



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

<b>Title</b>	<b>Climate resilient Goatery Livelihood Study</b>
<b>Timeline</b>	10 - 12 weeks (to be confirmed at onboarding)
<b>Expected area of expertise</b>	<ul style="list-style-type: none"><li>• Strong grounding in animal husbandry, rural livelihoods, or agricultural systems with specific exposure to goatery production systems preferred.</li><li>• Familiarity with India's agro-climatic zones and how they shape livelihoods</li><li>• Experience conducting farmer interviews, participatory assessments, ecosystem mapping, and field research in rural Indian contexts.</li><li>• Ability to synthesise system level findings across geographies into coherent, actionable insights.</li><li>• Familiarity with goat breed diversity in India - indigenous breeds, their distribution, and ecological fit is a strong advantage.</li><li>• Some exposure to livestock housing or rural built environment is an advantage; technical design expertise is not required.</li><li>• Working knowledge of Kannada, Odia, languages of the North East, or other relevant regional languages is an advantage.</li></ul>
<b>Apply Link</b>	<a href="https://forms.gle/7jwKxaS3EnvcEGHf6">https://forms.gle/7jwKxaS3EnvcEGHf6</a> (Contact Procurement for Form Link)
<b>Last date to apply</b>	<b>25<sup>th</sup> June, 2026</b>

### About SELCO Foundation

SELCO Foundation has been established with a mission of achieving rural development and conservation of the environment by promoting the use of sustainable energy. The Foundation, for the past ten years, has been working on field-based RCD work and has developed various models and processes in sectors of basic energy access, health, education, livelihoods, financial inclusion and built environment which can be replicated and scaled up to bring in social inclusivity and equity in the nation. (Read more about SELCO here)

### Background

Goat is one of the most important livestock species in rural areas across the developing world. Often called the "poor man's cow," the goat offers a unique combination of utility and resilience - providing milk, meat, hide, and in some cases fibre, while thriving on low-quality fodder and crop residues, requiring relatively modest housing and management, and being less prone to disease than many other livestock species. Goat milk is widely valued for its digestibility and perceived medicinal properties, while goat meat is popular across cultures and geographies.



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

India leads the world in goat population. As per the 20th Livestock Census, India's goat population stands at 148.88 million, which is 27.7% of the country's total livestock population. Due to its wide ecological adaptability, the goat is reared across diverse agro-climatic zones, by diverse communities, under diverse production systems. This very diversity, however, means that goatery looks very different depending on the context. Breed choice, rearing practices, feed availability, market access, housing typologies, and the economic profile of producers all vary significantly by zone. Understanding this variation is therefore a prerequisite for any meaningful intervention.

### Project Summary

This is primarily a landscape and ecosystem study of goatery as a livelihood, organised through an agro-climatic zone lens. The consultant will begin with a desk-based secondary research review and zone mapping exercise across Karnataka, Odisha, and North East India drawing on indicators such as agro-climatic conditions, predominant rearing systems, community profiles, feed availability, and market access, among others, to understand how goatery varies across contexts. This analysis will inform the selection of field sites for primary research. On the ground, the consultant will engage directly with goat-rearing communities to document the full ecosystem of goatery: its actors, practices, economics, challenges, and regional variation covering animal health, feed and nutrition, input costs, market linkages, and housing. The final output is a zone-structured landscape report covering all major problem areas, with a conceptual section on housing and shed ideation as a starting point for future intervention thinking.

### Goal of the Assignment

To build a foundational understanding of goatery livelihoods across Karnataka, Odisha and North East India, mapping the ecosystem, breed distribution by agro-climatic zone, and problem statements across the value chain, and surfacing ideas for potential future interventions.

### Objectives

- Conduct a secondary research review on goatery in India and the three focus geographies -Karnataka, Odisha, and North East India. This should draw on published literature, government reports, and existing studies. The review should cover the national goatery landscape, breed diversity and distribution, production system typologies, value chain structures, policy and scheme frameworks, and any prior interventions or documentation specific to the focus geographies. This secondary research will form the analytical foundation for the zone mapping and field work that follows.
- Map goatery across the agro-climatic zones within Karnataka, Odisha, and North East India, understanding how ecological conditions, rearing systems, and community practices vary across zones and geographies.



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

- Identify the main stakeholders in the value chain.
- Use the agro-climatic zone analysis to determine the most relevant field sites for primary research in each geography, in consultation with SELCO and aligned with its existing field presence.
- Understand who rears goats within each zone - community profiles, gender dynamics, herd sizes, and the role of goatery within the broader household livelihood portfolio.
- Document existing practices, constraints, and farmer priorities across key problem areas in each geography:
  - Animal health and welfare
  - Feed and nutrition management
  - Input costs and economic viability
  - Market linkages and value chain dynamics
  - Housing and infrastructure
- Map the economics of the goatery value chain- input costs, returns, seasonality, credit access, and financial vulnerabilities across zones, geographies, and herd sizes.
- Understand market linkages within each geography: how goats and goat products move, who the intermediaries are, what collective structures exist, and where producers lose value.
- Document existing housing and shed structures across zones and develop conceptual ideas and design directions for improvement across herd-size categories.
- Produce a synthesised landscape report structured by agro-climatic zone and geography, surfacing cross-cutting patterns and zone-specific nuances across all three regions for SELCO's use in planning future interventions.

### Scope of Work

The consultant/agency will undertake a study across SELCO Foundation's focus geographies, including Karnataka, Odisha, and North East India.

The scope of work will include, but not be limited to, the following:

### Secondary Research and Landscape Documentation

- Conduct a secondary research review on goatery in India and the three focus geographies - Karnataka, Odisha, and North East India
- Review published literature, livestock census data, ICAR publications, government reports, state animal husbandry department reports, and existing studies
- Document the national goatery landscape, stakeholders, breed diversity, production systems, value chains, and policy ecosystems
- Map existing interventions, institutional actors, schemes, and development programmes related to goatery
- Conduct agro-climatic zone mapping across all three geographies



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

- Understand how agro-climatic conditions, ecological context, and community practices shape goat rearing across zones and geographies
- Develop a consolidated zone and ecosystem map capturing production system variation, region-specific rearing practices, indigenous systems, and local adaptation strategies across all three geographies.

### Stakeholder and Institutional Ecosystem Assessment

- Engage with goat farmers, women producers, cooperatives, producer collectives, veterinary officials, animal husbandry departments, traders, input suppliers, and ecosystem actors
- Assess existing support systems, veterinary access, extension systems, financial linkages, and market structures
- Document institutional gaps, service delivery challenges, and ecosystem bottlenecks
- Identify opportunities for strengthening decentralized and locally relevant goatery ecosystems

### Field Site Identification and Scoping

- Identify priority zones and field sites in consultation with SELCO Foundation
- Select sites based on breed relevance, livelihood significance, ecological representation, production diversity, and SELCO's field presence
- Finalize field research geographies and sampling approach across all three regions
- Develop zone-wise rationale for site selection and field engagement

### Research Design and Methodology Development

- Develop the overall study framework and field methodology
- Design structured and semi-structured interview guides for farmers and ecosystem stakeholders
- Develop ecosystem mapping tools, observation checklists, and infrastructure assessment formats
- Include tools covering all thematic areas:
  - Housing and infrastructure
  - Feed and fodder systems
  - Animal health
  - Water access
  - Labour and gender roles
  - Household economics
  - Markets and value chains
  - Institutional support systems
- Revise and refine tools through up to two iterations based on SELCO feedback

### Inception and Planning Deliverables



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

- Consolidate secondary research and zone mapping findings
- Submit an inception report outlining:
  - Zone mapping findings
  - Proposed field sites
  - Methodology and tools
  - Sampling approach
  - Fieldwork plan
- Present findings and approach for SELCO review and approval prior to fieldwork

### Field Research and Primary Data Collection

- Conduct field visits across selected priority zones and communities
- Conduct structured and semi-structured interviews without relying on SELCO field teams for facilitation
- Engage with:
  - Farmers
  - Women producers
  - Cooperatives and producer groups
  - Veterinary and animal husbandry officials
  - Input suppliers
  - Traders and market actors
- Document:
  - Rearing systems
  - Herd sizes
  - Feed sources
  - Household economics
  - Labour practices
  - Animal health challenges
  - Seasonal vulnerabilities
  - Market channels
  - Institutional support systems
- Capture zone-level and geography-level variations systematically
- Assess value chain structures, aggregation systems, cooperatives, trader networks, and market access
- Compare economic viability across zones, breeds, and production systems
- Identify key livelihood opportunities and ecosystem bottlenecks

### Housing and Infrastructure Assessment

- Document existing goat housing structures through observation and photography
- Assess:



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

- Construction materials
- Ventilation
- Drainage
- Waste management
- Animal welfare conditions
- Climate resilience considerations
- Compare infrastructure typologies across herd-size categories:
  - Small (10–20 goats)
  - Medium (20–50 goats)
  - Large (50–100 goats)
- Identify infrastructure gaps and operational constraints
- Develop conceptual design directions

### Reporting, Review, and Knowledge Dissemination

- Prepare a comprehensive landscape and ecosystem report organized by geography and agro-climatic zone
- Include:
  - Breed distribution maps
  - Housing typologies
  - Livelihood and economic findings
  - Value chain assessments
  - Institutional ecosystem analysis
- Design recommendations
- Share draft report with SELCO for up to two rounds of review
- Incorporate stakeholder feedback and finalize deliverables
- Present findings to SELCO Foundation and field partners through a handover session

### Deliverables and Timelines

Deliverable	Timeline
1. Inception report: secondary research, zone mapping desk review, study framework, field methodology, proposed field sites across all three geographies	2 weeks from contract signing
2. Field study completion - Karnataka, Odisha, and North East India	6 weeks from inception approval
3. Draft landscape C ecosystem report, structured by zone and geography, including breed map and housing ideation section	2 weeks after field completion
4. Up to 2 rounds of iteration on report or deck	2 weeks from draft submission



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

5. Final submission - full report, summary deck, ecosystem map, clean datasets, interview transcripts (including audio recordings where consent is obtained), and handover session	1 week after final iteration
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Notes: SELCO will take a minimum of 5 working days for review at each stage. The consultant is responsible for travel, field logistics, and farmer consent processes. SELCO will provide introductions to field partners and communities.

### Eligibility Criteria

- Prior consultancy or research work in animal husbandry, rural livelihoods, or agricultural value chains.
- Experience in goat rearing, small ruminant production systems, or allied livestock sectors strongly preferred.
- Demonstrated ability to conduct zone or geography-based landscape studies.
- Comfortable working in rural field conditions across all three target geographies, including remote and tribal areas.
- A qualified team or individual with combined expertise in field research, livelihoods, and agro-ecological understanding - design capability is a plus, not a requirement.
- Working knowledge of Kannada, Odia, languages of the North East, or other relevant regional languages is an advantage.

### Selection Criteria

Proposals will be assessed on:

- Demonstrated experience in livestock systems, goatery, rural livelihoods, agroecology, or allied sectors
- Prior experience conducting large-scale field studies across multiple geographies, particularly in rural and remote contexts
- Understanding of goat breeds, production systems, animal husbandry practices, housing systems, feed systems, and value chains
- Strong experience in secondary research, ecosystem mapping, qualitative research, and landscape assessments
- Familiarity with agro-climatic zone analysis and livelihood systems
- Ability to design research frameworks, interview tools, observation checklists, and ecosystem assessment methodologies
- Strong documentation, synthesis, visualization, and report-writing capabilities

### Payment Terms:

Provide split costs as follows:



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

Sl. no	Items
1	Equipment details and cost (if any)
2	Professional fee (per day)
3	Logistics (fuel and food)

1. Please provide a break-up of the costs as agreement quotation for the service provided on an official letterhead with signatures and stamps, wherever needed.
2. Kindly mention your name, address, contact information along with correct bank details and signature in the agreement quotation.
3. Please note that the prices quoted by the consultant are firm, final, and binding and not subject to variation on any account.

### Payment Timeline

First payment instalment:	<b>20%</b> advance payment.
Second payment instalment:	<b>50%</b> upon submission of High-Resolution photographs captured from the site visits
Third payment instalment:	<b>30%</b> upon submission of the final product

- *Submission Requirements:*

*Interested collaborators (individuals, teams, or agencies) are requested to submit the following by before deadline*

1. **Organizational/Individual Profile:** Overview of your team/experience.
2. **Proposed Approach:** A brief document outlining your understanding of the Scope of work and your proposed strategy to execute the Project, focusing on narrative-led communication.
3. **Relevant Portfolio:** Examples of previous work in the Similar sector of Research and study.
4. **Financial Proposal:** Detailed quotation for the execution of the entire scope of work **Geography wise**.
5. Kindly note that SELCO Foundation may onboard one or multiple consultants/agencies under this Terms of Reference (TOR), based on project requirements, Geography and evaluation outcomes.

Please ensure your application directly addresses your capability to own the end-to-end execution of communication design across strategy, production, and dissemination. Agencies are asked to account for flexibility in terms of time allocation or the number of deliverables for the required scope of work which is possible in the given duration of the campaign.

**Note:** Applicants are required to submit **applications to apply in the link**. Each application should detail the plan, methodology, and deliverables specific as per the requirement mention in the scope of



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

work.

- **Intellectual Property**

All final outputs, templates, and visual assets created under this engagement will be the intellectual property of SELCO Foundation and will be freely available for public sharing under an open-source license.

- **Application Process**

If your enterprise meets the eligibility criteria and is interested in collaborating with the SELCO Foundation, please complete the application form linked below with the required information. Agency / Consultant are requested to upload their technical proposals and financial quotations directly into the application form.

**Provide split costs as per deliverables based:**

Please provide your proposal and quotation as per deliverables based and mentioned program requirements. Capture Timelines and Split cost wherever possible.

- **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 <https://forms.gle/7jwKxaS3EnvcEGHf6> google form on before 25<sup>th</sup> June 2026.

Any further queries please write to [procurement@selcofoundation.org](mailto:procurement@selcofoundation.org) with a subject line: "TOR for Climate resilient Goatery Livelihood Study".

***Note: If there is travel required, kindly mentioned tentative budget along with number of days of travel.***

**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



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

### 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



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

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,



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

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.



## Terms of Reference (ToR) for Climate resilient Goatery Livelihood Study

### 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.