



## Terms of reference

### Consultants for literature review of interventions facilitating smallholder farmers' access to markets in India

3ie, New Delhi

#### 1. Background

The International Initiative for Impact Evaluation (3ie) is an international grant-making NGO promoting evidence-informed development policies and programmes. We are the global leader in funding and producing and synthesising high-quality evidence of what works, for whom, how, why and at what cost. We believe that better policy-relevant evidence will make development more effective and improve people's lives. 3ie is a registered non-governmental organisation in the US. It has offices in New Delhi, London and Washington, DC.

3ie is inviting applications from highly qualified individuals (or a team of individuals) to work with the evaluation office to conduct a literature review of interventions facilitating integration of smallholder farmers into agriculture value chains working through collectives like the cooperative or producer organisations in India.

#### 2. Scope of the work

Recent literature on the impact of producer companies on farm income, productivity, resilience, and other social sectors is mixed and highly context specific (Falkowski and Ciaian, 2016). There are a few success stories in the Indian context such as [Self Employed Women's Association](#) in Gujrat (Desai and Joshi, 2014) and [Hopcoms](#) in Karnataka (Kolady, et al, 2013). However, there is no research that synthesizes learnings on factors that lead to success or failure of different models.

This literature review will critically examine various interventions and their context to understand the following.

- Barriers and enablers for the growth of producer groups and their subsequent linkage to markets (policies, programmes and institutions that affect the role of state, NGOs and the private actors in enhancing access of smallholding farmers to markets);
- Role of different stakeholders in facilitating (or inhibiting) effective functioning of the farmer collectives; and,
- Nature of support and services being provided to farmer organisations through various programmes to establish forward and backward linkages and address issues of low

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productivity, lack of marketable surplus and access to technology, information, credit and markets in India.

The review will also provide insights into the sustainability of producer organisations as institutions, factors affecting participation and its impact on farmers' bargaining power, farm income, productivity, resilience, and other social sector outcomes such as health, nutrition and education.

This exercise is expected to be an extensive review of quantitative and qualitative literature in the peer-reviewed journals, grey literature and government reports about the implementation, working and impact of producer organisations, and farmer collectives more generally.

The consultant will work closely with 3ie staff at evaluation office in New Delhi and will report on day-to-day activities to a senior evaluation specialist.

### 3. Key responsibilities

Based on the broad scope mentioned above, the consultants will undertake the following tasks.

- Develop a detailed scope of literature review in consultation with 3ie staff and prepare a research protocol within three weeks of signing the contract;
- Formulate a robust theory of change that the literature review will systematically investigate;
- Develop a robust search strategy and inclusion-exclusion criteria. The review should include literature from peer-reviewed academic and policy journals, grey literature and government reports since 1995;
- Screen, review and code studies.
- Engage with key stakeholders including staff from the relevant government offices and organise stakeholder workshops in Delhi, if required;
- Prepare the literature review report as per the scope and timeframe agreed with 3ie.

In order to conduct a comprehensive review, the applicant will be expected to have access to online databases and journals to be able to access relevant literature.

### 4. Timeline

This section includes a list of activities and the deadlines.

**Table 1: Timeline and deliverables**

Activities	Due date
Hiring of consultant team	7 August 2017
Introductory meeting	10 August 2017
Research protocol with clear scope, search protocol and timeline	28 August 2017
Draft report	06 October 2017
Final report	30 October 2017
Dissemination	November 2017

## 5. Qualifications and skills

3ie recommends a team of one or two researchers with a designated lead researcher to undertake this assignment.

### 5.1 Education and work experience of the lead researcher

- PhD with at least seven years of research experience in the field of agricultural markets, value chain support to smallholding farmers and rural livelihoods in India;
- An MPhil/Masters' degree in a similar field with at least 10-12 years of experience may also be considered.

### 5.2 Skills

- Demonstrated understanding and knowledge of farmer collectives and livelihood sector, especially agricultural value chain and market linkages;
- Good understanding of social science research and methods and demonstrated experience in conducting high-quality literature review. Experience in systematic search and review is a plus;
- Experience in evaluating government policy and programme, especially agricultural market support projects in India;
- Familiarity with reference management software such as Endnote or EPPI Reviewer is desirable;
- Ability to work in multi-stakeholder settings and demonstrated ability to deliver under pressure with strict deadline;
- Exceptional English-language skills.

## 6. Selection criteria

Applications will be reviewed and scored by at least two reviewers.

**Table 2: Criteria and associated weightage**

Criteria	Weightage
Research experience in agricultural markets, value chain support to smallholding farmers, rural livelihoods in India <i>Assessed from the cover letter, CVs and sample publications</i>	50%
Experience in conducting systematic or other literature reviews on agricultural markets and or rural livelihoods <i>Assessed from the cover letter, CVs and sample publications</i>	40%
Cost-effectiveness <i>Assessed from the budget form</i>	10%

The final decision on the award of consultancy will depend on how the team scores on the above mentioned criteria and the interview. 3ie reserves the right to not award the consultancy in case no applicant meets the requirements.

## 7. Budget

3ie's budget for the consulting contract is a maximum of US\$50,000. 3ie will conduct financial due diligence and a value-for-money assessment of the proposed budget. 3ie reserves the right to ask the team to revise the budget. The proposed budget must follow [3ie's direct cost](#) and [indirect cost policies](#).

## 8. Eligibility

Teams may consist of individuals from different organisations. The consultant and/or grant-holding organisation and the lead principal investigator (PI) may be located anywhere in the world. However, the research team will be required to include at least one researcher as a lead or co PI who is an Indian national and resident in India. Teams should be available to start work by 1 August 2017.

## 9. How to apply

Please submit the completed application (not to exceed 10MB) via email to Priyanka Dubey at [pdubey@3ieimpact.org](mailto:pdubey@3ieimpact.org) mentioning '3ie Literature review consultant' in the subject line. **The deadline for submitting applications is 30 July 2017.**

All queries with regard to this call for consultancy should be submitted to Priyanka Dubey at [pdubey@3ieimpact.org](mailto:pdubey@3ieimpact.org) with '3ie Literature review query' in the subject line by 13 July 2017. Incomplete applications, including applications without a cover letter, will not be considered.

Only shortlisted teams and/or individuals will be contacted for an interview with 3ie. It is mandatory that the lead PI be available for this interview.

The complete list of applications materials is included below.

1. A cover letter (3 pages maximum) highlighting:
  - a. Past research experience in agricultural markets, value chain support to smallholding farmers and rural livelihoods in India. Please provide at least one paper, preferably in a peer-reviewed journal, for each PI.
  - b. A brief assessment of existing evidence base on different models of support to smallholding farmer producer organisations, and their impact on farm income and productivity in India.
  - c. Access to online databases
2. Curriculum vitae (not to exceed three pages) of all team members.
3. Proposed budget in [3ie budget template](#) for cost heads relevant to this consultancy.