

Expression of Interest

“Study on Organised Agri-Food Retailing and Supply Chain Management”.

National Bank for Agriculture and Rural Development (NABARD) invites Expression of Interest (EOI) from reputed consultancy organisations and research institutes for undertaking a study on “Organised Agri-Food Retailing and Supply Chain Management”. The study will be undertaken on all-India basis covering different states and all major agricultural commodities, including fruits and vegetables. The sample for the study should be representative of the various formats; stakeholders (both organized and unorganized) in the value chain so as to reflect the ground realities. The study will be a combination of both literature scanning and field work.

Terms of Reference:

The study will address the following Terms of Reference.

1. The status of organized Agri-Food Retailing in the country, the level of corporate investment and the scope for further expansion in the next 10 years.
2. Assess the existing infrastructure and technology used as well project future infrastructure and technology requirement, both in the public and private sector.
3. Study the mechanism for sourcing of supplies in the organized sector for various agricultural commodities, fruits and vegetables as well as the cost and margin therein. The study will also bring out the terms of contract between the supply and the retailer under various formats of retailing and the safeguards available in case of renegeing on the contracts.
4. Estimate the current demand for credit in the organized retail, the sources of supply of credit and the gaps in the supply in respect of different sources. Delineate the various financial products in vogue and their share in the sector. Assess the emerging credit needs, problems faced by the sector in availing institutional credit and the scope for introducing/developing new financial products. Document the experiences of the credit institutions in financing the sector.
5. Identify various risks (procurement, price, market, credit, etc) in the retail chain and the coping mechanism of the players.

6. The study will also make an in depth economic analysis of impact of the modern retail chain, including distribution of gains and employment generation.
7. The study will also make a SWOT analysis of the sector based on the findings of the survey.

Duration of the Study

The duration of the study will be 6 months from the date of commissioning the study.

Proposal Requirements

Interested organisations are requested to send their proposal in two separate covers marked "Technical Proposal" and "Financial Proposal" to NABARD.

(A) Technical Proposal will consist of:

- a. Profile of the Organisation.
- b. Details of prior experience of the organisation in undertaking surveys and work related to trade capacity building, institutional needs analysis, project design documentation and other issues relevant for the Study.
- c. Profile of the likely Research Team
- d. A short note explaining why the applicant feels it is competent to conduct this study within the time frame specified
- e. Research proposal should spell out how each of the ToR for the study will be addressed. Further, the proposal should also indicate the following:
 - (i) Method of discovery of information/access to sources of information/empirical data;
 - (ii) Draft of the survey questionnaire and indicative list sample units/entities proposed to be surveyed;
 - (iii) Structure of the Study;
 - (iv) Tools of analysis and how they are proposed to be employed; and
 - (v) Calendar of schedule of activities to be undertaken by the agency for completing the study in time.

(B) Financial Proposal will consist of:

- a. Itemized budget

Screening of Proposals

The proposals will be evaluated in two stages. The first stage is the screening of technical proposal and the second stage is the financial proposal. Financial proposals of only those agencies that have been short-listed during the screening of the technical proposals will be opened in the presence of the agencies.

Other conditions

- (a) The agencies that send their EOI may be asked to make a presentation to the Selection Committee.
- (b) Expenses for travel, stay, local travel, etc., will have to be borne by the agency itself.
- (c) No extension will be granted under any circumstances, except *cause majeure*.
- (d) The study will be the copyright of NABARD.
- (e) The decision of the Selection Committee will be final and binding on all the agencies.
- (f) NABARD reserves the right to reject all the proposals without assigning any reason.

The EOI may be forwarded in two separate sealed covers super scribed “Organised Agri-Food Retailing and Supply Chain Management Technical Proposal” and “Financial Proposal” to the Chief General Manager, Department of Economic Analysis and Research, NABARD, 4th Floor, Plot No.C-24, ‘G’ Block, Bandra-Kurla Complex, Post Box No.8121, Bandra (East), Mumbai 400 051.

The last date for receiving EOI in NABARD is 23 January 2009