

Terms of Reference (ToR)

Value Chain Analysis and Market Assessment in Eastern and Central Equatorial,

Background

DanChurchAid (DCA) is a decentralized Danish NGO, which primarily works with local and international NGO partners, and it is a strong member of international networks/ alliances, including churches. DCA's headquarter is in Copenhagen, and it has offices in 20 countries worldwide but supports projects/ programs in at least 25 countries. DCA Goals are closely interconnected and enable us to work flexibly and adaptively across contexts. We are multi-mandated, working across the Humanitarian-Development-Peace nexus while bringing together people, diverse partners, and other actors to realize our goals. DCA's international work thus promotes long-term solutions from the earliest stages of a humanitarian crisis, introduces prevention measures in development contexts, and supports emergency response when needed. We align interventions with the aim of reducing short-term humanitarian needs and supporting conflict prevention and peace efforts while simultaneously investing in recovery and long-term development. We address structural barriers and engage and advocate with policymakers for sustainability and change.

DCA South Sudan directly implements Humanitarian Mine Action (HMA) focusing on both mine clearance and risk awareness commenced and works through local partners in implementing Food Security and Livelihoods, peacebuilding, gender and protection, through the Nexus approach. DCA works with local communities and is increasingly involved in building the capacity of partners, communities, and local government duty-bearers. DCA's South Sudan office is based in Juba and implements programs through its partners in Jonglei, Upper Nile, Eastern Equatorial, Unity, and Central Equatorial states.

Value Chain Analysis and Market Assessment

The agricultural sector is increasingly becoming an important contributor to the economy of South Sudan, with potential for growth and development. The production and trade of honey, shea nuts, poultry (broiler production), and groundnuts in the two states of Central Equatoria and Eastern Equatoria have the potential to contribute to economic growth and development, but there is a need to understand the value chain for these products in order to identify opportunities for improvement and investment to stimulate opportunities for small-scale entrepreneurs, women, and youth to engage in sustainable food systems.

The value chain study will be conducted in Eastern Equatoria State in the counties of (Budi, Kapoeta and Magwi) and Central Equatoria State (Juba County).

Objective of the assessment

The objective of this value chain assessment is to identify specific constraints that hinder market engagement for small-scale entrepreneurs, women, and youths and to identify opportunities that can be leveraged to increase production or otherwise improve the identified value chains to boost income and employment opportunities for small-scale entrepreneurs and farmers, including women and youth and explore opportunities for women and young people to participate specifically in these value chains.

The specific objectives are:

- To identify the main market actors involved, local, regional, and international market participants ie consumers, sellers, merchants, middlemen, etc
- To identify opportunities for value addition and improvement along the value chain, including quality control, processing, packaging, and marketing.
- To assess the potential for increased local production and processing, as well as opportunities for expanding local and regional markets.
- To provide recommendations for investment and policy interventions to support the development of the value chains for honey, sheanuts, poultry, and groundnuts in Eastern Equatoria, and Central Equatoria States.
- Determine the favorable ecosystems and enabling environment, including mapping of key local stakeholders (government agencies, service providers, etc.) and their contributions to boosting and enabling investments in the questioned crops/products.
- Identify procurement procedures, market needs (quality and other standards, conditions for delivery, and prices), and important risks/barriers in the enabling environment (such as security concerns or regulations influencing market access).
- Identify potentials for engaging small-holder farmers, including both women and youth small-scale entrepreneurs to increased production and processing.
- Identify nearby companies (processors, manufacturers) that producers should contact and what they can provide for the businesses.
- Identify significant local, regional, and, if relevant, international market participants (consumers, sellers, merchants, middlemen, etc.). Determine whether the geographies or farmer groups addressed by those market participants overlap in order to supply bundled services.
- Provide analysis of supporting functions needed to make the value chain function, including current and missing support functions (e.g., infrastructure, information, related services), as well as potential new linkages that can be formed and existing links that can be improved to assist future value chain expansion an
- Provide information on the status and viability of current and future markets for the products in question and help identify those that offer opportunities for product development, market viability, opportunities for value addition, quality improvement, and input accessibility for smallholder farmers.
- Provide a report that contains an executive summary and useful suggestions that can be used to guide the creation of viable, sustainable, and locally appropriate strategies

intended to engage women and youth, and small-scale entrepreneurs to increase production, processing, and market opportunities, including recommendations.

Scope of the and Methodology

DCA recommends a mix of methodologies and expects the value chain consultant team to suggest and develop the methodology further. The following key elements should guide the development of the proposed methodology:

- Desk review of existing literature, reports, and other relevant documents.
- Key informant interviews with stakeholders along the value chain, including smallholders, farmers, processors, traders, wholesalers, and retailers.
- Focus group discussions with small-scale farmers, consumers, markets/retailers, and other stakeholders to understand their experiences and perspectives on income/profits to be gained from engaging in these value chains.
- Field visits to production and processing sites and to key markets to observe production processes and identify opportunities for improvement.
- Value chain analysis using the Value Chain Analysis Tool (VCAT) to identify key actors, linkages, and opportunities for value addition and improvement.

Deliverable

- Inception report: The consultant will develop detailed inception that sets out the conceptual framework to be used in the analysis, stating the key assessment questions and methodology, including information on data sources and collection and sampling. The inception report will also include a timeline for assessing and developing data collection instruments.
- Presentation of the first draft: The consultant will be required to organize the first draft report's virtual presentation and a debriefing meeting with DCA, partners, and other interested parties to discuss and provide feedback on the draft report.
- Draft report to incorporate and reflect feedback from DCA and partners.
- A summary report maximum of 35 pages, highlighting the main findings and recommendations for policymakers and investors.
- Final report. The Value Chain Analysis and Market Assessment report should include at least:
 - Executive summary.
 - Background
 - Methodology and documentation of the process
 - Limitations and challenges
 - Findings of market assessment (SWOT analysis, potential for growth, and profitability for each of the four crops per county)
 - Chapter for each selected value chain with findings (market players, rules, policies, and regulations, supporting functions in addition to sourcing, production and marketing mechanisms)

- Conclusion of market assessment and recommendations, including opportunities and challenges for the engagement of small-scale entrepreneurs and farmers, including, women and youth in each value chain.

Timeframe

Activity / Milestone	Duration (days)
Consultant preparation upon signing contract.	2
Consultant travels (applicable if international consultants)	1
Meeting with the project management team in Juba – administrative matters, reviews of background documents, tools finalization, presentation of the project inception report, etc.	3
Fieldwork – selected states and counties	20
Debrief from field	1
Preparation of draft report and distribution to DCA and partners	5
Presentation of draft report	1
Final report	5
Total number of days	38

Terms and Conditions:

- **Logistics:**
 - DCA will cover field-related costs food, and accommodation.
 - The consultant shall budget for the daily payment of data collectors/enumerators in the field.
 - DCA will cater for in-country flight bookings and payment to field locations.
- **Professional fee:** Interested consultants are expected to provide a budget for the exercise. DCA will consider proposals that are within the approved rates as per its policy on professional fees.
- **Tax and insurance:** 20% income tax payable to GoSS shall be deducted from the consultant's fee during payment. This should be clearly indicated in the financial proposal.
- A contract will be signed by the consultant upon commencement of the evaluation, which will detail additional terms and conditions of service, aspects of inputs and deliverables, including DCA's Code of Conduct.
- Data collection and data processing costs are included in the account of the consultant.
- The consultant is expected to use his/her own computer.
- Provide A summary of the project team, including the CVs of the project team members.
- Submit three references at most, along with a sample of prior work related to this TOR's deliverables.

- The consultant will be subject to due diligence and anti-terrorism background check.

Consultant Experience:

The consultant should meet the following criteria:

- Holding a higher university BA/BSC degree in Cooperative, market development, Agribusiness, Agriculture, and agricultural economics
- and any other relevant field with over 12 years of experience in food security and livelihoods programming in fragile countries and understanding markets, and proven track record in market and value chain analysis.
- Fluency in English, strong analysis, report writing, and communication skills.
- Strong analytical skills, ability to clearly present findings, draw conclusions, and make recommendations.
- Good interpersonal skills and understanding of cultural sensitivities.
- Ability to work under pressure and to meet deadlines.
- Ability to deal with hardship and remote area fieldwork.

Desired

- Master's degree in Cooperative, market development, Agribusiness, community development, Agriculture and agricultural economic
- Experience in similar context and similar assignments

NB: Consultants and Service providers to DCA are subjected to the Code of Conduct, child protection, and PSEA compliance.

Application

The consultant is expected to submit the following:

- Brief explanation about the consultant(s) with emphasis on previous experience in similar work
- Profile of the consultant(s) to be involved in undertaking the consultancy.
- Technical proposal for undertaking this assignment as detailed in the TOR.
- Financial proposal including cost estimates for services rendered including daily consultancy fees.

The documents must be submitted via; ssk.recruitment@dca.dk, gadu@dca.dk and negt@dca.dk

Last date for submission 1st June 2023

