>Fishery</td>
<td>Inland Fisheries, Cage Culture, Pen Culture</td>
</tr>
<tr>
<td>3</td>
<td>Livestock</td>
<td>Goat, Backyard Poultry, Pig, Broiler, Layer</td>
</tr>
<tr>
<td>4</td>
<td>NTFP</td>
<td>Lac, Tamarind, Chironjee, Honey, Moringa, Lemon Grass, Tulsi, Jackfruit</td>
</tr>
</tbody>
</table>

All these commodities are presently under cultivation and being sold in individual capacities resulting in poor returns. Lack of negotiation power and poor access to bigger markets further adds to the problem. In this context, it becomes important to design an institutional framework through which market-based interventions will be implemented. To make the produce reach the best market and in the most cost-effective way, the following institution model is being proposed:

Under this model, the Producer Groups (PGs) at the village level would undertake functions such as aggregation, procurement, primary sorting & grading etc at the village level. The aggregated produce will feed into the Rural Business Hubs (RBH) i.e. a business unit of the FPO which will be established at the appropriate level based on economic viability. The RBH acts as a service centre for the functions like aggregation, sorting, grading, processing of the produce procured from the PGs. It may also help with sale of inputs to farmers along
with the management of the Custom Hiring Centers (CHC) for lending the small farm machineries on rental basis. The FPOs are supposed to build the market linkage for the final produce available at RBH.

The FPOs based on Livestock are of a nature which requires efficient and effective service delivery at the door-step to reduce livestock mortality and assure good returns. In this case, the PGs will take services from the Livestock Service Centre (LSC) which will be formed at a level which is economically viable. The LSCs will have staff including a Cluster Livestock Manager and community professionals. For instance, the Pashu Sakhis (PS) will deliver doorstep services such as vaccination, de-worming, castration. They will also sell feed which is one of the business functions of the LSC. The LSC will coordinate with the veterinary agencies departments (govt. and non- govt.) for curative services apart from other services to improve the last mile delivery of services based on a revenue generation model. The JOHAR field team facilitates the process and the technical agency provides the technical support for the production enhancement. In case of fisheries, there may not be a need for an exclusive PO but the fish producers can collaborate with the Livestock FPOs for marketing services. Due to the nature of services required and small group size of the fishery producers, a PG platform is likely to be adequate for input supply and health care services.

It is important for the FPOs to have sustainable market linkages. However, capacities of the FPOs at block level may not be sufficient at the initial phase to explore and maintain such linkages. To ensure such linkages and leverage the huge volumes of various POs, the FPO Incubation & Support Cell (FISC) at the state level will create linkages with institutional buyers and develop marketing strategies for the brands to be promoted by the FPOs. It will also explore and mobilize credits and finances for the FPO business. The FISC will have a team of multidisciplinary professionals from the field of Public-Private Partnerships, Institution Building, Value Chain & Enterprise Development, Agri-business and Agri-Finance.

3. **CONTEXT AND PURPOSE OF THE ASSIGNMENT**

The FPCs in JOHAR would have a membership base of around 8000 per FPC however as per the pan India experience working with FPCs the active membership is hardly 25% or even lower. Such situation may lead to poor transactions in the FPC related to the own farmer base. In order to overcome this situation, a business scoping of the area is required to understand the business opportunities with the FPCs beyond its own farmer base which will ensure year round transactions hence leading to an early Break-Even scenario.

The Individual Consultant will scan the entire catchment of the FPC which may be beyond its limited geography and explore all kinds of businesses which may be prominent and needed in the area. He/She will also interact with the key stakeholders to understand the modalities to undertake such business. The business scoping study is intended to help the FPCs design its business plan in a way that it runs as a profit-making enterprise without much dependant on its limited farmer base.

4. **OBJECTIVES OF THE ASSIGNMENT**

The overall objective of this consultancy is to explore all the possible businesses in the agriculture and allied sectors for the FPCs formed in JOHAR project.
The specific objectives are as follows:

a) To explore all the relevant business opportunities in the area where the FPCs are registered.
b) To prepare a bucket list of businesses which offer opportunity of profits in the areas where the FPCs operate.
c) To provide insights of each businesses along with the modalities to undertake them.
d) To do the cost benefit analysis of each business taking all the possible cost factors and expected returns.
e) On the basis of CB Analysis, do the prioritization of the businesses and suggest which ones are the most profitable and feasible ones for the FPCs.
f) To supplement the existing business plans with the new businesses and show the impact on the Break-even and Internal Rate of Returns.

5. SCOPE OF WORK & DURATION

The scope of the study for the Individual Consultant for the proposed assignment is designed mainly to explore and analyze the opportunities of businesses for the FPOs and hence make the markets work for the FPOs. The following activities need to be undertaken for the achievement of project outputs:

a) To explore all the relevant business opportunities in the area where the FPCs (10 FPCs as per the given Group) are registered and prepare a bucket list of businesses which offer opportunity of profits in the areas where the FPCs operate.
b) To map the products and pockets for each FPC along with the approximate volumes of the produce as per the market flow, price trends and the markets to which the produces are currently sent.
c) To provide key insights of each businesses along with the modalities to undertake them.
d) To do the financial analysis of each business taking all the possible cost factors and expected returns.
e) On the basis of CB Analysis, do the prioritization of the businesses and suggest which ones are the most profitable and feasible ones for the FPCs.
f) To supplement and provide data for the existing / assist in developing business plans new businesses and show the impact on the Break-even and Internal Rate of Returns.
g) To analyze the policy ecosystem relevant for the proposed business and highlight the major changes in the policy as required for the business.
h) To provide brief report of each business that can be referred in future.

The study will be conducted in a group of 10 FPCs each which will be as follows:

<table>
<thead>
<tr>
<th>Groups</th>
<th>Name Of FPC Under JOHAR</th>
<th>Promoter</th>
<th>District</th>
<th>Block</th>
</tr>
</thead>
<tbody>
<tr>
<td>Group-A</td>
<td>Gumla Raidih Agri Producer Company Limited</td>
<td>JOHAR</td>
<td>Gumla</td>
<td>Gumla-Sadar &amp; Raidih</td>
</tr>
<tr>
<td>Groups</td>
<td>Name Of FPC Under JOHAR</td>
<td>Promoter</td>
<td>District</td>
<td>Block</td>
</tr>
<tr>
<td>-----------------</td>
<td>-------------------------------------------------------------------</td>
<td>----------</td>
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<td>---------------------------</td>
</tr>
<tr>
<td></td>
<td>Basia Palkot Farmer Producer Company Limited</td>
<td>JOHAR</td>
<td>Gumla</td>
<td>Basia &amp; Palkot</td>
</tr>
<tr>
<td></td>
<td>Dakhshini Koel Producer Company Limited</td>
<td>JOHAR</td>
<td>Lohardaga</td>
<td>Kisko, Kuru, Senha, Bhandra</td>
</tr>
<tr>
<td></td>
<td>Murhu Nari Shakti Kisan Producer Company Limited</td>
<td>Tata-ClnI</td>
<td>Khunti</td>
<td>Murhu</td>
</tr>
<tr>
<td></td>
<td>Khunti Producer Company Limited</td>
<td>JOHAR</td>
<td>Khunti</td>
<td>Khunti, Karra</td>
</tr>
<tr>
<td></td>
<td>Purbi Singhbhum Mahila Ajeevika Producer Company Limited</td>
<td>JOHAR</td>
<td>E. Singhbhum</td>
<td>Patamda &amp; Potka</td>
</tr>
<tr>
<td></td>
<td>Rajrappa Kisan Producer Company Limited</td>
<td>JOHAR</td>
<td>Ramgarh</td>
<td>Gola, Mandu, Patratu</td>
</tr>
<tr>
<td></td>
<td>Santhal Pargana Mahila Producer Company Limited</td>
<td>JOHAR</td>
<td>Dumka, Pakur</td>
<td>Masaliya, Dumka, Shikaripara, Ramgarh, Pakur, Pakuria, Maheshpur, Amrapara</td>
</tr>
<tr>
<td>Group-B</td>
<td>Sarhul Ajeevika Farmer Producer Company Limited</td>
<td></td>
<td>Ranchi</td>
<td>Chanho, Kanke, Bero, Mandar</td>
</tr>
<tr>
<td></td>
<td>Gharonj Lahanti Mahila utpadak Producer Company Limited</td>
<td>Tata-ClnI</td>
<td>East Singhbhum</td>
<td>Gurabanda</td>
</tr>
</tbody>
</table>

6. **METHODOLOGY & APPROACH**

The business scoping will apply the quantitative methodology in the form of cost structure analysis with strong **qualitative and descriptive components that serve to explain ‘the why’ of observed empirical phenomenon**. It must be accompanied by a qualitative description of each chain, including key actors, institutions, policies, predominant productions systems, etc.

Quantitative indicators along the chain, along with price trends, volumes should be compared to available benchmarks in the country and internationally (if required), as well as across different scales of production within state. The scoping study will be used to examine the potential businesses for the selected agricultural and allied chains.
In sum, the methodology should be a combination of rigorous quantitative market assessment and careful qualitative research into the context, policies, institutions, organizational and market structures that affect costs and shape relationships between actors.

The business scoping study will be done through Key Informant Interviews (KIIs) and using the available secondary data. Price comparison across markets will help to determine the price differential across markets in Jharkhand if any. The exercise should allow us to pin down certain major businesses which are being done in the markets. The market data along with production / demand data will help in validation of the businesses proposed through proper economics. The supply & demand gap should be the major indicator for selection of the businesses.

7. DELIVERABLES
The following are the deliverables of the study

- Business Scoping Study report indicating FPC-wise (10 FPCs) businesses with supporting data and validation points.
- Prioritization of each businesses and list out at least 3 business opportunities for each FPC.
- Do a detailed financial plan for the proposed businesses based on the primary & secondary data.
- Provide the action points and steps along with required resources (finance, manpower, skills, infrastructure etc) to take up the businesses.
- Brief report for each business proposed mentioning the current policy ecosystem and major recommendations.

8. STUDY DURATION:
The study will be completed in a period of three months after award of contract.

9. Schedule for completion of Tasks and Final Outputs;
The Consultant will develop a methodology and work plan for the study in consultation with the JSPLS and SPC-Agribusiness & Marketing. The Inception Report is expected to be presented to the project within 10 days from the date of the Consultancy Agreement. All other reports indicated below will also include power point presentations to be presented to the Study Review Committee members. The reporting will be done as per the timeline given below:

<table>
<thead>
<tr>
<th>Outputs</th>
<th>Indicative Timeframe</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inception Report covering (i) justification of businesses to be covered, (ii) study methodology including research tools, (iii) analysis framework and (iv) study report format</td>
<td>Within 10 days of allotment of work</td>
</tr>
<tr>
<td>Completion of Business Scoping Study and presentation in accordance with the deliverables</td>
<td>Within 50 days of allotment of work</td>
</tr>
<tr>
<td>Draft Report</td>
<td>Within 65 days of allotment of work</td>
</tr>
<tr>
<td>Final Report</td>
<td>Within 90 days of allotment of work</td>
</tr>
</tbody>
</table>
Reports to be provided by consultant: The Consultant shall be responsible to provide soft copy of reports along with 03 hard copies of each of the reports listed above. A power point presentation of each report will also be submitted as an output of the study.

Intellectual Property Rights (IPR): Various documentation, surveys, and results that will be created in due course of implementation of the study will be intellectual property of the Project.

10. Data, Services and Facilities to be provided by the Client
JSLPS will facilitate study team by providing initial information through state and district offices.

11. Study Review
The consultant shall work under guidance of the SPC-Agribusiness & Marketing. The Roles and Responsibilities of Consultant would be to deliver services as described in detailed task outline. SPC-Agribusiness & Marketing will be the Coordinator of the study. He will supervise, review and monitoring conduct of the study. The study will be reviewed by the following Review Committee:

1) Project Director-JOHAR
2) SPC-Agribusiness & Marketing
3) SPC-Agrifinance
4) Respective Domain Heads
5) Relevant Technical Support Agency

12. Key Professionals Desired for the Study
The Consultant / Consultant organization is required to engage the services of appropriately qualified person/s as short term experts to complete the study. The consultants should require to engage some Senior and Junior Researchers with well experience as per the requirement to complete the study in time.

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