

# Call for Applications for Building Climate Smart Post Harvest Systems Strengthening Primary, Secondary and Tertiary Technologies for Small Farmers and Micro Enterprises



Terms of Reference (TOR)

<b>Name of the initiative</b>	<b>Building Climate Smart Post Harvest Systems</b> Strengthening Primary, Secondary and Tertiary Technologies for Small Farmers and Micro Enterprises
<b>Timeline</b>	<b>12 months</b> - November 2025 to November 2026
<b>Expected area of expertise</b>	Technology Innovation, Prototyping, Piloting, Scaling, Creation of training modules, Certification, Media and Outreach etc.
<b>Apply Link</b>	<a href="https://forms.gle/HXjYndPWKezNhC8U6">https://forms.gle/HXjYndPWKezNhC8U6</a> (Contact Procurement for Form Link)

## Introduction

SELCO Foundation is looking to work with post-harvest hardware and/or phygital technologies that reimagine post-harvest systems and strengthen India's agricultural value chains. The program is built to respond to the challenges faced by small farmers and micro-enterprises, while also addressing the urgent need for climate-smart solutions that reduce losses, enhance resilience, and promote sustainable growth in post-harvest systems. By nurturing innovation, enabling collaboration, and advancing inclusive technologies, the program aims to create solutions that are affordable, climate-smart, and rooted in community resilience.

## 1. About SELCO Foundation:

SELCO Foundation is an open-source, not-for-profit organization that engages in field-based R&D and ecosystem building for the deployment of clean energy solutions that alleviate poverty by improving access to sustainable energy to underserved communities in tribal, rural, and urban poor areas. The organization works in collaboration with practitioners in the social sector, energy entrepreneurs, NGOs from various developmental sectors, and educational institutions to link the benefits of sustainable energy to poverty eradication. The organization works across verticals such as energy access, health, and livelihoods with practitioners in the social sector, energy entrepreneurs, and partners from various developmental sectors. You can find more information about the SELCO Foundation on our organization's [website](http://www.selcofoundation.org/). ( Read more about SELCO here: <http://www.selcofoundation.org/> )

## 2. About the Program:

India loses nearly 30–40% of fruits and vegetables and significant portions of cereals and pulses every year due to weak post-harvest systems. These losses translate not only into economic setbacks for small

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farmers but also into wasted water, energy, and land, and significant greenhouse gas emissions. With climate change intensifying vulnerabilities, strengthening resilient post-harvest systems has become central to ensuring food security, safeguarding livelihoods, and protecting the planet.

Enterprises developing **climate-smart, energy-efficient technologies offer a critical pathway to address these challenges**. Innovations such as solar dryers, cold storage, energy-efficient milling machines, and climate-controlled packaging can reduce spoilage, extend shelf life, and enable better value addition. However, **without targeted support, many such enterprises struggle to move innovations from lab to field, or from successful pilots to large-scale adoption**.

Enterprises developing post-harvest technologies in India face two critical challenges: **transitioning innovations from prototype to market and scaling validated solutions beyond pilot implementation**. At the innovation stage, **gaps in design refinement, technical validation, and field testing across diverse agro-climatic contexts often prevent technologies from achieving market readiness**. At the scale stage, constraints such as **limited access to finance, inadequate manufacturing ecosystems, and weak market linkages restrict wider adoption and systemic impact**.

Targeted support at both stages is essential to ensure that **climate-smart, energy-efficient, and decentralized technologies transition from concept to large-scale deployment, thereby reducing losses, enhancing value addition, and strengthening resilient agri-food systems**. This is particularly relevant for enterprises that are uniquely positioned to integrate technological innovation with social impact objectives. **Their mission-driven approach ensures that solutions are developed not only with commercial viability in mind but also with a focus on inclusivity, accessibility, and long-term benefits for rural and underserved communities**.

### 3. SELCO Foundation's Approach:

The Program takes a **focused approach to nurturing innovation and enterprise development**. It is built to **spark discovery, enable acceleration, and drive systemic change through engagement using structured participation or broader ecosystem outreach**—creates opportunities for **knowledge sharing, meaningful connections, and transformative insights in the agricultural sector**.

**The program is designed to drive innovation and scale in post-harvest technologies**. By offering financial support, design expertise, and access to advanced resources, **it enables entrepreneurs to experiment with new ideas, prototype effectively, and validate technologies across diverse agro-climatic contexts**.

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Beyond innovation, the program also creates **pathways for scale and systemic impact**. Through mentorship, market linkages, and ecosystem integration, **enterprises can transform promising ideas into future-ready solutions and businesses** that not only tackle productivity, **mechanization, and drudgery** but also **build resilience against the climate challenges shaping India's agri-value chains**.

At its core, **the program is about ecosystem building and resilience**. By empowering entrepreneurs and grassroots innovators to co-create solutions, **it advances inclusive, hardware-led R&D that strengthens livelihoods while supporting climate-smart practices and sustainable growth across the agriculture value chain**. The approach is grounded in preparing communities for the challenges of tomorrow—**ensuring resilience, equitable opportunities, and a technologically empowered, climate-conscious future**.

## 3.3 Duration of the Program:

**November 2025 to November 2026 (12 months)**

## 3.4 SELCO's Offering for the Program:

SELCO Foundation depending on the need, shall offer:

- ❖ **Strategic Financial Support:** Resources for piloting, prototyping, research, outreach, and technology demonstrations and scale of the technology
- ❖ **Expert Insights:** Engage with sector specialists through webinars, guided review rounds, and Q&A sessions to refine and upgrade innovations.
- ❖ **Innovation Networks:** Integration into India's agri-tech ecosystem and global platforms to unlock collaborations, partnerships, and scale opportunities.
- ❖ **Comprehensive Mentorship:** Deep sector expertise and adaptive knowledge systems to evolve MVPs into climate-smart enterprises with the capacity to grow, replicate, and scale across value chains.
- ❖ **Market & Ecosystem Readiness:** Exposure to real-world contexts, user insights, and validation opportunities to ensure long-term adoption.

## 4. Who can apply:

- ❖ Enterprises that **innovate/develop/supply/integrate livelihood** technology solutions in working in post-harvest sector
  - ❖ Enterprises having **innovative Idea, Proof of Concept, MVP**
  - ❖ Enterprises seeking to **test and/or deploy the technologies for evidence building**
  - ❖ Grassroots enterprises catering to **small farmers, microentrepreneurs for livelihood**
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**technologies for agricultural post harvesting processing**

- ❖ Enterprises looking at **working closely with stakeholders such as NGO/ govt. Institutes/Financial institutions** for scaling their technologies.

\*Geography – **Pan India**

## **5. Scope of Work:**

Shortlisted enterprises may choose to work on all or a part of the activities listed below-

- ❖ Technology piloting, building proof-of-concept
- ❖ Prototype Building, Testing
- ❖ Deployment and scaling the livelihood technologies
- ❖ Unlocking relevant schemes and finance
- ❖ Conducting Research and Documentation
- ❖ Creating Training Modules
- ❖ Conducting Awareness and Orientation workshops with end-users, Financial Institutions, NGOs
- ❖ Certification and Empanelment of technologies
- ❖ Marketing and Outreach Activities like Branding/Sales, Marketing, Events/Melas

## **6. Expected Deliverables:**

The selected enterprises are expected to deliver monthly/quarterly reports for each activity proposed/selected by them in the format specified by SELCO Foundation.

## **7. Selection and Evaluation Criteria:**

In addition to the filled application form, SELCO Foundation will also be evaluating the applications based on the following criteria:

- ❖ Enterprises working in Post Harvesting Processing Sector- Primary, Secondary and Tertiary stage
  - ❖ Post Harvest Technology oriented towards value adding to small farmers, micro entrepreneurs
  - ❖ Innovations addressing productivity, mechanization, and drudgery, while holding the potential to reshape and strengthen post-harvest agri-value chains.
  - ❖ For Technology under Scale:
    - Technically sound and well-functioning livelihood technologies
    - Intent for post installation servicing of technologies
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## 8. Application Process and Proposal Submission:

If your enterprise is interested in collaborating with SELCO Foundation, kindly fill the application form shared below with relevant details -[Link](#)

Last Date for Application – **15<sup>th</sup> October 2025**

## 9. To Apply:

Interested consultants / organizations, 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 ect, including budgets (with break-ups and explanation), timelines and milestones are submit in the same google form <https://forms.gle/7esKpugPRckKbdpN6> on before **15<sup>th</sup> October 2025**.

Any further queries please write to [procurement@selcofoundation.org](mailto:procurement@selcofoundation.org) with a subject line: **“Building Climate Smart Post Harvest Systems Strengthening Primary, Secondary and Tertiary Technologies for Small Farmers and Micro Enterprises”** (Name of Project)

## General Terms

1. SELCO reserves the right to contact the enterprise for further information or clarifications required during the selection and evaluation process. Selected enterprises will be invited for further discussion and assessment.
2. The responsibility of following up with the end users, before and after the sales lies with the enterprise.
3. The proposal and quotation are inclusive of all necessary taxes and costs applicable.
4. All relevant files, including *editable versions of the deliverables*, need to be provided by the enterprise. SELCO Foundation has the right to use the materials as needed.
5. SELCO reserves the right to select or reject a proposal based on the fulfillment of the criteria outlined above.

## Refer Terms and Condition:

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**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.

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- 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:**

- i. Observance of Law: The Contractor 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 Foundation and during the term of Agreement.
  - ii. Child Labour- The Contractor 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.
  - iii. Forced Labor- The Contractor 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,
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- iv. Abuse of Labour- Contractor 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.
  - v. Working Hours, Overtime, Wages and Other Benefits- Working hours, wages and benefits shall be provided by the Contractor to its staff and employees in accordance with applicable laws including the Minimum Wages Act, 1948.
  - vi. Declaration of blacklisting- Contractor 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 Contractor further undertakes to duly inform SELCO in the event it is blacklisted subsequent to execution of this Purchase Order/Work Order.
  - vii. Compliance with Anti-bribery Laws: Contractor and each of its directors, officers, employees, agents or other (collectively referred to as " Contractor ") 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.
  - viii. The Contractor 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.
  - ix. Contractor 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").
  - x. In addition, Contractor agrees to promptly report to SELCO Foundation of any incident of breach or potential breach of this section.
  - xi. Compliance with Sexual Harassment of Women (Prevention, Prohibition & Redressal) Act, 2013 (PoSH): The Contractor 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.
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**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.
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**10.** 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.

**11. 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.

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