



Terms of Reference (TOR) for Consultancy Services

Title	Practitioner Knowledge Mapping Across Priority Livelihood Value Chains
Timeline	The assignment will be completed over a period of four (4) months . (September- January)
Expected area of expertise	A curated digital repository comprising at least 50 high-quality knowledge resources per value chain , including technical reports, research publications, manuals, market studies, case studies and other relevant reference materials. Each resource should be accompanied by a brief annotation summarising its relevance and key insights.
Apply Link	https://forms.gle/AyXwybmyU523W7TBA
Last Date for Apply	18th September 2026

About SELCO Foundation:

SELCO Foundation's mission is to create a platform of solutions that uses sustainable energy as a catalyst to bridge environmental sustainability and poverty alleviation. With holistic development as the primary focus, the organization strives to create equitable societies, where services are accessed by all communities. The interventions of SELCO lead to a sustainable delivery model of essential services like livelihoods, education, and health till the last mile. (Read more about SELCO here: <http://www.selcofoundation.org/>)

1. About the Programmes:

The Climate Responsive Livelihood (CRL) Programme seeks to strengthen sustainable livelihoods by enabling climate resilience, entrepreneurship and local economic development through an integrated ecosystem approach. Recognising that resilient livelihoods are shaped not only by access to technology and finance, but also by institutions, market linkages, technical knowledge and local capacities, the programme aims to build an enabling ecosystem that supports communities in pursuing viable and diversified livelihood opportunities.

Across India, numerous models of entrepreneurship, value addition, producer institutions, market engagement and enterprise development have emerged across different livelihood value chains. These experiences are often dispersed across geographies, organisations and practitioners, with valuable technical knowledge, implementation insights and business models remaining fragmented and difficult to access.

This assignment seeks to systematically identify, document and synthesise these experiences across six priority value chains (specifically- paddy, pineapple, bamboo, turmeric, piggery and mushroom) to create a structured knowledge base that can inform programme design, enterprise incubation, capacity building and ecosystem strengthening under the Climate Responsive Livelihood Programme. The exercise will combine extensive secondary research with interviews of practitioners, entrepreneurs and technical experts from across the country to curate actionable knowledge that is relevant for adaptation within Meghalaya contexts.

2. Objective:

To develop a comprehensive evidence base on entrepreneurship opportunities, technical practices, business models and ecosystem enablers across six priority value chains by combining primary interviews with extensive secondary research.

The assignment should identify approaches that demonstrate potential relevance to the context while also documenting the enabling conditions, risks and institutional requirements necessary for replication or adaptation.

3. Scope of Work

Secondary Research and Landscape Review

Undertake an extensive review of literature and existing knowledge related to each value chain, including:

- Technical reports
- Research publications
- Government reports
- Market assessments
- Enterprise case studies
- Business models
- NGO and development programme documentation
- Value chain assessments
- Training manuals and technical guides
- Relevant policy and institutional documents

The review should not be limited to Meghalaya and should draw from relevant experiences across India.

The agency is expected to independently identify and curate knowledge resources beyond those shared by the programme team.

2. Expert Interviews

Conduct in-depth interviews with practitioners and experts across the six value chains.

The assignment will include:

- A minimum of **30 interviews per value chain** (minimum 180 interviews in total).

Interviewees may include:

1. Successful entrepreneurs
2. Progressive farmers
3. Technical experts
4. Researchers
5. Producer organisations
6. Agribusinesses
7. Processors
8. Market actors
9. Technology providers
10. Government and ecosystem experts where relevant

The agency is expected to undertake sufficient desk research to identify credible interviewees and should not rely solely on contacts provided by the programme.

3. Knowledge Synthesis

Develop concise knowledge products that consolidate findings into an accessible format for programme teams and ecosystem partners.

The synthesis should highlight:

- Key technical insights
- Critical success factors
- Common constraints
- Scalability considerations
- Relevance for Meghalaya
- Potential areas requiring further validation or piloting

4. Roles and Responsibilities

- Technical proposal outlining the proposed methodology.
- Approach to secondary research and expert identification.
- Proposed research team and relevant expertise.
- Work plan and timeline.
- Prior examples of similar assignments involving value chain research, entrepreneurship studies, agricultural ecosystems, livelihood research or knowledge synthesis.
- Sample research outputs or publications (where available).
- Financial proposal with a detailed cost break-up.

5. Deliverables to be provided (Detailed Deliverables, Week Wise/Quarter Wise/Month Wise

to be provided)

The selected agency will be expected to submit:

Deliverables		Month-1	Month-2	Month-3	Month-4	Month-5	Month-6
Inception Phase The inception phase involved understanding the research context, refining the study objectives, reviewing relevant literature and secondary information, identifying key stakeholders, developing and testing data-collection tools, finalising the research methodology and study plan, and establishing the framework for subsequent field-level data collection and analysis.	• Inception Report- A detailed plan that establishes the research approach, methodology, scope, activities, timelines, and expected outputs before the main research or fieldwork begins. - Detailed approach and methodology - Research framework - Expected - Interview plan - Work schedule	✓					
Data Collection/Fieldwork Phase	- Conduct surveys, interviews, FGDs and stakeholder consultations.		✓				
Data Analysis The information collected from respondents and stakeholders is organised, checked, analysed, and interpreted to identify key findings and patterns.	• Data cleaning and verification-checking questionnaires, interview records, and other data for completeness		✓	✓			

	and consistency • Data organisation- Organise data collected from respondents and stakeholders like Interview recordings, notes and coded insights. • Categorisation of information- Database of interviewees. Interview recordings, notes and coded insights • Curated repository of knowledge resources						
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Knowledge Repository	A curated digital repository comprising at least 50 high-quality knowledge resources per value chain, including technical reports, research publications, manuals, market studies, case studies and other relevant reference materials. Each resource should be accompanied by a brief annotation summarising its relevance and key insights.				✓	✓	
Final Presentation	Presentation of findings of the research to programme stakeholders.						✓

The selected agency will be expected to submit:

Inception Phase – The agency shall submit an inception report outlining its understanding of the assignment, key research objectives and questions, proposed approach across the six priorities value chains, key stakeholders to be engaged, potential risks and assumptions, and overall approach for generating actionable insights relevant to the CRL programme.

- Inception Report
- Detailed methodology
- Research framework
- Interview plan
- Work schedule

Research Outputs – The agency shall submit structures and synthesised outputs from the research, including the interviewee database, interview documentation and coded insights, along with curated knowledge resources, highlighting key technical, enterprise, market and ecosystem findings relevant to the six priority value chains and their potential applicability to Meghalaya.

- Database of interviewees
- Interview recordings, notes and coded insights

- Curated repository of knowledge resources

Knowledge Repository - A curated digital repository comprising at least 50 high-quality knowledge resources per value chain, including technical reports, research publications, manuals, market studies, case studies and other relevant reference materials. Each resource should be accompanied by a brief annotation summarising its relevance and key insights.

Final Presentation- Submission of an inception report outlining the agency's understanding of the assignment, proposed approach, key research questions, value-chain coverage, stakeholder categories and overall research strategy.

6. Selection Criteria:

Criteria	Specific requirements	Score max
Technical understanding and methodology	Strength and rigour of the proposed methodology.	20%
Demonstrated experience in agricultural and livelihood value chain research.	Demonstrated experience in agricultural and livelihood value chain research.	20%
Experience conducting qualitative interviews.	Demonstrated experience in conducting in depth interviews, FGDs, community interactions and other qualitative methods.	15%
Ability to identify and engage practitioners and experts across Meghalaya	Demonstrated understanding of the Meghalaya context and ability communities, practitioners, stakeholders and experts across the selected districts.	15%
Experience producing high-quality knowledge products and synthesis reports.	The ability to analyse qualitative findings and translate them into clear, evidence-based reports, behavioural insights, narrative frameworks and actionable recommendations.	10%
Qualifications and experience of the proposed team.	Relevant qualifications, experience and roles of the proposed team, including expertise in behavioral research, qualitative/ethnographic research, narrative inquiry, analysis and community engagement.	10%
Financial proposal	Covering expenses- Travel, Research Work, HR, Accommodation, Accounts & Finance, Administration, and Logistics, including travel arrangements, field visits and research support, employee coordination, accommodation bookings, bills and reimbursements, official documentation and approvals, as well as procurement, materials,	10%

	equipment, dispatch, and event-related arrangements. etc	
TOTAL		100%

The budget for the ToR is maximum up to 35 lakhs.

7. Geography – Meghalaya (East Khasi hills, West Jaintia hills, Ri Bhoi and North Garo hills)

8. SELCO offerings

The opportunity to contribute to Meghalaya’s Climate Responsive Livelihoods Programme through a research assignment covering six priority livelihood value chains. The selected agency will engage with practitioners and experts, identify successful enterprise development, capacity building and ecosystem strengthening in Meghalaya.

To apply

Interested consultants / organisations, with relevant experience (please include samples and/or references of the previous similar work as proof of experience) and based out of India are requested to reach out with a detailed proposal giving a brief on the methodology and the process they will uptake for this project, including budgets (with break-ups and explanation), timelines and milestones and submit the same to google form on before _____.

Any further queries please write to procurement@selcofoundation.org with a subject line: “_____” (Name of Project)

Financial Proposal Template: Budget Breakdown & HR Allocation

Collaborators are requested to use this template to provide a transparent breakdown of the costs associated with the annual contract.

Refer Terms and Condition:

1. Sub-contracting:

In the event that the Consultant requires the services of subcontractors to perform any obligations under the Contract, the Consultant shall obtain the prior written approval of the Foundation. Any rejection or non-performance of the subcontractor shall not, in and of itself, entitle the Consultant to claim any delays in the performance, or to assert any excuses for the

non-performance, of any of its obligations under the Contract, and the Consultant shall be solely responsible for all services, obligations and deliverables performed by its subcontractors

2. Quality Assurance

The data submitted to Selco Foundation should be accurate, complete, reliable and relevant. Consulting agency shall establish additional layers for data cleaning and submission.

3. Financials & Reporting

TDS will be deducted on the fixed amount as per Income Tax Act and Rate of Percentage. In accordance with the Central Board of Direct Taxes circular No. 7 of 2022 dated 30th March, 2022 in relation to the clarifications with respect to Section 114AAA of the Income-tax Rules, 1962, failure to link Aadhar number to the PAN card and/or failure by any person, who falls within the income tax bracket or otherwise, to file tax returns in relation to payment of TDS for any service (in accordance with Section 206AB and 206AA) and/or an inoperative PAN card will result in a 20% tax deduction.

4. Indemnification

Both parties shall indemnify and hold its Trustees, Directors and representative officers, employees, agents harmless from and against any and all claims, demands, actions, losses, liabilities, charges, damages, costs and expenses (including but not limited to reasonable attorney's fees) arising out of or resulting from (1) any claims arising in connection with activities undertaken by both parties in connection with the project or (2) Consultant's gross negligence or willful misconduct or breach of any undertaking, covenant, representation or warranty contained in this agreement and/ or the actual infringement of any patent, trademark, copyrights, trade secret or any other intellectual property right of the third party.

5. Patent, Copyright and other Proprietary Rights

- i. Except as is otherwise expressly provided in writing in the Contract, the Foundation shall be entitled to all intellectual property and other proprietary rights including, but not limited to, patents, copyrights, and trademarks, with regard to products, processes, inventions, ideas, know-how, or documents and other materials which the Consultant has developed for the Foundation under the Contract and which bear a direct relation to or are produced or prepared or collected in consequence of, or during the course of, the performance of the Contract. The Contractor acknowledges and agrees that such products, documents and other materials constitute works made for hire for the Foundation.
- ii. Subject to the foregoing provisions, all documents, reports, recommendations, documents, and all other data compiled by or received by the Consultant under the Contract shall be the property of the Foundation, shall be made available for use or inspection by the Foundation at reasonable times and in reasonable places, shall be treated as confidential, and shall be delivered only to the Foundation's authorized officials on completion of work under the Contract

- iii. The Consultant will treat all information given to him/her as information with proprietary value and will not disclose the same to competitors or any outsiders. The Consultant will not at any time, except under legal process, divulge any trade or business secret relating to the Foundation or any customer or agent of the Foundation, which may become known to him by virtue of his position as consultant, save in so far as such disclosure shall be necessary in the interest and for the benefit of the said Foundation and will be true and faithful to the Foundation in all dealings and transactions whatsoever relating to the said Foundation.
- iv. Reports or other data that are developed specifically for the performance of this Contract shall be the property of the Foundation and the Consultant shall deliver reports and data to the Foundation as per the milestones. Dissemination of the reports and any information from the said contracts shall be done with written approval from the Foundation.

6. Publicity, use of name & Logo of the Foundation:

The Consultant shall not advertise or otherwise make public for purposes of commercial advantage or goodwill that it has a contractual relationship with the Foundation, nor shall the Consultant, in any manner whatsoever use the name, emblem, logo or official seal of the Foundation or that of SELCO in connection with its business or otherwise without the written permission of the Foundation.

7. Observance of Law: Compliance with Laws and Regulations: The Consultant will comply with all applicable laws, rules, regulations and statutory requirements and amendments thereof, in the manufacture and distribution of products and supplies and in providing services to the SELCO and during the term of this Agreement.

Child Labor: The Consultant will, its parent entities, partners or subcontractors nor any of its subsidiary or affiliated entities (if any) is engaged in any practice inconsistent with the rights set forth in the Child Labour (Prohibition and Regulation) Act of 1986, which, inter alia, requires that a child shall be protected from performing any work that is likely to be hazardous or to interfere with the child's education, or to be harmful to the child's health or physical, mental, spiritual, moral, or social development.

Forced Labor: The Consultant will not engage in any activity that will result in forced or compulsory labor under applicable laws including the Bonded Labour System (Abolition) Act, 1976,

Abuse of Labor: Consultant will act in accordance with applicable laws and regulations and will not violate the rights of labourers as stated in The Factories Act, 1948 and similar legislations.

Working Hours, Overtime, Wages and Other Benefits-Working hours, wages and benefits shall be provided by the Consultant to its staff and employees in accordance with applicable laws including the Minimum Wages Act, 1948.

Declaration of blacklisting: Consultant represents and warrants to SELCO that, as on the date of signing of this Purchase Order, it is neither blacklisted/ debarred nor it is under a declaration of ineligibility by Central / State or Semi-Government Organization/Department or Institutions and Public Sector Undertakings in India and abroad. The Consultant further undertakes to duly inform SELCO in the event it is blacklisted subsequent to execution of this Purchase Order.

Compliance with Anti-bribery Laws: Consultant and each of its directors, officers, employees, agents or other (collectively referred to as "Consultant") represent and warrant that it shall not either directly or on behalf of SELCO Foundation give, offer, promise to offer, or authorize the offer, directly or indirectly (proxy bribing), anything of value (such as money, shares, goods or service, gifts or entertainment) to government officials, government customers, potential government customers or foreign government officials including officials of any public international organizations or officials of any political party either in India or abroad ("Officials") with an Intent to influence any act or decision in his or her official capacity Induce the Official to do or omit to do any act in violation of his or her lawful duty to obtain any improper advantage, or Induce to use such Official 's influence improperly to affect or influence an act or decision.

The Consultant shall not provide any offering, promising, giving or receive, solicit or accept a financial or other advantage, or any other thing of value, with the intention of influencing or rewarding the behaviour of a person in a position of trust to perform a public, commercial or legal function to obtain or retain a commercial advantage.

The Consultant understands and acknowledges that any non- adherence to the warranty as stated herein above will be violation of the provisions of the Indian Prevention of Corruption Act,1988 and other applicable laws and legislations ("Anti-bribery Laws").

In addition, Consultant agrees to promptly report to SELCO Foundation of any incident of breach or potential breach of this section.

Compliance with Sexual Harassment of Women (Prevention, Prohibition & Redressal) Act, 2013 (PoSH): The Consultant shall agree to adhere to the mandates prescribed under the Sexual Harassment of Women (Prevention, Prohibition & Redressal) Act, 2013, which requires all workplaces to have a Policy and Internal Committee to address complaints of sexual harassment that women may face at the workplace.

8. Termination:

Either party may terminate this contract by giving a notice in writing to the other party stating their intention to terminate the same on the expiration of Seven (7) days from the date of such notice. In addition, the Foundation may also terminate this contract forthwith in the event of any fraud, misconduct or neglect of duties on the part of the Consultant. Any notice to be given hereunder shall be sufficiently given to the Consultant if forwarded by registered post or by Courier Service to the last known postal address of the Consultant and shall be sufficiently

given to the Foundation if similarly forwarded to the registered office. Upon the termination of this contract and payment of the said fees due up to such termination, and payment of all disbursements and out-of-pocket expenses incurred up to the date thereof (provided the same have been incurred after obtaining prior approval), the Consultant shall deliver all deeds, documents and paper in his possession relating to the business of the Foundation or as the Foundation shall direct, and shall continue to afford him all reasonable assistance for concluding pending matters at the date of such termination without making any charge thereof.

9. Force Majeure:

- i. *Force majeure* as used herein means any unforeseeable and irresistible act of nature, any act of war (whether declared or not), invasion, revolution, insurrection, terrorism, or any other acts of a similar nature or force, *provided that* such acts arise from causes beyond the control and without the fault or negligence of the Consultant
- ii. In the event of and as soon as possible after the occurrence of any cause constituting *force majeure*, the affected Party shall give notice and full particulars in writing to the other Party, of such occurrence or cause if the affected Party is thereby rendered unable, wholly or in part, to perform its obligations and meet its responsibilities under the Contract. The affected Party shall also notify the other Party of any other changes in condition or the occurrence of any event which interferes or threatens to interfere with its performance of the Contract. Not more than fifteen (15) days following the provision of such notice of *force majeure* or other changes in condition or occurrence, the affected Party shall also submit a statement to the other Party of estimated expenditures that will likely be incurred for the duration of the change in condition or the event of *force majeure*.
- iii. On receipt of the notice or notices required hereunder, the Party not affected by the occurrence of a cause constituting *force majeure* shall take such action as it reasonably considers to be appropriate or necessary in the circumstances, including the granting to the affected Party of a reasonable extension of time in which to perform any obligations under the Contract.
- iv. If the Consultant is rendered unable, wholly or in part, by reason of *force majeure* to perform its obligations and meet its responsibilities under the Contract, the Foundation shall have the right to suspend or terminate the Contract on the same terms and conditions as are provided for in this Contract.
- v. Both the Foundation and the Consultant fully and freely intend to create an independent Contractor relationship under this Contract. Nothing herein shall be deemed to establish a partnership, joint venture, association or employment relationship between the parties. Both parties agree that the consultant has the right to sole and exclusive control over the manner and means employed in performing their activities under this Contract.

10. Settlement of disputes:

- i. The Parties shall use their best efforts to amicably settle any dispute, controversy, or claim arising out of the Contract or the breach, termination, or invalidity thereof.

Any dispute, controversy, or claim between the Parties arising out of the Contract or the breach, termination, or invalidity thereof, unless settled amicably, within sixty (60) days after receipt by one Party of the other Party's written request for such amicable settlement, the matter shall be referred by either Party to arbitration in accordance with the Arbitration and Conciliation Act, 1996. The venue of the arbitration shall be at Bangalore. Likewise, the jurisdiction will vest with courts in Bangalore.