

GOVERNMENT OF MAHARASHTRA
Project Management Unit (PMU),
Agribusiness Infrastructure Development Investment Program (AIDIP)
Maharashtra State Agriculture Marketing Board (MSAMB) PUNE – 411 037

**REQUEST FOR EXPRESSION OF INTEREST (EOI) FOR CONSULTING FIRM AS A
PROJECT MANAGEMENT AGENCY ON DESIGN AND IMPLEMENTATION OF
TRANCHE 3 AGRIBUSINESS INFRASTRUCTURE DEVELOPMENT INVESTMENT
PROGRAM**

1. The Agribusiness Infrastructure Development Investment Program (AIDIP) was approved by the Asian Development Bank (ADB) in 2010 to improve the value of horticultural products by increased private sector investment in integrated value chain (IVC) for horticultural high value crops (HVC). The program outputs are: (i) IVC infrastructure set up and functional; (ii) IVC stakeholders effectively participate in and properly manage the IVC; and (iii) state governments efficiently perform their regulatory and oversight functions of the IVCs.
2. AIDIP is aimed at addressing three main constraints to agricultural growth: (i) outdated technologies; (ii) lack of public investment in basic infrastructure, and (iii) limited crop diversification. The Department of Cooperation, Marketing and Textiles, Government of Maharashtra, is the executive agency for the project and the Maharashtra State Agricultural Marketing Board (MSAMB) is implementing agency.
3. A proposed tranche 3 of the AIDIP will implement a value-gap financing scheme for IVC post-harvest infrastructure in Maharashtra state. Project proposals will be invited from the private sector through an Expression of Interest (EOI) whereby private entrepreneurs will invest at least 65% of project cost and the remaining 35% will be contributed by the project. Proposals will be assessed and approved based on predetermined criteria relating to basic eligibility, technical experience, financial capacity and project feasibility.
4. Department of Co-operation, Marketing and Textiles, Government of Maharashtra, is the Executing Agency and MSAMB is Implementing Agency in Maharashtra. MSAMB intends to utilize part of the proceeds for engaging consulting firms as a Project Management Agency (PMA) on design and implementation of tranche 3 Agribusiness Infrastructure Development Investment Program (AIDIP).
5. For the above purpose, the Project Director, AIDIP invites applications from reputed national Consultancy Firms/organization to submit their 'Expression of Interest' online through ADB's Consultant Management System (CMS).
6. The selection of firms/organization for the assignment will be based on the criteria given below.
 - i. Preferably 5 years professional experience in assisting government funded programs for creation of post-harvest/food procession preservation infrastructure.
 - ii. Preferably 5 years professional experience in successfully conducting feasibility study, development, implementation and monitoring of similar infrastructure development schemes of Central/State Govt., Govt. owned enterprises.
 - iii. Possess good knowledge of major crops produced, harvesting patterns, agricultural practices and marketing systems in India, particularly in Maharashtra State, as well

as an understanding of the roles of the key stakeholders in the value chain is desirable

- iv. Working relationship with potential private sector operators in agribusiness and experience in designing, evaluation and award of contract of cold chain/value chain projects in agribusiness and food processing sector.
- v. Preference will be given to the firms executed large value chain/cold chain/cold storage/horticulture supply chain projects of preferably Rs.10 crore and above.
- vi. Preference will be given to the firms having experience of monitoring and supervision of large value chain/cold chain/cold storage/horticulture supply chain projects of preferably Rs.10 crore and above.
- vii. Experience of establishing value chain/cold chain infrastructure in India, specifically Maharashtra, will be advantageous.
- viii. Experience in implementing multilateral projects will be advantageous. Preference will be given to firms having experience of working with ADB or ADB funded projects.
- ix. Technical expertise in the following areas: (a) agribusiness and marketing especially development of cold chain/value chain; (b) project management; (c) horticulture; (e) financial & policy matters. The Consultant may engage the services of appropriately qualified person/s to facilitate project development.
- x. Preference will be given to firms having experience of working as PMA for similar programs of central government, state government or multilateral funded projects in agri-business and food processing
- xi. Experience of working as a project management agency for 5 schemes or programs of central/state government.
- xii. Preference will be given to the firms having an annual turnover more than Rs. 20 Crore during each of the last three financial years as per the audited annual reports and balance sheets for last three financial years.

EOIs will be evaluated based on the aforesaid criteria. Consultant will be recruited through **Quality and Cost Based Selection Method (QCBS 90:10)** in accordance with the "Guidelines on the Use of Consultants by Asian Development Bank and its Borrowers".

Interested organisations are requested to review the ToR uploaded on www.msamb.com and https://uxdmz06.adb.org/OA_HTML/adb/xxcrs/jsp/ADBCsrnFwd.jsp?sel=135440 make themselves familiar with the scope of work before submitting their EOIs.

7. **The 'Expression of Interest' in full along with supporting documents should be submitted online through CMS on ADB's website on or before 23rd October 2017.**
8. Any questions requesting clarification on any aspect of the TOR should be submitted in writing to the project Director identified below not later than 10 days prior to the deadline for EOI submission. All responses provided will be uploaded on www.msamb.com.

The Project Director (AIDIP)

Project Management Unit,
Maharashtra State Agricultural Marketing Board (MSAMB),
Plot No. F/E/78, Ground Floor, LDB Training Centre, Market yard, Gultekadi,
Pune-411037, Maharashtra
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TERMS OF REFERENCE FOR PROJECT MANAGEMENT AGENCY ON DESIGN AND IMPLEMENTATION OF TRANCHE 3 AGRIBUSINESS INFRASTRUCTURE DEVELOPMENT INVESTMENT PROGRAM

A. Background

The relevance of the agriculture sector to promoting inclusive economic growth in India through higher farm incomes and increased employment opportunities was recognized in the Eleventh Five-Year Plan, 2007–2012, which set a 4% annual sector growth rate target. However, agriculture had failed to achieve the growth rates set in the previous two plan periods, so the goals for reducing the rates of poverty in rural areas had not been achieved. Lack of private sector investment was identified as a contributing factor to the poor performance of the agriculture sector. The Eleventh Five-Year Plan targeted (i) a modern, efficient marketing structure; (ii) backward links between markets and production areas to give producers higher prices; and (iii) coordination along the value chains. Promotion of private sector investment was proposed through public–private partnerships (PPPs) and the provision of public sector capital grants to private sector investors wanting to establish agribusiness infrastructure.

The Agribusiness Infrastructure Development Investment Program (AIDIP) was approved by the Asian Development Bank (ADB) in 2010 to improve the value of horticultural products by increased private sector investment in integrated value chain (IVC) for horticultural high value crops (HVC). The program outputs are: (i) IVC infrastructure set up and functional; (ii) IVC stakeholders effectively participate in and properly manage the IVC; and (iii) state governments efficiently perform their regulatory and oversight functions of the IVCs.

AIDIP is aimed at addressing three main constraints to agricultural growth: (i) outdated technologies; (ii) lack of public investment in basic infrastructure, and (iii) limited crop diversification. The Department of Cooperation, Marketing and Textiles, Government of Maharashtra, is the executive agency for the project and the Maharashtra State Agricultural Marketing Board (MSAMB) is implementing agency.

A proposed tranche 3 of the AIDIP will implement a value-gap financing scheme for IVC post-harvest infrastructure in Maharashtra state. Project proposals will be invited from the private sector through an Expression of Interest (EOI) whereby private entrepreneurs will invest at least 65% of project cost and the remaining 35% will be contributed by the project. Proposals will be assessed and approved based on predetermined criteria relating to basic eligibility, technical experience, financial capacity and project feasibility.

B. General Requirements of the Consultancy Services

A pool of national consultants will comprise the Project Management Agency (PMA) to be engaged through an international consulting firm. The team leaders/s and key consultants will work directly with the Project Management Unit (PMU-AIDP) at Pune, headed by the Project Director of the AIDIP. The consultant firm will be recruited through Quality and Cost-Based Selection with quality-cost weightage of 90:10 by a simplified technical proposal.

C. Objectives of the Assignment

The assignment will entail giving assistance to the PMU for the following stages of the project cycle: (i) project design; (ii) implementation and monitoring; and (iii) project completion reporting. During the project design phase assessment of the tranche 3 of the AIDIP the consultant will assist the PMU to prepare the periodic financing request (PFR) and supporting documents in accordance with ADB requirements. Activities will include: (i) technical assessments and development of EOI criteria; (ii) program and safeguards assessments, including fiduciary, procurement, environmental and social safeguards evaluations in accordance with ADB guidelines; and (iii) economic and financial analysis in accordance with ADB guidelines.

The consultant will assist the PMU to evaluate the proposals submitted by investors, assist in implementation, monitor and report on progress of approved proposals, and prepare a project completion report. The consultant will conduct market consultation with various stakeholders such as private sector, processors, exporters, farmer producer organizations (FPOs) to attract private sector investment in integrated cold chain and preservation infrastructure facilities without any break from the farm gate to the consumer. The assignment will also undertake a value chain mapping study to assess the potential for development of post-harvest infrastructure in the state, based on which a new project can be planned in future.

D. Scope of Services and Expected Deliverables

The scope of PMA work has been categorized into two phases. Phase 1 to be completed within 9 months from the date of signing of contract. While Phase 1 activities are expected to take up to 9 months, Part B (i.e. preparation of PFR and supporting documents) will need to be completed within 4 months from the date of contract award to ensure timely ADB approval and no delay in project implementation. Phase 2 to be completed within 24 months from ADB approval of tranche 3 **or** before 16 September 2020, whichever is earlier. A description of the expectations of the phases follows.

Phase 1: Assistance in detailed Designing of Scheme, Selection of Investor and Drafting of PFR

Part A: Scheme Design

- (i) Review of all existing documents such as Project Agreement, Framework Financing Agreement, project administration manual (PAM), reports, previous bid documents, PFR and related material.
- (ii) Review and analysis of various schemes of Government of India and State Government for development of post-harvest infrastructure.
- (iii) Assist PMU AIDIP in formulating and detailed designing of a simple, scheme-based approach that complies with MFF framework.

- (iv) Conduct market consultation with various stakeholders such as private sector, processors, exporters, FPOs etc. and carryout requirement analysis of these stakeholders.
- (v) Assist PMU AIDIP in finalizing project components that needs to be part of the overall project proposals submitted for VGF.
- (vi) Assist PMU AIDIP to finalize list of eligible and ineligible items within project components that shall be admissible for VGF.
- (vii) Assisting the PMU-AIDIP in defining a standard Cost norm for the Plant, Machinery, and Civil Work as per the Mission for Integrated Development of Horticulture (MIDH) norms. For facilities not covered under MIDH guidelines, cost norms as determined by the Ministry of Food Processing Industries (MoFPI) will be considered, rate analysis will be carried out for components not covered above.
- (viii) Assist PMU AIDIP in finalization of maximum VGF amount.
- (ix) Assist PMU AIDIP in designing of basic eligibility criteria and technical evaluation criteria.
- (x) Design detailed technical evaluation criterions and scoring system for the same.
- (xi) Drafting of EOI format, developing standard application documents and proposal formats, as approved by ADB and consistent with ADB's Procurement Guidelines (2015, as amended from time to time) to be submitted by the investors for leveraging VGF.
- (xii) Assist PMU AIDIP in presenting the proposed approach to State Government, DEA and any other requisite authorities for approval of the same.

Part B: Prepare Periodic Financing Request (PFR) and supporting documents

- (i) Assistance in preparation of PFR documentation to obtain financing approval with GOM and ADB under the MFF.
- (ii) Review the estimated total project costs of eligible proposals and undertake economic and financial analysis in accordance with ADB Guidelines.
- (iii) Undertake procurement and financial management capacity assessments of EA and IA.
- (iv) Undertake due diligence on environmental and social safeguards in adherence with ADB's safeguard policy statement.
- (v) Undertake gender and poverty assessments, and prepare gender plans (as necessary) and summary poverty reduction social strategy.
- (vi) Prepare the design monitoring framework for proposed tranche 3.
- (vii) Assist PMU AIDIP in updating the PAM.

- (viii) Evaluate compliance of shortlisted/ eligible sub-projects with regards to various parameters such as IEE, GAP, Social etc. as required by ADB.

Part C: Selection and Finalization of Investor

- (i) Conduct Investor Meets and Roadshows to promote and create awareness of the Scheme.
- (ii) Assist in conducting Pre-bid Meet and responding to the queries raised by investors.
- (iii) Assist evaluation of proposals received against the EOI/advertisement; assist the PMU-AIDIP in selection of eligible proposals indicating financial viability, commercial sustainability and socio-economic impact and presentation of the appraisal to the Technical Committee for consideration.
- (iv) Prepare the list of Qualified/Shortlisted proposals along with their details concerning total project cost and estimated admissible grant.

Part D: Value Chain Mapping Study

- (i) Identify 10 important value chains in fruits and vegetables in state through review of existing data, reports and literature available
- (ii) Conduct field visit and stakeholders meeting for selected 10 Value Chains to understand issues and identify gaps.
- (iii) Assessment of investment opportunities within identified gaps / constraints within value chain.
- (iv) Prepare final Value Chain Mapping Report.

Phase 2: Assistance in Implementation and Monitoring of Sanctioned Projects

- (i) Assist the PMU-AIDIP to comply with approval formalities and related documentations of the selected projects post approval of the PFR from ADB.
- (ii) Prepare the reports, templates, forms and checklists related to effective implementation of the scheme.
- (iii) Undertake site inspections to assess actual physical progress and verify the claims/documents submitted by the applicant for release of grant and make recommendation to the PMU-AIDIP. In addition, carrying out mandatory site inspections before release of grant instalments. The PMA will also carry out additional site inspections as and when requested by the PMU-AIDIP to ascertain the status of implementation of a particular sub-project.
- (iv) Monitoring and reporting the progress of the sanctioned sub-projects to the PMU-AIDIP periodically based on defined milestones or as directed by the PMU-AIDIP.
- (v) Provide suitable technical inputs on any aspect of sanctioned sub-projects and related matter as and when required by the PMU-AIDIP.

- (vi) Verify the documents submitted by the private investors before release of grants (i.e., checking the authenticity of the submitted documents prior to release of the grant.)
- (vii) Any other duty and responsibility assigned by the PMU-AIDIP from time to time.

For Phase 1 the Consultant will prepare the following assessments and documents in accordance with ADB requirements:

- (i) Economic and Financial Analysis
- (ii) Summary and Poverty Reduction and Social Strategy
- (iii) Gender Action Plan
- (iv) Environmental Impact Assessment / Initial Environmental Examination / Environmental Assessment and Review Framework
- (v) Resettlement Plan / Resettlement Framework
- (vi) Indigenous Peoples Plan / Indigenous Peoples Planning Framework
- (vii) Risk Assessment and Risk Management Plan
- (viii) Financial Intermediary: Environmental and Social Management System Arrangement
- (ix) Procurement Capacity Assessment / Financial Management Capacity Assessment
- (x) Climate Risk Vulnerability Assessment

The Consultant will submit the following reports to PMU and for which the respective team leaders will be responsible for:

- (i) Inception Report within 30 days of mobilization. The report will provide details for project implementation including specific detail for the initial 12 months.
- (ii) Quarterly Reports summarizing accomplishments over the previous three months including details of physical and financial progress, consultant activities, any issues and resolution of these, and a work plan for the following three months.
- (iii) Annual Reports based upon the Quarterly Reports, summarizing all activities to date, planning to achieve future implementation targets.
- (iv) Mid-term Review Report which will consolidate the Annual Reports and focus on the issues during implementation and include a program for completion of the Project.
- (v) Project Completion Report at the end of the assignment in accordance with ADB format.

E. Desired Qualification of Consulting Firm

The Consultant should be a firm that is registered or has a fully operational office in India. In the case of a consortium, the identity of the lead consultant shall be clearly stated. The firm/s may highlight the following qualification:

- (i) Preferably 5 years professional experience in assisting government funded programs for creation of post-harvest/food procession preservation infrastructure.
- (ii) Preferably 5 years professional experience in successfully conducting feasibility study, development, implementation and monitoring of similar infrastructure development schemes of Central/State Govt., Govt. owned enterprises.
- (iii) Possess good knowledge of major crops produced, harvesting patterns, agricultural practices and marketing systems in India, particularly in Maharashtra State, as well as an understanding of the roles of the key stakeholders in the value chain is desirable
- (iv) Working relationship with potential private sector operators in agribusiness and experience in designing, evaluation and award of contract of cold chain/value chain projects in agribusiness and food processing sector.
- (v) Preference will be given to the firms executed large value chain/cold chain/cold storage/horticulture supply chain projects of preferably Rs.10 crore and above.
- (vi) Preference will be given to the firms having experience of monitoring and supervision of large value chain/cold chain/cold storage/horticulture supply chain projects of preferably Rs.10 crore and above.
- (vii) Experience of establishing value chain/cold chain infrastructure in India, specifically Maharashtra, will be advantageous.
- (viii) Experience in implementing multilateral projects will be advantageous. Preference will be given to firms having experience of working with ADB or ADB funded projects.
- (ix) Technical expertise in the following areas: (a) agribusiness and marketing especially development of cold chain/value chain; (b) project management; (c) horticulture; (e) financial & policy matters. The Consultant may engage the services of appropriately qualified person/s to facilitate project development.
- (x) Preference will be given to firms having experience of working as PMA for similar programs of central government, state government or multilateral funded projects in agri-business and food processing
- (xi) Experience of working as a project management agency for 5 schemes or programs of central/state government.
- (xii) Preference will be given to the firms having an annual turnover more than Rs. 20 Crore during each of the last three financial years as per the audited annual reports and balance sheets for last three financial years.

F. Clients Input and Counterpart Personnel

Services, facilities and property to be made available to consultant by the client

- Office Space in PMU- AIDIP at Pune for interaction and coordination.

Professional and counterpart Personnel to be assigned to the consultant team to coordinate all the activities effectively

- Dy.Project Director (Horticulture), PMU-AIDIP
- Asst. Project Officer, PMU-AIDIP.

G. Information to facilitate Proposal preparation

- Existing documents such as Project Agreement, Framework Financing Agreement, project administration manual (PAM), reports, previous bid documents, PFR and AIDIP project related material.

H. Team Composition and Qualification Requirements

The person months of the consultants are given in the following table. It is expected that for specialist positions that span across Phases 1 and 2 (e.g. environmental specialist) the same individual will perform the activities for both phases.

Table: Team composition

#	Specialist	No of staff	Person-Months		
			Phase 1	Phase 2	Total
	<u>Key Staff:</u>				
1	Agribusiness & Marketing Specialist*	1	9	4	13
2	Finance & Policy Expert**	1	7	16	23
3	Environmental Specialist	1	4	4	8
4	Social Development Specialist	1	4	4	8
5	Economist	1	3		3
6	Financial Management Specialist	1	3		3
	Sub-total	6	30	28	58
	<u>Non-key Staff:</u>				
7	Civil Engineer	1	3	12	15
8	Mechanical Engineer	1	3	12	15
9	Cold Chain/Refrigeration Expert	1	3	12	15
10	Legal Expert	1	2		2
11	Procurement Specialist	1	3		3
12	Climate Change Specialist	1	1		1
13	Value chain Expert	1	4		4
14	Support Staff	2	18	48	66
	Sub-total	9	37	84	121
	TOTAL	15	67	112	179

* Team Leader Phase 1

** Team Leader Phase 2

The PMA will require 13 consultants (plus 2 support staff) for 58 person-months of key staff and 121 person-months of non-key staff inputs (total 179 person-months).

1. Agribusiness & Marketing Specialist (Team Leader Phase 1)

Responsibility and Duties for Phase 1:

- (i) The principal duty of the team leader will be to co-ordinate all the activities of PMA along with PMU-AIDIP during design of scheme, selection of investor and drafting of PFR.
- (ii) Assistance in design of scheme, finalization of cost norms, EOI format and grant components and evaluation criteria and scoring system.
- (iii) Lead the PMA team for conducting investor meets, attracting private sector investments and promoting the scheme
- (iv) Assist PMU AIDIP in conducting pre-bid conference and responding to pre- bid queries
- (v) The team leader will co-ordinate all the PMA activities as listed and report to PMU-AIDIP as and when required.
- (vi) Assist in the evaluation of proposals put up by investors and provide recommendations to the Technical Committee as well as State Level Selection Committee. (SLSC)
- (vii) Present the proposals before SLSC
- (viii) Provide reports/updates to the MSAMB officers and ADB as and when required
- (ix) Assistance to PMU AIDIP for preparing PFR and related documentation
- (x) The principle duty of the team leader will be to co-ordinate all the activities of PMA along with PMU-AIDIP for Value Chain Mapping study
- (xi) Identification of potential commodities and their value chain study with special focus on post-harvest infrastructure gaps at cluster level and suitable intervention plans for identified gaps
- (xii) Review of existing data and literature and reports
- (xiii) Assist PMU-AIDIP in finalizing 10 important Value Chains in F& V
- (xiv) Assessment of investment opportunities in identified value chain
- (xv) Prepare Value Chain Mapping Report

Responsibility and Duties for Phase 2:

- (i) Assist PMU AIDIP in project completion report related to agri-business and value chain components
- (ii) For project completion report, carry out district wise and cluster wise and segment wise assessment of cold chain infrastructure facilities created under scheme
- (iii) Complete any other agri-business and value chain related work assigned by the Team Leader and PMU-AIDIP

Minimum Qualification Requirements

- Preferably a postgraduate degree from a recognized and accredited University in India or internationally in the field of agriculture or agribusiness or management.

- Preferably 15 years' experience in agribusiness sector, having worked on designing of schemes / projects related to agribusiness / agri-marketing/ food processing, value chain promotion, commodity profiling and value chain mapping.
- Experience of working with Central Govt. / State Govt. or Multilateral funded projects in agribusiness and food processing
- Experience of handling over 10 large integrated cold chain / value chain projects in agri-business across India having an aggregated investment of over Rs.100 Crores
- Experience of evaluation of over 30 cold chain/ agribusiness proposals for central / state govt. or multilateral aided projects.
- Experience of working with Farmer producer companies, processors, large corporates in agribusiness.
- Experience of carrying out value chain studies for over 10 commodities.
- Willing to travel within the Project area.
- Ability to work effectively in a multi-disciplinary team
- Ability to work closely and effectively with officials from Government and private sector
- Work experience in Maharashtra is desirable

2. Finance & Policy Expert (Team Leader Phase 2)

Responsibility and Duties for Phase 1:

- (i) To ensure financial requirements are correctly specified in the scheme
- (ii) Ensure that the scheme is designed and drafted in a manner which enables only competent investors to apply and avail the grant
- (iii) Design the grant scheduling over the implementation period of the project.
- (iv) Assist PMU-AIDIP in conducting pre-bid conference and responding to pre-bid queries
- (v) Assist in the preparation of evaluation criteria with regards to financial parameters for the proposals
- (vi) Assist finalization of cost norms and admissible grant components
- (vii) Assistance to PMU-AIDIP in preparation of PFR and related documents as required by ADB

Responsibility and Duties for Phase 2:

- (i) Co-ordinate all the activities of PMA along with PMU-AIDIP during implementation of scheme
- (ii) Ensure all requirements specified in the scheme are implemented by the selected investors
- (iii) Assist PMU-AIDIP in finalizing list of sanction proposals from the shortlisted investors
- (iv) Prepare reports, templates, forms and checklists related to effective implementation of the scheme

- (v) Assist PMU-AIDIP in scrutiny of documents for release of grant as per the scheme guidelines
- (vi) Monitoring and reporting the progress of sanctioned projects to PMU-AIDIP periodically on the defined milestones or as per requirements of PMU-AIDIP
- (vii) Coordinate site visits for verification of physical progress and verifying claim documents for grant release
- (viii) Provide recommendation to PMU-AIDIP for release of grant upon complete due diligence, verification and assessment of physical and financial progress as per scheme guidelines
- (ix) Provide the reports on fund utilization to the PMU-AIDIP
- (x) Assist PMU-AIDIP in preparation of Project Completion Report
- (xi) Any other responsibility assigned by the PMU-AIDIP

Minimum Qualification Requirements

- A postgraduate degree from a recognized and accredited University in India or internationally in the field of finance and or public policy.
- Preferably more than 7 years' experience in project structuring, PPP and private sector investment mobilization and grant syndication.
- Experience of over 3 years as finance and policy advisor for any central / state government or multilateral funded project in agribusiness.
- Knowledge of Risk Assessment and Risk Management Planning.
- Experience of working with Central Govt. / State Govt. or Multilateral funded projects in agribusiness and food processing
- Experience of project structuring and financial analysis for 5 large integrated cold chain / value chain projects in India having an aggregated investment of over Rs.50 Crores
- Experience of working with farmer producer companies, processors, large corporates in agribusiness
- Experience of carrying out financial due diligence and evaluation of over 30 cold chain / agribusiness proposals for central / state govt. or multilateral aided projects
- Experience of carrying out monitoring of physical and financial progress of over 10 cold chain / value chain projects assisted by either central / state government grants
- Ability to work effectively in a multi-disciplinary team
- Ability to work closely and effectively with officials from Government and private sector
- Work experience in Maharashtra is desirable

3. Environmental Specialist

Responsibility and Duties for Phase 1:

- (i) Work closely with team leader to identify an investment that could be funded by the project (MFF Tranche 3)
- (ii) Prepare environmental impact assessment of potential type of investments

- (iii) Prepare environmental assessment review framework that include:
 - Procedure for evaluating environmental risks (environmental safeguard aspect) from investment proposal
 - Screening tool to select investments to be funded (no category A and exclude prohibited investment activities list under ADB SPS 2009)
 - Guideline for preparing IEE and EMP for each type investment activities
 - Guideline for monitoring the implementation of EMP for each type of investment activities
- (iv) Prepare a template for environmental conditions for investment proposal that will be funded by the project. This conditions will include sanctions and obligation of investor to adhere environmental requirement to comply with policy principles described in ADB SPS 2009 appendix 1
- (v) Review the IEE submitted by the investor and decide whether the investment can be funded by the project from environmental safeguards/risk aspect, and formulate environmental conditions for each contract with the investor to be included in the agreement with investors
- (vi) Develop data base to record investments funded by the project, their environmental risks, and the aspects needs to be monitored

Responsibility and Duties for Phase 2:

- (i) Guide the investor in implementing EMP and contract conditions
- (ii) Monitor the implementation of EMP for each investment funded by the project
- (iii) Monitor the compliance with the environmental conditions of each investment
- (iv) Issue the compliance letter, or non-compliance letter with all sanctions if the investor not comply with the contract conditions
- (v) Prepare report on implementation of IEE and EMP for investments funded by the project as part of the quarterly project progress report, and a standalone report on environmental monitoring in semi annual basis.

Minimum Qualification Requirements

- A postgraduate degree from a recognized and accredited University in India or internationally in the field of environmental science.
- Experience of over 7 years in Environmental Science, preferably with 5 years experience in environmental impact analysis and relevant environmental report preparation and implementation.
- Familiarity and experience with Multilateral's environmental safeguard guidelines and procedures.
- Preferably with 3 years experience in environmental impact analysis or environmental safeguards on 2 or more international development projects, preferably in India.

4. Social Development Specialist

Responsibility and Duties for Phase 1:

- (i) Prepare a Poverty and Social Analysis (PSA) Report as the background information for preparing the Summary Poverty Reduction and Social Strategy (SPRSS). The PSA will be prepared in accordance to the ADB Handbook on Poverty and Social Analysis, 2012. Prepare the draft SPRSS per ADB's requirements.
- (ii) Prepare criteria for social aspects to identify investment that acceptable to be funded by the project
- (iii) Prepare involuntary resettlement framework and indigenous people framework in accordance to the ADB SPS 2009 principles, and the Government regulations pertaining land acquisition
- (iv) The involuntary resettlement/land acquisition framework (IRF/LAF) should follow the outline described in ADB SPS 2009 appendix 2, and at least covers the following:
 - The procedure to prepare resettlement plan
 - Screening tool for investment that could be funded by the project (No category A project can be funded by the project)
 - The entitlement matrix that cover compensation and allowance to be provided for each eligible affected/displaced person based on type of losses
 - The guideline for developing a livelihood improvement program
 - The guideline to prepare the resettlement plan for each investment
- (v) The indigenous people framework should be prepared by following the outline described in ADB SPS 2009 appendix 3, and at least covers the following:
 - The procedure to prepare indigenous people plan
 - Screening tool for investment that could be funded by the project (No category A)
 - The procedure to obtain the agreement with the IP affected by the investment
 - Livelihood improvement program for IP
 - The guideline to prepare IP Plan for each investment
- (vi) Prepare the template contract conditions to address IR/LA and IPP. The conditions should reflect the policy principles for IR and IP impacts as described in ADB SPS 2009 appendix 2 and 3
- (vii) Review the IR/LA and IPP submitted by the investor and decide whether the investment can be funded by the project from social risks/ safeguards, and formulate social safeguards conditions for each contract with the investor to be included in the agreement with investors

- (viii) Undertake a gender assessment to develop measures to be incorporated in the project design and to recommend how the project can generate maximum benefits for women; and how the project can ensure women's participation. If the project is deemed to be categorized as way to mainstream gender component, then prepare GAP.
- (ix) Develop data base to record investments funded by the project, their social safeguard risks, and the aspects needs to be monitored

Responsibility and Duties for Phase 2:

- (i) Guide the investor in implementing IRP/LAP and IPP, as well as contract conditions
- (ii) Monitor the implementation of IRP/LAP and IPP for each investment funded by the project
- (iii) Monitor the compliance with the IRP/LAP as well as IPP conditions of each investment
- (iv) Issues the compliance letter, or non-compliance letter with all sanctions if the investor not comply with the contract conditions
- (v) Prepare report on implementation of IRP/LAP and IPP for investments funded by the project as part of the quarterly project progress report, and a standalone report on IRP/LAP and IPP monitoring in semiannual basis.

Minimum Qualification Requirements

- A postgraduate degree from a recognized and accredited University in India or internationally in the field of social sciences
- Experience of over 7 years of in preparing poverty and social assessment (PSA) for ADB projects. Experience of working on social development issues such as poverty, gender, labor and public participation is preferable.
- Experience in social impact analysis or social safeguards on 2 or more international development projects, preferably in India.

5. Economist

Responsibility and Duties for Phase 1:

The Economist will undertake an economic analysis of the project (comprising all approved subproject proposals) as required to meet ADB's requirements per ADB Guidelines for the Economic Analysis of Projects (2017). In this regard the Economist will:

- (i) Review the macroeconomic context of the project to provide an understanding of the economy's overall performance and outlook, and of how specific macroeconomic factors may affect project performance.
- (ii) Undertake demand analysis for the project services and or analysis of the expected constraint that the project should address. Demand analysis provides the basis for identifying the goods or services needed by users and for estimating the scale of, and economic benefits from, the investment project.

- (iii) Identify the project rationale for public intervention which can be based on the failure of (a) markets to adequately provide what society wants, or (b) public institutions to deliver public goods or services.
- (iv) Identify project alternatives. Least-cost analysis to be undertaken to identify the preferred alternative. The basis for selecting the preferred alternative should be clearly explained, particularly if it is not the least-cost alternative in economic terms.
- (v) Undertake and compare project benefits and costs in economic terms using with-project and without-project scenarios for each major project component. The basic criteria for assessing the project economic viability will be economic net present value and economic internal rate of return. Border parity pricing should be applied for major tradable cost and revenue items, along with other appropriate conversion factors. Where possible an economic surplus analysis model is expected to be used for assessing project agricultural benefits to producers and consumers.
- (vi) The economist is expected to conduct or coordinate collection of baseline economic and financial data. These data should have clear sources, and should represent the situation with and without the project, in terms of extent of intervention coverage, cropping patterns, input use and production. Where possible, representative crop budgets with and without the project should be based on original surveys with clear sampling and survey protocols. Differences between with and without scenarios should have a basis rooted in credible analysis.
- (vii) Assess if the project is sustainable - if its net benefits endure throughout its life at a level sufficient to meet the economic viability criteria. For revenue generating projects, financial analysis for project participants will be an important element of sustainability analysis. For public sector projects assess the availability of funds to finance project expenditures, especially funds drawn from the government budget.
- (viii) Undertake distributional analysis of project benefits to project beneficiary and stakeholder groups, and the extent to which they gain from benefits or bear costs associated with the project.
- (ix) Undertake sensitivity and risk analysis. Where possible undertake a quantitative risk analysis (such as monte-carlo simulation) and explicitly include probability distributions of key uncertain variables.
- (x) Assist the project team leader to carry out project appraisal, and prepare necessary documents for ADB project approval (supplementary appendix, summary appendix for Project Financing Request)

Minimum Qualification Requirements

- Post-graduate degree in Economics, or equivalent
- At least 10 years of professional experience in undertaking economic assessments preferably for value chain development projects.
- Understanding of econometrics and economic surplus analysis is important to the rigorous methods intended for this assessment

6. Financial Management Specialist

Responsibility and Duties for Phase 1:

- (i) Prepare cost estimates and financing plan
- (ii) Review implementation arrangements
- (iii) Review fund flow mechanism, auditing, and disbursement arrangements
- (iv) Review risk analysis, financial risks and mitigation, and covenants
- (v) Prepare financial analysis of the project
- (vi) Assess the executing and implementing agencies capability to manage imprest funds and SOE procedures
- (vii) Review financial management assessment and other financial due diligence of the project

Minimum Qualification Requirements

- Hold a bachelor's degree in Law, Finance or Accounting
- Possess minimum of 10 years of professional experience in financial management of public sector institutions.
- Hold a recognized professional accountancy qualification such as a Chartered Accountant (CA), Certified Public Accountant (CPA) or Chartered Certified Accountant (ACCA).

7. Civil Engineer

Responsibility and Duties for Phase 1:

- (i) Assist in design and finalization of scheme and provide inputs with regards to civil works components
- (ii) Assist in technical evaluation of proposals with regards to civil works components cost estimates and provide inputs to team leader
- (iii) Assist finalization of cost norms and admissible grant components
- (iv) Assist in preparation of PFR and related documents

Responsibility and Duties for Phase 2:

- (i) Undertake site inspections, verifications of documents and assess the physical progress of the sanctioned projects and prepare inspection and site visit reports
- (ii) Assist in developing approach and schedule for monitoring and evaluation for sanctioned projects using ADB guidelines and procedures outlined in Project Administration Manual
- (iii) Ensure all facility plans, budgets, and timelines meet ADB guidelines for facility construction and the implementation
- (iv) Conduct site visits for sanctioned proposals and review the civil works as per the parameters and specifications
- (v) Respond to facilities and construction related complaints if any received by PMU-AIDIP

- (vi) Complete any other civil engineering-related work assigned by the Team Leader and PMU-AIDIP

Minimum Qualification Requirements

- A graduate degree from a recognized and accredited University in India or internationally in the field of civil engineering
- Experience of over 5 years in design engineering for infrastructure projects.
- Experience of over 5 years in implementation and monitoring of cold chain / value chain projects for agribusiness sector.
- Experience of evaluation, technical due diligence and physical verification of over 10 cold chain / value chain projects in agribusiness.
- Experience of working with Central Govt. / State Govt. or Multilateral funded projects in agribusiness and food processing

8. Mechanical Engineer

Responsibility and Duties for Phase 1:

- (i) Assist in design and finalization of scheme and provide inputs with regards to mechanical components.
- (ii) Assist in technical evaluation of proposals with regards to mechanical components.
- (iii) Assist finalization of cost norms and admissible grant components.
- (iv) Assist in preparation of PFR and related documents
- (v) To guide PMU-AIDIP in terms of machinery and technologies.

Responsibility and Duties for Phase 2:

- (i) Undertake site inspections, verifications of documents and assess the physical progress of the sanctioned projects and prepare inspection and site visit reports related to mechanical components
- (ii) Assist in developing approach and schedule for monitoring and evaluation for sanctioned projects using ADB guidelines and procedures outlined in Project Administration Manual
- (iii) Ensure all facility plans, budgets, and timelines meet ADB guidelines for facility construction and the implementation
- (iv) Conduct site visits for sanctioned proposals and review the civil works as per the parameters and specifications
- (v) Respond to facilities and construction related complaints if any received by PMU-AIDIP
- (vi) Complete any other mechanical engineering-related work assigned by the Team Leader and PMU-AIDIP

Minimum Qualification Requirements

- A graduate degree from a recognized and accredited University in India or internationally in the field of mechanical engineering

- Experience of over 5 years in handling various types of infrastructure projects
- Experience of over 5 years in implementation and monitoring of cold chain / value chain projects for agribusiness sector
- Experience of evaluation, technical due diligence and physical verification of over 10 cold chain / value chain projects in agribusiness.
- Experience of working with Central Govt. / State Govt. or Multilateral funded projects in agribusiness and food processing

9. Cold Chain / Refrigeration Expert

Responsibility and Duties for Phase 1:

- (i) Draft the list of modern technologies, which will be eligible for the grant under the scheme.
- (ii) Identify cold chain requirements and establish the engineering parameters, guidelines, and standards for cold chain facilities in the scheme.
- (iii) Finalise the cold chain and related components and their admissibility under the scheme and cost norms as per the MIDH / NHB / MoFPI guidelines, also if required carryout rate analysis for components not covered in above programs
- (iv) Assist in the technical evaluation of proposals that has been submitted against the EoI.
- (v) Assist finalization of cost norms and admissible grant components
- (vi) Assist in preparation of PFR and related documents

Responsibility and Duties for Phase 2:

- (i) Undertake site inspections, verifications of documents and assess the physical progress of the sanctioned projects and prepare site inspection reports for cold chain / refrigeration components
- (ii) Assist in developing approach and schedule for monitoring and evaluation for sanctioned projects using ADB guidelines and procedures outlined in Project Administration Manual
- (iii) Provide engineering reports/updates to the Team Leader, MSAMB officers, and ADB as and when required and support in engineering related issues.
- (iv) In cooperation with MSAMB, provide necessary assistance for capacity building in including engineering guidelines and standards.
- (v) Complete any other engineering-related work assigned by the Team Leader and PMU-AIDIP

Minimum Qualification Requirements

- A graduate degree from a recognized and accredited University in India or internationally in the field of Mechanical engineering.
- Professional experience of over 5 years in designing, supervising implementation and monitoring of cold chain / refrigeration projects for agribusiness sector.

- Experience of evaluation, technical due diligence and physical verification of over 10 cold chain / value chain projects in agribusiness.
- Experience of working with Central Govt. / State Govt. or Multilateral funded projects in agribusiness and food processing.

10. Legal Expert

Responsibility and Duties for Phase 1:

- (i) Assistance in designing and finalization of scheme and provide inputs with regards to legal compliances
- (ii) Assist in finalizing standard documents and proformas for the investors to be submitted during the EOI
- (iii) Assist in finalizing standard approval formats and documents
- (iv) Provide input to team leader, MSAMB and PMU AIDIP on any legal compliances and issues as and when required

Minimum Qualification Requirements

- Preferably with 5 years demonstrated experience in corporate law with a large company or consultancy firm
- Preferably with 3 years experience in law on 2 or more international development projects, preferably in India.

11. Procurement Specialist

Responsibility and Duties for Phase 1:

- (i) Undertake a procurement capacity assessment of the executing agency and implementing agency
- (ii) Assess the procurement risk and determine the project's procurement classification following ADB's guidance, and facilitate appropriate review and supervision processes and thresholds that will mitigate those risks
- (iii) Prepare a procurement plan for the project
- (iv) Review existing procurement documents and advise on the preparation of planned procurement documents and materials
- (v) Assist the PMU in procurement requirements for designing criteria of the EOI
- (vi) Preparing draft and final reports detailing the above tasks and outputs

Minimum Qualification Requirements

- Hold a graduate degree in a relevant discipline (e.g., Procurement, Engineering, Law, Management or Business)
- Preferably have at least five years of experience in procurement practices in Asia, with a background in the implementation of development projects

12. Climate Change Specialist

Responsibility and Duties for Phase 1:

- (i) Assessing the sensitivity of project components to climate change risks;

- (ii) Evaluating and classifying the level of impacts to the project from climate change;
- (iii) Developing of a climate risk framework to help better cope with climate variability and change through selected measures; and
- (iv) Calculating the costs for adopting the measures identified.

Minimum Qualification Requirements

- Preferably a post graduate in environmental sciences/engineering or related field(s) to climate change.
- Preferably 5 years' experience in designing and implementing infrastructure projects especially in the agriculture sector using climate change adaptation techniques.

13. Value Chain Expert

Responsibility and Duties for Phase 1:

- (i) Understanding on the barriers and constraints in the current value chain
- (ii) Conduct field survey to map existing value chains covering different stages of processing, storage, transport quality control and marketing
- (iii) Primary and Secondary research (field visits, stakeholder meets)
- (iv) Map existing production-distribution and marketing channels for fruits and vegetables
- (v) Examine role of stakeholder's market players covering producers, aggregators, transport facilitators, storage facilitators, commission agents, wholesalers, retailers etc.
- (vi) Identify factors governing trade at each node covering infrastructure, investments, market linkages, strategic alliance, policy etc.
- (vii) Assist in preparation of Value chain mapping report

Minimum Qualification Requirements

- Preferably a postgraduate degree from a recognized and accredited University in India or internationally in the field of agriculture or agribusiness management.
- Preferably 7 years' experience in agribusiness sector, having worked on value chain studies, market assessment for FFV
- Experience of working with Central Govt. / State Govt. or Multilateral funded projects in agribusiness and food processing
- Experience of working with Farmer producer companies, processors, large corporates in agribusiness
- Experience of conducting surveys and stakeholder consultations
- Fluency in written and spoken Marathi and English is desirable

14. Support Staff

- (i) Complete word processing of letters, reports, and other documents as required.
- (ii) Assist in organizing Investor Meets and stakeholder meetings

- (iii) Assistance in documentation, data compilation and report writing. Support the Team Leader on any office and administration issues of the PMA.
- (iv) Complete any other office and administration work assigned by the Team Leader.
- (v) Assist in due diligence and site visits and inspection report drafting Assist in conducting secondary research, data compilation and related documents on value chains
- (vi) Assist in drafting reports and formatting and documentation
- (vii) Assist in carrying out surveys and stakeholder consultations

Minimum Qualification Requirements

- Graduate in Business Management or commerce or any other stream from a recognized and accredited University in India or internationally in the field of finance and or public policy.
- Experience of over 2 years of in consultancy / advisory services
- Experience of working as a support staff for documentation, due diligence and research work on consultancy projects
- Fluency in written and spoken English is desirable.
