

Advertisement for hiring '**Consultant for Assessment of FPO Business Opportunities**' under JKCIP at Sher-e-Kashmir University of Agricultural Sciences & Technology of Jammu

**Issued by SKUAST-Jammu**

**Date of Issue: 27-03-2025**

Sher-e-Kashmir University of Agricultural Sciences and Technology of Jammu (SKUAST-Jammu) invites proposals from experienced consultants to assess business opportunities for Farmer Producer Organizations (FPOs) under the 'Competitiveness Improvement of the Agriculture and Allied Sectors Project in the Union Territory of Jammu and Kashmir (JKCIP)'. The selected consultant will provide strategic insights, market analysis, and capacity-building recommendations to enhance the competitiveness of FPOs in Jammu and Kashmir.

### 1. General Information

Project name	Competitiveness Improvement of the Agriculture and Allied Sectors Project in the Union Territory of Jammu and Kashmir (JKCIP)
About JKCIP	The Government of Jammu & Kashmir, under JKCIP, aims to enhance the competitiveness of agriculture and allied sectors. The program aligns with IFAD's strategic priorities for rural transformation and smallholder farmer support. The initiative focuses on promoting existing FPOs, establishing new FPOs in selected blocks, institutional development, market access, and financial inclusion for FPOs
Duration	The consultant will be engaged for 10 days in the first year (2025-26) and 5 days (2026-27) in the second year at a remuneration of ₹24,000 per day (Total budget ₹3,60,000/-)
Place of posting	J&K
Hiring entity	SKUAST-Jammu
Contract title	Consultant for Assessment of FPO Business Opportunities
Applicable Guidelines	IFAD

### 2. Contract details

Contract method	Quality and Cost-Based Selection (QCBS)
Contract category	Hiring of Consultant
Funding source	JKCIP / IFAD
Remuneration	₹ 24,000 (per day)

### 3. Job description

- Conduct a comprehensive assessment of existing FPO business models.
- Identify potential markets, value chains, and financial sustainability strategies.
- Evaluate policy frameworks and institutional linkages.
- Develop capacity-building modules and training programs for FPOs.
- Provide policy recommendations for strengthening FPOs.

### 4. Deliverables

- Inception Report outlining the methodology and work plan.
- Interim Report with preliminary findings and recommendations.
- Final Report detailing business strategies and market linkages.
- Training modules for FPO capacity building.

### 5. Qualification Criteria

- Master's in Agriculture, Agribusiness, Economics, Rural Development, or related fields.
- Minimum **5 years of experience** in conducting market analysis and policy research, agribusiness, rural entrepreneurship or FPO development.
- Experience working with government agencies
- Experience with international organizations, or reputed academic institutions.

### 6. Selection Criteria

Evaluation will be based on the **Quality and Cost-Based Selection (QCBS)** method, with the following weightage:

<b>Criteria</b>	<b>Maximum Marks</b>	<b>Remarks</b>
Qualification	50	Based on minimum qualification
	10	For higher qualification in relevant field
Relevant experience	10	2 marks for each year
	5	1 mark for each year of experience working in project, mission, scheme etc. of Central/State/UT Governments
	5	1 mark for each year of working with Externally Aided Projects of World Bank, IFAD, ADB etc.
Interview / presentation	20	

## 7. Selection Process and Interview Guidelines

- **Minimum qualifying marks:** A minimum score of 55 out of 100 is required for selection. If no candidates meet this threshold, the position will be re-advertised.
- **Shortlisting process:** Only candidates meeting the minimum eligibility criteria will be contacted for further evaluation, including interviews and presentations.
- **Interview and selection:** If multiple candidates score similarly, a tie-breaker will be based on interview scores.
- **Final selection:** The top-scoring candidate will be offered the contract. If they do not accept or join, the opportunity will be extended to the next highest-ranked candidate, following the same process sequentially.
- **Physical fitness & availability:** The candidate must be physically fit, motivated, dynamic, and result-oriented and must be willing to join immediately after selection.
  
- **Interview logistics:**
  - No TA/DA will be provided for attending the interview.
  - The date of the interview will be communicated to shortlisted candidates via telephone/email.
  - Candidates must bring original certificates of qualifications and experience, along with passport-size photographs, affidavits, NOC, and self-attested photocopies of all relevant documents. Failure to do so may lead to rejection of candidature.
  
- **Document Verification:**
  - All documents submitted by candidates will be **verified for correctness**.
  - If any certificate is found to be **incorrect or not as per requirements**, the **SKUAST-Jammu** reserves the right to **reject, disqualify, or disengage** the candidate at any stage of the selection process.

## 8. Remuneration & payment terms

- The consultant will be engaged for 10 days in the first year (2025-26) and 5 days (2026-27) in the second year at a remuneration of ₹24,000 per day (Total budget ₹3,60,000/-).
  
- Payments shall be made on submission of final report in each year.

## **9. Submission guidelines**

a. Interested candidates must submit the following documents:

- Cover letter
- Completed application Form (attached herewith)
- Updated CV
- Self-attested copies of educational & experience certificates
- Declaration of no prior convictions or sanctions

### **b. Application process:**

- Applications must be submitted in both hard copies (sealed envelopes) and via email.
- Subject line for Hard Copy & e-mail submission: **“Application for Consultant for Assessment of FPO Business Opportunities”**

### **c. Submission address:**

- Director Research, Directorate of Research, SKUAST-Jammu, Main Campus Chatha – 180009, J&K
- Email: [jkcip@skuastj.org](mailto:jkcip@skuastj.org)
- Enquiries:: +91-9419192958

**d. Last date for submission (hard & soft copy): 22.04.2025**

## **11. Terms and conditions of recruitment**

### **a. General conditions**

- SKUAST-Jammu reserves the right to reject applications without assigning reasons.
- The consultant’s services will be engaged strictly for the specified number of days, and payments will be made only upon submission of reports.
- The contract is purely temporary and does not guarantee future employment.
- If performance is found unsatisfactory, the contract may be terminated at any stage without liability to the consultant.
- SKUAST-Jammu reserves the right to terminate the contract at any time due to deficiency in service, sub-standard quality of work, breach of contract, reduction, or cessation of work requirements.
- The candidates shall have no legal right to claim his/her regularization/appointment by absorption or otherwise against any regular post in SKUAST-Jammu or any further contractual engagement beyond JKCIP.

## **b. IFAD's specific conditions**

### **i. Prohibited practices**

- The Fund requires that all beneficiaries of IFAD funding, including the client and any consultants, implementing partners, service providers, suppliers, sub suppliers, contractors, sub-contractors, consultants, sub-consultants, and any of their agents (whether declared or not) and personnel observe the highest standards of ethics during the procurement and execution of such contracts, and comply with IFAD's Policy on Preventing Fraud and Corruption in its Activities and Operations, revised on 12 December 2018 (Refer IFAD website for details)
- For the purposes of these provisions, and consistent with IFAD's Anticorruption Policy, the terms set forth below are defined as follows, and referred to collectively as "Prohibited Practices":
  - a. "corrupt practice" is the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value in order to improperly influence the actions of another party;
  - b. "fraudulent practice" is any act or omission, including a misrepresentation, that knowingly or recklessly misleads, or attempts to mislead, a party in order to obtain a financial or other benefit or to avoid an obligation;
  - c. "collusive practice" is an arrangement between two or more parties designed to achieve an improper purpose, including improperly influencing the actions of another party;
  - d. "coercive practice" is impairing or harming, or threatening to impair or harm, directly or indirectly, any party or the property of any party, to improperly influence the actions of that or another party;
  - e. "obstructive practice" is (i) deliberately destroying, falsifying, altering or concealing evidence that may be material to an investigation by the Fund or making false statements to investigators in order to materially impede an investigation by the Fund; (ii) threatening, harassing or intimidating any party in order to prevent that party from disclosing its knowledge of matters relevant to an investigation by the Fund or from pursuing such an investigation; and/or (iii) the commission of any act intended to materially impede the exercise of the Fund's contractual rights of audit, inspection and access to information.
- The Fund will deny financing of a proposed contract award if it determines that the firm or individual recommended for award, or any of
  - a. its personnel or agents, or its sub-consultants, sub-contractors, service providers, suppliers, sub-suppliers and/or any of their personnel or agents, has, directly or indirectly, engaged in any of the prohibited practices in connection with an IFAD-financed and/or IFAD-managed activity or operation, including in competing for the contract.

- In accordance with IFAD's Anticorruption Policy, the Fund has the right to sanction firms and individuals, including by declaring them ineligible, either indefinitely or for a stated period of time, to participate in any IFAD-financed and/or IFAD-managed activity or operation. This may include ineligibility to: (i) be awarded or otherwise benefit from any IFAD-financed contract, financially or in any other manner; (ii) be a nominated sub-contractor, consultant, manufacturer, supplier, sub-supplier, agent or service provider of an otherwise eligible firm being awarded an IFAD-financed contract; and (iii) receive the proceeds of any loan or grant provided by the Fund.
- The Fund also has the right to unilaterally recognize debarments by any of the International Financial Institutions that are members to the Agreement for Mutual Enforcement of Debarment Decisions if such debarments meet the requirements for mutual recognition under the Agreement for Mutual Enforcement of Debarment Decisions.
- In addition, the Fund has the right to, at any time, declare a misprocurement and/or the ineligibility of any expenditures associated with a procurement process or contract if it determines that prohibited practices occurred in connection with this procurement process or contract and that the borrower/recipient has not taken timely and appropriate action, satisfactory to the Fund, to address such practices when they occur.
- Bidders, consultants, contractors, and their sub-contractors, sub-consultants, service providers, suppliers, agents and personnel, are required to fully cooperate with any investigation conducted by the Fund into possible prohibited practices, including by making personnel available for interviews and by providing full access to any and all accounts, premises, documents and records (including electronic records) relating to the relevant IFAD-financed and/or IFAD managed operation or activity and to have such accounts, premises, records and documents audited and/or inspected<sup>2</sup> by auditors and/or investigators appointed by the Fund.
- The consultant is obliged to disclose relevant prior sanctions and criminal convictions and any commissions or fees paid or are to be paid to any agents or other party in connection with this procurement process or the execution of the contract.
- The consultant shall keep all records and documents, including electronic records, relating to this procurement process available for a minimum of three (3) years after notification of completion of the competition process or, in case the consultant who is awarded the contract, execution of the contract.

## **b. Social, Environment and Climate Assessment (SECAP)**

### **i. Performance Standards**

The resulting contract will be implemented in a manner consistent with SECAP, available on <https://www.ifad.org/secap>.

### **ii. Sexual harassment, sexual exploitation and abuse**

- The Fund requires that all beneficiaries of IFAD Funding, including the client and any consultants, implementing partners, service providers, suppliers, sub suppliers, contractors, sub-contractors, sub-consultants, and any of their agents (whether declared or not) and personnel comply with IFAD's Policy to Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse. For the purpose of this provision, and consistent with IFAD's Policy to Preventing and Responding to Sexual Harassment, Sexual Exploitation and Abuse as it may be amended from time to time, the terms set forth below are defined as follows:
- Sexual harassment means "any unwelcome sexual advance, request for sexual favour or other verbal, non-verbal or physical conduct of a sexual nature that unreasonably interferes with work, alters or is made a condition of employment, or creates an intimidating, hostile or offensive work environment.
- Sexual exploitation and abuse means any actual or attempted abuse of a position of vulnerability, differential power, or trust, for sexual purposes, including, but not limited to, profiting monetarily, socially or politically from the sexual exploitation of others (sexual exploitation); the actual or threatened physical intrusion of a sexual nature, whether by force or under unequal or coercive conditions (sexual abuse).
- Clients and consultants shall take all appropriate measures to prevent and prohibit SH and SEA on the part of their personnel and subcontractors or anyone else directly or indirectly employed by them or any of subcontractors in the performance of the contract. Clients and consultants shall immediately report to the client or IFAD any incidents of SH and SEA arising out of or in connection with the performance of the contract or prior to its execution, including convictions, disciplinary measures, sanctions or investigations. The client may take appropriate measures, including the termination of the contract, on the basis of proven acts of SH, SEA arising out of or in connection with the performance of the contract.
- The consultant is required to disclose any relevant prior sanctions, convictions, disciplinary measures or criminal records.

