

Lump-sum Form of Contract

CONTRACT FOR CONSULTING SERVICES

For

**CONDUCTING VALUE CHAIN ANALYSIS AND MARKET
ASSESSMENT TO IDENTIFY HIGH VALUE FOREST PRODUCE AND
KEY AGRI
COMMODITY SEGMENTS IN NAGALAND**

CONTRACT No. IN-SOCRAN-503472-2025-CS-QCBS

Between

Society for Climate Resilient Agriculture in Nagaland — SoCRAN, ELEMENT-
Nagaland Project

And

North Eastern Development Finance Corporation Ltd (NEDFi)



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**Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland**



नागालैण्ड NAGALAND

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CONTRACT No. IN-SOCRAN-503472-2025-CS-QCBS

THIS CONTRACT ("Contract") is entered into this 27th August 2026 by and between **Society for Climate Resilient Agriculture in Nagaland — SoCRAN, ELEMENT-Nagaland Project** ("the Client") having its principal place of business at *New Secretariat, APC Cell Kohima- 797001* and **North Eastern Development Finance Corporation Ltd (NEDFi)** ("the Consultant") having its principal office located at *NEDFi House, G.S Road, Dispur, Guwahati, Assam 781006*.

WHEREAS, the Client has received financing from the World Bank which is being used for this contract (and accordingly the relevant provisions of Bank's Procurement Regulations and Anti-Corruption Guidelines shall be applicable to this Contract), and the Client wishes to have the Consultant perform the services hereinafter referred to, and

WHEREAS, the Consultant is willing to perform these services,

NOW THEREFORE THE PARTIES hereby agree as follows:

1. Services

- (i) The Consultant shall perform the services specified in Annex A, "Terms of Reference and Scope of Services," which is made an integral part of this Contract ("the Services").



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- (ii) The Consultant shall provide the personnel listed in Annex B, "Consultant's Personnel," to perform the Services.
- (iii) The Consultant shall submit to the Client the reports in the form and within the time periods specified in Annex C, "Consultant's Reporting Obligations."

2. Term

The Consultant shall perform the Services during the period commencing 27th August 2026 and continuing through 24th January 2027, or any other period as may be subsequently agreed by the parties in writing.

3. Payment

A. Ceiling

For Services rendered pursuant to Annex A, the Client shall pay the Consultant an amount not to exceed a ceiling of ₹ 89,54,666.00 (Rupees eighty-nine lakhs fifty-four thousand six hundred sixty-six only) inclusive of all taxes. This amount has been established based on the understanding that it includes all of the Consultant's costs and profits as well as any tax obligation that may be imposed on the Consultant.

Goods & Services Tax (GST) payable on the contract's invoices, as per Applicable Law in India, will be identified separately, and will be reimbursed by the Client, subject to the Client performing such duties in regard to the deduction of taxes as may be lawfully imposed. However, Consultant shall have to produce to the Client, all relevant documents establishing the proof of payment/ filing of return to the tax authority etc.

B. Schedule of Payments

The schedule of payments is specified below¹:

Deliverables	Key contents and activities	Deadline submission in calendar days	Payment (% of contract value)
Inception Report/ Plan of action	Detailed Workplan and personnel schedule, Submission and approval of questionnaire	15 days after signing of the contract	10%
Feasibility report	Draft report submission, incorporation of comments and suggestions from SPMU and final submission of the report	35 days after signing of contract	15%
Draft Value Chain & Master Plan Report	Submission and approval of questionnaire, Draft report submission on	120 days after signing of the contract	40 %

¹ Fill in based on required outputs as described in Annex A (Terms of Reference) and Annex C (Reporting Requirements). Avoid front-loaded payments. Advance payments in contracts with firms require a bank guarantee for the same amount.




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	comprehensive value analytics and value chain development investment plans of selected HVFP in five/commodity segments after conducting consultations with key stakeholders to validate the findings of the analysis. And organize a Private Sector and Key Stakeholders Round Table Meeting in Kohima.		
Final Value Chain & Master Plan Report	Incorporate the feedback received from the project (SPMU) and prepare a final report, and executive summary based on the finalized masterplan Activity 3 & 5	10 days after receiving feedback from the project on the draft report submitted	30%
Round table	Organize a round table with identified key national/global private sector players/market actors/knowledge institutions/CSR/foundations at Kohima	20 days after submission of final report	5%

C. Payment Conditions

Payment shall be made in Rs. not later than 30 days following submission by the Consultant of invoices in duplicate to the Coordinator designated in paragraph 4. Payment will be made only after acceptance of reports and deliverables by the client.

Payments shall be made to Consultant's bank account:

North Eastern Development Finance Corporation Limited
A/c No-10055610554
Bank Name- State Bank of India
Branch-GMC Branch, Bhangagarh
IFSC Code. SBIN0007700

4. **Project Administration**

A. Coordinator.

The Client designates Project Director, ELEMENT Project as Client's Coordinator; the Coordinator will be responsible for the coordination of activities under this Contract, for acceptance and approval of the reports and of other deliverables by the Client and for receiving and approving invoices for the payment.



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B. Reports.

The reports listed in Annex C, "Consultant's Reporting Obligations," shall be submitted in the course of the assignment, and will constitute the basis for the payments to be made under paragraph 3.

5. **Performance Standards** The Consultant undertakes to perform the Services with the highest standards of professional and ethical competence and integrity. The Consultant shall promptly replace any employees assigned under this Contract that the Client considers unsatisfactory. The Client may require that if a key expert is to be replaced, a female key expert shall be replaced only with a female key expert having equal or better qualifications and experience than those of the key expert being replaced. The Consultant shall prior inform the Client for any replacement in expert and Client approval is required for replacement.
6. **Inspections and Auditing** The Consultant shall permit, and shall cause its Sub-Consultants to permit, the Bank and/or persons or auditors appointed by the Bank to inspect and/or audit its accounts and records and other documents relating to the submission of the Proposal to provide the Services and performance of the Contract. Any failure to comply with this obligation may constitute a prohibited practice subject to contract termination and/or the imposition of sanctions by the Bank (including without limitations determination of ineligibility) in accordance with prevailing Bank's sanctions procedures.
7. **Confidentiality** The Consultants shall not, during the term of this Contract and within two years after its expiration, disclose any proprietary or confidential information relating to the Services, this Contract or the Client's business or operations without the prior written consent of the Client.
8. **Ownership of Material** Any studies, reports or other material, graphic, software or otherwise, prepared by the Consultant for the Client under the Contract shall belong to and remain the property of the Client. The Consultant may retain a copy of such documents and software².
9. **Consultant Not to be Engaged in Certain Activities** The Consultant agrees that, during the term of this Contract and after its termination, the Consultants and any entity affiliated with the Consultant, shall be disqualified from providing goods, works or services (other than consulting services that would not give rise to a conflict of interest) resulting from or closely related to the Consulting Services for the preparation or implementation of the Project
10. **Insurance** The Consultant will be responsible for taking out any appropriate insurance coverage.
11. **Assignment** The Consultant shall not assign this Contract or sub-contract any portion of it without the Client's prior written consent.
12. **Law Governing Contract and Language** The Contract shall be governed by the laws of India, and the language of the Contract shall be English.

² Restrictions about the future use of these documents and software, if any, shall be specified at the end of paragraph 8.



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13. Dispute Resolution

Any dispute arising out of the Contract, which cannot be amicably settled between the parties, shall be referred to adjudication/arbitration in accordance with the laws of India.

14. Termination

The Client may terminate this Contract with at least ten (10) working days prior written notice to the Consultant after the occurrence of any of the events specified in paragraphs (a) through (d) of this Clause:

- (a) If the Consultant does not remedy a failure in the performance of its obligations under the Contract within seven (7) working days after being notified, or within any further period as the Client may have subsequently approved in writing;
- (b) If the Consultant becomes insolvent or bankrupt;
- (c) If the Consultant, in the judgment of the Client or the Bank, has engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices (as defined in the prevailing Bank's sanctions procedures) in competing for or in performing the Contract.
- (d) If the Client, in its sole discretion and for any reason whatsoever, decides to terminate this Contract.

FOR THE CLIENT



Signed by: KUMAR RAMNIKANT, IAS

Title: PROJECT DIRECTOR

ELEMENT PROJECT, NAGALAND

**Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland**

FOR THE CONSULTANT



Signed by: ASHIM KUMAR DAS

Title: GENERAL MANAGER, Advisory & Consultancy

North Eastern Development Finance Corporation Ltd (NEDFi)

LIST OF ANNEXES

- Annex A: Terms of Reference and Scope of Services
- Annex B: Consultant's Personnel and corresponding unit rates
- Annex C: Consultant's Reporting Obligations



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Terms of Reference

Value Chain Analysis and Market Assessment to identify High Value Forest Produce and Key Agri Commodity segments in Nagaland

The Government of Nagaland, with World Bank support, is implementing Enhancing Landscape and Ecosystem Management (ELEMENT) project to address ecological degradation and boost livelihood opportunities. The project is implemented by Society for Climate Resilient Agriculture in Nagaland (SoCRAN). The project covers 225 villages in 16 districts, in Nagaland.

The project's integrated landscape management approach aims to restore ecosystems, boost climate resilience and agricultural productivity, and secure food, water, and income for over 57,500 people, while reducing risks like soil erosion and biodiversity loss. It supports both global climate goals and national sustainable development priorities.

The Project Development Objective (PDO) is to improve landscape management and increase benefits for targeted forest-dependent communities in Nagaland. The project comprises four key components:

1. Strengthening Institutional Capacities for Integrated Landscape Management;
2. Restoring Landscapes for Improved Ecosystem Services;
3. Enhancing Landscape-based Value Chains for Economic Transformation; and
4. Project Management, Monitoring, and Evaluation.
5. Contingent Emergency Response Component.

The ELEMENT project seeks to empower communities, advance forest conservation efforts, and promote sustainable livelihood opportunities, thereby ensuring lasting environmental and economic advantages for Nagaland.

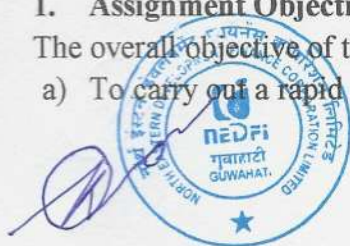
Nagaland holds one of India's highest forest covers, much of it managed by local communities through traditional systems. This abundant forest not only fosters rich biodiversity but is essential to the livelihoods of residents, who rely on resources like Non-Timber Forest Products (NTFPs), jhum cultivation, and agroforestry for food, fuel, and income. Commodities such as coffee, Naga chilli, wild apple, wild banana, honey, millets, spices, and aromatic herbs have good potential for value chain development, offering opportunities for private investment and employment. Further, the entrepreneurial landscape in Nagaland shows significant promise, with several enterprises already aggregating produce, adding value, and accessing national and global markets. This suggests strong potential for expanding production, processing, and market reach.

To fully realize this potential, the project is focusing on developing efficient supply chains, connecting producers to markets, skilled labor, and modern processing technologies. At the same time, strengthening sustainable harvesting practices and supporting forest-based enterprises will help ensure that economic growth goes hand in hand with ecological preservation. The project seeks to assess the challenges and opportunities in key agro-commodities and high-value forest produce, aiming to enhance value chains and connect to broader markets through targeted investment.

1. Assignment Objectives

The overall objective of this assignment is the following:

- a) To carry out a rapid Value Chain Analysis and Market Assessment of select HVFP commodity and



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agri commodity segments in Nagaland

- b) To critically inform the project investment plans for respective value chain development. In particular, the study should shed light on the current status, future growth prospect of the commodity segments in the existing and potential markets. .
- c) To determine critical value chain gaps and prioritization to address these gaps through provisioning inputs/infra; value addition possibilities including quality improvements, aggregation for scale; product development and expansion opportunities, profitable market segments.
- d) The study should layout approaches to reach profitable markets alongside identifying potential private sector linkages and create linkages with potential partners for accessing technology, finance, advisory support and market.

2. Scope of work:

The ELEMENT project will focus on Coffee, Honey, and Pig as priority value chains, aiming to unlock economic and livelihood opportunities, including rural enterprises. Other potential agri/horti products including Wild Apple, Spices (Chilli, Large cardamom, Bay leaf), and Grains (specialty millets, black rice) also offer market potential, but require critical assessment for value chain development based on seasonality, scale, quality, and consistent supply. This study will assess HVFPs and agro commodities in the project areas, validating high-potential value chains through rapid assessment and stakeholder consultation before deeper analysis. Any additions or removals of commodities for value chain study should be finalized in agreement with the project at this stage (excluding coffee, honey, and pig). Remaining agri/HVFP commodities—such as spices, medicinal plants, fruits, and dry flowers—should be analyzed as a broad commodity basket. The five selected commodities/commodity basket must be finalized based on market opportunities, current production levels, uniqueness, operational viability, and sustainability to maximize transformative social, economic, and ecological impact. The study should substantiate the inclusion of commodities through back up analytics.

As part of the deeper assessment of the selected commodities/commodity basket, the study will first assess the downstream markets to identify target segments; secondly assess the existing production in the project areas to determine – how to streamline the production for market for enhancing production, quality, traceability etc. The study will identify the key bottlenecks in the value chains, across upstream, midstream and downstream areas and provide practical recommendations, that could be considered for time bound investments, within the overall defined scope of the project.

The study will provide a clearly laid out pathways for value chain development. The study output will include comprehensive value chain analytics and value chains development investment plans in five commodity/commodity segments. The value chains development investment plans should indicate opportunities to scale production and create sustainable income opportunity for communities; enterprise development; and potential linkages to markets. Public-private-community partnership potential, if any, needs to be identified together with identifying potential buyers.

The detailed tasks include:

- **Review the current productions and market opportunities** in the identified list of commodity and commodity basket (Coffee, Honey, Pig, other potential agri/horti commodities including Wild Apple/Banana, Spices (Chilli, Large cardamom, Bay leaf), and Grains (specialty millets, black rice) etc. based on secondary information, stakeholder interactions, and mapping the commodities (volume, and preferably value) leaving Nagaland. Present the findings (potential size; future growth potential; income and job opportunities; ease of value chain development and market attractiveness including local demand and uniqueness in distant markets; risks etc.) to the project and close down




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the five prioritized commodity/commodity basket for deeper value chain assessment. List other potential commodities for value chain development that have not yet been explored from a market perspective, for future assessment under the ELEMENT project. **Commission deeper value chain assessment across upstream, midstream and downstream areas, separately in all selected 5 commodities/commodity basket.** The study will assess the production level opportunities and risks in the selected value chains to determine the possible entry points for the project. The production estimates and growth prospects (determined by downstream market assessment) should be provided. Costs and margins at each stage of the value chain; income distribution for identified products; supply and demand fluctuations based on seasonality and other factors need assessment. Identify major bottlenecks in the value chain and prioritise those that can be addressed during the project. Identify key challenges, address risks, and pursue opportunities for sustainable value chain scaling in the project.

- **Map the key production clusters and recommend upstream interventions** to boost production, supply consistency, quality, and traceability for target markets. Recommendation to include quality input and infrastructure upgrades across production and post-harvest stages, as well as investments in storage, grading, and post harvest facilities. Assess long-term certification needs, and outline potential collaborations for research and development, digital interventions locally, regionally, or nationally, if required. Strategic guidance should also include targeted capacity building programs, addressing technical, managerial, and entrepreneurial skills for producers, enterprises and project functionaries. Furthermore, identify opportunities for inter-departmental convergence, enabling resource pooling across government schemes for input, technology adoption, financing, and capacity enhancement.
- **Identify key midstream gaps and suggest interventions**, such as aggregation, value addition, storage, and logistics. The market requirements for certification, traceability, capacity building, value addition, aggregation, and product development. Identify the processing interventions that can be done at cluster level to get better price, suggesting technology. Recommendation should detail strategic approaches and criteria for value chain investments like common facility centres (CFCs) in the identified clusters. Include recommendation for a cluster development approach in the lines of hub and spoke model, as appropriate for the commodity/commodity basket. For the recommended value addition measures, include a list of potential suppliers and advisory organizations.
- To effectively bridge identified market access gaps, propose targeted downstream interventions designed to unlock profitable market opportunities. These pathways may encompass the integration of community groups and enterprises into targeted markets through structured approaches such as public-private-community partnership (PPCP) models, collaboration with key market actors, and the establishment of robust linkages. Specific recommendations should address the development of market infrastructure, the leveraging of e-commerce platforms, participation in trade shows, and organization of buyer-seller meets. It will also outline profitable market segments and suggest a phased market outreach (including e-commerce) pathway.
- In addition, the report should provide strategic guidance and tailored recommendations on price discovery mechanisms, innovative packaging solutions, and negotiation strategies designed to strengthen engagement with market actors across both B2B and B2C segments. Create a broad based



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strategic action plan for the value chains to create additional value (enter new markets/ new product segments/new price points etc.).

- Identify actionable instruments and partnership models to establish and sustain robust linkages throughout the value chain, enabling local producers and enterprises to secure more favourable terms, optimize product presentation, and effectively access high-potential markets. Potential buyers, partners for technology collaboration and, and market access should be identified and networked over a roundtable discussion. Nagaland could explore acting as an aggregator for premium commodities like honey that are produced in nearby northeastern states. Such platform approaches for broad basing the economic transformation agenda could be examined and tabled in the round table with potential/current aggregators and buyers, and private sector entities.
- The study should identify and recommend relevant global and national best practices and innovations within value chains. It should spot opportunities related to circular economy, such as addressing pig feed requirements through local sourcing, as well as exploring clean energy technologies including solar power, bioplastics, and participation in carbon markets.

The study should identify key success factors and recommend interventions for each value chain. It should also outline practical roll-out strategies. Together, these steps aim to expand market access, support sustainable entrepreneurship, and help local producers achieve their economic potential.

3. Deliverables:

- A) The study output will include comprehensive value chain analytics and value chains development investment plans in five commodity/commodity segments. The draft analytics and VCD investment plan for each commodity or commodity basket should be prepared individually and submitted in clearly typed English, not exceeding 30 pages. Supporting tables and analytical data should be included in the annexure, and the final document should be delivered digitally and in hard copies as mentioned in the table below. In addition, deliver a presentation using power point for each of the value chains to the project and key stakeholders in a workshop to be arranged by the project at Kohima. Based on the inputs received in this workshop finalize the value chain reports.
- B) Plan and organize a round table with the identified key national/global private sector players/market actors/knowledge institutions/CSR/foundations, those who are interested to work with the Project as part of value chain development implementation, at Kohima. The intention is to provide information about the national and global potential in the identified value chains and to outline Nagaland's role as a destination for partnerships from the North East. Facilitate fostering potential partnerships at this event across areas such as inputs, technology, buyers, exporters, knowledge organization and corporate social responsibility agencies/foundations.

4. **Period of assignment:** The consultancy is for a period of 5 (months) subject to satisfactory completion of the assignment, compiled, submitted and approved.



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5. Deliverables of assignment

Deliverables	Description	Corresponding time line
Submission of Plan of action and Initiation of feasibility studies	The final detailed plan for collecting data and information, and analysing data/information based on consultation and alignment with the project (SPMU)	15 days after contract signing
Long listing / Report of feasibility studies	Report on feasibility study of all major HVFP/NTFP Commodities and create a long list of potential HVFPs through secondary literature review	35 days after contract signing
Finalisation of criteria for Shortlisting of Value chain studies	Suggest evaluation tools and framework to create a shortlisting criteria	60 days after contract signing
Draft report	Draft report on comprehensive value analytics and value chains development investment plans of selected HVFP in five/commodity segments and reflect feedback from the project (SPMU)	110 days after contract signing
Presentation	Presentation using power point for each of the value chains in a workshop	120 days after contract signing
Final report	The final report, both in soft and hard copy (5 copies of studies)	130 days after contract signing
Round table	Organize a round table with identified key national/global private sector players/market actors/knowledge institutions/CSR/foundations at Kohima	150 days after contract signing

6. Composition of the team:

The Agency is expected to provide a team of experts with relevant technical and professional qualification. Following table indicates staff composition and other details:

Key Expert	No. of Position	Qualification and Experience	Person days
Team Leader/ Agri-Value Chain Expert	1	- MBA/Post graduation Agribusiness/ Business/ Marketing/ Finance management - Minimum 15 years of experience in Agribusiness/Business/Marketing/Finance management with sufficient industry experience. Experience in agriculture marketing, enterprise development, export management, value chain development, consumer behaviour and industry trends with ability to develop and execute value chain development plans will be preferred. Regional and global market experience desirable. - Conducted at least 03 studies / assignments in Agri value chains. Experience in north eastern region will be an advantage.	50



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		Person with Forest Value Chains experience and expertise will get additional preference	
Agri-market Expert	1	- MBA Agribusiness/ Agriculture/ Horticulture/ Veterinary/ Forestry with specialization in Agricultural marketing - Minimum 10 years' experience relevant to assignment i.e. Minimum 7 years of work experience in the field of agricultural production/ extension/ agriculture marketing/ agri value chain - Relevant industry experience for at least 5 years desirable. - Experience in agri export, e-commerce etc. will be an advantage - National and global experience desirable. - Conducted at least 02 studies/assignments in Agricultural value chain. - Prior experience in North East region will be an advantage.	50
Food Processing Expert	1	- Graduate/Postgraduate qualification in Food Technology as relevant to the commodities included in the ToR - Minimum 15 years' experience relevant to assignment i.e. processing/value addition. - At least 02 relevant projects/ studies/ assignments in food processing; - Industry experience will be preferred. - National and global consultancy experience desirable. - Knowledge and experience in north east region will be an advantage.	50
Coffee Industry Expert	1	- Graduate/Postgraduate qualification as relevant - Minimum 15 years' experience relevant to assignment i.e. Coffee production/ processing/value chain development - Conducted at least 02 studies/assignments in Coffee value chain. Industry experience will be preferred. - National and global consultancy experience desirable. - Knowledge and experience in north east region will be an advantage.	50



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Honey Industry Expert	1	- Graduate/Postgraduate qualification as relevant - Minimum 15 years' experience relevant to assignment i.e. Honey production/processing/value chain development - Conducted at least 02 studies/assignments in Honey value chain. Industry experience will be preferred. - National and global consultancy experience desirable. - Knowledge and experience in north east region will be an advantage.	50
Pig/Livestock Value Chain Expert	1	- Graduate/Postgraduate qualification as relevant - Minimum 15 years' experience relevant to assignment i.e. livestock/piggery production/animal health/ processing/ value chain development - Conducted at least 02 studies/assignments in Livestock/Pig value chain. Industry experience will be preferred. - National and global consultancy experience desirable. - Knowledge and experience in north east region will be an advantage.	50
Co-ordinators and Research Assistants (CVs will not be evaluated)	2	- Graduate with at least 5-6 years of experience in data collection/analytics/GIS to support value chain study. - Minimum 2 projects supported. - Proficiency in IT tools, Data analytics and use of market assessment tools; GIS and value chain research methodologies	50 X 2 persons = 100

7. Payment Terms and Conditions

Deliverables	Key contents and activities	Deadline submission in calendar days	Payment (% of contract value)
Inception Report/ Plan of action	Detailed Workplan and personnel schedule, Submission and approval of questionnaire	15 days after signing of the contract	10%
Feasibility report	Draft report submission, incorporation of comments and suggestions from SPMU and final submission of the report	35 days after signing of contract	15%
Draft Value Chain & Master Plan Report	Submission and approval of questionnaire, Draft report submission on comprehensive value analytics and value chain development investment plans of selected HVFP in five/commodity segments after	120 days after signing of the contract	40 %



10.4

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	conducting consultations with key stakeholders to validate the findings of the analysis. And organize a Private Sector and Key Stakeholders Round Table Meeting in Kohima.		
Final Value Chain & Master Plan Report	Incorporate the feedback received from the project (SPMU) and prepare a final report, and executive summary based on the finalized masterplan Activity 3 & 5	10 days after receiving feedback from the project on the draft report submitted	30%
Round table	Organize a round table with identified key national/global private sector players/market actors/knowledge institutions/CSR/foundations at Kohima	20 days after submission of final report	5%




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Annexure B:




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Form TECH 6: Team Composition, Assignment, and Key Experts' Inputs

No.	Name	Position	Expert's input (in person/day) per each Deliverable (as listed in TECH-5)										Total time-input (in Days)		
			(in Days)	D1 (15 D)	D2 (30 D)	D3 (30 D)	D4 (75 D)	D5 (10 D)	D6 (15 D)	D7 (20 D)	D8 (5 D)	Home	Field	Total (in Days)	
Key Professionals															
K-1	Bhupal Neog	Team Leader/ Agri- Value Chain Expert	Home	5	5	5	7	3	3	5	2	35		50	
			Field	1	2	2	5	2	1	1	1		15		
K-2	Dr Md Raihan	Agri-market Expert	Home	2	4	3	5	1	2	2	1	20		50	
			Field	2	4	7	8	2	2	3	2		30		
K-3	Atul Mardikar	Food Processing Expert	Home	3	4	11	3	3	2	2	1	29		50	
			Field	1	2	7	5	1	2	2	1		21		
K-4	Anup Kumar Jaishi	Coffee Industry Expert	Home	3	5	9	7	3	3	3	2	35		50	
			Field	1	2	5	3	2	0	1	1		15		
K-5	Dr. Ataur Rahman	Honey Industry Expert	Home	3	5	9	7	3	3	3	2	35		50	
			Field	1	2	5	3	2	0	1	1		15		
50	Manoj Kumar Basumatary	Pig/Livestock Value Chain Expert	Home	3	5	9	7	3	3	3	2	35		50	
			Field	1	2	5	3	2	0	1	1		15		
Non-Key Experts															
2	TBN	Coordinator & Research Asst.	Home	1	2	2	1	1	1	1	1	10		50	
			Field	4	4	8	8	4	4	4	4		40		
N-2	TBN	Coordinator & Research Asst.	Home	1	2	2	1	1	1	1	1	10		50	
			Field	4	4	8	8	4	4	4	4		40		
Total												209	191	400	



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CVs

Position Title and No.	Team Leader/ Agri Value Chain Expert (1)
Name of Expert:	Bhupal Neog
Sex (Male/Female)	Male
Date of Birth:	31 July 1974
Country of Citizenship/Residence	India

Education:

S.N.	Names of Institutions	Degrees Obtained	Dates of Obtainment
1	IIM, Kashipur	Executive Program in Supply Chain Management	2019
2	Tezpur University, Tezpur, Assam	MBA (Marketing)	2000
3	Dr PDKV, Akola	B. Sc Agriculture	1997

Employment record relevant to the assignment:

Period	Employing organization and your title/position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
May 2022 to Dec 2023	Org: Agence Française de Développement (AFD) Position: Consultant – Marketing Specialist For reference: Ajay Singh, CEO, Vision EIS, ph. no. 9810184348	Assam, India	- Led cluster prioritization by identifying bottlenecks and conducting ecosystem-based value chain assessments to promote scalable forest-based enterprises. - Designed and implemented systems for tracking trade in Non-Timber Forest Products (NTFPs), market analytics, and compliance monitoring aligned with donor guidelines. - Coordinated with Joint Forest Management Committees (JFMCs) and facilitated training and exposure programs on sustainable harvesting, entrepreneurship, and climate-resilient practices and developed a multi-stakeholder roadmap with clear interventions and timelines - Conducted detailed skill gap analysis and collaborated with domain experts and institutions to design customized training curricula for identified beneficiary groups. Facilitated B2B networking platforms and trade fairs to enhance market access and business development opportunities for forest-based producer groups. - Supported packaging, product design, and branding innovations for NTFPs to enhance value realization. Established a robust M&E mechanism to track KPIs for strategic decision-making and fund utilization.
May 2021 to Ongoing	Org: Reliance Retail Position: Lead Trader For reference: Nayan Choudhury, COO, Reliance Retail, 91-22-3555-5000	Guwahati & Mumbai, India	- Identified commodity-specific export opportunities by regularly tracking global agri-trade trends and price movements. - Led the annual planning and budgeting exercise for the international trade division, ensuring alignment with commodity-wise sourcing strategies and global demand. - Conducted in-depth value chain analysis covering farm-gate costs, logistics, tariffs, and pricing to enable cost-effective and competitive product positioning in international markets. Facilitated negotiations with international buyers and suppliers, playing a central role in price discovery, contract terms, and risk mitigation strategies. - Prepared price quotations and export documentation in consultation with export promotion councils and industry experts, ensuring adherence to international trade regulations. Coordinated with the Export Credit Guarantee Corporation (ECGC) to manage country-wise trade risks and insurance coverage. - Ensured complete regulatory compliance for all cross-border trade transactions, including phytosanitary certification, labeling, and packaging.

			norms. Strengthened international buyer networks for agri-commodities, improving the market access ecosystem for Indian producers and processors.
May 2021 to Ongoing	Org: Reliance Retail Position: Lead Trader For reference: Nayan Choudhury, COO, Reliance Retail, 91-22-3555-5000	PAN India	- Conducted comprehensive market research and mapping of commodity-specific supply chains across India, analyzing origin points, logistics corridors, and end-use markets. Assessed farm-gate sourcing opportunities and built a centralized database to support traceability and procurement planning. - Developed systems to track quality benchmarks across various regions, aligned with industry standards and buyer requirements. Analyzed domestic supply-demand patterns to inform procurement strategies and align with consumption centers. - Evaluated infrastructure bottlenecks to identify strategic intervention points. Proposed interventions for digital traceability and real-time tracking mechanisms across the supply chain to enhance transparency. - Engaged with suppliers, transporters, and storage service providers to streamline operations and reduce turnaround time. Supported policy-level discussions with industry bodies to improve supply chain efficiencies and enhance India's readiness for integrated domestic and global agri-trading platforms.
October 2012 to May 2021	Org: Amalgamated Plantations Pvt. Ltd. (APPL) Position: Deputy Manager For reference: Pravir Murari, COO. ph. no. 9435184513	Assam and Meghalaya, India	- Designed and implemented participatory rural appraisal tools and structured surveys to capture baseline data on cultivation patterns, input gaps, and market linkages. Conducted a comprehensive baseline assessment of landholdings, agronomic practices, and post-harvest infrastructure to inform targeted interventions. - Developed and submitted a successful funding proposal, resulting in the sanction of ₹2.73 crore to support infrastructure and capacity building. Mobilized farmers through targeted outreach and led the formation of Farmer Activity Groups (FAGs) to foster grassroots ownership and ensure inclusion. - Conducted technical training and sensitization programs on GAP (Good Agricultural Practices), IPM (Integrated Pest Management), and post-harvest management for spices. Devised and operationalized a multi-year implementation plan, detailing seasonal crop cycles, training modules, and aggregation mechanisms. - Introduced a system for grading, sorting, and quality assurance in compliance with FSSAI and AGMARK standards to enhance market competitiveness. Strengthened the FPO's institutional capacity by guiding them on legal structuring, governance, record-keeping, and financial reporting. - Facilitated market access through B2B linkages, including developing a marketing roadmap and engagement with spice traders and exporters. Oversaw monitoring of field-level crop performance and resource utilization using custom indicators aligned with project objectives, ensuring adaptability and timely corrective measures.
November 2020 to June 2021	Org: International Fund for Agricultural Development (IFAD) and ILSP Position: Consultant For reference: Jyotshna Siding, IFS, ph. no. 9717766074	Uttarakhand, India	- Conducted an exhaustive review of project documentation with a focus on marketing, value chain development, enterprise creation, and sustainability mechanisms. Collaborated with the International Livestock Research Institute (ILRI) to ensure that the evaluation tools and data collection followed the Project Completion Report (PCR) templates and IFAD's reporting protocols. - Designed and applied a hybrid assessment framework combining qualitative and quantitative indicators to evaluate project relevance, effectiveness, sustainability, and outcomes. Developed and executed a fieldwork strategy, including the scheduling of Focus Group Discussions (FGDs), key informant interviews, and stakeholder validation workshops across selected districts. - Assessed performance of project components like enterprise development, women-led initiatives, and producer organization strengthening based on KPIs outlined in the Results Framework. Identified implementation gaps, documented key lessons, and suggested actionable recommendations for scaling up interventions and institutionalizing best practices. - Compiled and submitted a high-quality Project Completion Report (PCR) aligned with IFAD guidelines, within a tight 45-day deadline, integrating evidence-based findings and strategic recommendations.



December 2015 to July 2019	Org: Meghalaya Basin Management Agency (MBMA), Government of Meghalaya (Supported by IFAD) Position: Officer on Special Duty-Inclusive Supply Chain & Marketing/Consultant For reference: Augustus Suting, Director, ph. no. 8837056429	Meghalaya, India	- Led participatory mapping and diagnostic exercises to identify key actors, infrastructure, and service gaps within value chains across 39 blocks in Meghalaya. Facilitated the formation of producer clusters and farmer groups to enhance collective enterprise and streamline access to support services. - Designed and monitored implementation of inclusive value chain strategies aligned with IFAD's Results-Based Management Framework, with a focus on equitable benefit-sharing. Submitted periodic progress reports and performance updates to MBMA and IFAD in alignment with agreed log frames and project deliverables. - Facilitated market access for smallholder farmers through identification of institutional buyers, B2B linkages, and facilitation of trade platforms. - Ensured compliance with project terms, donor guidelines, and recommendations issued during Project Supervision Missions. Promoted convergence with sectoral agencies such as the Spices Board, Department of Horticulture, and other rural development schemes to enhance project outreach and impact. Provided advisory inputs on strategic market interventions, quality standards, and packaging innovations to improve competitiveness of rural producer groups.
September 2012 to June 2013	Org: Meghalaya Rural Development Society (MRDS)/IFAD Position: Consultant For reference: Augustus Suting, Director, ph. no.	Shillong, Meghalaya, India	- Led and conducted in-depth thematic evaluations on: - Financial performance and sustainability of Self-Help Groups (SHGs) formed under MLIHP. - Socio-economic impact assessment of natural resource management (NRM) interventions at the community level. - Effectiveness of training programs delivered to rural beneficiaries under the project framework. - Designed and implemented qualitative research tools, including Focus Group Discussions (FGDs), Key Informant Interviews (KIIs), and structured questionnaires targeting SHG members, village functionaries, and project implementers. - Analyzed data to generate actionable insights for strengthening SHG sustainability, institutional capacity, and the impact of NRM-based interventions. - Developed detailed study reports with policy recommendations and practical strategies for improved program delivery in future phases. - Engaged with MRDS and IFAD representatives to validate findings and facilitate their incorporation into strategic planning and capacity building efforts.
August 2011 to September 2012	Org: Danish Government Development Agency (DANIDA) Position: Marketing Manager For reference: Devasia, Director, ph. no. 7578006686 	Northeastern Region of India and border areas of Myanmar	- Conducted value chain analysis for key agricultural commodities in remote and border locations of Northeast India and Myanmar. Conceptualized and developed a business model for a civil society-led Special Purpose Vehicle (SPV) to support rural marketing, and successfully presented and secured approval from CARITAS and Denmark Development Corporation. - Established the North-East Rural Marketing Company (NERMC) as a multi-stakeholder platform to aggregate, process, and market agri-produce. Facilitated the setup of processing infrastructure, including: - Spice Processing Unit (Karbi Anglong, Assam) - Food Processing Unit (Karbi Anglong) - Spice Drying Unit (Imphal, Manipur) - Mini Tea Processing Unit (Tezpur, Assam) - Led the ISO quality certification and organic certification processes for NERMC products in collaboration with OneCert Asia. Developed and launched the "AVANI" brand for tea and spices, enhancing the identity and market reach of small producers. - Designed and implemented a distribution network for processed spices in Manipur and other northeastern states. Initiated and managed the "Go Organic" campaign to create consumer awareness and demand for organic products. - Forged B2B linkages with agri-market players, enabling bulk procurement agreements and long-term trade partnerships. Facilitated stakeholder capacity building through training programs in collaboration with Indian Institute of Entrepreneurship (IIE) and NIRD.
July 2008 to August 2011	Org: Meghalaya Livelihood Improvement Project 	Meghalaya, India	Developed and submitted the business plan for the Livelihood Improvement Finance Company of Meghalaya (LIFCOM), a first-of-its-kind social venture capital entity, using inclusive, participatory planning methods. Forged value

	for Himalayas (IFAD-funded) Position: Manager-Business Development Services For reference: Augustus Suting, Director, ph. no. 8837056429		chain linkages between producer clusters and national market players such as ITC, NERAMAC, and TRIFED to enhance market access and price realization for rural producers. - Led capacity-building initiatives by organizing income generation training programs for 2,285 SHGs, enabling them to enter into organized economic activity. Built a cadre of 27 business promoters to deliver need-based, cluster-level business support services to community institutions. - Operationalized a single-window support service model for federations and community-based organizations to access technical and business development services. Incubated over 60 activity-based federations, transforming them into business-ready institutions with defined governance and operational structures. - Established institutional collaboration with North-Eastern Hills University (NEHU) for technical assistance in Lakadong turmeric processing and post-harvest management practices. - Drafted key policy and operational documents, including: - Investment Policy for LIFCOM - Operations Manual for LIFCOM - Policy advisory on sustainable use and trade of Non-Timber Forest Products (NTFPs). - Facilitated infrastructure creation through the establishment of aggregation centres for ginger, Lakadong turmeric, bay leaf, and cashew nut, under a public-private-partnership model to strengthen backward-forward linkages.
December 2006 to July 2008	Org: ULIPH-International Fund for Agricultural Development (IFAD) Position: Manager-Business Promotion Group For reference: Jyotshna Siting, IFS, ph. no. 9717766074	December 2006 to July 2008	- Conducted comprehensive sub-sector analysis using primary and secondary data to identify high-potential agricultural and allied sectors for intervention. Established critical rural infrastructure including organic product collection centres and agri-input hubs to support streamlined production and market access for hill farmers. - Facilitated strong market linkages for rural producers by engaging with leading market players and aggregators such as FAB India, Mother Dairy, Dev Bhumi Producer Company, and the Uttaranchal Organic Board. - Developed and operationalized Integrated Livestock Centres in Uttarkashi to offer last-mile veterinary and extension services in collaboration with JK Trust and Uttaranchal Livestock Board. - Scaled the broiler poultry value chain model through "Mother Units" in collaboration with Keggfarms, ensuring participation of over 5,000 rural households, thereby enhancing nutrition and household income. - Introduced gender-inclusive agri-technologies to reduce physical labor burdens on women farmers, promoting equitable participation and improving productivity. - Provided ongoing handholding support to local producer groups for developing business plans, achieving financial literacy, and facilitating access to markets and institutional finance.
September 2004 to December 2006	Org: North Eastern Region Community Resource Management Project (NERCOMP)-IFAD Position: Marketing Coordinator For reference: Moses Chalai, IAS, ph. no. 9560695035	Meghalaya, Assam, Manipur, India	- Formulated a comprehensive business development plan for six tribal-dominated districts spanning across Assam, Meghalaya, and Manipur to promote viable, community-led enterprises. Designed and implemented sustainable production and marketing strategies tailored to local agro-ecological conditions and community strengths, enhancing income generation opportunities. - Built and managed a network of business resource persons at the community level to provide localized support on enterprise development, aggregation, and market linkages. Maintained compliance with IFAD's monitoring guidelines by preparing structured reports, capturing outputs, outcomes, and lessons learned across diverse livelihood interventions. Facilitated end-to-end value chain development by establishing market linkages for grassroots enterprises, including spice units, tea processing units, and stevia-based product lines. - Spearheaded a branding and promotional campaign for passion fruit and eco-tourism circuits to increase visibility and market demand for rural products and experiences. Mobilized a strategic investment of ₹30 million to establish a full-scale tea processing unit in the Garo Hills region, fostering local employment and improving value addition at source.



May 2003 to September 2004	Org: National Institute of Rural Development-North Eastern Regional Centre (NIRD-NERC) Position: Consultant-Rural Marketing Reference: Dr. N. Upadhyay, Director, 0361-2304790	North East India	- Developed region-specific case studies and learning modules on rural marketing practices, targeting income generation through agriculture, horticulture, and allied sectors. Delivered 10 structured training programs across multiple states, building the capacities of over 300 rural development officials and practitioners. - Conducted in-depth analysis of tribal governance structures to support resource mobilization efforts under the 6th Schedule framework; successfully led two training programs on this theme. Led a field-based research study on the Dirang Valley Watershed in Arunachal Pradesh, focusing on commodities like kiwi, walnut, buckwheat, and yak-based livelihoods. - Identified critical value chain gaps and investment needs across the watershed economy, resulting in a well-articulated strategic investment plan to strengthen livelihoods and improve productivity. Promoted participatory methods in stakeholder consultations, ensuring that the action plan aligned with local needs and tribal governance systems.
February 2001 to May 2003	Org: Indian Institute of Entrepreneurship (IIE) Position: Project Assistant/Project Coordinator For reference: K. Ahmed, Director, 0361-2300123	North East India	Identified and selected over 1,000 prospective entrepreneurs within the district, resulting in the registration of more than 1,000 new businesses within two years across agro-processing, trading, and handicrafts. Established two satellite business facilitation centres under IIE. - Designed and implemented need-based skill development programs focusing on key local sectors such as food processing, spices, and agri-trading, benefiting over 600 individuals. - Facilitated the preparation and submission of 250 project proposals to financial institutions, mobilizing approximately INR 3 crore in investments. Provided end-to-end incubation support, including machinery selection, installation, marketing linkages, and production rollout for new enterprises. Coordinated with banks, SIDBI, and line departments to ensure credit flow and policy support to rural businesses.

Membership in Professional Associations and Publications: Guwahati Spices Development Agency promoted by Spices Board & Member FICCI Agribusiness NER Group.

Language Skills (indicate only languages in which you can work):

S.N.	Languages	Speaking	Reading	Writing
1	English	Good	Good	Good
2	Hindi	Good	Good	Good
3	Assamese	Good	Good	Good

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts:	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
a) Lead overall planning, coordination, and execution of the PMDC activities ensuring alignment with ADB and government guidelines, timelines, and deliverables. b) Develop and oversee integrated project implementation plans and work schedules for eco-tourism and agri-based livelihood interventions across selected clusters in Meghalaya. c) Ensure seamless coordination between state departments, line agencies, tourism and agriculture stakeholders, NGOs, and development partners to foster convergence and stakeholder ownership. d) Monitor physical and financial progress of activities against milestones and targets using results-based monitoring tools and recommend course corrections as needed.	- Conducted ecosystem-based value chain assessments, market analytics and compliance monitoring. - Facilitated B2B networking platforms and trade fairs to enhance market access and business development opportunities. - Supported packaging, product design and branding innovations to enhance value realization. - Facilitated negotiations with international buyers and suppliers, playing a central role in price discovery, contract terms and risk mitigation strategies. - Analyzed domestic supply-demand patterns to inform procurement strategies and align with consumption centers. - Engaged with suppliers, transporters, and storage service providers to streamline operations and reduce turnaround time.



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e) Identify potential implementation risks including community resistance, climate challenges, and procurement bottlenecks, and develop appropriate mitigation measures.	Mobilized farmers through targeted outreach and led the formation of Farmer Activity Groups (FAGs) to foster grassroots ownership and ensure inclusion.
f) Ensure technical and financial quality assurance across DPR preparation, design validation, procurement packages, capacity-building modules, and stakeholder consultations.	Designed and implemented participatory rural appraisal tools and structured surveys to capture baseline data on cultivation patterns, input gaps, and market linkages.
g) Provide regular reporting to the PMU and ADB on key indicators, deliverables, disbursement-linked milestones, and implementation bottlenecks in the prescribed formats.	Oversaw monitoring of field-level crop performance and resource utilization using custom indicators aligned with project objectives, ensuring adaptability and timely corrective measures.
h) Guide and mentor the multidisciplinary expert team deployed under PMDC and facilitate training and knowledge-sharing workshops for government and implementation staff.	Conducted value chain analysis for key agricultural commodities in remote and border locations of Northeast India and Myanmar.
i) Drive institutional development and policy support for strengthening value chains, tourism circuits, and community enterprises aligned to Meghalaya's vision of inclusive and climate-resilient growth.	Identified critical value chain gaps and investment needs across the watershed economy, resulting in a well-articulated strategic investment plan to strengthen livelihoods and improve productivity.

Expert's contact information: (e-mail: bhupalneog@gmail.com, phone +91 70029 94955)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.

Bhupal Neog



22/10/2025

Name of Expert

Signature

Date



Saiedul Hussain

22/10/2025

Name of authorized

Signature

Date

**Representative of the Consultant
(the same who signs the Proposal)**




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Position Title & No.	Agri-market Expert (1)
Name of Expert	Dr. Md Raihan
Sex (Male/Female)	Male
Date of birth:	06-05-1984
Country of citizenship/residence	India

Education:

Names of institutions	Degree obtained	Dates of obtainment
IGNOU, India	CRCS Agri Policy	2023
IGNOU, India	PGDWGSR (Women & Gender Studies)	2024
Sorbonne University, France	Ph.D. in Agri Economics, Agricultural Extension	2018
IGNOU, India	PGDRD (Rural Development)	2021
Shobhit University, India	MBA -Project Management	2014
Sant Longowal Institute of Engineering & Tech	M. Tech Food Engg & Technology	2012
Sant Longowal Institute of Engineering & Tech	BE Food Technology (Gold Medalist)	2010

Membership in Professional Associations

- Associate Member of the Institution of Engineers (AMIE-AM147694), a professional certification given by Institution of Engineers (India).
- Course member of BSI (IRCA), in Food Safety Management System Auditor/Lead auditor) EN ISO 22000:2005)

Publications:

- Raihan M. and Charanjiv Singh Saini. 2016. Development of multigrain bun from oats, sorghum, amaranth and wheat. International Research Journal of Biological Sciences, 5(2), 50-56.
- **Book Chapter** in Antioxidants in Fruits: Properties and Health Benefits pp 461-477 | Cite as: Jackfruit (Artocarpus heterophyllus): Authors and affiliations; Noorul Anisha, Anvar Hussain, Monjurul Hoque, Saumya Agarwal, Irshaan Syed, Md Raihan
- **Book:** "Strategic Opportunity for Creating Integrated Value Chains for Doubling Farm".

Other Training Courses:

- Attended online training on Lean Six Sigma Yellow Belt in February 2022 session conducted by The Council for Six Sigma Certification, United States of America
- Attended 45 hours online course name Massive Open Online Course on Farmer Producer Organisation (FPOS) in June 2022 conducted by Bankers Institute of Rural Development – (BIRD) in association with GIZ & NABARD
- "International Training Program on Scaling-up Pro-Poor value chain and Market system" organised by institute of Livelihood Research and Training & Value chain capacity building Network from 10th to 18th July 2023
- "Processing and Preservation of Fruits, Vegetables & Spices" training from Central Food Technological Research Institute (CFTRI), Mysore

Countries of Work Experience:

India, Nepal, Zambia, Malawi, Nigeria

Language Skills

Language	Read	Write	Speak
English	Excellent	Excellent	Excellent
Hindi	Excellent	Excellent	Excellent
Bengali	Excellent	Excellent	Excellent

Employment record:



(Signature)

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Period	Employing organization & your title/ position. Contact information for references*	Country	Summary of activities performed relevant to the Assignment
Dec 2022 to Present	Employing organization: NEDFi Position: Need based Consultant Employing organization: NEDFi Position: Need based Consultant Reference : Prithviraj Neog, Manager, NEDFi, email :prithviraj.neog@nedfi.com, Phone- 7086008636	India	Having 16 years of experiences in development sector and working for JICA, World Bank, IFAD, ADB GiZ and many more multi & bilateral funding agencies. Formation and Promotion of Farmer Producer Organisations (FPO) (10k-scheme from SFAC, NABARD, NAFED, Bayer), Market Linkage, World Bank Funded JOHAR project in Jharkhand, IFAD funded FOCUS Project in Mizoram & Nagaland.
April, 2024 to Present	Employing organization: Greenhexa Techserve Pvt Ltd Position: Vice President Reference: Name: Anindita Sarkar Designation: Director e-mail: info@greenhexatechserve.com Phone: +919910493358	India, Zambia, Malawi	Project Design, Develop and Agriculture Value Chain Study, Research & Development, Primary & Secondary study, Data analysis, Dashboard creation, Dairy processing, Nutritional aspects, Livestock management, PPP projects, Climate change, Value chain, quantitative and qualitative Data analysis, Report writing, Detailed data analysis, Dashboard preparation, Agri corridor, Supply Chain, promotion of community-based enterprises with focus on agro and rural based enterprises/ activities, Market Linkages, Livelihood, food security and nutrition aspects, PPP projects in integrated value chain, living income study, CDP, MLE Framework, Livelihood activities, Baseline survey, Textile Value chain, Rapid Environment Impact Assessment. Feasibility Study, Project Monitoring Agency, Feasibility Studies, anthropometric measurements, Livelihood Activities, Agri Finance, Monitoring and Evaluation, Agribusiness, Agri commodity market, Non-Timber Forest Product (NTFP), Post-Harvest Management, Policy interventions, Project designs Feed Africa. Strategic Environmental and Social Assessment (SESA) and Environmental and Social Management Framework (ESMF) for Nigeria REDD+ Readiness. Feasibility Studies, Food and Agro-processing sector, MSME Cluster Development, Value Chain Analysis & development, Environmental Impact Assessment, Statutory Legal framework, Government Advisory, Infrastructure Development, PPP Projects Advisor, Project Reviews, Project Management, Data Collection & Analysis, Agriculture Finance, Agri-food commodity sector, Bid Process management, Monitoring and Evaluation, Economic Analysis, Financial Analysis, Environmental And Social Management Framework (ESMF), Legal Framework. Lab testing, Training & Capacity building.
Dec 2021 to Present	Employing organization: Synergy Technofin Pvt Ltd Position: Vice President Reference: Name: Alok Srivastava Designation: Director e-mail: Srivastava.ak@synergystechnofin.com Phone: +919810123576	India, Zambia, Malawi	
March 2020 – Dec 2021	Employing organization: SPA Capital Advisors Ltd Position: Assistant Vice President Reference: Name: Vijay Kumar Tehlan Designation: Senior Vice President e-mail: vijay@spacapital.com Phone: +918505982612	India	
Nov2015-Mar 2020	Employing organization: Darashaw & Co. Pvt. Ltd Position: Assistant Vice President Reference: Name: Sunil Sharma Designation: Vice President Phone: +919910014388	India, Zambia, Nigeria	
Jan2014-Oct 2015	IL&FS Clusters Development Initiatives. Ltd., Position: Program Manager Reference: Name: Siddhartha Choudhary Designation: Vice President Phone: +918974035350	India	
Jan 2012- Dec 2013	Suman Project Consultants Pvt. Ltd., New Delhi. Position: Research Associate (Food Technologist-Process Engg.) Reference: Name: Sagar Anand Kurade	India	



Period	Employing organization & your title/ position. Contact information for references*	Country	Summary of activities performed relevant to the Assignment
	Designation: Managing Director Phone: +919811445569		

Adequacy for the assignment

Detailed Task Assigned:

The Expert will be responsible for completion of project objective as task assigned for **Agri market expert** also will support the Team leader to execute the assignment. Major task will be assigned as below:

- Conduct market assessments for selected agri commodities and high-value forest produce, identifying target market segments and growth prospects.
- Analyze demand and supply dynamics, including seasonality, fluctuations, and consumer trends in national and global markets.
- Map key market actors, buyers, and potential partners for technology, finance, and market access collaborations.
- Evaluate export opportunities, e-commerce platforms, and trade show participation to enhance market outreach.
- Identify midstream and downstream gaps in value chains, such as aggregation, storage, logistics, and value addition.
- Recommend strategies for price discovery, innovative packaging, and negotiation with B2B and B2C market segments.
- Assess certification, traceability, and quality requirements to meet market standards and improve competitiveness.
- Facilitate stakeholder consultations and roundtable discussions with private sector entities to foster partnerships.
- Provide insights on sustainable marketing practices, including circular economy approaches and clean energy integration.
- Contribute to value chain development plans by prioritizing interventions for profitable market linkages and enterprise growth. Lead data validation, analysis, and interpretation for baseline indicators.
- Ensure timely submission of inception, draft, and final reports, along with datasets and metadata.
- Provide risk management, conflict resolution, and quality control throughout the assignment.
- Represent the survey team in presentations, workshops, and stakeholder consultations.

Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks

- Name of assignment:** *Formation & Promotion of FPC* in Jharkhand, Uttarakhand, Punjab & Haryana under Cluster Based Business Organizations (CBBO)

Year - January 2021 – June 22

Location – Jharkhand, Haryana, Punjab & Uttarakhand

Client – Small Farmers' Agribusiness Consortium (SFAC), Department of Agriculture & Farmers' Welfare (GoI), India

Position – Agribusiness Expert

Work Description: Supporting SFAC in identifying produce clusters through baseline surveys, finalizing clusters, identifying value chains, and forming Farmer Producer Organizations (FPOs) with minimum memberships of 300 farmers in plains or 100 in hilly/North-Eastern areas. Key responsibilities include preparing and executing business plans for sustainable FPOs, establishing market linkages for key crops, registering FPOs, and training Boards of Directors on management, compliance, auditing, and equity mobilization.

- Name of assignment or project:** Formation of FPO's in FOCUS-Mizoram project district (including training, Backward and Forward Linkages and organizing Multi-stakeholder Value Chain Platforms)

Year: November'22 – June, 2024

Location: Mizoram

Client: Society for Climate Resilient Agriculture in Mizoram (SCRAM), Dept. of Agriculture,

Position: Agribusiness & Post harvest management Expert

Work Description: The Focus – Mizoram Project emphasis to increase the agricultural income of those targeted households in the project districts and to enhance their resilience to climate change. FOCUS-Mizoram covers 300 villages in 6 (six) districts in the state. The FOCUS project has three components with various commodities (F&V, Agri commodity, Livestock, Aquaculture) namely, Improved Jhum Management, Market Linkages, Buyer seller meet, Value Chain and Market Access; and Project Management and Knowledge services and monitoring & Evaluation

- Name of assignment:** Providing Technical Support in Scale-up of Market Access and Capacity Building of FPOs under JOHAR Project in Jharkhand. World Bank Funded Project (*Phase – II*)

Year - January 2022 – August 2023

Location – Jharkhand

Client - Jharkhand State Livelihood Promotion Society (JSLPS) funded by world bank

Position – Post-Harvest Management Expert

Work Description: The JOHAR project, a World Bank-assisted livelihood initiative in Jharkhand, focuses on developing market access systems for Producer Companies through capacity building in market information, intelligence, and business efficiency. Key roles include conducting primary/secondary studies and qualitative/quantitative data analysis; enhancing FPO awareness of



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Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks	
agricultural markets; developing training materials like leaflets and banners; managing the poultry value chain from feed raw materials, manufacturing, hatcheries, farming, to market retailing (covering production, transport, processing, packaging, storage); building capacities of FISC teams and FPOs in market analysis, input demand assessment, surplus estimation, logistics, product handling; engaging farmers in resource planning, business handling, data/inventory management, post-harvest systems; creating market access ecosystems with logistics and linkages; and demonstrating successful transactions and FPO-managed input/output trading models.	
4. Name of assignment: <i>Formation, Revival & Promotion of FPC</i> in Tripura & Manipur under Cluster Based Business Organizations (CBBO), (Fishery Clusters) Year - January 2022 – June 2023 Location – Tripura Client - NAFED Position – Post-Harvest Management Expert Work Description: The roles involve supporting NAFED in cluster identification and community mobilization through baseline surveys, finalizing clusters, identifying value chains, and forming Farmer Producer Organizations (FPOs) in produce cluster areas. Responsibilities include preparing business plans for economically sustainable FPOs, registering FPOs, and training Boards of Directors on management, compliance, auditing, accounts, and equity mobilization. Further duties encompass capacity building for FPOs/farmers through training needs assessment, module development, workshops, and exposure visits; executing business plans with land acquisition and capital mobilization; facilitating stakeholder interfaces with government departments, financial institutions, and R&D bodies; assisting FPOs in securing equity grants, credit facilities, and government scheme benefits; federating FPOs for growth; and ensuring financial management and ROC compliance with timely submissions.	
5. Feasibility Studies and Detailed Design Zambia youth in Agri business (enable Youth) & Agriculture Commodity corridors under Feed Africa Programme. Country Zambia Period Aug2017- Jan 2019 Client Ministry of Agriculture, Zambia Position Project Coordinator cum Agri Expert Description of work/ Assignment – Provided technical assistance with key responsibilities to complete the project with major emphasis of this project was to development of integrated value chain in the sector of Rice, Pineapple and Horticulture. Assessment and development of Livelihood sector for Horticulture sector. Prepared Detailed feasibility study (Financial & Economic aspects of the Society) with detailed technical and institutional designs, bill of quantities and tender documents in Zambia that will facilitate the preparation of the proposed Zambia Feed Africa Programme.	
6. Baseline and Sesame Value Chain Study for the project on “Sustainable and Traceable Supply Chains in Groundnut & Sesame in India (STSC – Groundnut & Sesame)” (for GiZ promoted Madhubanti FPC) Junagadh, Gujarat, India Country Period March 2022 – November 2022 Client Deutsche Gesellschaft für Internationale Zusammenarbeit (GIZ) Position Team Leader cum Value chain Expert Description of work/ Assignment – To improve the sustainability and traceability of the supply chains of peanuts and sesame in Gujarat, India. To that end, farmer shareholders of the Farmer Producer Company are capacitated regarding sustainable agricultural practices and advanced post-harvest management, and a traceable supply chain and further market access for the members of the FPC is established.	
7. Name of assignment: Consultancy Services to Conduct a Beneficiary Impact Assessment (BIA) and Prepare a Project Completion Report (PCR) of the CIDP (2021) Year - September'22 – January'23 Location – Zambia Client - Government of the Republic of Zambia funded by AfDB Position – Team Leader Work Description The Government of the Republic of Zambia has been implementing the Cashew Infrastructure Development Project (CIDP) in the Ministry of Agriculture through the Provincial Agricultural Coordinator (PACO) Western Province for the last five years from 2016 to 2021. The Project is being is being financed with a loan from the African Development Bank (AfDB). The project has three components: (1) Support to cashew value chain with 3 sub-components, (i) irrigation infrastructure for cashew nurseries and clone gardens, (ii) cashew plantation rejuvenation and establishment, and (iii) infrastructure for cashew processing and marketing; (2) Capacity building with 3 sub-components, (i) training, (ii) technical support, and (iii) matching fund; and (3) Project management with 2 sub-components, (i) project coordination, and (ii) monitoring and evaluation. Gender, social and environmental issues have been considered in all project activities.	
8. Name of assignment or project: Implementation of National Mission on Food Processing (NMFP) funded by the Ministry of Food Processing Industries, GOI. (during 12th 5-year plan 2012-2017)	



Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks

Year - Dec 2013 – Oct 2015

Location – Tripura

Client - Directorate Industries, Govt. of Tripura

Position – Programme Officer (Food Technologist)

Work Description: The roles involve conducting a pre-feasibility study and vision document for Tripura's agriculture, including primary/secondary assessments of resources, value chain analysis for major crops, and food processing enterprise evaluation at clusters. Responsibilities include preparing an action plan with quantifiable targets, identifying projects and entrepreneurs per NMFP guidelines, organizing workshops, media campaigns, roadshows, and CFTRI collaboration training. Additional tasks encompass liaising with state government, assisting SMFP/SNA in proposal mobilization, evaluating techno-feasibility/DPRs, creating credit linkages/grants, building entrepreneur capacity in execution and supply chain management, monitoring fund release/utilization, managing NMFP MIS for Tripura, and preparing website content.

9. Name of assignment or project: Preparation of State Level Upgradation Plan (SLUP) for Tripura under the Scheme of PM Formalization of Micro Food Enterprises (PM FME) of the Ministry of Food Processing Industries, GOI.

Year - Nov 2020 - Mar 2021

Location – Tripura

Client - Directorate Industries, Govt. of Tripura

Position – Team Leader cum Food Technologist

Work Description: My role in the project includes Writing Report for One District One Product study (ODOP), Industry & Market Analysis, Study on Groups- SHGs, FPOs and cooperatives, Base Line assessment & Detailed Cluster study, Assessment of Food Processing Policies, Assessment of ongoing and proposed State Government programmes in the FPI and allied sectors, Assessment of existing Regulatory frameworks for FPI, Value Chain Analysis, Stakeholder Mapping, Post-Harvest management possibilities, Profiling of existing Micro Enterprises eco system, Mapping the market potential of FPI micro enterprises, Branding & promotion, Product Cost Analysis, SWOT Analysis, Benchmarking Studies, Need Assessment & Gap Study, Project Strategy & Interventions, Strategy for Integrated Development, Project Review & Key Impacts

10. Name of assignment or project: Transaction Advisory Services for Implementation of Deep Freezer/ Cold Storage- Dairy Related Project under PPP Mode proposed by KMF

Terms of Reference

Year: 2016-2020

Location: Dharwad, Mandya, Kolar, Bengaluru, Chennarayapatna- State: Karnataka, India

Company: Karnataka Co-Operative Milk Producers Federation Limited

Position Held: Team Leader

Activity Performed: The roles encompass conducting feasibility studies, including technical and financial assessments, and preparing project-wise feasibility and structure reports. Responsibilities include primary/secondary studies with qualitative/quantitative data analysis; strategic needs, demand assessments, and project scoping; reviewing service standards, outputs, and services; market and social impact assessments; rapid environmental impact studies focusing on climate change; value chain development for the milk sector with legal framework analysis; and incorporating stakeholder consultations, public interest evaluations.

11. Name of assignment

Technical Support Agency (TSA) for developing **Broiler Poultry value chain** with 2000 SHG members in 3 project districts of Tripura under TRLM

Terms of Reference

Year - Oct 2022 – Sept 2025 (36 Months)

Location – Tripura, India

Client – Tripura Rural Livelihood Mission

Position – Team Leader cum Value chain expert

Work Description: Tripura Rural Livelihood Mission (TRLM) planned to

- To developed 12broiler poultry production clusters with total 2,000 farmers in 3 project districts of TRLM to increase the poultry production of the SHG women by 30% at the end of 3 years project period.
- To develop backward and furrowed linkages through PG & PO at the end of 3 years project period. Thus double the farmers' income of the broiler poultry growers at the end of 3 years.

12. Name of assignment:

Provide Technical Assistance to The Social Support for Resilient Livelihoods Project (SSRLP) Livelihood Support Sub-Component in Malawi (World Bank Funded Project)

Year - December 2021 – Sep 2022

Location – Malawi

Client – World Bank

Position – Organizational Development Expert



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Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks

Work Description:

The situation analysis, conducted with key stakeholders, assesses COMSIP's training curriculum for basic, enhanced, and graduation packages, market analysis approaches, and MIS. Responsibilities include appreciating SSRLP's livelihood sub-component framework, beneficiary targeting, and packages (basic, advanced, graduation); evaluating project monitoring; documenting regional/global experiences in community capacity building and ultra-poor graduation, emphasizing training curriculum, delivery modes, and follow-ups like coaching/mentoring; best practices in technology/MIS for program management; examining livelihood/graduation M&E functionality, data types, collection frequency, reporting, IT infrastructure/capacity needs; rapidly appraising UBR, SCTP MIS, Mthandizi MIS, and COMSIP/livelihood MIS for integration; evaluating COMSIP MIS prototype modules for business process improvements; assessing training delivery, materials, tools, follow-ups; market approaches; and COMSIP's human resource capacity for effective SSRLP implementation.

13. Consultancy Services to Prepare the Environmental & Social Management Framework (ESMF) of the Enhanced Smallholder Agribusiness Promotion Programme (E-SAPP)

Zambia

Country

Period November 2020 to June 2021

Client Ministry of Agriculture, Republic of Zambia

Position Technical Expert & Team Coordinator

Description of work/ Assignment – Provided technical assistance with key responsibilities of project management, Review relevant information at national, provincial and district levels, monitoring & evaluation, Conducted an in-depth desk review of Programme progress and annual reports including from the predecessor programme, SAPP, collaboration with the PCO, Identified the most significant social and cultural factors that differentiate social groups in the programme areas, and ensure proper capturing and consolidation of stakeholders' views and opinions, social groups' characteristics, training & capacity building, intra- group & inter-group relationships, within the context of E-SAPP.

14. Consultancy to Develop Out-Grower Scheme and Legal Framework for The Aquaculture Value Chain

Zambia

Country

Period Oct. 2019 – March, 2020

Client Ministry of Fisheries and Livestock, Govt. of Zambia

Position Project Coordinator- Marketing Expert

Description of work/ Assignment: Review the different out-grower schemes models that have been implemented specifically on fish farming and other agro-products to establish lessons for success and failure and appropriate models to the aquaculture sector. Baseline assessment of the Aquaculture sector of Zambia. Identified the gross margin for the various aquaculture value chain actors within the out-grower scheme (producers, processor, wholesalers, Retailers), contract farming.

15. Transaction Advisory Services for Establishment of Integrated Processing Facility in Sikkim under the Scheme, Mission Organic Value Chain Development for North Eastern Region (MOVCD-NER)

Year: Mar 2017- May 2019

Location: Sikkim

Company: Sikkim Organic Mission Horticulture & Cash Crop Development Department Government Of Sikkim, Sikkim

Position Held: Team Leader (Agri Expert)

Activity Performed: Acted as Transaction Advisor for Establishment of Integrated Processing Facility under the Scheme, Mission Organic Value Chain Development for North Eastern Region (MOVCD-NER) in Sikkim on a Public Private Partnership (PPP) mode. Conducted pre-feasibility study, Detailed Project Report (DPR) and Bid Process Management for selection of the Private Player/Developer. The Commodities covered under this project is Large Cardamom, Ginger, Turmeric and Buckwheat. Identification, assessment and provisioning of adequate required physical infrastructure facilities including minimum design requirements as per applicable laws/regulatory framework/policy guidelines. Was responsible for Review and Finalize the Financial Model, Review and Finalize the Financial Model, Financing Plan, Risk Analysis, Bid Process Design and Bid Documents, Bid Process Management.



[Handwritten signature]

Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland

Certifications:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.

Dr. Md Raihan



22/10/2025

Name of Expert

Signature

Date

Saiedul Hussain



22/10/2025

Name of authorized
Representative of the Consultant
(the same who signs the Proposal)

Signature

Date




Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland

Position Title & No.	Food Processing Expert (1)
Name of Expert	Atul Mardikar
Sex (Male/Female)	Male
Date of birth:	30 th May 1965
Country of citizenship/residence	India

Education:

Names of institutions	Degree obtained	Dates of obtainment
College Of Engineering , Karad, MS, Sivaji University, Kolhapur	BE (Mechanical)	1987

Membership in Professional Associations

- Maratha Chamber Of Commerce & Industries & Agriculture

Publications:

- Published series of Articles on Food Processing Technology at Agrowon newspaper, the first Indian daily newspaper dedicated on agriculture, published by SAKAL Media group.
- Editor-in-chief of Udyog Prerana Magazine, a dedicated magazine on Agri-business technology published from Pune, Maharashtra, having circulation in 22 countries

Other Training Courses:

- Undergone 21 days training programme on training of trainers on Entrepreneurship Development under the Entrepreneurship Development Institute, Gandhinagar, Gujarat (1988)
- 5 days training programme on Quality analysis of Spices under Spices Board India (1988)
- 5 days training on Internal Food Safety Auditor under TUV India and Zenith Certificate Body in Pune (1991)
- 5 days training on ISO 14000 Auditor under Zenith Quality Assurance Private Limited
- Exposure trip on United Kingdom for agriculture and post-harvest technology dissemination India (2003-04)

Countries of Work Experience:

- India, Sri Lanka, Ethiopia, Taiwan and Turkey



Language Skills

Language	Read	Write	Speak
English	Excellent	Excellent	Excellent
Hindi	Excellent	Excellent	Excellent
Marathi	Excellent	Excellent	Excellent
Sanskrit	Excellent	Excellent	Excellent

Employment record:

Period	Employing organization & your title/ position. Contact information for references*	Country	Summary of activities performed relevant to the Assignment
2024-Now	AKM Agri Value Chain Private Limited Position: CEO Reference: Ms Madhavi Naik Ph No: 8329961456	India	Agri Value Chain Advisory services and turn key projects, establishment of management of agri business incubation centre
2004-Now	Prajakta Technology Private Limited Position: Chairman and Managing Director	India	Diet Food and Food Ingredient Manufacturing and Private Label working. Largest manufacturer of dehydrated red capsicum in India and working towards



	Reference: Padma Sanga Ph No: 9822532801		import substitutions, handle Research and Development and Innovation in Food Processing and Agri-business technology
2004- Now	Udyug Prerana Magazine Position: Partner and Editor and Chief Reference: Neha Rakshe Ph No: 9529338234	India	Handholding of agri business and food processing sector entrepreneurs, circulation in 22 countries and media partner for major global food shows.
2002- 2004	M/s Prajakta Technology Position: Proprietor Reference: Atul Mardikar Ph No: 9850272067	India	Diet Food and Food Ingredient Manufacturing and Private Label working.
1987- 2001	Weld Plast Position: Cofounder Reference: NIL	India	India's first high frequency resistance welding for export quality healthcare product packaging material
2004- Now	Prajakta Technology Private Limited Position: Chairman and Managing Director Reference: Padma Sanga Ph No: 9822532801	India	Diet Food and Food Ingredient Manufacturing and Private Label working. Largest manufacturer of dehydrated red capsicum in India and working towards import substitutions, handle Research and Development and Innovation in Food Processing and Agri-business technology
2004- Now	Udyug Prerana Magazine Position: Partner and Editor and Chief Reference: Neha Rakshe Ph No: 9529338234	India	Handholding of agri business and food processing sector entrepreneurs, circulation in 22 countries and media partner for major global food shows.

Adequacy for the assignment

Detailed Task Assigned:

The Expert will be responsible for completion of project objective as task assigned for Food processing sector Expert and also will support the Team leader to execute the assignment. Major task will be assigned as below:

- Conduct Value Chain Diagnostics and Market Assessment: Analyze the end-to-end value chain of identified commodities—covering production, aggregation, processing, and marketing—to identify efficiency gaps, infrastructure needs, and opportunities for value addition in the food processing sector.
- Assess Processing Infrastructure and Technology Gaps: Evaluate existing processing units, storage, packaging, and logistics facilities across districts; identify technology requirements, capacity utilization levels, and modernization opportunities for sustainable scaling.
- Design Value Addition and Product Development Strategies: Develop commodity-specific interventions for enhancing product quality, shelf life, and market competitiveness through improved processing, branding, and certification (e.g., organic, GI tagging).
- Facilitate Stakeholder Consultations and Institutional Linkages: Engage with producers, FPOs, processors, traders, and government agencies to validate findings, co-create solutions, and foster partnerships between local enterprises and national or global buyers.
- Develop Investment and Capacity-Building Plans: Formulate actionable investment strategies and training modules for entrepreneurs and FPOs to strengthen processing skills, quality control, and



business management within the sector.

Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks

16. Name of assignment: *Women Empowerment through cashew and cinnamon post-harvest and processing covering 10,000 rural women*

Year – 2021-22

Location – Colombo

Client – Why Not Srilanka, Colombo, Srilanka

Position – Technical Advisor

Work Description

- Post-harvest SOP Development
- Technology dissemination
- Setup layout
- Specification finalization as per client requirement
- Self-Life Study

17. Name of assignment: *Agri Value Chain Development for women led enterprises in Tigere province of Ethiopia covering 2000 women*

Year – 2016-18

Location – Tigere Province, Ethiopia

Client – Local Provincial government of Tigere district

Position – Technical Advisor

Work Description

- Special focus on Aloe Vera and Turmeric
- Finalization of harvesting practices
- Post-Harvest storage set up
- Minimal processing technology
- Value addition practices implementation

18. Name of assignment: *Processing Line development for Grape Resins and Strawberries*

Year – 2016-18

Location – Turkey

Client – Goztepe Machina

Position – Technical Expert

Work Description

- Process SOP Development
- Metallurgical advice
- Automation and synchronization

19. Name of assignment: *Cutting Equipment development for Fresh Turmeric rhizomes*

Year – 2017-18

Location – Taiwan

Client – Giant Wel Equipment, Taiwan

Position – Technical Expert

Work Description

- Cutting blade design and development
- Metallurgical inputs

20. Name of assignment: *Export Facility Development Centre design and development in Maharashtra focusing on horticulture products*

Year – 2017-19

Location – Maharashtra

Client – Maharashtra State Agriculture Marketing Board

Position – Technical Advisor

Work Description

- Concept preparation
- Design of post harvest practices for regional crops
- Post-harvest and value added products
- DPR preparation
- Monitoring and implementation



Signature

Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland

Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks	
21. Name of assignment: <i>Maharashtra Agriculture competency project</i>	
Year – 2014-18	
Location – Maharashtra	
Client – Maharashtra State Agriculture Marketing Board	
Position – Technical Writing and Valuation Expert	
Work Description: Assessment of DPR and valuation of technology for 40 FPCs out of 700 FPCs formed under the initiative	
22. Name of assignment: <i>Preparation of Action Plan on Value Chain Development of Horticulture – Fruits & Vegetables Sector in NER.</i>	
Year – Oct' 2020 To Mar' 2021	
Location – North East India	
Client – North Eastern Development Finance Corporation Limited (NEDFi)	
Position – Team Leader	
Work Description: The study assessed the horticulture sector in NER, focusing on fruits and vegetables, through stakeholder consultations to identify challenges, prospects, and development needs. It prioritized state-wise crops, analyzed key value chain bottlenecks, reviewed production and market potential, and suggested interventions in value addition, capacity building, and product development. A 5-year Action Plan with state-specific sub-plans, resource requirements, and stakeholder roles was also prepared. As a team leader, assessment of existing value chain, development of survey tools, stakeholder discussion and action plan preparation was under the scope of work.	
23. Name of assignment: <i>Preparation of Action Plan on Value Chain Development of Spices in NER</i>	
Year – Jan' 2021 To Mar' 2021	
Location – North East India	
Client – North Eastern Development Finance Corporation Limited (NEDFi)	
Position – Team Leader	
Work Description: Under the Government of India's holistic development initiatives for the North East, NEDFi was tasked by the Ministry of DoNER to prepare a 5-year plan for value chain development of key spice crops in NER. The study assessed the current status of the spices sector through stakeholder consultations, identified state-wise promising spices, analyzed downstream markets for improving production, quality, and traceability, and formulated a 5-year Action Plan with state-specific sub-plans, resource needs, and stakeholder roles. The final plan was submitted to MDoNER, GoI. As a team leader, assessment of existing value chain, development of survey tools, stakeholder discussion and action plan preparation was under the scope of work.	
24. Name of assignment: Resource Mapping of the Bodoland Territorial Region (BTR) and pre-investment plan feasibility study for preparation of a development and investment plan for the BTR.	
Year – Aug' 2022 To Dec' 2023	
Location – 4 districts under Bodoland Territorial Council (BTC)	
Client – North Eastern Development Finance Corporation Limited (NEDFi)	
Position – Domain Expert (Food processing)	
Work Description	
	• Mapping of the existing physiography characteristics of the BTR. • Mapping of the resources in terms of Agriculture/ Horticulture and existing infrastructure • Mapping of the economic activities of BTR and recommend upstream interventions to boost production. • Assessment of the statutory and regulatory requirements for setting up industry in BTR. • Preparation of Action Plan for Augmenting Economic Activities and Infrastructure and Model Project Profile based upon findings of the resource mapping exercise.
25. Name of Assignment: <i>Preparation of Action Plan for Pineapple and Jackfruit based economy in the state of Tripura</i>	
Year – June 2024 to September, 2026	
Location – Tripura	
Client – North Eastern Development Finance Corporation Limited (NEDFi)	
Position – Team Leader	
Work Description:	
	• Development of methodology • Field visit and oversee field data collection • Assessment of best practices and scope of adoption • Focus Group Discussion



Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
Action plan preparation and presentation
26. Name of the Assignment: Oil Palm Cultivation & Processing Challenges and Action Plan For NER Year – Oct 2024 to Mar, 2025 Location – Tripura Client – North Eastern Development Finance Corporation Limited (NEDFi) Position – Principal Expert Work Description: - Development of methodology - Field visit - Assessment of best practices and scope of adoption - Focus Group Discussion - Action plan preparation and presentation
27. Name of the Assignment: Citrus Value Chain For Arunachal Pradesh Year – Nov 2024 to ongoing Location – Tripura Client – North Eastern Development Finance Corporation Limited (NEDFi) Position – Principal Expert Work Description: - Development of methodology - Field visit - Assessment of best practices and scope of adoption - Focus Group Discussion - Action plan preparation and presentation
13. Name of the Assignment: Setting up Integrated Post Harvest Infrastructure for Phek District Women – CWWS, Nagaland Year – Spt 2022 – March 2024 Location – Nagaland Client – North Eastern Development Finance Corporation Limited (NEDFi) Position – Team Leader Work Description: 28. Identification of potential crop for value addition 29. Trial value addition, packaging and shipment 30. Setting up of post harvest infrastructure 31. Training and Capacity building of project beneficiaries

Expert's contact information: (e-mail atulmardikar@yahoo.co.in, phone 9850272067)

Certifications:

I the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.

Atul Mardikar



22/10/2025

Name of Expert

Signature

Date

Saiedul Hussain



22/10/2025

Name of authorized
Representative of the Consultant
(the same who signs the Proposal)

Signature

Date





Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland

Position Title and No.	Coffee Industry Expert
Name of Expert	Anup Kumar Jaishi
Sex (Male/Female)	Male
Date of Birth (day/month/year)	06/06/1963
Country of Citizenship/Residence	India

Education:

Year	Qualification	Institution/University
1980–1982	Pre-University	Gauhati University
1983–1984	B.Sc	North-Eastern Hill University (NEHU), Shillong
1985	B.Sc (Zoology)	North-Eastern Hill University (NEHU), Shillong

Employment record relevant to the assignment :

Period	Employing organization & title/position	Country	Summary of activities relevant to the assignment
2014 – 2023	Organization : O/o Senior Liaison Officer, Coffee Board,(Ministry of Commerce & Industry), Government of India, Kolasib,Mizoram Position: Assistant Extension Officer (later Senior Liaison Officer). Senior Liaison Officer, Kolasib Email: sloksb@gmail.com Phone: 9864579726	India	Led transfer of coffee cultivation technology and on-ground implementation of Coffee Board programs across the North Eastern Region Served as Station In-Charge, Technology Evaluation Center (TEC), Bualpui, Mizoram (2014–2023) Organized farmer trainings, nursery development, estate investigations, quality up-gradation support (baby pulpers, water tanks, drying yards), and market facilitation, including curing,grading, and dispatch for auction.
2008 - 2014	Organization : O/o Senior Liaison Officer, Coffee Board,(Ministry of Commerce & Industry), Government of India, Tura, West Garo Hills, Meghalaya Position: Assistant Extension Officer Reference: Senior Liaison Officer, Tura Email: slotura@gmail.com Phone: 7086043690	India	Implementation of ICDP (Integrated Coffee Development Project) Programs Conducting training Program Market Support Raising Coffee Seedlings in group nurseries, individual holdings etc Quality Upgradation Program



Project Director
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2002 – 2008	Organization : O/o Senior Liaison Officer, Coffee Board, (Ministry of Commerce & Industry), Government of India, Dima Hasao, Haflong Position: Assistant Extension Officer Reference: Senior Liaison Officer, Haflong Email: slo.cbhl@gmail.com Phone: 9436958717	India	Management of TEC (Technology Evaluation Center) Implementation of the ICDP (Integrated Coffee Development Project) Program Market Support
1997-2001	Organization: O/o Deputy Director (E), Coffee Board, (Ministry of Commerce & Industry), Government of India, Silchar, Assam Position: Extension Inspector/ Assistant Extension Officer Reference: Deputy Director (E) Silchar Email: ddesil1@gmail.com Phone: 9402137449	India	Assisting the Deputy Director in various Office works and implementation of special area programs in the state of Manipur, Mizoram, and Barak Valley districts
1990 – 1996	Organization : O/o Senior Liaison Officer, Coffee Board, (Ministry of Commerce & Industry), Government of India, Kolasib, Mizoram Position: Extension Inspector Reference: Reference: Deputy Director (E) Silchar Email: ddesil1@gmail.com Phone: 9402137449	India	Management of TEC (Technology Evaluation Center) Market Support
1986 – 1990	Organization : O/o Senior Liaison Officer, Coffee Board, (Ministry of Commerce & Industry), Government of India, Dima Hasao, Haflong Position: Extension Inspector Reference: Reference: Senior Liaison Officer, Haflong Email: slo.cbhl@gmail.com Phone: 9436958717	India	Management of TEC (Technology Evaluation Center) Market Support 



Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland

Language Skills :

Language	Proficiency	Notes
English	Excellent	Writing & speaking
Hindi	Excellent	Writing & speaking
Nepali	Excellent	Writing & speaking
Assamese	Fair	Speaking
Bengali	Fair	Speaking

Adequacy for the Assignment: Detailed Tasks & Prior Work Illustrating Capability

Detailed Task Assigned on Consultant's Team of Expert	Reference to Prior Work / Evidence
Maintenance & management of Technology Evaluation Centers (TEC) with following key responsibilities- □ Evaluation of plant materials and agronomic packages - Testing and monitoring the performance of different coffee plant varieties / clones (for example in different agro-climatic zones) under real farm-conditions. - Adoption of region-/location-specific agronomic packages of practices and assess how these work in local conditions. - Managing demonstration farms of location-specific technologies for the region Demonstration & technology transfer to growers - On-farm demonstration sites to show scientific methods of cultivation, management practices, soil/fertiliser management, improved planting materials etc. - Establishment of the extension network: extension staff use TECs to train growers, conduct field demonstrations, on-farm trials, village level meetings etc. Training and capacity building - Training programmes for growers, workers, supervisors etc, on improved cultivation, quality improvement, processing - Centres for capacity building of stakeholders through demonstration, hands-on training, and exposure to improved technologies. Seed/elite planting material production and supply - Seed production centres: producing elite planting material (clonal seedlings / improved varieties) for supply to growers. - Monitor and maintain planting material performance on-site. Cultural operations and productivity improvement - Undertaking timely cultural operations (e.g., pruning, shade management, nutrition, pest/disease control) as per annual action plans to improve production and productivity in the demonstration plots.	As In-Charge of TEC , managed the overall maintenance of TEC (Technology Evaluation Centre) Estb: Coffee Board, Haflong, Assam 2001-2008 Station In-Charge: TEC Bualpui (Mizoram) 2014–2023. Managed seed production at TEC Bualpui; coordinated distribution across all North-Eastern states, incl. Sikkim & Darjeeling district.



Establishing coffee nurseries on community/group basis	Selected beneficiaries, trained on nursery techniques, supported input mobilization; seedlings distributed to identified growers.
Investigation of coffee estates in multiple villages	Extensive tours with technical officers; recommended suitable cases for program support and release of benefits.
On-farm training & capacity building	Practical demonstrations on young plant care, shade management, irrigation schedules, composting & mulching.
Quality up-gradation support	Facilitated baby pulpers, water tanks, drying yards; delivered quality-awareness programs; post-harvest guidance before bagging/storage.
Exposure visits & study tours	Led progressive growers to South India & TECs for hands-on learning; coordinated logistics, accommodation & training.
Marketing & payment facilitation	Pre-2000: pooling & auction via Mysore with 60% initial (after pooling of coffee) and remaining 40% payment (after auction in Mysore); Post-2000: supported direct trader procurement at competitive prices.
Coffee curing operations	Oversaw Coffee Board curing works at TEC Bualpui (2014–2023): receipt of cherries/parchment from growers & agencies; curing, grading, out-turns; labeling.
Conducting village-level group meetings	Various village-level group meetings were conducted to appraise the growers about the improvement of coffee techniques in their respective farms and the dissemination of information relating to coffee development

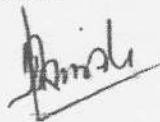
Expert's contact information: Phone +91 9366076540

E-mail: jaishianupkumar@gmail.com

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.

Anup Kumar Jaishi



22/10/2025

Name of Expert

Signature

Date

Saiedul Hussain



22/10/2025

Name of authorized

Representative of the Consultant
(the same who signs the Proposal)

Signature

Date



Project Director
ELEMENT, Nagaland Project
World Bank, Govt. of Nagaland

Position Title and No.	Honey Industry Expert (1)
Name of Expert:	Dr. Ataur Rahman
Sex (Male/Female)	Male
Date of Birth:	05/03/1956
Country of Citizenship/Residence	India

Education:

Year	Qualification	Institution/University
1977	Bsc Agriculture	College of Agriculture, Assam Agricultural University, Jorhat
1980	Msc Agriculture	College of Agriculture, Assam Agricultural University, Jorhat
1988	PhD in Agriculture (Entomology)	Chaudhary Charan Singh Haryana Agricultural University, Hisar

Publications :

- Contributed a chapter in Apiculture in Handbook of Agriculture published by ICAR in the year 2012, 2014, 2016
- Authored "Apiculture in India, Textbook on Apiculture and Textbook of Entomology published DKMA (Directorate of Knowledge Management in Agriculture, ICAR, New Delhi)
- Textbook on Bee keeping, Perspective for skill development by Kalyani Publishers, New Delhi, 2017
- Protective and Productive Entomology by Narendra Publishing House, New Delhi, 2020

Membership in Professional Associations

All India Bee Keeper Association, Entomologist Society of India, Asian Apiculture Association, IUCN List as a specialist

Language Skills

Language	Read	Write	Speak
English	Good	Good	Good
Hindi	Good	Good	Good
Assamese	Good	Good	Good

Employment record relevant to the assignment:

Period	Employing organization and your title/position. Contact info for references	Country	Summary of activities performed relevant to the Assignment
1979-1981	Agriculture extension officer, Department of Agriculture, Govt of Assam	India	Specialized in apiculture, pollination biology, and insect biosystematics, training and capacity building of farmers and implementing agencies on bee keeping initiatives.
1980-1984	Subject Material Specialist in Plant Protection at Assam Agricultural University, Jorhat Reference - Dr Badal Bhattacharya, HOD, Assam Agricultural University, Jorhat Contact - 7002131115	India	Worked in All India Coordinated Research Project (AICRP) on Honeybee and Insect Pollinators at Assam Agricultural University (AAU), Jorhat, as Junior Scientist, later as Entomologist (Senior Scientist) and Principal Investigator of the project. Technical expertise encompasses bee morphology and anatomy, pollination ecology, toxicology, pathology, and integrated pest management. Major contribution includes diagnosing and managing the Thai Sac Brood Disease (TSBD) in <i>Apis cerana</i> , which had devastated Indian bee colonies. He evolved the "Dequeening and Requeening Technique", a biologically based management practice that effectively contained the epidemic across the Indian subcontinent (<i>Indian Bee Journal</i> , 1992). This innovation saved millions of <i>A. cerana</i> colonies and remains a cornerstone of disease management in Indian apiculture.
1984-1988	In service PhD scholar in Chaudhary Charan Singh Haryana Agricultural University, Hisar	India	
1988-1989	Entomology Department, Assam Agricultural University, Jorhat Position - Junior Scientist Reference -Dr Badal Bhattacharya, HOD, Assam Agricultural University, Jorhat	India	



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	Contact – 7002131115		Pioneered the introduction and acclimatization of <i>Apis mellifera</i> (European honeybee) in Assam, laying the foundation for commercial beekeeping in the region. He diagnosed Nosema disease, a microsporidian infection, for the first time in local <i>A. cerana</i> colonies and established Etioxon-M (a hydroxyl quinoline compound) as an effective therapeutic agent (<i>Indian Bee Journal</i> , 1996). Recognized as an Invertebrate Pollinator Specialist (South Asia) by the IUCN, London (2005), Dr. Rahman has made substantial contributions to pollinator diversity assessment, pollination efficiency studies, and habitat conservation. His research integrates field ecology with applied entomology, emphasizing pollinator health and sustainable crop pollination systems.
1989-2004	Entomology Department, Assam Agricultural University, Jorhat Position - Entomologist cum Principal Investigator Reference -Dr Badal Bhattacharya, HOD, Assam Agricultural University, Jorhat Contact - 7002131115	India	Dr. Rahman has played a pivotal role in capacity building and skill development of beekeepers across Assam and the Northeastern region. He has conducted extensive training programmes, field demonstrations, and hands-on workshops on scientific beekeeping, disease management, and colony maintenance. Under his leadership, the AICRP on Honeybee and Insect Pollinators has become a key hub for technology dissemination, beekeeper education, and entrepreneurship development in apiculture. He trained 1000+ bee keepers and govt officials involved in vee sector development.
2004-2017	Entomology Department, Assam Agricultural University, Jorhat Position - Principal Scientist cum Principal Investigator Reference -Dr Badal Bhattacharya, HOD, Assam Agricultural University, Jorhat Contact - 7002131115	India	Received numerous honors, including the Rashtriya Gaurav Award (2004) and the Best Research Work Award in Honeybee and Pollinator Studies (2016).
2017-2021	Entomology Department, Assam Agricultural University, Jorhat Position - Head of the Department, Principal Investigator for AICRP project on Honeybees and Training Reference - Dr Badal Bhattacharya, HOD, Assam Agricultural University, Jorhat Contact - 7002131115	India	
Nov' 2024 TO May' 2025	Techno Economic Development Fund (TEDF), Ministry of DoNER Position - Principal Investigator Reference - Tel.- +919854057430 e-Mail – psonowal@nedfi.com Popy Sonowal, Senior Manager, North Eastern Development Finance Corporation Ltd (NEDFi),	India	The project focused on developing the beekeeping sector in BTR by assessing market demand, production, and supply of honey products, while collecting and analyzing data from farmers and clusters. It aimed to enhance tribal livelihoods through employment and income generation, improve processing, value addition, packaging, storage, and quality management, and provide training and strategic guidance to beekeepers. The project also included resource mapping for land, infrastructure, machinery, and finance, streamlined production with market linkages, and prepared a sector-specific DPR highlighting implementation strategies and stakeholder roles to boost economic development in the region.

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts:	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
Training and Capacity building of government officials involved in bee sector development	Name of the Project: 7 days training programme on bee keeping for the officers of Departments of the Agriculture and Horticulture of the NER states including the states of Arunachal Pradesh, Assam, Meghalaya and Nagaland (175 nos. of trainees) Year- 1997-2000 Client: Ministry of Agriculture, Govt of India Location: Assam Agriculture University, Jorhat Main Project Features: Species Identification



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	• Species management • Seasonal Management • Pollination management • Disease management • Predator and enemy management • Toxicity management • Economics of bee keeping Position Held- Course Director Activity Performed: • Design of the course • Class room training • On -field training
Training and Capacity building of bee keepers of Assam	Name of the Project: 7 days training programme on bee keeping for the beekeepers of Assam Year- 2001-2003 (150 trainees) Client: KVIC, Assam Location: Assam Agriculture University, Jorhat Main Project Features: • Species Identification • Species management • Seasonal Management • Pollination management • Disease management • Predator and enemy management • Toxicity management • Economics of bee keeping Position Held- Course Director Activity Performed: • Design of the course • Class room training • On -field training
Awareness creation of beekeepers of Assam	Name of the Project: 3 days training programme on bee keeping for the beekeepers of Assam Year- 2007-08 and 2008-09 (150 trainees) Client: KVIC, Assam Location: Assam Agriculture University, Jorhat Main Project Features: • Species management • Seasonal Management • Pollination management • Disease management • Predator and enemy management • Economics of bee keeping Position Held- Course Director Activity Performed: • Design of the course • Class room training • On -field training
	Name of the Assignment: Training Programme on "Scientific Meliponiculture and Apiculture for Increasing Farmers' Income and Entrepreneurship Development" Year: February, 2024 Client: All India Coordinated Research Project (AICRP) on Honeybees & Pollinators (HB&P) under the NEH Programme of the Indian Council of Agricultural Research (ICAR), New Delhi, in collaboration with the School of Agricultural Sciences and Rural Development (SASRD), Nagaland University, Medziphema.



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	Location: Nagaland Main project features: 1. Focus on Scientific Beekeeping: Promoted modern, scientific practices in <i>apiculture</i> and <i>meliponiculture</i> to enhance productivity, colony health, and income of farmers. 2. Capacity Building and Skill Development: Provided hands-on training to over 125 farmers from five districts of Nagaland on colony management, queen rearing, disease control, and value addition. 3. Entrepreneurship and Value Addition: Emphasized the development of bee-based enterprises through processing, packaging, and marketing of bee products like honey, wax, pollen, royal jelly, and propolis. 4. Pollinator Conservation and Crop Productivity: Highlighted the ecological and agricultural importance of pollinators, advocating for their conservation to improve crop yield and biodiversity in the region. Position Held- Expert Activity Performed: • Conducted a one-day training and capacity-building programme for farmers and beekeepers from five districts of Nagaland on: • Scientific techniques in apiculture and meliponiculture • Bee biology and equipment handling (<i>Apis cerana</i> and <i>Apis mellifera</i>) • Queen rearing and colony multiplication • Disease and pest management in bee colonies • Value addition and marketing of bee products (honey, wax, propolis, royal jelly, pollen, bee venom) • Conservation of pollinators and their role in crop productivity enhancement
Quality Nucleus Stock Development	Name of the Assignment/ Project: Establishment of Nucleus Stock Centre of honey bee, <i>Apis mellifera</i> Year: (March 2022 – April 2024) Location: India Client: National Bee Board (NBB) Main project features: The project is strictly focused: Development and multiplication of nucleus <i>Apis mellifera</i> bee stock Dissemination of Apiculture technology through supplementation of critical inputs like seed colonies, bee hive and bee equipments. Capacity building of farmers cum bee keepers and to facilitate doubling of farmers income. Enhancement of production and productivity of field and horticultural crops through bee mediated pollination. Positions held: principal Investigator Activities performed: Mass multiplication of <i>Apis mellifera</i> colonies is carried out using the Do-little (grafting) method. The Do-little or grafting method is the most commonly used technique for mass queen rearing. This method involves grafting young larvae into queen cell cups. Queen cell cups is made of pure beeswax, with an inside diameter of 8–12 mm for <i>Apis mellifera</i>. Multiple forming sticks are used to prepare a large number of cups simultaneously.
Development of Nucleus stock of resistant <i>Apis cerana</i> colonies against Thaisacbrood disease	Name of the Assignment/ Project: Development of Nucleus stock of resistant <i>Apis cerana</i> colonies against Thaisacbrood disease Year: (July 2025- ongoing) Location: India Client: National Bee Board (NBB) Main project features: • Development and multiplication of nucleus <i>Apis cerana</i> colonies against Thaisacbrood disease.



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	• <u>Distribution of Thaisacbrood resistant Apis cerana colonies to the beekeepers of Assam.</u> • Dissemination of Apiculture technology through supplementation of critical inputs like resistant seed colonies, bee hive and beekeeping equipments. • Capacity building of farmers cum bee keepers and to facilitate doubling of farmers income. • Enhancement of production and productivity of field and horticultural crops Positions held: Principal Investigator Activities performed: Survey and Procurement (Ongoing): • Extensive survey is being conducted in plains and hill districts of Assam to trace Thai sacbrood disease in Apis cerana colonies. • 90 colonies are being procured: from Brahmaputra Valley plain zone and Karbi hills of Assam. • Colonies are being reared at the Bahona Bee Breeding Centre, Jorhat, Assam. Evaluation of Resistant Colonies (Ongoing): • Colonies are being observed for Thai sacbrood symptoms: pale → greyish → straw-colored → blackish larvae leading to bee mortality. • Diseased colonies are being isolated, while healthy colonies showing resistance are maintained for further multiplication and daughter stock development. Treatment Methods (Ongoing): 1. Mechanical Treatment • 45 colonies are being mechanically treated with infected frames. • Weekly observations are made for disease incidence. • Diseased colonies are isolated, and resistant colonies are maintained for multiplication. 2. Oral Feeding Treatment Inoculum prepared by grinding infected larvae (100 mg in 100 ml distilled water). • Sugar syrup solutions prepared at 10%, 20%, and 30% concentrations. • Fed to the remaining 45 colonies. • Weekly observations are made, and resistant colonies are maintained for further development.
• market research and analysis • Preparation of DPR	Preparation of sector specific DPR in Bee Keeping, Mushroom based food processing unit and Maize based feed amenities centre in BTR. Client - Techno Economic Development Fund (TEDF), Ministry of DoNER Position - Principal Investigator Period - Nov' 2024 to May' 2025 Location - India About the Project : In line with the Resource Mapping and Pre-Investment Feasibility Study of BTR, NEDFi had undertaken an assignment on "Preparation of sector specific DPR in Bee Keeping, Mushroom based food processing unit and Maize based feed amenities centre in BTR" which was funded by the Techno Economic Development Fund (TEDF) of Govt. of India in 2024. The report regarding Resource Mapping and Pre-Investment Feasibility Study was placed to the BTR Government in a meeting chaired by Shri Pramod Boro, CEM, BTC, and out of many critical inputs received from the BTR Government Officials, there was a suggestion to prepare Detailed Project Report for Bee Keeping unit, Mushroom based food processing unit and Maize based feed amenities centre. Activities Performed : • Assessment of market research and analysis to determine the demand and supply of processed honey products in BTR. • Collection of data from various primary/secondary sources such as farmers data, production and consumption of clusters data. • Enhancement of economy and livelihoods of tribal communities in BTR by providing employment and income opportunities. • Assessment of raw material availability, sourcing, supply chain management, capacity building, downstream market requirements, key challenges and risks, quality scaling, processing techniques, packaging, value addition, storage and product development. • Strategic guidance to the Bee keeping farmers through Bee keeping training. • Streamlining of the production based on seasonality, market linkage, stimulating rural economic activity.



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	- Mapping the suitable locations, requirement of land, cost and margins, requirement of various plant & machinery for infrastructure units, requirement of financial resources for all activities along with probable sources of fundings and Govt.schemes.□ - Prepared sector specific DPR including all resource requirements, incorporation of suggestions and role of stakeholders to contribute to the economic development of BTR.
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Expert's contact information: (e-mail – rahmanataur60@yahoo.com, phone - 91010 51896)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.

Dr. Ataur Rahman



21/10/2025

Name of Expert

Signature

Date



Saiedul Hussain

Name of authorized Representative of the
Consultant
(the same who signs the Proposal)

Signature

22/10/2025

Date



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Position Title and No.	Pig/Livestock Value Chain Expert (1)
Name of Expert:	Manoj Kumar Bosumatary
Sex (Male/Female)	Male
Date of Birth:	21-09-1974
Country of Citizenship/Residence	India

Education:

Year	Qualification	Name of Institution
1995	BA(H), Mathematics	St.Stephen's College, Delhi University

Employment record relevant to the assignment:

Period	Employing organization and your title/position. Contact information for references	Country	Summary of activities performed relevant to the Assignment
May 2016- Present	Organization : Symbiotic Foods Pvt. Ltd Title / Position : Co-founder, & CEO Key Activities - Knowledge partner in Bodoland Pig Mission .Helped in formulating and conceptualizing Bodoland Pig Mission Core Committee Member of ASF preventive committee appointed by Governor of Assam Founding President, NEPPFA (North East Progressive Pig Farmers Association). Governing Body member and Treasurer, SeSTA, NGO for 2 terms from Feb 2018. Did a study on setting up of Maize based Feed Mills in BTR under NEDFI. Achievements - Conferred with prestigious Assam Gaurav Award 2021 by Govt. of Assam for his pioneering work in Piggery sector in Assam. Popularly known as Pigman of Assam. Reference:-Mr Puspendhar Kachari, Mobile- kachary@gmail.com Mobile-8011051175)	India	Expert in Pig Farming, Training, Feed formulations, Bio-security, running a successful brand called PIGGMAN. Involved in entire value chain of Piggery from running a breeding farm with 200 sows, 1000 Finisher Pigs, a slaughter cum processing unit. Involved in providing Training in Scientific commercial Pig farming. Established clusters in Sonitpur district, Assam with more than 200 farmers. Helped in Credit Linking the farmers. Participated in many workshops and seminars related to Piggery. In Bodoland Pig Mission more than 5000 farmers have been trained in scientific commercial piggery wherein financial support was provided by BTR Council Govt. Guided SeSTA in envisioning many of its rural livelihood projects. Conducted a detailed study on feasibility of establishing Maize based Feed Mills in BTR. The study was conducted on the behest of NEDFI. 
June 2014- May 2016	Organization : Udayachal Ventures Title / Position : Partner Reference-Khanindra Kalita, email- khanindrakalita@gmail.com M-7896004628	India	Started a small Pig farm in the name of Udayachal Ventures. The small pig breeding farm had 25+2 Breeding Stock. The same was later taken over by Symbiotic Foods Pvt Ltd.



Oct 1998- July 2013	Organization : State Bank of India, New Delhi Circle Title / Position : PO Joined as PO, SBI in New Delhi Circle. Worked in various branches and offices including Branch Head in ADB (Agriculture development Branch) , Rudraprayag, PBB, Vasant Vihar, Dehradun and Chief Manager, SBI Rail Bhawan Branch. Reference - Girish Malhotra, DGM, email - girish26.malhotra@gmail.com , Phone No. - 999-072-5236)	India	• Branch Manager, ADB(Agriculture development Branch) • Gained firsthand understanding of rural credit systems, including the structure, flow of funds, and assessment of credit needs in agricultural communities. • Developed insight into the KCC scheme as a vital tool for meeting the short-term credit requirements of farmers. Acquired practical knowledge of the eligibility criteria, documentation, loan limits, and interest subsidy mechanisms that make KCC an efficient and farmer-friendly product. • Understood the financial aspects and operational models of dairy farming, including investment in livestock, infrastructure, and feed management. Gained exposure to loan assessment processes for dairy entrepreneurs to promote income generation and rural livelihood sustainability. • Learned about financing mechanisms specific to goat rearing activities, covering aspects such as breed selection, housing, feeding, and disease management. Explored how small-scale livestock financing contributes to rural income diversification and supports marginalized communities. • Participated in multiple initiatives aimed at rural economic empowerment, learning how different financial schemes collectively contribute to sustainable rural growth and employment generation.
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Membership in Professional Associations and Publications: Member, NEPPFA.

Language Skills :

Language	Speaking	Reading	Writing
English	Excellent	Excellent	Excellent
Assamese	Excellent	Excellent	Excellent
Hindi	Excellent	Excellent	Excellent

Adequacy for the Assignment:

Detailed Tasks Assigned on Consultant's Team of Experts:	Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks
Support Integrated Pig Production System Developed Programs for Capacity Enhancement and Market Competitiveness Farmer Training and Knowledge Dissemination Innovation in Feed and Housing Systems Implementation of Advanced Bio security Protocols and Animal Health Management	Symbiotic Foods Pvt. Ltd Period - May 2016-Present Position - Co-founder, & CEO Activities Performed - Operating one of the largest privately held pig breeding farms with an annual piglet production capacity of 5,000, the enterprise is strategically positioned as a key player in the complete piggery value chain. With a breeding stock of 200 sows and 1,000 finisher pigs, operations extend beyond primary production to include a slaughter-cum-processing unit, thereby integrating breeding, rearing, finishing, processing, and market distribution within a single, optimized system. This end-to-end value chain approach not only ensures quality control and efficiency at every stage but also maximizes economic returns, strengthens market competitiveness, and supports sustainable growth in the regional piggery industry



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	Trained more than 5000 farmers in Scientific & Commercial piggery. Has own feed formulations in consultations with European nutrition Experts Has experience in building and advising a large number of pig farms construction. Expert in both modern housing as well as traditional housing systems. Expert in Bio-security Protocols and preventive care to keep the animals healthy. PIGGMAN brand has been build by the concerned which is known for its international quality pork.
Involvement in Strategic Mission Leadership and Implementation Sustainable Growth through Capacity Building and Market Linkages	Bodoland Pig Mission Period - June, 2022- March, 2025 Position - Knowledge Partner and Chief Trainer Activities Performed - Actively engaged in the Mission from its initial conceptualization stage through to its full-scale implementation. To date, the Mission has directly benefited over 5,000 farmers across BTR by creating robust livelihood opportunities in the piggery sector. With a clear and ambitious objective to achieve daily production of 1,00,000 kilograms of pork, the Mission aims to transform the regional agro-economy while positively impacting more than 35,000 families through enhanced income, sustainable market linkages, and capacity-building support in BTR.
Conducted an in-depth feasibility study of maize-based feed mill establishment in BTR. Comprehensive assessment of market demand for feed products. Evaluation of economic viability to ensure sustainable agro-industrial growth in the region.	Study on Maize Based Feed Mills in BTR Period - Nov 2024 - May 2025 Position - Domain Expert Activities Performed - Conducted an in-depth feasibility study to assess the potential for establishing maize-based feed mills in the Bodoland Territorial Region (BTR), evaluating market demand, resource availability, production capacity, and economic viability to support sustainable agro-industrial growth in the area. The study was conducted on the behest of NEDFI.
Integration of Farmers into Institutional Credit Systems Skill-Based Training on Scientific Pig Rearing Enhanced Productivity and Financial Sustainability of Farmers 	Formation of Cluster in Sonitpur Bank Linkages Period - April, 2022 - Present Position - Chief Mentor Activities Performed - Signed a Memorandum of Understanding (MoU) with the State Bank of India (SBI) under the Regional Business Office (RBO), Tezpur, to extend financial assistance to pig farmers for strengthening and expanding their livelihood ventures. As part of this initiative, the farmers received skill-based training on scientific pig rearing practices, were formally integrated into institutional credit systems, and were assured a buy-back guarantee to secure market linkage and income stability. This comprehensive support mechanism has enabled a large number of farmers to enhance productivity, ensure financial sustainability, and effectively double their income through profitable piggery activities.




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Training Programme on Pig Production and Management.	Swine Production and Management Course under In-Person Agrischool, Bangkok, Thailand Period - 14th - 17th October, 2025 Activities Performed - Participated in 4 days intensive programme in Pig Production and Management in Bangkok, Thailand from 14th - 17th October, 2025 The programme had a special session on ASF (African Swine Fever), it's current status and how Thailand has handled the disease in the past and it's present situations.
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Expert's contact information: (e-mail – mkbasumatary@gmail.com, phone-9560998889)

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available, as and when necessary, to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Bank.



Manoj Kumar Bosumatary

22/10/2025

Name of Expert

Signature

Date



Saiedul Hussain

22/10/2025

Name of authorized
Representative of the Consultant
(the same who signs the Proposal)

Signature

Date




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FORM FIN-3

BREAKDOWN OF REMUNERATION

A. Remuneration					
No.	Name	Position (as in TECH-6)	Person-Days Remuneration Rate (in Rs.)	Time Input in Person/Days (as per Tech 6)	Total in Rs.
Key Experts					
K-1	Bhupal Neog	Team Leader/ Agri-Value Chain Expert	20,000	50	10,00,000
K-2	Dr MD Raihan	Agri-market Expert	11,000	50	5,50,000
K-3	Atul Mardikar	Food Processing Expert	6,000	50	3,00,000
K-4	Anup Kumar Jaishi	Coffee Industry Expert	6,000	50	3,00,000
K-5	Dr. Ataur Rahman	Honey Industry Expert	6,000	50	3,00,000
K-6	Manoj Kumar Basumatary	Pig/Livestock Value Chain Expert	8,000	50	4,00,000
Sub-Total					28,50,000
Non-Key Expert					
N-1	TBN	Coordinator & Research Assistant	2,400	50	1,20,000
N-2	TBN	Coordinator & Research Assistant	2,400	50	1,20,000
Sub-Total					2,40,000
Total Cost (in Rs.)					30,90,000




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FORM FIN-4

BREAKDOWN OF REIMBURSABLE EXPENSES

N	Type of Reimbursable Expenses	Unit	Unit Cost	Quantity	In Indian Rupees (Rs.)
1	Per Diem including accommodation of Key Experts	Day	3700	111	4,10,700
2	Per Diem of Non-Key Experts	Day	1200	80	96,000
3	Air Fare	Day	25,000	16	4,00,000
4	Local Transportation	Round Trip	4,000	130	5,20,000
5	Cost of Data Collection	Lumpsum			17,00,000
6	Cost of Round Table at Kohima	Lumpsum			10,00,000
6	GIS Service	Lumpsum			1,72,000
7	CAPI Software	Lumpsum			50,000
8	Printing, Software and Communication	Lumpsum			1,50,000
Total Cost					44,98,700

Legend:

"Per diem allowance" is paid for each night the expert is required by the Contract to be away from his/her usual place of residence. Client can set up a ceiling.



(Signature)

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ANNEXURE- C

CONSULTANT'S REPORTING OBLIGATIONS

RFP No. IN-SOCRAN-503472-2025-CS-QCBS — Value Chain Analysis and Market Assessment to identify High Value Forest Produce and Key Agri Commodity Segments in Nagaland (ELEMENT Project, Nagaland)

1. Purpose

This Annex sets out the reports, presentations, and other deliverables the Consultant shall prepare and submit to the Client Society for Climate Resilient Agriculture in Nagaland (SoCRAN) ELEMENT Project Nagaland under the Contract, together with their content, format, and submission deadlines. These reporting obligations are made an integral part of the Contract pursuant to Clause 1(iii) of the Contract for Consulting Services, and correspond to the deliverables and payment schedule set out in Section 7 (Terms of Reference) of the RFP.

2. General Requirements

- All reports shall be submitted in the English language.
- All reports shall be addressed to the Client's Coordinator and delivered to SoCRAN / ELEMENT Project, Nagaland at the address specified in the Contract.
- The Draft and Final Value Chain & Master Plan Reports for each commodity/commodity basket shall not exceed 30 pages of core text; supporting tables and analytical data shall be provided in an annexure.
- Reports shall be delivered both digitally and, where specified, in hard copy; the Final Report shall be delivered in 5 hard copies together with a digital copy.
- A dedicated PowerPoint presentation shall be prepared and delivered for each of the five value chains at a stakeholder workshop convened by the Client at Kohima; the Draft Report shall be finalised taking into account the feedback received at this workshop.
- All deliverables are subject to review and written approval by the Client (SPMU) before being considered accepted; where revisions are requested, the Consultant shall incorporate them and resubmit within the timeframe agreed with the Client.
- Deadlines below are counted in calendar days from the date of Contract signing, except where a deliverable is expressly linked to receipt of Client feedback.

3. Reporting and Deliverables Schedule

Report	Content / Purpose	Format & Copies	Submission Deadline
Inception Report / Plan of Action	Detailed work plan and personnel schedule; submission and approval of data-collection questionnaire; final plan for collecting and analysing data/information, aligned and consulted with SPMU.	Digital (PDF/Word) submission to SPMU; English.	15 days after contract signing
Feasibility Report	Report on feasibility study of all major HVFP/NTFP commodities;	Digital submission; draft followed by	35 days after contract signing




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Report	Content / Purpose	Format & Copies	Submission Deadline
	creation of a long list of potential HVFPs based on secondary literature review; draft submitted, comments incorporated, final version submitted.	revised final version; English.	
Shortlisting Criteria Note	Proposed evaluation tools and framework establishing the criteria used to shortlist commodities/commodity baskets for deeper value chain assessment.	Digital submission to SPMU; English.	60 days after contract signing
Draft Value Chain & Master Plan Report	Draft comprehensive value chain analytics and value chain development (VCD) investment plans for the five selected commodities/commodity baskets, following stakeholder consultations to validate findings; includes organisation and holding of the Private Sector and Key Stakeholders Round Table in Kohima.	Individual report per commodity/commodity basket, max. 30 pages each (supporting tables/data in annexure); digital copy plus hard copies as specified by Client.	110 days after contract signing (Draft Report); Round Table organised as part of this submission
Stakeholder Presentation	PowerPoint presentation of findings and recommendations for each of the five value chains, delivered to the project and key stakeholders in a workshop convened by the project at Kohima; draft reports finalised based on workshop feedback.	PowerPoint (digital); presented in workshop at Kohima.	120 days after contract signing
Final Value Chain & Master Plan Report	Final report incorporating feedback received from SPMU on the draft, together with an executive summary based on the finalised master plan.	Digital copy plus 5 hard copies; English; clearly typed, max. 30 pages per commodity/basket (excl. annexures).	130 days after receipt of SPMU feedback on the draft report
Round Table Report	Record of the round table convened with identified key national/global private sector players, market actors, knowledge institutions, and CSR/foundation partners at Kohima, including outcomes and partnership leads generated.	Digital submission; English.	150 days after submission of final report



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4. Round Table Event

In addition to the written deliverables above, the Consultant shall plan and organise a round table at Kohima with identified key national/global private sector players, market actors, knowledge institutions, and CSR/foundation partners interested in supporting value chain development under the Project. The round table shall be documented in a short report summarising participation, discussion outcomes, and any partnership leads identified, submitted within 20 days of submission of the Final Report.

5. Total Assignment Duration

The overall assignment is for a period of 5 (five) months from the date of Contract signing, subject to satisfactory completion, submission, and approval of all deliverables listed above.




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Section 6. Fraud and Corruption

(This Section 6, Fraud and Corruption shall not be modified)

1. Purpose

1.1 The Bank's Anti-Corruption Guidelines and this annex apply with respect to procurement under Bank Investment Project Financing operations.

2. Requirements

2.1 The Bank requires that Borrowers (including beneficiaries of Bank financing); bidders (applicants/proposers), consultants, contractors and suppliers; any sub-contractors, sub-consultants, service providers or suppliers; any agents (whether declared or not); and any of their personnel, observe the highest standard of ethics during the procurement process, selection and contract execution of Bank-financed contracts, and refrain from Fraud and Corruption.

2.2 To this end, the Bank:

a. Defines, for the purposes of this provision, the terms set forth below as follows:

- i. "corrupt practice" is the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence improperly the actions of another party;
- ii. "fraudulent practice" is any act or omission, including misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party to obtain financial or other benefit or to avoid an obligation;
- iii. "collusive practice" is an arrangement between two or more parties designed to achieve an improper purpose, including to influence improperly the actions of another party;
- iv. "coercive practice" is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of the party to influence improperly the actions of a party;
- v. "obstructive practice" is:
 - (a) deliberately destroying, falsifying, altering, or concealing of evidence material to the investigation or making false statements to investigators in order to materially impede a Bank investigation into allegations of a corrupt, fraudulent, coercive, or collusive practice; and/or threatening, harassing, or intimidating any party to prevent it from disclosing its knowledge of matters relevant to the investigation or from pursuing the investigation; or
 - (b) acts intended to materially impede the exercise of the Bank's inspection and audit rights provided for under paragraph 2.2 e. below.

b. Rejects a proposal for award if the Bank determines that the firm or individual recommended for award, any of its personnel, or its agents, or its sub-consultants, sub-contractors, service providers, suppliers and/ or their employees, has, directly or indirectly, engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices in competing for the contract in question;



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- c. In addition to the legal remedies set out in the relevant Legal Agreement, may take other appropriate actions, including declaring misprocurement, if the Bank determines at any time that representatives of the Borrower or of a recipient of any part of the proceeds of the loan engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices during the procurement process, selection and/or execution of the contract in question, without the Borrower having taken timely and appropriate action satisfactory to the Bank to address such practices when they occur, including by failing to inform the Bank in a timely manner at the time they knew of the practices;
- d. Pursuant to the Bank's Anti- Corruption Guidelines and in accordance with the Bank's prevailing sanctions policies and procedures, may sanction a firm or individual, either indefinitely or for a stated period of time, including by publicly declaring such firm or individual ineligible (i) to be awarded or otherwise benefit from a Bank-financed contract, financially or in any other manner;¹ (ii) to be a nominated² sub-contractor, consultant, manufacturer or supplier, or service provider of an otherwise eligible firm being awarded a Bank-financed contract; and (iii) to receive the proceeds of any loan made by the Bank or otherwise to participate further in the preparation or implementation of any Bank-financed project;
- e. Requires that a clause be included in bidding/request for proposals documents and in contracts financed by a Bank loan, requiring (i) bidders (applicants/proposers), consultants, contractors, and suppliers, and their sub-contractors, sub-consultants, service providers, suppliers, agents personnel, permit the Bank to inspect³ all accounts, records and other documents relating to the procurement process, selection and/or contract execution, and to have them audited by auditors appointed by the Bank.



- ¹ For the avoidance of doubt, a sanctioned party's ineligibility to be awarded a contract shall include, without limitation, (i) applying for pre-qualification, expressing interest in a consultancy, and bidding, either directly or as a nominated sub-contractor, nominated consultant, nominated manufacturer or supplier, or nominated service provider, in respect of such contract, and (ii) entering into an addendum or amendment introducing a material modification to any existing contract.
- ² A nominated sub-contractor, nominated consultant, nominated manufacturer or supplier, or nominated service provider (different names are used depending on the particular bidding document) is one which has been: (i) included by the bidder in its pre-qualification application or bid because it brings specific and critical experience and know-how that allow the bidder to meet the qualification requirements for the particular bid; or (ii) appointed by the Borrower.
- ³ Inspections in this context usually are investigative (i.e., forensic) in nature. They involve fact-finding activities undertaken by the Bank or persons appointed by the Bank to address specific matters related to investigations/audits, such as evaluating the veracity of an allegation of possible Fraud and Corruption, through the appropriate mechanisms. Such activity includes but is not limited to: accessing and examining a firm's or individual's financial records and information, and making copies thereof as relevant; accessing and examining any other documents, data and information (whether in hard copy or electronic format) deemed relevant for the investigation/audit, and making copies thereof as relevant; interviewing staff and other relevant individuals; performing physical inspections and site visits; and obtaining third party verification of information.

