

Terms of Reference (TOR) on

TOR on Consultancy services towards Value Chain Analysis for Jackfruit

Title	Conduct a detailed value chain analysis for Jackfruit in Assam, Meghalaya and Orissa to identify gaps and scope for value addition through inclusive community-based solutions.
Timeline	03 Months
Expected area of expertise	<ul style="list-style-type: none">• Agricultural value chain analysis, Scoping study, Value chain-based grass root organization• Agri Business /Agri logistics/ Agri Infrastructure• Knowledge Team in Site Assessment and Problem statement• Agri Market linkages, Documentation and Report Making
Email and website	https://forms.gle/aL6Mqxm1YX8eJz4j8 (Contact Procurement for Form Link)
Last Date of Application	16th June, 2025

Overview:

Call for proposal: Consultancy services for Jackfruit based value chain analysis

Focused Geography: Assam, Meghalaya, Orissa

1. 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/>)

2. Background

SELCO Foundation works at the nexus of sustainable energy and inclusive development. It partners with various ecosystem stakeholders across livelihood, health and others towards building and sustaining innovative solutions that are inclusive, futuristic, and replicable. The Key focus areas of the foundation include adaption and scaling of innovative climate smart technologies, energy efficient and sustainable practices; documenting and mobilizing best

practices in the focused sectors to address the inequity and development of inclusive growth via bridging ecosystem gaps.

Among the various areas of livelihood, value chain-based approach is one of the prominent ways towards inclusive growth and among the commodities, Jackfruit based value chain is important as provide food security, environmental sustainability and economic empowerment to the communities. However, the value chain is fragmented and a systematic approach towards building an ecosystem around that is the necessity. Considering it, a detailed analysis/scoping study for Jackfruit value chain is proposed.

3. Objectives and Goals:

Goal: Conduct a detailed value chain analysis for Jackfruit. This analysis is aimed at mapping and understanding the stakeholders and processes involved in the value chain, and scope areas for greening the same. To understand the gaps and scopes in the Jackfruit value chain towards improving and enhancing lives and livelihoods of under-served stakeholders within the value chain

Objectives:

The objective of this study is to identify avenues to improve livelihood options of farmers dependent on Jackfruit.

- Conduct a detailed analysis of jackfruit value chains to identify scope for inclusive growth and livelihood strengthening of farmers in Assam, Meghalaya, Orissa along with Maharashtra
- Understanding the pre, production and post-harvest processes across the value chain towards identifying gaps and opportunities for designing climate resilience programs.
- Understand all the stakeholders involved in all the stages of the value chain for Assam, Meghalaya, Orissa
- Highlighting sustainable practices and the integration potential for energy optimization and clean energy-based intervention at different levels, which is the key element of the study.

For this, the consultant needs to do in-depth value chain analysis for the selected geographies, assess the current scenario in selected regions, map key stakeholders, and identify potential for improving and enhancing lives and livelihoods of under-served, within the value chain while considering climate resilient solutions that improve livelihood opportunities of the farmer

4. Scope of Study

Proposed Regions

- Assam, Meghalaya, Odisha
- Timeline: **3 months**

1. Jackfruit Value Chain Analysis:

- a. Analyze pre, production and post production processes, market dynamics, and challenges faced by stakeholders. Conduct a literature review and desk research on the jackfruit value chain of India and global.
- b. Develop an ecosystem map of potential stakeholders working within the jackfruit value chain (highlight any and all stakeholders working to make it more equitable and sustainable). This mapping can be done at a global and national level via secondary research prior to identifying the focus geographies and mentioned.
- c. Conduct field visits to jackfruit-producing regions of selected geographies to gather data and insights from stakeholders. Conduct interviews with farmers, cooperatives, processors, exporters, and government officials. Identify key players, including farmers, cooperatives, processors, exporters, and retailers and create user profiles.
- d. Assess the potential for innovation from input to value addition and diversification towards scaling and commercialization within the jackfruit value chain.

2. Technology/ Innovation Assessment:

- a. Identify relevant technologies for various stages of the jackfruit value chain.
- b. For each technology type, Identify the relevant ecosystem players, including vendors and suppliers.
- c. Benchmark technical specifications (especially for small and medium scale/ distributed units)
- d. Create a market research document for the technology landscape
- e. Identify scope and gaps for technology interventions that are climate resilient and improve livelihoods
- f. Evaluate the technical and economic feasibility of integrating suggested innovations, clean energy or energy optimization-based technologies, assess the potential benefits and challenges of the same.
- g. For recommendations beyond technology design program that can help demonstrate/ test hypothesis proposed
- h. For any clean energy integration/ energy optimization opportunities develop testing/ piloting program design that can help showcase the social, financial and environmental benefits
- i. Analyze the potential benefits for farmers, communities, and the environment.

5. Work plan

Preparation (Week 2-4): Conduct secondary research for Jackfruit value chain at global, national and focussed geographies. The secondary research means to include growing regions, production scenario, technologies available, market demand and potential, roles of various stakeholders, challenges and opportunities for small scale growers, case study on success of Jackfruit value chain towards livelihood enhancement

Selecting sites for the proposed geographies (Week 5-6)

Selection criteria for sites should balance representativeness, operational diversity, and geographic spread. Suggested criteria include:

- **Geographic Diversity:** Cover the state, at least fifteen sites in selected geography from the priority areas of focused state to ensure representation from major Jackfruit producing regions
- **Market Access:** Select market access levels (local, regional, or national markets).
- **Identify at least ten sites from each geography with potential for piloting and scaling renewable energy integration to assess technology fit**

Field Research (Weeks 6-9): Site Visits and Stakeholder Interactions

Site Visits: Identify production clusters, target at least 15 sites from each focused geography ensuring diversity in size, maturity, and practices. The sites should be finalised along with the discussion of SF team. The practices should also cover preparation of primary questionnaires, discussion and validation with SF team, stakeholders' interaction in each nodal points of the end-to-end value chain from inputs to market flow.

6. Data analysis and Reporting (Week 10-12):

Interim findings to be presented to SF team post site visits

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discussion with SF team												
Primary research, review and discussion												
Data analysis												
Reporting												

7. Deliverables

1. **Inception Report:** Secondary review and work plan
2. **Comprehensive Report:**
 - a. Analysis of the value chain
 - b. Assessment of gaps, challenges, and opportunities
 - c. Recommendations for technology integration and market development
 - d. A prioritization framework for the value chains towards improving livelihood
 - e. Recommendation of sites for the intervention
 - f. Strategic roadmap for SELCO Foundation's interventions

Presentation Deck and Report: Summarizing key findings and recommendations for stakeholders.
3. **Crop Calendars:** Year-round income sustainability plans
4. **Raw Data Compilation:** Surveys, footage of interviews, and field observations for future reference.

Deliverables	Description	Units
Submission of Inception Report (Word and Pdf format)	Finalize field tools and submit inception report along with detailed references (Word, Pdf format)	1
Preparation of Comprehensive Report	Visit sites, collect and analyse data, capture video footage, Photos; identify gaps, and draft findings (Word, Pdf, Jpeg, MP4)	
Submission and report presentation	Report presentation and final submission (Pdf, Word format) along with recommendations, deliverables, segmented raw data	1

8. Eligibility Criteria

1. Expertise and relevant experience in agriculture value chains, production, processing and community-based enterprise development
2. Prior experience in conducting scoping studies, stakeholder mapping and program design
3. Knowledge of renewable energy solutions and their application in rural contexts
4. Strong analytical, research, and reporting skills
5. Expertise and familiarity with the selected geography and its socio-economic and ecological context is preferred.

9. Submission Requirements

1. A detailed proposal outlining Program Plan, approach, methodology, and timelines for each focus area.
2. A financial quote with a breakdown of costs.
3. Profiles and relevant experience on the value chain.
4. Examples of similar past projects.

10. Selection Parameters

1. Relevant background and experience -20%
2. Quality of approach and methodology- 20 %
3. Local presence/experience working in the states- 10 %
4. Workplan-20 %
5. Cost effectiveness - 20%
6. HR – 10%

11. Application Process

Interested individuals, with relevant experience (please include portfolio and links of relevant work) are requested to reach out with a Statement of Purpose giving a brief on how the opportunity aligns with their goals, including budgets (with break-ups and explanation), timelines and milestones and submit the same to the google form <https://forms.gle/p4duV9KDBSipkZf48> on **before 16th June, 2025**.

Any further queries please write to procurement@selcofoundation.org with a subject line: **“Onboarding Consultant services towards Value Chain Analysis for Jackfruit”**

Note: The application will be evaluated on a rolling basis.