Terms of Reference

Rural Financial Institutions Programme (RFIP)

Innovative Financial Products and Services available for Self Help Groups (SHGs) and their member

Background

Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) GmbH is an enterprise owned by the German Government. GIZ implements sustainable development through international cooperation, on behalf of Germany and other partners. With a global footprint in over 130 countries, GIZ leverages its regional and technical expertise for local innovation.

GIZ India has a team of over 300 staff. To address India's need for sustainable and inclusive growth, in partnership with stakeholders, GIZôs key focal areas are:

- Energy (renewable energy and energy efficiency), Mitigation of greenhouse gas emissions
- Environment (sustainable urban and industrial development, natural resource management, climate change adaptation, biodiversity)
- Sustainable economic development (rural finance, social security systems, small and medium enterprises)
- Skill development

The RFIP is jointly implemented by the GIZ on behalf of the German Government and the National Bank for Agriculture and Rural Development (NABARD) on behalf of the Indian Government. It aims at increasing access to sustainable and demand-oriented financial services through the institutions of the rural cooperative credit system, microfinance organizations and banks and their business correspondents. Currently, the RFIP consists of three main components and one cross-cutting theme:

- Strengthening the Short-term Cooperative Credit Structure (CCS) and its institutions to provide sustainable financial services,
- Promoting needs-based and sustainable microfinance services, especially through self-help groups (SHGs) and community-based organisations,
- Promoting inclusive financial services, including remittances services for domestic migrants, through banks and their business correspondents, and
- Promoting financial awareness, literacy and capability as a pre-requisite for effective and sustainable financial inclusion.

The availability of needs-based and sustainable microfinance services through SHGs to their members is a key pillar of the SHG 2 concept which focusses especially on providing voluntary savings to members, the availability of cash-credit faciliaties to the group and loans for income generation pruposes through Joint Liability Groups (JLGs). Furthermore a variety of stakeholders (banks, MFIs, NGOs, BCs) is offering a broad range of financial services to members of SHGs. These include insurance, pension, savings and loans for housing, education or other special purposes, payment services etc. The sector has been witnessed a lot of innovations in these services, their design and delivery, but these experience are hardly shared with others and not made available for replication.

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Objective
The objective of the assignment is to document existing innovative financial products and services which are being used by SHG members.

Tasks

- Desk and Literature review on innovative financial products and services available for SHG members
- Key informant interviews for selecting of innovative products to be documenated and analysed
- Documentation and in-depth analysis of selected (upto 5 ï will be selected jointly with consultant, GIZ and NABARD) innovative financial products and services which are being offered to SHGs and their members (savings, loans/credit, insurance, pension, payment services, others). Parameters of analysis are (tbd):
    - Product design
    - Delivery channel
    - Provider analysis
    - Innovations and Challenges
    - Satisfaction of clients
    - Benefit to client
    - Recommendations for replication

- Identification of gap in available product and services for SHG members
- Recommendations for stakeholders and policy makers
- Presentation to NABARD, GIZ and other selected stakeholders
- Comprehensive report including in-depth analysis for internal use (GIZ and NABARD)
- Lean report for publishing (focus on learnings and replication)

Deliverables

- Overview presentation based on desk research and key informant interview to select products/services to be studied in-depth
- Framework for in-depth analysis of selected products and services
- In-depth report including overview study and detailed analysis of selected products and services (report outline will be discussed jointly with GIZ)
- Presentation of Findings and Recommendations to NABARD, GIZ and other stakeholders
- Lean report for publishing (max 20 pages ï report outline will be discussed jointly with GIZ)

Assignment Duration

2 months from the date of signing the contract

Other Terms & Conditions

The end-deliverable and the achievement of final milestone should be approved by GIZand NABARD as conditions for release of final payment. All the work/reports undertaken/developed/prepared under this assignment will be the property of GIZ NABARD RFIP Programme and cannot be used, published, copied or otherwise disseminated without prior written approval.

Feedback will be communicated to the consultant continuously at the end of several activities carried during all phases. Where necessary, consultant shall make appropriate changes to improve the deliverables and address this feedback. On the completion of the assignment and its acceptance by GIZ and NABARD, written confirmation shall be provided to the consultant which will trigger the relevant milestone payment. No payment will be processed without the acceptance of deliverables.

Activities and Expertdays (Aggregated)			
S.No.	**Activity**	**(Expertdays) Senior**	**(Expertdays) Mid Level**
1	Secondary research and selection of case studies	5	10
2	5 detailed case studies, data collection & analysis	20	50
3	Report preparation ï detailed report & short report	10	30
4	Presentation of findings & finalization of documents	5	10

Eligibility criteria and Expertise /skill sets required:

- Ten years of demonstrated excellent expertise in working with Self Help Groups in India
- Excellent knowledge of innovations in micrifinance sector at national and international level
- Strong presence in the microfinacne sector in India and prior experience of working with financial institutions
- Prior experience of working with NABARD, SGSY, MoRD would be an advantage
- Good knowledge about Self Help Group Bank Linkage, SGSY, JLGs programmes in India
- Strong Analytical skills and excellent report writing and communications skills
- Documented experience of team members in similar or related projects/assignments would be an advantage

Confidentiality

All information and documentation given to the Consultant is strictly confidential and may be used only for the purposes of completing this assignment. All documentation and illustration material must be returned immediately on completion or termination of the assignment.