

Strategic Consultant

Terms of Reference

Date	24 March 2020
Consultancy Title	Strategic Consultant
Contract Period	8 April 2020 to 25 May 2020 (Up to a maximum of 15 working days)
Location	Bangladesh
Task Summary	Provide strategic support to Sustainable and Resilient Farming System Intensification (SRFSI) project

BACKGROUND:

iDE is an international NGO with over 36 years of experience in designing and delivering market-based solutions to poverty in 11 countries. iDE is headquartered in Denver, Colorado, USA and operating in 11 countries around the world. iDE believes that markets can be a powerful force for improving smallholder prosperity by creating income and livelihood opportunities for poor rural households.

ABOUT SRFSI:

iDE aims to build upon its work in the previous phase of SRFSI and further leverage its experience in market systems development and enterprise growth to create a pathway to a sustainable solution for these social enterprises. The assignment will strengthen the capacities of social enterprises in key functional areas through a contextualized accelerator program. It will help these enterprises find a central social mission that is also broadly resonant with the goals of SRFSI along with finding a commercially viable business model and ensuring that they have the right management team to deliver the mission and model. The ultimate purpose of the accelerator program will be to make these enterprises *'investment ready'* and make them worthwhile investments for impact investment firms and other financial institutions beyond the life of the project. The project will also build the capacities of the businesses to conduct certain business performance and value chain analysis on their own beyond the life of the project to monitor and track their progress and respond with adjustments where necessary. It is anticipated that improvement in the performance of these social enterprises that promote CASI technologies will eventually help stimulate entrepreneurship at the local level in the selling, servicing, and maintenance of CASI machinery, ultimately leading to better provision and uptake of the technologies at scale. The project is running in Rangpur, Bangladesh and Cooch Behar, India.

iDE will select two social enterprises from each of the regions and run a thorough participatory self-assessment and contextual analysis to identify their specific opportunities for growth. It will collaborate with a technical partner to incorporate the insights from the analysis and co-develop the curriculum along with the social enterprises in both English and Bengali for the accelerator program. Finally, it will deliver the accelerator immersion course to the social enterprises followed by a short mentorship program.

ABOUT THE ASSIGNMENT

iDE will implement the activities in three phases: Hear, Create, and Deliver. The Strategic Consultant will be responsible for providing support in the Create and Deliver phases in specific areas. Below is a summary of the scope of work for the consultant.

Phase	Activity Type	Scope of Work	Location	Deliverable(s)
Create	Design of the business accelerator training program (April 2020)	Joint review of iDE's 5D model and prepare accelerator program workshop module, session plans, and other materials	Dhaka/Remote (4 days)	Final business accelerator program module
Deliver	Delivery of the accelerator program (April/May 2020)	Provide two separate trainings to the social enterprises from Rangpur and Coochbehar	Rangpur (in two batches) (8 days)	Final report on the accelerator program

DURATION OF THE ASSIGNMENT

The consultancy is expected to start from 8 April and will run until 25 May 2020 for a maximum of 15 working days.

PROPRIETARY RIGHTS

Any document, information or data entrusted to or produced by iDE in connection with this assignment shall be strictly confidential and cannot be used by the contract employee for any other purpose without the written consent of iDE. This provision shall remain valid even after the completion of this assignment.

ELIGIBILITY CRITERIA

- Minimum of Master's degree in Development Studies, Economics or any other relevant subject
- High fluency in English in both verbal and written communications
- Strong capacity in strategic planning
- Experience in participatory market mapping and value chain analysis
- Experience in facilitating training/workshops

BID SUBMISSION

The proposal should include:

- Cover letter (maximum one page);
- Technical Proposal (maximum two pages) which should include:

- Understanding of the assignment and a detailed work-plan
- Relevant experience of the consultant
- Links to samples of previous work in a Google Drive folder
- Financial Proposal: breakdown of cost estimates. This should include, but not be limited to accommodation, travel costs, food expenses, and other items needed for the consultancy.

Interested and qualified consultants should submit their proposals to ashraful.islam@ideglobal.org by **31 March 2020, 5:00 PM Bangladesh Standard Time**.

Please write “SRFSI Consultancy” in the subject line. Only shortlisted individuals will be contacted and invited for an interview either in-person or via video-conference.