Terms of Reference

Exploring business opportunities for UPNRM in North Eastern Region (Assam, Sikkim, Meghalaya, Tripura and Nagaland)

1. Background

The National Bank for Agriculture and Rural Development (NABARD) in collaboration with GIZ and KfW is implementing the Umbrella Programme for Natural Resource Management (UPNRM) for funding community managed Natural Resource Management (NRM) based livelihood projects. The programme supports financially viable models linking sustainable utilization of natural resources with enhancing investments in NRM sector.

UPNRM has sanctioned 205 projects until December 2013 in more than 15 sectors spread across 18 Indian States and one union territory. UPNRM with its growing portfolio and an intrinsic goal of reaching out to the poorest and marginalized, is moving to a second phase making it even more essential to expand its coverage into new sector areas and regions/states which are rich in natural resources yet have not been able to fully benefit of development collaboration. North Eastern region, which has only one UPNRM project at present, seems to be an ideal region for initiating projects under UPNRM.

North Eastern Region is very rich in terms of natural wealth and is endowed with natural resources and biodiversity hotspots. The states have predominant tribal population managing the wealth of natural resources. Despite this abundance, the livelihood of rural people, predominantly tribals, is threatened. This is because of poor capacities of tribal population for development and trade of their produce, lack of organized markets and low private sector investments.

There is huge potential for UPNRM business in the North Eastern States inviting for increasing its outreach.

2. Objectives:

The study aims at drawing-up new strategies and business opportunities / models for UPNRM initiatives in the states of **Assam, Sikkim, Meghalaya, Tripura and Nagaland**

3. Major tasks and deliverables:

Given these objectives, the consultant will undertake the following tasks:

Tasks	Deliverables	Expert days per State/Time Line

• Identify major sectors and areas suitable for UPNRM • Detailed interaction with the NABARD regional office teams in the states (Assam, Sikkim, Meghalaya, Tripura and Nagaland) to finalize the potential institutions and documents of government programme to be referred for further meetings and interactions to finalize the sectors, areas and actors for UPNRM. • Studying existing state government schemes, policies and programs related to the identified sectors for forging potential convergence with UPNRM.	1. A short report presenting a brief overview of the sectors with identified opportunities and gaps for possible areas of convergence with UPNRM	7/Mid December 2014
• Identify suitable channel partners (CPs) (federations, clusters, societies, NGO, Producer Organizations / POs), etc. working in these sectors • Studying the existing work of the identified CPs in relation to NRM for considering them as potential channel partners for UPNRM	2. A list of potential channel partners/implementing agencies for support under UPNRM with a detailed note on possible areas of collaboration	
• Organise stakeholder consultations with regional rural banks, SHGs, farmer groups, tribal groups, industries (forest, handicraft, agro-processing etc.) by means of field visits;	3. Field visit report	15/First Week of January 2015
• Develop strategies based on the stakeholders' consultations, insights of field visits, workshop outputs for UPNRM initiatives in the states	4. A comprehensive strategy paper with clear indications of possible business opportunities for UPNRM and that leads to generation of project	5/End of January 2015
• Conduct a regional workshop to present/discuss the findings, issues, gaps and identify leverage areas for possible collaborations/ convergence with UPNRM	5. Draft final report with a compilation of secondary research, field visits and workshop outcomes 6. Final report incorporating all suggestions.	6/Mid-March 2015 15th April 2015

4. **Duration of the contract:**

The consulting assignment requires an input of 200 person days over a period of 6 months starting from **05th December 2014 to15th April 2015**.

5. **Supervision:**

The consultant will directly work under the supervision of Program Director, NRM GIZ India in planning the initial exploratory visits and the final plan for the detailed visit and subsequent interaction with the sector programmes and experts and potential channel partners in consultation and with inputs from the NABARD HO and concerned state regional offices (Assam, Sikkim, Meghalaya, Tripura and Nagaland).

6. **Eligibility Criteria & Qualifications required;**

Sl.	Criteria	Required Eligibility
1	Experience of company	Credit based financing in NRM, Agriculture, Rural Development,
2	Qualification of Proposed Staff	Master or PhD NRM Sector – Agriculture, Rural Development, Livelihood Development
3	Specific Qualification	Credit based financing for livelihood promotion
4	Regional experience /knowledge of country	All India experience with specific exposure to NER
5	Language Skills	English, Hindi, Local Language of NER States (Assam, Sikkim, Meghalaya, Tripura & Nagaland)

For more details, kindly follow the Technical Assessment Grid.