

**STANDARD FORM OF CONTRACT**  
**Contract for Consultant's Services**  
**Lump-Sum**

**Project Name** : **Assam Agribusiness & Rural Transformation Project (APART)**

**Project ID** : **P155617**

**Loan No.** : **IBRD No. 8780-IN;**

**Contract No.** : **ARIAS/APART/208/2017**

**Assignment Title** : **Technical Assistance for improving farmers' livelihoods through sustainable intensification & diversification of agri food systems with Climate Smart Potato Technologies**

**Contract Agreement between** : **Assam Rural Infrastructure and Agricultural Services (ARIAS) Society of the Government of Assam OR "ARIAS Society"**  
**and**  
**INTERNATIONAL POTATO CENTRE (CIP)**

**Dated** : **16<sup>th</sup> March, 2018**

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## **I. Form of Contract**

### **LUMP-SUM**

This CONTRACT (hereinafter called the "Contract") is made the 16<sup>th</sup> day of the month of **March, 2018**, between, on the one hand, **Assam Rural Infrastructure and Agricultural Services (ARIAS) Society of the Government of Assam** (hereinafter called the "Client") and, on the other hand, **International Potato Centre or "CIP"** (hereinafter called the "Consultant").

WHEREAS

- (a) the Client has requested the Consultant to provide certain consulting services as defined in this Contract (hereinafter called the "Services");
- (b) the Consultant, having represented to the Client that it has the required professional skills, expertise and technical resources, has agreed to provide the Services on the terms and conditions set forth in this Contract;
- (c) the Client has **received** a loan from the *International Bank for Reconstruction and Development (IBRD)* toward the cost of the Services and intends to apply a portion of the proceeds of this loan to eligible payments under this Contract, it being understood that (i) payments by the Bank will be made only at the request of the Client and upon approval by the Bank; (ii) such payments will be subject, in all respects, to the terms and conditions of the loan agreement, including prohibitions of withdrawal from the loan account for the purpose of any payment to persons or entities, or for any import of goods, if such payment or import, to the knowledge of the Bank, is prohibited by the decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations; and (iii) no party other than the Client shall derive any rights from the loan agreement or have any claim to the loan proceeds;

NOW THEREFORE the parties hereto hereby agree as follows:

- 1. The following documents attached hereto shall be deemed to form an integral part of this Contract:
  - (a) The General Conditions of Contract (including Attachment 1 "Fraud and Corruption");
  - (b) The Special Conditions of Contract;
  - (c) Appendices:
    - Appendix A: Terms of Reference
    - Appendix B: Key Experts
    - Appendix C: Breakdown of Contract Price
    - Appendix D: Form of Advance Payments Guarantee (**Deleted**)
    - Appendix E: Technical Proposal from CIP

In the event of any inconsistency between the documents, the following order of precedence shall prevail: the Special Conditions of Contract; the General Conditions of Contract, including Attachment 1; Appendix A; Appendix B; Appendix C; Appendix D. Any reference to this Contract shall include, where the context permits, a reference to its Appendices.

- 2. The mutual rights and obligations of the Client and the Consultant shall be as set forth in the Contract, in particular:
  - (a) the Consultant shall carry out the Services in accordance with the provisions of the Contract; and
  - (b) the Client shall make payments to the Consultant in accordance with the provisions of the Contract.

IN WITNESS WHEREOF, the Parties hereto have caused this Contract to be signed in their respective names as of the day and year first above written.

For and on behalf of the **International Potato Centre also known as "CIP"**, (Authorized Representative):

Signature:




Name: Dr. Barbara H. Wells

Title: Director General, CIP

Date: 16th March, 2018

Witness:



Asim Regional Director  
CIP

For and on behalf of the **Assam Rural Infrastructure and Agricultural Services (ARIAS) Society of the Government of Assam**, (Authorized Representative):

Signature:




State Project Director  
ARIAS Society

Name: Mr. Siddharth Singh, IAS

Title: State Project Director, ARIAS Society

Date: 16th March, 2018

Witness:



(Prasanna K. Parshad)  
Associate Director of Research  
Assam Agricultural University  
Jorhat

## II. General Conditions of Contract

### A. GENERAL PROVISIONS

1.1 Unless the context otherwise requires, the following terms whenever used in this Contract have the following meanings:

- (a) "Applicable Law" means the laws and any other instruments having the force of law in the Client's country, or in such other country as may be specified in the **Special Conditions of Contract (SCC)**, as they may be issued and in force from time to time.
- (b) "Applicable Regulations" means Procurement Regulations for IPF Borrowers of date specified in **Special Conditions of Contract (SCC)**.
- (c) "Bank" means the International Bank for Reconstruction and Development (IBRD) or the International Development Association (IDA).
- (d) "Borrower" means the Government, Government agency or other entity that signs the financing agreement with the Bank.
- (e) "Client" means the implementing agency that signs the Contract for the Services with the Selected Consultant.
- (f) "Consultant" means a legally-established professional consulting firm or entity selected by the Client to provide the Services under the signed Contract.
- (g) "Contract" means the legally binding written agreement signed between the Client and the Consultant and which includes all the attached documents listed in its paragraph 1 of the Form of Contract (the General Conditions (GCC), the Special Conditions (SCC), and the Appendices).
- (h) "Day" means a working day unless indicated otherwise.
- (i) "Effective Date" means the date on which this Contract comes into force and effect pursuant to Clause GCC 11.
- (j) "Experts" means, collectively, Key Experts, Non-Key Experts, or any other personnel of the Consultant, Sub-consultant or JV member(s) assigned by the Consultant to perform the Services or any part thereof under the Contract.
- (k) "Foreign Currency" means any currency other than the currency of the Client's country.
- (l) "GCC" means these General Conditions of Contract.
- (m) "Government" means the government of the Client's country.
- (n) "Joint Venture (JV)" means an association with or without a legal personality distinct from that of its members, of more than one entity where one member has the authority to conduct all businesses for and on behalf of any and all the members of the JV, and where the members of the JV are jointly and severally liable to the Client for the performance of the Contract.
- (o) "Key Expert(s)" means an individual professional whose skills, qualifications, knowledge and experience are critical to the performance of the Services under the Contract and whose Curricula Vitae (CV) was taken into account in the technical evaluation of the Consultant's proposal.
- (p) "Local Currency" means the currency of the Client's country.
- (q) "Non-Key Expert(s)" means an individual professional provided by the Consultant or its Sub-consultant to perform the Services or any part thereof under the Contract.
- (r) "Party" means the Client or the Consultant, as the case may be, and

"Parties" means both of them.

- (s) "Procurement Regulations" means the World Bank's Procurement Regulations for IPF Borrowers,
- (t) "SCC" means the Special Conditions of Contract by which the GCC may be amended or supplemented but not over-written.
- (u) "Services" means the work to be performed by the Consultant pursuant to this Contract, as described in Appendix A hereto.
- (v) "Sub-consultants" means an entity to whom/which the Consultant subcontracts any part of the Services while remaining solely liable for the execution of the Contract.
- (w) "Third Party" means any person or entity other than the Government, the Client, the Consultant or a Sub-consultant.

**2. Relationship between the Parties**

2.1. Nothing contained herein shall be construed as establishing a relationship of master and servant or of principal and agent as between the Client and the Consultant. The Consultant, subject to this Contract, has complete charge of the Experts and Sub-consultants, if any, performing the Services and shall be fully responsible for the Services performed by them or on their behalf hereunder.

**3. Law Governing Contract**

3.1. This Contract, its meaning and interpretation, and the relation between the Parties shall be governed by the Applicable Law.

**4. Language**

4.1. This Contract has been executed in the language specified in the SCC, which shall be the binding and controlling language for all matters relating to the meaning or interpretation of this Contract.

**5. Headings**

5.1. The headings shall not limit, alter or affect the meaning of this Contract.

**6. Communications**

6.1. Any communication required or permitted to be given or made pursuant to this Contract shall be in writing in the language specified in Clause GCC 4. Any such notice, request or consent shall be deemed to have been given or made when delivered in person to an authorized representative of the Party to whom the communication is addressed, or when sent to such Party at the address specified in the SCC.

6.2. A Party may change its address for notice hereunder by giving the other Party any communication of such change to the address specified in the SCC.

**7. Location**

7.1. The Services shall be performed at such locations as are specified in **Appendix A** hereto and, where the location of a particular task is not so specified, at such locations, whether in the Government's country or elsewhere, as the Client may approve.

**8. Authority of Member in Charge**

8.1. In case the Consultant is a Joint Venture, the members hereby authorize the member specified in the **SCC** to act on their behalf in exercising all the Consultant's rights and obligations towards the Client under this Contract, including without limitation the receiving of instructions and payments from the Client.

**9. Authorized Representatives**

9.1. Any action required or permitted to be taken, and any document required or permitted to be executed under this Contract by the Client or the Consultant may be taken or executed by the officials specified in the **SCC**.


**10. Fraud and Corruption**

10.1 The Bank requires compliance with the Bank's Anti-Corruption Guidelines and its prevailing sanctions policies and procedures as set forth in the WBG's Sanctions Framework, as set forth in Attachment 1 to the GCC.

**a. Commissions and Fees**

10.2 The Client requires the Consultant to disclose any commissions, gratuities or fees that may have been paid or are to be paid to agents or any other party with respect to the selection process or execution of the Contract. The information disclosed must include at least the name and address of the

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agent or other party, the amount and currency, and the purpose of the commission, gratuity or fee. Failure to disclose such commissions, gratuities or fees may result in termination of the Contract and/or sanctions by the Bank.

## **B. COMMENCEMENT, COMPLETION, MODIFICATION AND TERMINATION OF CONTRACT**

- 11. Effectiveness of Contract** 11.1. This Contract shall come into force and effect on the date (the "Effective Date") of the Client's notice to the Consultant instructing the Consultant to begin carrying out the Services. This notice shall confirm that the effectiveness conditions, if any, listed in the SCC have been met.
- 12. Termination of Contract for Failure to Become Effective** 12.1. If this Contract has not become effective within such time period after the date of Contract signature as specified in the SCC, either Party may, by not less than twenty two (22) days written notice to the other Party, declare this Contract to be null and void, and in the event of such a declaration by either Party, neither Party shall have any claim against the other Party with respect hereto.
- 13. Commencement of Services** 13.1. The Consultant shall confirm availability of Key Experts and begin carrying out the Services not later than the number of days after the Effective Date specified in the SCC.
- 14. Expiration of Contract** 14.1. Unless terminated earlier pursuant to Clause GCC 19 hereof, this Contract shall expire at the end of such time period after the Effective Date as specified in the SCC.
- 15. Entire Agreement** 15.1. This Contract contains all covenants, stipulations and provisions agreed by the Parties. No agent or representative of either Party has authority to make, and the Parties shall not be bound by or be liable for, any statement, representation, promise or agreement not set forth herein.
- 16. Modifications or Variations** 16.1. Any modification or variation of the terms and conditions of this Contract, including any modification or variation of the scope of the Services, may only be made by written agreement between the Parties. However, each Party shall give due consideration to any proposals for modification or variation made by the other Party.
- 16.2. In cases of substantial modifications or variations, the prior written consent of the Bank is required.
- 17. Force Majeure**
- a. Definition** 17.1. For the purposes of this Contract, "Force Majeure" means an event which is beyond the reasonable control of a Party, is not foreseeable, is unavoidable, and makes a Party's performance of its obligations hereunder impossible or so impractical as reasonably to be considered impossible under the circumstances, and subject to those requirements, includes, but is not limited to, war, riots, civil disorder, earthquake, fire, explosion, storm, flood or other adverse weather conditions, strikes, lockouts or other industrial action confiscation or any other action by Government agencies.
- 17.2. Force Majeure shall not include (i) any event which is caused by the negligence or intentional action of a Party or such Party's Experts, Sub-consultants or agents or employees, nor (ii) any event which a diligent Party could reasonably have been expected to both take into account at the time of the conclusion of this Contract, and avoid or overcome in the carrying out of its obligations hereunder.
- 17.3. Force Majeure shall not include insufficiency of funds or failure to make any payment required hereunder.
- b. No Breach of Contract** 17.4. The failure of a Party to fulfill any of its obligations hereunder shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event has taken all reasonable precautions, due care and reasonable alternative measures, all with the objective of carrying out the



terms and conditions of this Contract.

**c. Measures to be Taken**

17.5. A Party affected by an event of Force Majeure shall continue to perform its obligations under the Contract as far as is reasonably practical, and shall take all reasonable measures to minimize the consequences of any event of Force Majeure.

17.6. A Party affected by an event of Force Majeure shall notify the other Party of such event as soon as possible, and in any case not later than fourteen (14) calendar days following the occurrence of such event, providing evidence of the nature and cause of such event, and shall similarly give written notice of the restoration of normal conditions as soon as possible.

17.7. Any period within which a Party shall, pursuant to this Contract, complete any action or task, shall be extended for a period equal to the time during which such Party was unable to perform such action as a result of Force Majeure.

17.8. During the period of their inability to perform the Services as a result of an event of Force Majeure, the Consultant, upon instructions by the Client, shall either:

- (a) demobilize, in which case the Consultant shall be reimbursed for additional costs they reasonably and necessarily incurred, and, if required by the Client, in reactivating the Services; or
- (b) continue with the Services to the extent reasonably possible, in which case the Consultant shall continue to be paid under the terms of this Contract and be reimbursed for additional costs reasonably and necessarily incurred.

17.9. In the case of disagreement between the Parties as to the existence or extent of Force Majeure, the matter shall be settled according to Clauses GCC 44 & 45.

**18. Suspension**

18.1. The Client may, by written notice of suspension to the Consultant, suspend part or all payments to the Consultant hereunder if the Consultant fails to perform any of its obligations under this Contract, including the carrying out of the Services, provided that such notice of suspension (i) shall specify the nature of the failure, and (ii) shall request the Consultant to remedy such failure within a period not exceeding thirty (30) calendar days after receipt by the Consultant of such notice of suspension.

**19. Termination**

19.1. This Contract may be terminated by either Party as per provisions set up below:

**a. By the Client**

19.1.1. The Client may terminate this Contract in case of the occurrence of any of the events specified in paragraphs (a) through (f) of this Clause. In such an occurrence the Client shall give at least thirty (30) calendar days' written notice of termination to the Consultant in case of the events referred to in (a) through (d); at least sixty (60) calendar days' written notice in case of the event referred to in (e); and at least five (5) calendar days' written notice in case of the event referred to in (f):

- (a) If the Consultant fails to remedy a failure in the performance of its obligations hereunder, as specified in a notice of suspension pursuant to Clause GCC 18;
- (b) If the Consultant becomes (or, if the Consultant consists of more than one entity, if any of its members becomes) insolvent or bankrupt or enter into any agreements with their creditors for relief of debt or take advantage of any law for the benefit of debtors or go into liquidation or receivership whether compulsory or voluntary;
- (c) If the Consultant fails to comply with any final decision reached as



a result of arbitration proceedings pursuant to Clause GCC 45.1;

- (d) If, as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) calendar days;
- (e) If the Client, in its sole discretion and for any reason whatsoever, decides to terminate this Contract;
- (f) If the Consultant fails to confirm availability of Key Experts as required in Clause GCC 13.

19.1.2. Furthermore, if the Client determines that the Consultant has engaged in Fraud and Corruption in competing for or in executing the Contract, then the Client may, after giving fourteen (14) calendar days written notice to the Consultant, terminate the Consultant's employment under the Contract.

**b. By the Consultant**

19.1.3. The Consultant may terminate this Contract, by not less than thirty (30) calendar days' written notice to the Client, in case of the occurrence of any of the events specified in paragraphs (a) through (d) of this Clause.

- (a) If the Client fails to pay any money due to the Consultant pursuant to this Contract and not subject to dispute pursuant to Clause GCC 45.1 within forty-five (45) calendar days after receiving written notice from the Consultant that such payment is overdue.
- (b) If, as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) calendar days.
- (c) If the Client fails to comply with any final decision reached as a result of arbitration pursuant to Clause GCC 45.1.
- (d) If the Client is in material breach of its obligations pursuant to this Contract and has not remedied the same within forty-five (45) days (or such longer period as the Consultant may have subsequently approved in writing) following the receipt by the Client of the Consultant's notice specifying such breach.

**c. Cessation of Rights and Obligations**

19.1.4. Upon termination of this Contract pursuant to Clauses GCC 12 or GCC 19 hereof, or upon expiration of this Contract pursuant to Clause GCC 14, all rights and obligations of the Parties hereunder shall cease, except (i) such rights and obligations as may have accrued on the date of termination or expiration, (ii) the obligation of confidentiality set forth in Clause GCC 22, (iii) the Consultant's obligation to permit inspection, copying and auditing of their accounts and records set forth in Clause GCC 25 and to cooperate and assist in any inspection or investigation, and (iv) any right which a Party may have under the Applicable Law.

**d. Cessation of Services**

19.1.5. Upon termination of this Contract by notice of either Party to the other pursuant to Clauses GCC 19a or GCC 19b, the Consultant shall, immediately upon dispatch or receipt of such notice, take all necessary steps to bring the Services to a close in a prompt and orderly manner and shall make every reasonable effort to keep expenditures for this purpose to a minimum. With respect to documents prepared by the Consultant and equipment and materials furnished by the Client, the Consultant shall proceed as provided, respectively, by Clauses GCC 27 or GCC 28.

**e. Payment upon Termination**

19.1.6. Upon termination of this Contract, the Client shall make the following payments to the Consultant:

- (a) payment for Services satisfactorily performed prior to the effective date of termination; and
- (b) in the case of termination pursuant to paragraphs (d) and (e) of

Clause GCC 19.1.1, reimbursement of any reasonable cost incidental to the prompt and orderly termination of this Contract, including the cost of the return travel of the Experts.

### **C. OBLIGATIONS OF THE CONSULTANT**

#### **20. General**

**a. Standard of Performance**

20.1 The Consultant shall perform the Services and carry out the Services with all due diligence, efficiency and economy, in accordance with generally accepted professional standards and practices, and shall observe sound management practices, and employ appropriate technology and safe and effective equipment, machinery, materials and methods. The Consultant shall always act, in respect of any matter relating to this Contract or to the Services, as a faithful adviser to the Client, and shall at all times support and safeguard the Client's legitimate interests in any dealings with the third parties.

20.2. The Consultant shall employ and provide such qualified and experienced Experts and Sub-consultants as are required to carry out the Services.

20.3. The Consultant may subcontract part of the Services to an extent and with such Key Experts and Sub-consultants as may be approved in advance by the Client. Notwithstanding such approval, the Consultant shall retain full responsibility for the Services.

**b. Law Applicable to Services**

20.4. The Consultant shall perform the Services in accordance with the Contract and the Applicable Law and shall take all practicable steps to ensure that any of its Experts and Sub-consultants, comply with the Applicable Law.

20.5. Throughout the execution of the Contract, the Consultant shall comply with the import of goods and services prohibitions in the Client's country when

- (a) as a matter of law or official regulations, the Borrower's country prohibits commercial relations with that country; or
- (b) by an act of compliance with a decision of the United Nations Security Council taken under Chapter VII of the Charter of the United Nations, the Borrower's Country prohibits any import of goods from that country or any payments to any country, person, or entity in that country.

20.6. The Client shall notify the Consultant in writing of relevant local customs, and the Consultant shall, after such notification, respect such customs.

#### **21. Conflict of Interest**

21.1. The Consultant shall hold the Client's interests paramount, without any consideration for future work, and strictly avoid conflict with other assignments or their own corporate interests.

**a. Consultant Not to Benefit from Commissions, Discounts, etc.**

21.1.1 The payment of the Consultant pursuant to GCC F (Clauses GCC 38 through 42) shall constitute the Consultant's only payment in connection with this Contract and, subject to Clause GCC 21.1.3, the Consultant shall not accept for its own benefit any trade commission, discount or similar payment in connection with activities pursuant to this Contract or in the discharge of its obligations hereunder, and the Consultant shall use its best efforts to ensure that any Sub-consultants, as well as the Experts and agents of either of them, similarly shall not receive any such additional payment.

21.1.2 Furthermore, if the Consultant, as part of the Services, has the responsibility of advising the Client on the procurement of goods, works or services, the Consultant shall comply with the Bank's Applicable Regulations, and shall at all times exercise such responsibility in the best interest of the Client. Any discounts or commissions obtained by the Consultant in the exercise of such procurement responsibility shall be for the account of the Client.

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- b. **Consultant and Affiliates Not to Engage in Certain Activities** 21.1.3 The Consultant agrees that, during the term of this Contract and after its termination, the Consultant and any entity affiliated with the Consultant, as well as any Sub-consultants and any entity affiliated with such Sub-consultants, shall be disqualified from providing goods, works or non-consulting services resulting from or directly related to the Consultant's Services for the preparation or implementation of the project.
- c. **Prohibition of Conflicting Activities** 21.1.4 The Consultant shall not engage, and shall cause its Experts as well as its Sub-consultants not to engage, either directly or indirectly, in any business or professional activities that would conflict with the activities assigned to them under this Contract.
- d. **Strict Duty to Disclose Conflicting Activities** 21.1.5 The Consultant has an obligation and shall ensure that its Experts and Sub-consultants shall have an obligation to disclose any situation of actual or potential conflict that impacts their capacity to serve the best interest of their Client, or that may reasonably be perceived as having this effect. Failure to disclose said situations may lead to the disqualification of the Consultant or the termination of its Contract.
22. **Confidentiality** 22.1 Except with the prior written consent of the Client, the Consultant and the Experts shall not at any time communicate to any person or entity any confidential information acquired in the course of the Services, nor shall the Consultant and the Experts make public the recommendations formulated in the course of, or as a result of, the Services.
23. **Liability of the Consultant** 23.1 Subject to additional provisions, if any, set forth in the **SCC**, the Consultant's liability under this Contract shall be provided by the Applicable Law.
24. **Insurance to be taken out by the Consultant** 24.1 The Consultant (i) shall take out and maintain, and shall cause any Sub-consultants to take out and maintain, at its (or the Sub-consultants', as the case may be) own cost but on terms and conditions approved by the Client, insurance against the risks, and for the coverage specified in the **SCC**, and (ii) at the Client's request, shall provide evidence to the Client showing that such insurance has been taken out and maintained and that the current premiums therefore have been paid. The Consultant shall ensure that such insurance is in place prior to commencing the Services as stated in Clause GCC 13.
25. **Accounting, Inspection and Auditing** 25.1 The Consultant shall keep, and shall make all reasonable efforts to cause its Sub-consultants to keep, accurate and systematic accounts and records in respect of the Services and in such form and detail as will clearly identify relevant time changes and costs.
- 25.2 Pursuant to paragraph 2.2 e. of Appendix to the General Conditions the Consultant shall permit and shall cause its subcontractors and subconsultants to permit, the Bank and/or persons appointed by the Bank to inspect the Site and/or the accounts and records relating to the performance of the Contract and the submission of the bid, and to have such accounts and records audited by auditors appointed by the Bank if requested by the Bank. The Consultant's and its Subcontractors' and subconsultants' attention is drawn to Sub-Clause 10.1 which provides, inter alia, that acts intended to materially impede the exercise of the Bank's inspection and audit rights constitute a prohibited practice subject to contract termination (as well as to a determination of ineligibility pursuant to the Bank's prevailing sanctions procedures).
26. **Reporting Obligations** 26.1 The Consultant shall submit to the Client the reports and documents specified in **Appendix A**, in the form, in the numbers and within the time periods set forth in the said Appendix.
27. **Proprietary Rights of the Client in Reports and Records** 27.1 Unless otherwise indicated in the **SCC**, all reports and relevant data and information such as maps, diagrams, plans, databases, other documents and software, supporting records or material compiled or prepared by the Consultant for the Client in the course of the Services shall be confidential and

become and remain the absolute property of the Client. The Consultant shall, not later than upon termination or expiration of this Contract, deliver all such documents to the Client, together with a detailed inventory thereof. The Consultant may retain a copy of such documents, data and/or software for teaching and scientific purposes, but shall not use the same for purposes unrelated to this Contract without prior written approval of the Client.

27.2 If license agreements are necessary or appropriate between the Consultant and third parties for purposes of development of the plans, drawings, specifications, designs, databases, other documents and software, the Consultant shall obtain the Client's prior written approval to such agreements, and the Client shall be entitled at its discretion to require recovering the expenses related to the development of the program(s) concerned. Other restrictions about the future use of these documents and software, if any, shall be specified in the SCC.

**28. Equipment, Vehicles and Materials**

28.1 Equipment, vehicles and materials made available to the Consultant by the Client, or purchased by the Consultant wholly or partly with funds provided by the Client, shall be the property of the Client and shall be marked accordingly. Upon termination or expiration of this Contract, the Consultant shall make available to the Client an inventory of such equipment, vehicles and materials and shall dispose of such equipment, vehicles and materials in accordance with the Client's instructions. While in possession of such equipment, vehicles and materials, the Consultant, unless otherwise instructed by the Client in writing, shall insure them at the expense of the Client in an amount equal to their full replacement value.

28.2 Any equipment or materials brought by the Consultant or its Experts into the Client's country for the use either for the project or personal use shall remain the property of the Consultant or the Experts concerned, as applicable.

**D. CONSULTANT'S EXPERTS AND SUB-CONSULTANTS**

**29. Description of Key Experts**

29.1 The title, agreed job description, minimum qualification and estimated period of engagement to carry out the Services of each of the Consultant's Key Experts are described in **Appendix B**.

**30. Replacement of Key Experts**

30.1 Except as the Client may otherwise agree in writing, no changes shall be made in the Key Experts.

30.2 Notwithstanding the above, the substitution of Key Experts during Contract execution may be considered only based on the Consultant's written request and due to circumstances outside the reasonable control of the Consultant, including but not limited to death or medical incapacity. In such case, the Consultant shall forthwith provide as a replacement, a person of equivalent or better qualifications and experience, and at the same rate of remuneration.

**31. Removal of Experts or Sub-consultants**

31.1 If the Client finds that any of the Experts or Sub-consultant has committed serious misconduct or has been charged with having committed a criminal action, or if the Client determines that a Consultant's Expert or Sub-consultant has engaged in Fraud and Corruption while performing the Services, the Consultant shall, at the Client's written request, provide a replacement.

31.2 In the event that any of Key Experts, Non-Key Experts or Sub-consultants is found by the Client to be incompetent or incapable in discharging assigned duties, the Client, specifying the grounds therefore, may request the Consultant to provide a replacement.

31.3 Any replacement of the removed Experts or Sub-consultants shall possess better qualifications and experience and shall be acceptable to the Client.

31.4 The Consultant shall bear all costs arising out of or incidental to any removal and/or replacement of such Experts.

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## **E. OBLIGATIONS OF THE CLIENT**

### **32. Assistance and Exemptions**

32.1 Unless otherwise specified in the **SCC**, the Client shall use its best efforts to:

- (a) Assist the Consultant with obtaining work permits and such other documents as shall be necessary to enable the Consultant to perform the Services.
- (b) Assist the Consultant with promptly obtaining, for the Experts and, if appropriate, their eligible dependents, all necessary entry and exit visas, residence permits, exchange permits and any other documents required for their stay in the Client's country while carrying out the Services under the Contract.
- (c) Facilitate prompt clearance through customs of any property required for the Services and of the personal effects of the Experts and their eligible dependents.
- (c) Issue to officials, agents and representatives of the Government all such instructions and information as may be necessary or appropriate for the prompt and effective implementation of the Services.
- (d) Assist the Consultant and the Experts and any Sub-consultants employed by the Consultant for the Services with obtaining exemption from any requirement to register or obtain any permit to practice their profession or to establish themselves either individually or as a corporate entity in the Client's country according to the applicable law in the Client's country.
- (e) Assist the Consultant, any Sub-consultants and the Experts of either of them with obtaining the privilege, pursuant to the applicable law in the Client's country, of bringing into the Client's country reasonable amounts of foreign currency for the purposes of the Services or for the personal use of the Experts and of withdrawing any such amounts as may be earned therein by the Experts in the execution of the Services.
- (f) Provide to the Consultant any such other assistance as may be specified in the **SCC**.

### **33. Access to Project Site**

33.1 The Client warrants that the Consultant shall have, free of charge, unimpeded access to the project site in respect of which access is required for the performance of the Services. The Client will be responsible for any damage to the project site or any property thereon resulting from such access and will indemnify the Consultant and each of the experts in respect of liability for any such damage, unless such damage is caused by the willful default or negligence of the Consultant or any Sub-consultants or the Experts of either of them.

### **34. Change in the Applicable Law Related to Taxes and Duties**

34.1 If, after the date of this Contract, there is any change in the applicable law in the Client's country with respect to taxes and duties which increases or decreases the cost incurred by the Consultant in performing the Services, then the remuneration and reimbursable expenses otherwise payable to the Consultant under this Contract shall be increased or decreased accordingly by agreement between the Parties hereto, and corresponding adjustments shall be made to the Contract price amount specified in Clause GCC 38.1

### **35. Services, Facilities and Property of the Client**

35.1 The Client shall make available to the Consultant and the Experts, for the purposes of the Services and free of any charge, the services, facilities and property described in the Terms of Reference (**Appendix A**) at the times and in the manner specified in said **Appendix A**.

### **36. Counterpart Personnel**

36.1 The Client shall make available to the Consultant free of charge such professional and support counterpart personnel, to be nominated by the Client with the Consultant's advice, if specified in **Appendix A**.

36.2 Professional and support counterpart personnel, excluding Client's liaison personnel, shall work under the exclusive direction of the Consultant. If any member of the counterpart personnel fails to perform adequately any work assigned to such member by the Consultant that is consistent with the position occupied by such member, the Consultant may request the replacement of such member, and the Client shall not unreasonably refuse to act upon such request.

### 37. Payment Obligation

37.1 In consideration of the Services performed by the Consultant under this Contract, the Client shall make such payments to the Consultant for the deliverables specified in **Appendix A** and in such manner as is provided by GCC F below.

## F. PAYMENTS TO THE CONSULTANT

### 38. Contract Price

38.1 The Contract price is fixed and is set forth in the **SCC**. The Contract price breakdown is provided in **Appendix C**.

38.2 Any change to the Contract price specified in Clause GCC 38.1 can be made only if the Parties have agreed to the revised scope of Services pursuant to Clause GCC 16 and have amended in writing the Terms of Reference in **Appendix A**.

### 39. Taxes and Duties

39.1 The Consultant, Sub-consultants and Experts are responsible for meeting any and all tax liabilities arising out of the Contract unless it is stated otherwise in the **SCC**.

39.2 As an exception to the above and as stated in the **SCC**, all local identifiable indirect taxes (itemized and finalized at Contract negotiations) are reimbursed to the Consultant or are paid by the Client on behalf of the Consultant.

### 40. Currency of Payment

40.1 Any payment under this Contract shall be made in the currency (ies) of the Contract.

### 41. Mode of Billing and Payment

41.1 The total payments under this Contract shall not exceed the Contract price set forth in Clause GCC 38.1.

41.2 The payments under this Contract shall be made in lump-sum installments against deliverables specified in **Appendix A**. The payments will be made according to the payment schedule stated in the **SCC**.

41.2.1 Advance payment: Unless otherwise indicated in the **SCC**, an advance payment shall be made against an advance payment bank guarantee acceptable to the Client in an amount (or amounts) and in a currency (or currencies) specified in the **SCC**. Such guarantee (i) is to remain effective until the advance payment has been fully set off, and (ii) is to be in the form set forth in **Appendix D**, or in such other form as the Client shall have approved in writing. The advance payments will be set off by the Client in equal portions against the lump-sum installments specified in the **SCC** until said advance payments have been fully set off.

41.2.2 The Lump-Sum Installment Payments. The Client shall pay the Consultant within sixty (60) days after the receipt by the Client of the deliverable(s) and the cover invoice for the related lump-sum installment payment. The payment can be withheld if the Client does not approve the submitted deliverable(s) as satisfactory in which case the Client shall provide comments to the Consultant within the same sixty (60) days period. The Consultant shall thereupon promptly make any necessary corrections, and thereafter the foregoing process shall be repeated.

41.2.3 The Final Payment .The final payment under this Clause shall be made only after the final report have been submitted by the Consultant and approved as satisfactory by the Client. The Services shall then be deemed completed and finally accepted by the Client. The last lump-sum installment shall be deemed approved for payment by the Client within

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ninety (90) calendar days after receipt of the final report by the Client unless the Client, within such ninety (90) calendar day period, gives written notice to the Consultant specifying in detail deficiencies in the Services, the final report. The Consultant shall thereupon promptly make any necessary corrections, and thereafter the foregoing process shall be repeated. 41.2.4 All payments under this Contract shall be made to the accounts of the Consultant specified in the SCC.

41.2.4 With the exception of the final payment under 41.2.3 above, payments do not constitute acceptance of the whole Services nor relieve the Consultant of any obligations hereunder.

**42. Interest on Delayed Payments**

42.1 If the Client had delayed payments beyond fifteen (15) days after the due date stated in Clause GCC 41.2.2 , interest shall be paid to the Consultant on any amount due by, not paid on, such due date for each day of delay at the annual rate stated in the SCC.

**G. FAIRNESS AND GOOD FAITH**

**43. Good Faith**

43.1 The Parties undertake to act in good faith with respect to each other's rights under this Contract and to adopt all reasonable measures to ensure the realization of the objectives of this Contract.

**H. SETTLEMENT OF DISPUTES**

**44. Amicable Settlement**

44.1 The Parties shall seek to resolve any dispute amicably by mutual consultation.

44.2 If either Party objects to any action or inaction of the other Party, the objecting Party may file a written Notice of Dispute to the other Party providing in detail the basis of the dispute. The Party receiving the Notice of Dispute will consider it and respond in writing within fourteen (14) days after receipt. If that Party fails to respond within fourteen (14) days, or the dispute cannot be amicably settled within fourteen (14) days following the response of that Party, Clause GCC 45.1 shall apply.

**45. Dispute Resolution**

45.1 Any dispute between the Parties arising under or related to this Contract that cannot be settled amicably may be referred to by either Party to the adjudication/arbitration in accordance with the provisions specified in the SCC.

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**II. General Conditions**  
**Attachment 1**  
**Fraud and Corruption**  
***(Text in this Appendix 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;
- 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;<sup>1</sup> (ii) to be a nominated<sup>2</sup> 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 inspect<sup>3</sup> 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.

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<sup>1</sup> 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.

<sup>2</sup> 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.

<sup>3</sup> 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.

### III. Special Conditions of Contract

Number of GC Clause	Amendments of, and Supplements to, Clauses in the General Conditions of Contract
1.1(a)	The Contract shall be construed in accordance with the law of <b>India</b>
1.1 (b)	The date of the "Applicable Regulations" is: <b>July, 2016</b>
4.1	The language is: <b>English</b>
6.1 and 6.2	<p>The addresses are:</p> <p>Client : <b>(i) ARIAS Society, Project Coordination Unit, Agriculture Complex, Khanapara, G.S. Road, Guwahati-781022 (Assam, India);</b></p> <p><b>(ii) Directorate of Horticulture and Food Processing, Agriculture Complex, Khanapara, G.S. Road, Guwahati-781022 (Assam, India);</b></p> <p>Attention : <b>(i) State Project Director, ARIAS Society</b> <b>(ii) Director of Horticulture and food Processing</b></p> <p>Facsimile : <b>+91 361-2332564, 0361-2330231</b></p> <p>E-mail : <b><u>spd@arias.in, directorhortiassam@gmail.com</u></b></p> <p>Consultant: <b>INTERNATIONAL POTATO CENTRE OR CIP, APARTADO, 1558, LIMA-12, PERU</b></p> <p>Attention : <b>Director General, CIP</b></p> <p>Facsimile : <b><u>Fax: +511-349-6017X3002; Phone: +511-349-6017X3002,</u></b></p> <p>E-mail (where permitted) : <b><u>cip-dg@cgiar.org</u> copy to <u>j.kroschel@cgiar.org</u></b></p>
8.1	<b>Not Applicable</b>
9.1	<p>The Authorized Representatives are:</p> <p>For the Client:</p> <p><b>(i) State Project Director, ARIAS Society</b> <b>(ii) Director of Horticulture &amp; Food Processing, Govt. of Assam</b> <b>(iii) Director of Research (Agri), Assam Agri University</b></p> <p>For the Consultant:</p> <p><b>Director General, CIP</b></p>
11.1	The effectiveness conditions are the following: <b>Date of undertaking by the Consultant that the proposed key experts are ready to undertake the assignment.</b>
12.1	Termination of Contract for Failure to Become Effective: The time period shall be <b>120 days</b>
13.1	<p>Commencement of Services:</p> <p>The number of days shall be <b>10 days from the date of effectiveness.</b></p> <p>Confirmation of Key Experts' availability to start the Assignment shall be submitted to the Client in writing as a written statement signed by each Key Expert.</p>
14.1	<p>Expiration of Contract:</p> <p>The time period shall be <b>60 months after the Effective Date</b></p>
21 b.	The Client reserves the right to determine on a case-by-case basis whether the Consultant should be allowed from providing goods, works or non-consulting services due to a conflict of a nature described in Clause GCC 21.1.3 <b>Yes</b>
23.1	No additional provisions.
24.1	<p>The insurance coverage against the risks shall be as follows:</p> <p><b>a. Professional liability insurance, with a minimum coverage of US\$ 3,348,378 (US Dollar three million three hundred forty eight thousand and three hundred seventy eight); See Annex 1.</b></p>

27.1	<b>No exceptions to proprietary rights provision. Any transfer or exchange of technologies / germplasm / varieties and derivatives under the project to the client shall be subject to Material Transfer Agreement and may only be used in accordance to the agreed terms and conditions.</b>
38.1	<p>The Contract price is: <b>US\$ 3,348,378 (US Dollar three million three hundred forty eight thousand and three hundred seventy eight) (exclusive of local indirect taxes i.e. GST)(GST: Goods and Services Tax)</b></p> <p>Any indirect local taxes i.e. GST chargeable in respect of this Contract for the Services provided by the Consultant <b>shall be paid by the Client for the Consultant, as per applicable laws of India.</b></p> <p>The amount of such taxes shall be Indian <input type="checkbox"/> <b>3,91,76,023/- at the current rate of GST on services i.e. 18%, with exchange rate of 1 US\$=<input type="checkbox"/>.65/-</b></p>
39.1 and 39.2	<p>The Client warrants that the Client shall reimburse the Consultant, the Sub-consultants and the Experts any indirect taxes, duties, fees, levies and other impositions imposed, under the applicable law in the Client's country, on the Consultant, the Sub-consultants and the Experts in respect of:</p> <ul style="list-style-type: none"> <li>(a) any payments whatsoever made to the Consultant, Sub-consultants and the Experts (other than nationals or permanent residents of the Client's country), in connection with the carrying out of the Services;</li> <li>(b) any equipment, materials and supplies brought into the Client's country by the Consultant or Sub-consultants for the purpose of carrying out the Services and which, after having been brought into such territories, will be subsequently withdrawn by them;</li> <li>(c) any equipment imported for the purpose of carrying out the Services and paid for out of funds provided by the Client and which is treated as property of the Client;</li> <li>(d) any property brought into the Client's country by the Consultant, any Sub-consultants or the Experts (other than nationals or permanent residents of the Client's country), or the eligible dependents of such experts for their personal use and which will subsequently be withdrawn by them upon their respective departure from the Client's country, provided that: <ul style="list-style-type: none"> <li>(i) the Consultant, Sub-consultants and experts shall follow the usual customs procedures of the Client's country in importing property into the Client's country; and</li> <li>(ii) if the Consultant, Sub-consultants or Experts do not withdraw but dispose of any property in the Client's country upon which customs duties and taxes have been exempted, the Consultant, Sub-consultants or Experts, as the case may be, (a) shall bear such customs duties and taxes in conformity with the regulations of the Client's country, or (b) shall reimburse them to the Client if they were paid by the Client at the time the property in question was brought into the Client's country.</li> </ul> </li> </ul>


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#### 41.2: The payment schedule:

Deliverables/Activity	% Payment Schedule for Technical Advisory Support vis a vis total contract price										
	Year 1		Year 2		Year 3		Year 4		Year 5		Total
	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
<b>Inception Report</b>	10%										10%
A1. District level value chain development plan prepared by ATMs with technical support from CIP for input and production parameter analysis.	1.00%										1.00%
A2. Operational plan in place and harmonized with all key experts, key specialists and partners involved.	1.90%										1.90%
<b>B. Varietal selection, introduction and seed production</b>											
B1. Collaborative candidate variety assessment conducted on-farm and different selection criteria used to propose best varieties for release and scaling up.	0.27%	0.00%	0.59%	0.59%	0.83%	0.83%	0.56%	0.53%	0.57%	0.53%	5.30%
B2. Best bet selected early maturing varieties released and integrated into different rotation and sustainable intensification systems.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
B3. Current seed potato systems documented, stakeholders mapped, opportunities for local seed production identified, and strategic plan developed.	0.65%	0.00%	0.02%	0.02%	0.58%	0.52%	0.01%	0.01%	0.01%	0.01%	1.83%
B4. Stakeholders (public, private, farmers) involved in the seed value chain trained in innovative seed potato production techniques and seed of new varieties introduced and disseminated.	0.00%	0.00%	0.79%	0.79%	0.69%	0.69%	0.56%	0.56%	0.44%	0.44%	4.96%
B5. Extension staff and farmers trained in ISHM techniques to maintain seed quality and productivity.	0.00%	0.00%	0.22%	0.22%	0.22%	0.22%	0.00%	0.00%	0.00%	0.00%	0.88%
<b>C. Demonstrating sustainable and climate resilient production practices</b>											
C1. Bottlenecks for the SI of rice-based and mixed systems analyzed, and potential solutions identified and proposed for comparative demonstrations.	1.40%	0.77%	0.97%	0.97%	0.42%	0.42%	0.13%	0.13%	0.00%	0.00%	5.21%
C2. Comparative demonstrations of SI technologies conducted and validated for scaling up.	0.26%	0.00%	0.58%	0.58%	0.58%	0.58%	0.45%	0.45%	0.00%	0.00%	3.48%
C3. Scaling up of SI technologies to all districts	0.00%	0.00%	0.00%	0.00%	1.51%	1.51%	0.94%	0.94%	0.61%	0.61%	6.12%
C4. SFLF approach applied to scale up technological innovations in potato production and system intensification to increase incomes of farmers.			0.01%	0.01%	0.42%	0.42%	0.42%	0.42%	0.24%	0.24%	2.18%
<b>D. Post-harvest management</b>											
D1. Causes and constraints of pre-and post-harvest losses identified and solutions proposed.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
D2. Best cultivation and harvest practices to improve quality of table, seed and processing potato demonstrated.	0.01%		0.02%	0.02%	0.02%	0.02%					0.09%
D3. Low-cost adapted storage facilities and biopesticides tested and demonstrated to reduce post-harvest losses while keeping the potato quality for marketing and use as seed.	0.00%	0.00%	0.43%	0.43%	0.27%	0.27%	0.27%	0.27%	0.00%	0.00%	1.94%
D4. Extension staff and farmers trained in the use of improved pre- and post-harvest cultivation and crop management technologies and best-bet technologies up scaled to all potato growing districts.	0.00%	0.00%	0.00%	0.00%	0.35%	0.35%	0.12%	0.12%	0.12%	0.12%	1.18%
<b>E. Enterprises development</b>											
E1. PMCA approach applied to link farmers to markets and to increase the competitiveness of the potato market chains.	0.96%	0.00%	0.75%	0.75%	0.57%	0.57%	0.35%	0.35%	0.12%	0.12%	4.54%
E2. Farmers' entrepreneurial capacities enhanced to commercialize new products and exploit new market opportunities.	0.00%	0.00%	0.00%	0.00%	0.56%	0.56%	0.02%	0.02%	0.02%	0.02%	1.20%
<b>F. Project staff based in Guwahati</b>	4.35%		4.19%	4.19%	4.07%	4.07%	4.04%	4.04%	4.15%	4.15%	37.25%
<b>Overhead</b>	1.08%	1.08%	0.86%	0.86%	1.11%	1.11%	0.79%	0.79%	0.63%	0.63%	8.94%
<b>CSP</b>	0.24%	0.24%	0.19%	0.19%	0.25%	0.25%	0.18%	0.18%	0.14%	0.14%	2.00%





Deliverables/Activity	% Payment Schedule for Technical Advisory Support vis a vis total contract price										
	Year 1		Year 2		Year 3		Year 4		Year 5		Total
	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
Total % of half yearly payments	22.12%	2.09%	9.62%	9.62%	12.45%	12.39%	8.84%	8.81%	7.05%	7.01%	100.00%
Total % yearly payments	24.21%		19.24%		24.84%		17.65%		14.06%		100.00%
Total half yearly payments in US\$	7,40,661	69,981	3,22,114	3,22,114	4,16,873	4,14,864	2,95,997	2,94,992	2,36,061	2,34,721	33,48,378
% of half yearly payments out of total contract price	22.12%	2.09%	9.62%	9.62%	12.45%	12.39%	8.84%	8.81%	7.05%	7.01%	100.00%

**Note:**

- a) Payment of installments shall be linked to the detailed deliverables specified in the Terms of Reference at Appendix A.
- b) If CIP needs any advance payment, it shall be made (maximum 5% of the contract ceiling) against the bank guarantee for the same amount as per GCC 41.2.1
- c) Total sum of all installments shall not exceed the Contract price set up in SCC38.1.

41.2.1	There shall be no advance payment under the contract.
41.2.4	<p>The accounts are:  <u>for foreign currency:</u> CIP payment details are as follows:</p> <p>ACCOUNT NAME: International Potato Center  CURRENCY: US\$  BANK NAME: Citibank N.A  BANK ADDRESS: The Citigroup Center Building 153 East 53<sup>rd</sup> Street, New York, NY 10043  ACCOUNT NUMBER: 10724723  SWIFT/BIC: CITIUS33  ABA/BANK CODE: 021000089  <u>for local currency:</u> Not applicable</p>
42.1	The interest rate is: <b>8% per Annum</b>
45.1	<p><b>Disputes shall be settled by arbitration in accordance with the following provisions:</b></p> <p>1. <u>Selection of Arbitrators.</u> Each dispute submitted by a Party to arbitration shall be heard by a sole arbitrator or an arbitration panel composed of three (3) arbitrators, in accordance with the following provisions:</p> <p>(a) Where the Parties agree that the dispute concerns a technical matter, they may agree to appoint a sole arbitrator or, failing agreement on the identity of such sole arbitrator within thirty (30) days after receipt by the other Party of the proposal of a name for such an appointment by the Party who initiated the proceedings, either Party may apply to <b>the Federation Internationale des Ingenieurs-Conseil (FIDIC) of Lausanne, Switzerland</b> for a list of not fewer than five (5) nominees and, on receipt of such list, the Parties shall alternately strike names therefrom, and the last remaining nominee on the list shall be the sole arbitrator for the matter in dispute. If the last remaining nominee has not been determined in this manner within sixty (60) days of the date of the list, <b>the Federation Internationale des Ingenieurs-Conseil (FIDIC) of Lausanne, Switzerland</b> shall appoint, upon the request of either Party and from such list or otherwise, a sole arbitrator for the matter in dispute.</p> <p>(b) Where the Parties do not agree that the dispute concerns a technical matter, the Client and the Consultant shall each appoint one (1) arbitrator, and these two arbitrators shall jointly appoint a third arbitrator, who shall chair the arbitration panel. If the arbitrators named by the Parties do not succeed in appointing a third arbitrator within thirty (30) days after the latter of the two (2) arbitrators named by the Parties has been appointed, the third arbitrator shall, at the request of either Party, be appointed by <b>the Secretary General of the Permanent Court of Arbitration, The Hague.</b></p> <p>(c) If, in a dispute subject to paragraph (b) above, one Party fails to appoint its arbitrator within thirty (30) days after the other Party has appointed its arbitrator, the Party which has named an arbitrator may apply to <b>the Secretary General of the Permanent Court of Arbitration, The Hague</b> to appoint a sole arbitrator for the matter in dispute, and the arbitrator appointed pursuant to such application shall be the sole arbitrator for that dispute.</p> <p>2. <u>Rules of Procedure.</u> Except as otherwise stated herein, arbitration proceedings shall be conducted in accordance with the rules of procedure for arbitration of the United Nations Commission on International Trade Law (UNCITRAL) as in force on the date of this Contract.</p> <p>3. <u>Substitute Arbitrators.</u> If for any reason an arbitrator is unable to perform his/her function, a substitute shall be appointed in the same manner as the original arbitrator.</p> <p>4. <u>Nationality and Qualifications of Arbitrators.</u> The sole arbitrator or the third arbitrator appointed pursuant to paragraphs 1(a) through 1(c) above shall be an internationally recognized legal or technical expert with extensive experience in relation to the matter in dispute and shall not be a national of the Consultant's home country or of the Government's country. For the purposes of this Clause, "home country" means any of:</p> <p>(a) the country of incorporation of the Consultant; or  (b) the country in which the Consultant's principal place of business is located; or  (c) the country of nationality of a majority of the Consultant's shareholders; or  (d) the country of nationality of the Sub-consultants concerned, where the dispute involves a subcontract.</p> <p>5. <u>Miscellaneous.</u> In any arbitration proceeding hereunder:</p>

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|  | <ul style="list-style-type: none"><li>(a) proceedings shall, unless otherwise agreed by the Parties, be held in <b>Bhutan</b>;</li><li>(b) the <b>English</b> language shall be the official language for all purposes; and</li><li>(c) the decision of the sole arbitrator or of a majority of the arbitrators (or of the third arbitrator if there is no such majority) shall be final and binding and shall be enforceable in any court of competent jurisdiction, and the Parties hereby waive any objections to or claims of immunity in respect of such enforcement.</li></ul> |
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## IV. Appendices

### APPENDIX A – TERMS OF REFERENCE for Technical Consultancy support services by CIP during implementation phase of APART

#### A. BACKGROUND:

1. Government of Assam (GoA), through the Government of India has received a loan of US\$200 million from the World Bank (W.B.) for implementation of the “Assam Agribusiness and Rural Transformation Project (APART)”. Assam Rural Infrastructure and Agricultural Services (ARIAS) Society is the apex coordinating and monitoring agency for the project. ARIAS Society now intends to utilize a part of this loan to hire a Consultancy agency for providing “Technical Support” to Directorate of Horticulture and Food Processing, GoA, Assam Agricultural University (AAU) and Agricultural Technology Management Agency (ATMA) for better implementation of the potato value chain program under APART.
2. The Project Development Objective (PDO) of APART is to – “add value and improve resilience of selected agriculture value chains, focusing on smallholder farmers and agro-entrepreneurs in targeted districts of Assam”.
3. There are four components of the project with different sub components. **The first component is Enabling Agri. Enterprise Development, the second component is Facilitate Agro Cluster Development, the third component is Fostering Market Led Production and Resilience Enhancement and the fourth component is project Management, Monitoring and Learning.**
4. Under Component “C”, APART would support, market led climate resilient production and value addition in selected agricultural value-chains; facilitate agribusiness investments through inclusive business models that provide opportunities to smallholder farmers as well as stimulate the establishment of new small and medium agribusiness enterprises; and support resilience of agricultural production systems in order to better manage increasing production and commercial risks associated with climate change and marketing of agro produce, in the targeted districts. The project would adopt a cluster strategy within the targeted districts to generate economies of scale; promote vertical and horizontal links between local agricultural enterprises; enable diffusion of innovations; leverage network externalities; and channel public support for services and infrastructure.
5. Among the vegetables prioritized for APART interventions, potato is a major commodity. Assam grows around one lakh hectares of potato. However, the productivity of potato is very low compared to national average. In addition, there are major inefficiencies in potato value chain. The potato processing sector is also not well developed in Assam. The major activities planned under the potato value chain program are demonstrations (market led & climate resilient production), farmer meetings, workshops (for Govt. functionaries and potato farmers), support for seed production (seed entrepreneurship), buyer seller meets, post-harvest management & market linkage demonstrations, IPM demonstrations, training and capacity building, exposure visits and cross cutting elements like gender and nutrition etc.

#### B. OBJECTIVES:

6. The key focus of the assignment shall be backward integration of the potato value chain players within the selected clusters(blocks) towards farm gate aggregation which will serve as precursor for the forward integration to be carried out by another consultancy firm or agency.

The main objectives of the assignment involve support to Directorate of Horticulture and Food Processing and Assam Agricultural University (AAU) at state level; Agricultural Technology Management Agency (ATMA) and District Agriculture Department teams at District level, particularly:

- a. Supporting the ATMAs in refining the District level **Value Chain Development Plan (VCDP)** for Potato in consultation with Directorate of Horticulture & Food Processing, AAU and ARIAS Society experts.
- b. Support in introduction of **promising potato varieties** in Assam for both table and processing purpose and so also in potato **seed production**.
- c. Supporting ATMAs/ Directorate of Horticulture & Food Processing/AAU in **demonstrating innovations and improvements in climate resilient and sustainable cropping practices** that will involve identifying, testing and demonstrating improved production packages in the field and providing a strategic plan for up scaling of these improved practices.
- d. Providing support in formalizing the informal potato sector through interventions like aggregation, group selling (of potato) and buying (agri inputs), primary processing (**on farm and near farm post-**



**harvest management**) and marketing through Common Service Centres (CSCs) managed by Farmer Producer Organizations (FPOs) established under the project.

- e. Providing linkages and models for **smallholder potato based enterprises** with a particular focus on encouraging women's enterprises to supply both production inputs and small-scale processing opportunities.
- f. **Training and capacity building** of potato value chain players, Government functionaries at state & district level, APART staff and facilitating exposure visits- both national and international

**C. SCOPE OF THE ASSIGNMENT AND THE TASKS TO BE CARRIED OUT BY THE CONSULTANT:**

- 7. The broad scope of the assignment will be to support the project in advancing potato production through sustainable intensification and cropping systems diversification to improve farmers' livelihoods and nutrition and to enhance resilience for managing risks associated to climate change and market fluctuations at the same time promoting entrepreneurship across the potato value chain. The Consultant would carry out the following tasks:

- a. **Supporting the ATMAS in refining the District level Value Chain Development Plan (VCDP) for Potato:** The project interventions in potato clusters would be based on the VCDPs to be prepared by ATMAS and District Agriculture and allied teams. ATMAS and District level agri and allied teams have been trained in preparation of VCDPs. Accordingly, VCDPs would be prepared by ATMAS and district teams before the start of the project implementation. The Consultant will support these teams in refining the VCDPs in line with the activities planned under APART potato program.
- b. **Support in introduction of promising potato varieties in Assam for both table and processing purpose and potato seed production:** Varietal assessment, collaborative trials on a range of commercial national and international hybrids/ varieties of potato for APART and selection of best varieties for Assam conditions (including resistance/tolerance to common pests, diseases, biotic and abiotic stresses) for both table and processing purpose. Apart from addressing the yield gap and biotic & abiotic stresses, early maturing, focus would be on iron and zinc fortified potato varieties/hybrids. After these introductions have been adopted by farmers on considerable scale, these should also be integrated into the seed production program. Both the possibilities i.e. developing varieties for Assam conditions and introducing already developed suitable varieties/hybrids would be explored.

The Consultant would also support the client in identifying suitable areas for potato seed production, organizing and training farmers for seed production, identifying sources of mother seed/stage-1 certified, high quality disease free potato seed which would be multiplied in Assam and distributed to farmers for commercial production. In addition to this, the Consultant would also support client with advisory support in setting up an aeroponics facility for production of pre-basic potato seed tubers/ mini-tubers, if found feasible. A robust seed quality control system would be put in place to ensure that only the best quality seed reaches the farmers.

- c. **Supporting ATMAS/ Horticulture & Food Processing Directorate/AAU in demonstrating climate resilient production practices:** A number of demonstrations and farmer training programs on market led, climate resilient package of practices have been planned for potato. The Consultant is expected to provide advisory support to District level teams including ATMAS, in the planning and conduct of these demonstrations. A selected number of demonstrations would also focus on introducing (i) short duration/early maturing (70-75 days) potato in between Kharif rice and boro rice/vegetables; and (ii) medium duration potato in between Kharif early maturing rice and boro rice/vegetables. The consultant staff should remain present during the model demonstrations to offer advisory inputs as necessary. The consultant staff would maintain a close liaison with Market Intelligence Cell (MIC) and follow up on its activities to get inputs on market led extension. The climate/weather advisory issued by MIC should be considered while providing inputs in the demonstrations. In addition, the Consultant staff would also be in touch with the concerned regional/zonal office of the Enterprise Development and Promotion Facility (EDPF) (being set up under the Project) for supporting in potato entrepreneurship activities.
- d. **Providing support on post-harvest management of potato:** The consultant would provide need based support to the service providers in organizing potato farmers in groups which would later be registered as FPOs. The Consultant would also provide inputs in the design of potato CSCs including the machines etc to be installed in Potato CSCs. The Consultant would also play a vital advisory role in planning and conduct of buyer seller meets, post-harvest management demonstrations and other such events.
- e. **Providing linkages and models for potato based enterprises:** The consultant would support the client in devising and implementing strategies for gender integration into potato value chain through

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encouragement of women based potato production and processing enterprises and their capacity development, facilitating collective action and market linkages, value adding strategies and enabling a business environment. The Consultant needs to advise on women friendly/ women orientated operations in the potato value chain so that maximum number of women can be mainstreamed into the potato value chain.

- f. **Training and capacity building support:** Apart from demonstrations, the Consultant will support the client in developing training modules for potato value chain players including those on better and safe storage, food safety and hygiene, primary processing, efficient marketing etc. The consultant will also facilitate the client in arranging exposure visits- both national and international.
- g. **Exit Strategy:** For each of the deliverables identified in the payment matrix and elsewhere in the document, CIP will hold strategic discussions with key line departments, local partners, farmers and other value chain stakeholders, and come up with written exit strategies that will consider embedding the interventions in the ongoing activities of Directorate of Horticulture & Food Processing, ATMA's and other applicable agencies so that the activities can be continued and sustained beyond 5 years. The exit strategies designed will have implementation plans along with M&E schedules.

#### **D. REPORTS, DELIVERABLES, AND PAYMENT SCHEDULE**

- 8. **Reports:** CIP will submit the reports/ documents to the Client (i.e. the State Project Director, ARIAS Society and Directorate of Horticulture and Food Processing, Assam) during the assignment period, in both soft (MS word//Excel and PDF versions) as well as hard copies along with summary report to assess the progress against the targets. All the reports and documents shall be in English language. Further, all reports shall be in draft form for discussion with the State Project Director and Director of Horticulture and Food Processing before finalization. A brief description of the deliverables is shown below:
  - a. **Inception report** will include detailed work plan, milestones, methodology and resources to be mobilized to accomplish the assignment. The Inception Report shall be submitted within **45** days of signing the contract agreement.
  - b. **Six-Monthly report:** At the end of every six months, a report highlighting the technical support activities carried out during the period as per the project results framework shall be submitted within **21** office working days from the completion of every six months.
  - c. **Mid-Term report**, to be submitted at least **30** days before the visit of World Bank's Mid Term Review Mission, should focus on (a) implementation processes and recommend mid-term corrections, if any, required to achieve the prescribed targets, adjustments in the project design,(b) implementation arrangements to overcome identified bottlenecks and (c) socio-economic analysis, in addition to overall review of the progress of project implementation under different activities and sub-activities, as per the approved action plan covering all deliverables (technical and physical) with suggestions for improvements.
  - d. **Final/ End of Project report** will have to be submitted by the Consultant **45** days before the closure of the consultancy assignment. The report shall include a comprehensive overall assessment of the implementation, impact of the activities on potato productivity, production, improvement of the socio-economic status of the potato farmers, etc.
- 9. **Documents required for making payment:** CIP will submit six-monthly invoice supported by (i) six-monthly progress report as per the prescribed format agreed with the client and (ii) a certification from the Director of Horticulture & Food Processing, Assam stating that technical advisory services have been provided as per the targeted deliverables of the contract.
- 10. **The deliverables under the assignment are mentioned below:**

**APART: Detailed Payment Schedule for the Contract with CIP for  
Technical Advisory Support Assistance to Potato Value Chain against deliverables**

Deliverables/Activity	Unit of Deliverable	Payment Schedule for Technical Advisory Support vis a vis total contract price										Total
		Year 1		Year 2		Year 3		Year 4		Year 5		
		Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
Inception Report	Report	1										1
	% of Payment	10%										10%
A1. District level value chain development plan prepared by ATMAS with technical support from CIP for input and production parameter analysis.												
A1.1. Support to ATMAS for identifying value chain constraints at district level and recommendations.	Document	1										1
	% of Payment	1.00%										1.00%
A2. Operational plan in place and harmonized with all key experts, key specialists and partners involved.												
A2.1. Start-up workshop in Guwahati conducted for exchange of information on technical aspects and to plan detailed activities in all modules (A-E).	Workshop report and operational plan	1										1
	% of Payment	1.90%										1.90%
B. Varietal selection, introduction and seed production												
B1. Collaborative candidate variety assessment conducted on-farm and different selection criteria used to propose best varieties for release and scaling up.												
B1.1. Group 1: 2 varieties and 4 elite clones / hybrids and the multilocation testing in AICRP including Kufri Lima for demonstrations in farmer fields. - CPRI as a subconsultant	Varieties & clones	6		6		6						18
	% of Payment	0.12%		0.14%	0.14%	0.14%	0.14%	0.01%	0.01%			0.70%
B1.2. Germplasm distributed from CIP HQ in-vitro Group 2 to CPRI and further to CPRS Shillong for minituber production.	Clones		30									30
	% of Payment	0.00%		0.00%	0.00%	0.00%	0.00%					0.00%
B1.3. Demonstrations in farmers' fields and PVS involving Group 1 clones and varieties as control.	Demonstrations		9		9		9					27
	% of Payment	0.05%		0.45%	0.45%	0.45%	0.45%	0.44%	0.41%			2.70%
B1.4. Minituber production of the imported germplasm (Group 2) at CPRS Shillong and private sector partner by aeroponics.(30 clones x 1000 minitubers)	Minitubers		30000									30000
	% of Payment	0.10%		0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.10%
B1.5. Three successive seasons of demonstrations in farmers' fields and PVS involving Group 2 clones and controls	Demonstrations and training				3		3		3			9
	% of Payment					0.24%	0.24%	0.01%	0.01%	0.57%	0.53%	1.60%
B1.6. Nutrient and antinutrient content evaluation of the introduced germplasm grown under local conditions in Assam.	Samples							150	150			300
	% of Payment							0.10%	0.10%			0.20%
B2. Best bet selected early maturing varieties released and integrated into different rotation and sustainable intensification systems.												
B2.1. Superior clones from PVS proposed by CPRI and CIP jointly for state-level varieties release.	Workshop						1					
	% of Payment											0.00%
B2.2. Seed of new varieties multiplied and introduced to Assam farmers (together with B4).	Number of farmers									1000		1000
	% of Payment											0.00%
B3. Current seed potato systems documented, stakeholders mapped, opportunities for local seed production identified, and strategic plan developed.												
B3.1. Baseline and end-line study of potato seed systems in Assam and public and private sector stakeholders identified	Report	1									1	2
	% of Payment	0.01%								0.01%	0.01%	0.03%
B3.2. Field surveys to identify areas suitable for seed production in Assam.	Surveys		1		1		1		1			4
	% of Payment	0.01%		0.02%	0.02%	0.02%	0.01%	0.01%	0.01%			0.10%
B3.3. Development of a strategic plan for local seed potato production.	Workshop	1					1					2



Deliverables/Activity	Unit of Deliverable	Payment Schedule for Technical Advisory Support vis a vis total contract price										Total
		Year 1		Year 2		Year 3		Year 4		Year 5		
		Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
	% of Payment	0.63%		0.00%	0.00%	0.56%	0.51%	0.00%	0.00%			1.70%
B4. Stakeholders (public, private, farmers) involved in the seed value chain trained in innovative seed potato production techniques and seed of new varieties introduced and disseminated.												
B4.1. Production of in vitro plants and G0 seed (minitubers) by private companies in Assam promoted.	Training			1		1						2
	% of Payment			0.31%	0.31%	0.31%	0.31%	0.02%	0.02%	0.01%	0.01%	1.30%
B4.2. Production of G1 to G3 seed by specialized seed multipliers in Assam.	Man Days							10	10	10	10	40
	% of Payment							0.08%	0.08%	0.07%	0.07%	0.30%
B4.3. Sustainable seed multiplication system for locally adapted and new varieties established	Man Days			21	21	17	17	20	20	16	16	148
	% of Payment			0.48%	0.48%	0.38%	0.38%	0.46%	0.46%	0.36%	0.36%	3.36%
B4.4. Training and acquaintance in regulations and procedures for seed potato production	Workshops					1					1	2
	% of Payment											
B5. Extension staff and farmers trained in ISHM techniques to maintain seed quality and productivity.												
B5.1. Development of training materials (manual, flyer, poster) by DoH	Training materials						3					3
	% of Payment			0.22%	0.22%	0.22%	0.22%					0.88%
B5.2. Training of trainers in on-farm seed management techniques using the FFS approach.	Training					8		8		8		24
	% of Payment											0.00%
B5.3. Training of farmers in 14 potato growing districts by ATMAS, AAU, and DoH	Number of farmers						14000		14000		14000	42000
	% of Payment											0.00%
C. Demonstrating sustainable and climate resilient production practices												
C1. Bottlenecks for the SI of rice-based and mixed systems analyzed, and potential solutions identified and proposed for comparative demonstrations.												
C1.1. Support baseline and end line studies (household survey) for potato-based systems and agro-ecologies.	Surveys	14										14
	Workshops	1										1
	% of Payment	0.78%	0.77%	0.25%	0.25%	0.00%	0.00%	0.13%	0.13%			2.31%
C1.2. Field surveys to understand pest and disease distribution and infestation and post-harvest practices and losses	Trainings		1		1		1					3
	Surveys		1	1	2	1	1					6
	% of Payment	0.60%		0.47%	0.47%	0.40%	0.40%	0.00%	0.00%			2.34%
C1.3. Direct measurements to assess soil fertility, soil and water management techniques, and their effectiveness.	Samples			400	450							850
	% of Payment	0.02%		0.25%	0.25%	0.02%	0.02%	0.00%	0.00%			0.56%
C2. Comparative demonstrations of SI technologies conducted and validated for scaling up.												
C2.1. Selection of lead institutions, individuals, and farmers to create a critical mass of trainers and facilitators.	Trainings courses		1		1		1					3
	% of Payment	0.08%		0.08%	0.08%	0.08%	0.08%	0.00%	0.00%			0.40%
C2.2. Establish on-farm comparative demonstrations agreed upon technologies, e.g. early maturing potato, integrated crop, pest, and disease management, PRD.	Demonstrations		90		90		90					270
	% of Payment	0.04%		0.07%	0.07%	0.07%	0.07%	0.00%	0.00%			0.32%
C2.3. Evaluate SI indicators and metrics with the data collected in comparative demonstrations	Man Days	5	4	16	16	16	16	17	17			107
	% of Payment	0.14%		0.43%	0.43%	0.43%	0.43%	0.45%	0.45%			2.76%
C2.4. Field demonstration activities per agro-ecozones with significant involvement of local media and authorities												
C3. Scaling up of SI technologies to all districts												
C3.1. Development of training materials (manual, flyer, poster) , by DoH	Training material						3					3
	% of Payment					0.32%	0.32%					0.64%



Deliverables/Activity	Unit of Deliverable	Payment Schedule for Technical Advisory Support vis a vis total contract price										Total
		Year 1		Year 2		Year 3		Year 4		Year 5		
		Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
C3.2. Training of trainers (ATMA, AAU, DoH) in SI techniques and sustainable crop production and protection methods and using the FFS approach.	Trainings courses						4		4		4	12
	% of Payment					1.15%	1.15%	0.01%	0.01%	0.01%	0.01%	2.34%
C3.3 Training of farmers in the 14 districts by ATMA, AAU and DoH backstopped by CIP	Man Days					15	15	15	15	15	15	90
	Farmers trained						14000		14000		14000	
	% of Payment									0.02%	0.02%	0.04%
C3.4. Launch specific technology contests with clear judging rules and announcement of prizes for winners on village and district level	Man Days					11	11	13	14	14	13	76
	% of Payment					0.04%	0.04%	0.14%	0.14%	0.20%	0.20%	0.76%
C3.5. Award prizes and public recognition to winners through local media and using the data collated from the contests to document the scaling up of technologies and comparing SI indicators and metrics with the baseline.	Man Days							34	35	20	21	110
	Farmer awards								28		28	56
	% of Payment							0.79%	0.79%	0.38%	0.38%	2.34%
C4. SFLF approach applied to scale up technological innovations in potato production and system intensification to increase incomes of farmers.												
C4.1. Formation of focus groups, training on the benefits of harmonization and synchronization of selected farming operations, and support and backstopping on the selection of service providers, input purchases and output sales.	Farmers focus groups					28		28		28		84
	Man Days			10	10	32	32	32	32	32	32	212
	% of Payment			0.01%	0.01%	0.42%	0.42%	0.42%	0.42%	0.24%	0.24%	2.18%
D. Post-harvest management												
D1. Causes and constraints of pre-and post-harvest losses identified and solutions proposed.												
D1.1. Diagnostic surveys to understand causes of pre-and post-harvest losses (in coordination with modules C and B)												
D2. Best cultivation and harvest practices to improve quality of table, seed and processing potato demonstrated.												
D2.1. Demonstrations in selected districts in coordination with Module C.												
D2.2. Use of different low-cost potato harvesters to improve and strengthen farm mechanization demonstrated and farmers’ perception analyzed.	Demonstrations		35	35	35	35	35	35	35			245
	% of Payment	0.01%		0.02%	0.02%	0.02%	0.02%					0.09%
D3. Low-cost adapted storage facilities and biopesticides tested and demonstrated to reduce post-harvest losses while keeping the potato quality for marketing and use as seed.												
D3.1. Design and test low cost potato country stores for storing table potato for short- and medium-term and seed.	Numbers of stores				9		9		10			28
	% of Payment			0.21%	0.21%	0.05%	0.05%	0.05%	0.05%			0.62%
D3.2. On-farm testing of the use and farmers’ acceptance of Bt-based biopesticides.	Man Days			7	8	7	8	7	8			45
	% of Payment			0.22%	0.22%	0.22%	0.22%	0.22%	0.22%			1.32%
D4. Extension staff and farmers trained in the use of improved pre- and post-harvest cultivation and crop management technologies and best-bet technologies up scaled to all potato growing districts.												
D4.1. Develop training materials on best pre- and post-harvest cultivation and management practices by DoH	Training materials						1					1
	% of Payment					0.10%	0.10%					0.20%
D4.2. Training of trainers (ATMA, AAU, DoH) on best pre- and post-harvest cultivation and management practices.	Man Days					6	6					12
	% of Payment					0.24%	0.24%					0.48%
D4.3. Scale up the use of improved and proven country store by ATMA, DoH, AAU	Man Days					10	10	10	10	10	10	60
	% of Payment					0.01%	0.01%	0.01%	0.01%	0.01%	0.01%	0.06%
D4.4. Use of locally produced Bt-talcum powder formulation introduced to potato growing districts.	Man Days							6	6	6	6	24
	% of Payment							0.11%	0.11%	0.11%	0.11%	0.44%
E. Enterprises development												

Deliverables/Activity	Unit of Deliverable	Payment Schedule for Technical Advisory Support vis a vis total contract price										Total
		Year 1		Year 2		Year 3		Year 4		Year 5		
		Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
E1. PMCA approach applied to link farmers to markets and to increase the competitiveness of the potato market chains.												
E1.1. Diagnostic survey of value chain actors and training of local project partner (in consultation with EDPF)	Trainings courses		1		1		1					3
	% of Payment	0.96%		0.67%	0.67%	0.27%	0.27%					2.84%
E1.2. Scoping study for identification of challenges and opportunities.												
E1.3. Potential business opportunities identified to support EDPF	Man Days			7	8	14	15					44
	% of Payment			0.01%	0.01%	0.26%	0.26%					0.54%
E1.4. Developing marketing strategy for the new product(s) and innovations in support of EDPF	Man Days			3	3	2	1			2	1	12
	% of Payment			0.0007	0.0007	0.0004	0.0004			0.0004	0.0004	0.30%
E1.5. Launch and testing of new product(s).	Man Days							6	7	3	2	18
	% of Payment							0.35%	0.35%	0.08%	0.08%	0.86%
E2. Farmers' entrepreneurial capacities enhanced to commercialize new products and exploit new market opportunities.												
E2.1. Customization of the VCS curriculum and training of facilitators (EDPF)	Trainings workshops						4					4
	% of Payment					0.56%	0.56%					1.12%
E2.2. Upscaling of VCS by local facilitators (EDPF) to bring identified new products on the market.	Numbers of VCS							28		28		56
	% of Payment							0.02%	0.02%	0.02%	0.02%	0.08%
F. Project staff based in Guwahati	% of Payment	4.35%		4.19%	4.19%	4.07%	4.07%	4.04%	4.04%	4.15%	4.15%	37.25%
Overhead	% of Payment	1.08%	1.08%	0.86%	0.86%	1.11%	1.11%	0.79%	0.79%	0.63%	0.63%	8.94%
CSP	% of Payment	0.24%	0.24%	0.19%	0.19%	0.25%	0.25%	0.18%	0.18%	0.14%	0.14%	2.00%
Total % of half yearly payments		22.12%	2.09%	9.62%	9.62%	12.45%	12.39%	8.84%	8.81%	7.05%	7.01%	100.00%
Total % yearly payments		24.21%		19.24%		24.84%		17.65%		14.06%		100.00%
Total half yearly payments in US\$		7,40,661	69,981	3,22,114	3,22,114	4,16,873	4,14,864	2,95,997	2,94,992	2,36,061	2,34,721	33,48,378
		22.12%	2.09%	9.62%	9.62%	12.45%	12.39%	8.84%	8.81%	7.05%	7.01%	100.00%

### Summary of Payment against Deliverables

Deliverables/Activity	% Payment Schedule for Technical Advisory Support vis a vis total contract price										
	Year 1		Year 2		Year 3		Year 4		Year 5		Total
	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	Sem 1	Sem 2	
<b>Inception Report</b>	10%										10%
A1. District level value chain development plan prepared by ATMA with technical support from CIP for input and production parameter analysis.	1.00%										1.00%
A2. Operational plan in place and harmonized with all key experts, key specialists and partners involved.	1.90%										1.90%
<b>B. Varietal selection, introduction and seed production</b>											
B1. Collaborative candidate variety assessment conducted on-farm and different selection criteria used to propose best varieties for release and scaling up.	0.27%	0.00%	0.59%	0.59%	0.83%	0.83%	0.56%	0.53%	0.57%	0.53%	5.30%
B2. Best bet selected early maturing varieties released and integrated into different rotation and sustainable intensification systems.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
B3. Current seed potato systems documented, stakeholders mapped, opportunities for local seed production identified, and strategic plan developed.	0.65%	0.00%	0.02%	0.02%	0.58%	0.52%	0.01%	0.01%	0.01%	0.01%	1.83%
B4. Stakeholders (public, private, farmers) involved in the seed value chain trained in innovative seed potato Prod. techniques & seed of new varieties introduced & disseminated.	0.00%	0.00%	0.79%	0.79%	0.69%	0.69%	0.56%	0.56%	0.44%	0.44%	4.96%
B5. Extension staff and farmers trained in ISHM techniques to maintain seed quality and productivity.	0.00%	0.00%	0.22%	0.22%	0.22%	0.22%	0.00%	0.00%	0.00%	0.00%	0.88%
<b>C. Demonstrating sustainable and climate resilient production practices</b>											
C1. Bottlenecks for the SI of rice-based and mixed systems analyzed, and potential solutions identified and proposed for comparative demonstrations.	1.40%	0.77%	0.97%	0.97%	0.42%	0.42%	0.13%	0.13%	0.00%	0.00%	5.21%
C2. Comparative demonstrations of SI technologies conducted and validated for scaling up.	0.26%	0.00%	0.58%	0.58%	0.58%	0.58%	0.45%	0.45%	0.00%	0.00%	3.48%
C3. Scaling up of SI technologies to all districts	0.00%	0.00%	0.00%	0.00%	1.51%	1.51%	0.94%	0.94%	0.61%	0.61%	6.12%
C4. SFLF approach applied to scale up technological innovations in potato production and system intensification to increase incomes of farmers.			0.01%	0.01%	0.42%	0.42%	0.42%	0.42%	0.24%	0.24%	2.18%
<b>D. Post-harvest management</b>											
D1. Causes and constraints of pre-and post-harvest losses identified & solutions proposed.	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%	0.00%
D2. Best cultivation and harvest practices to improve quality of table, seed and processing potato demonstrated.	0.01%		0.02%	0.02%	0.02%	0.02%					0.09%
D3. Low-cost adapted storage facilities and biopesticides tested and demonstrated to reduce post-harvest losses while keeping the potato quality for marketing and use as seed.	0.00%	0.00%	0.43%	0.43%	0.27%	0.27%	0.27%	0.27%	0.00%	0.00%	1.94%
D4. Extension staff and farmers trained in the use of improved pre- and post-harvest cultivation and crop management technologies and best-bet technologies up scaled to all potato growing districts.	0.00%	0.00%	0.00%	0.00%	0.35%	0.35%	0.12%	0.12%	0.12%	0.12%	1.18%
<b>E. Enterprises development</b>											
E1. PMCA approach applied to link farmers to markets and to increase the competitiveness of the potato market chains.	0.96%	0.00%	0.75%	0.75%	0.57%	0.57%	0.35%	0.35%	0.12%	0.12%	4.54%
E2. Farmers' entrepreneurial capacities enhanced to commercialize new products and exploit new market opportunities.	0.00%	0.00%	0.00%	0.00%	0.56%	0.56%	0.02%	0.02%	0.02%	0.02%	1.20%
<b>F. Project staff based in Guwahati</b>	4.35%		4.19%	4.19%	4.07%	4.07%	4.04%	4.04%	4.15%	4.15%	37.25%
<b>Overhead</b>	1.08%	1.08%	0.86%	0.86%	1.11%	1.11%	0.79%	0.79%	0.63%	0.63%	8.94%
<b>CSP</b>	0.24%	0.24%	0.19%	0.19%	0.25%	0.25%	0.18%	0.18%	0.14%	0.14%	2.00%
Total % of half yearly payments	22.12%	2.09%	9.62%	9.62%	12.45%	12.39%	8.84%	8.81%	7.05%	7.01%	100.00%
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Total half yearly payments in US\$	7,40,661	69,981	3,22,114	3,22,114	4,16,873	4,14,864	2,95,997	2,94,992	2,36,061	2,34,721	33,48,378
% of half yearly payments out of total contract price	22.12%	2.09%	9.62%	9.62%	12.45%	12.39%	8.84%	8.81%	7.05%	7.01%	100.00%

## E. QUALIFICATIONS & EXPERIENCE OF CIP TEAM MEMBERS:

11. The qualification and expertise of the Team members of the organization for the technical support services are desired as follows:

#	Key Experts	Qualification & expertise desired
1	<b>Project Team Leader and Principal Investigator (ICM/IPM)</b>	PhD degree in agronomy with specialization in crop production and protection. At least 15 years of experiences in coordinating and implementing R&D projects in developing countries preferable in potato as a Team Leader and Principle Investigator. Experiences in training and capacity building; and strong publication record in different areas of sustainable crop management.
2	<b>Project Manager / Resident Consultant - based in Guwahati (TBD)</b>	PhD level degree in relevant discipline in the agriculture and social sciences. Strong experience of at least 5 years in a field-based rural development project promoting agricultural or other technological innovation, preferably in potato in India and Asia. Excellent knowledge of innovation systems research and underlying social science methodologies, both qualitative and quantitative. Experience of coordinating multi-institutional collaboration in support of rural communities and their governance structures. Strong understanding of integrating gender and other social equity considerations into project design and delivery. Experience of coordinating rigorous M&E and hands-on technical reporting. Strong experience of using communication technologies as research and development tools. Excellent written and verbal communication skills in English are a must; additional communication skills in Hindi are an additional asset. Good record of scientific and technical publications. Willingness to travel frequently in-country and work under field conditions.
3	<b>Agricultural Economist and Value Chain Expert</b>	PhD degree in agronomy with specialization in agricultural economics. At least 10 years of experiences in applied economics and socio-economic research improving value-chains, assessing market potentials and identification of investment opportunities. Good publication record in the related field, and experiences in planning and designing trainings of facilitators for Farmer Business Schools.
4	<b>Crop Improvement Expert</b>	PhD degree in agronomy with specialization in breeding. At least 5 years of experiences in the coordination of field trials, and managing the data from germplasm evaluations, including PVS.
5	<b>Crop Quality Expert</b>	PhD degree in agronomy with specialization in nutritional crop quality. At least 10 years of experiences in crop quality assessments using fast screening methods for micronutrients such as iron, zinc, and Vitamin A.
6	<b>System Intensification Expert</b>	PhD degree in agronomy or related field with specialization in improving crop intensification through better management of agricultural resources. At least 5 years of experiences in crop intensification research including ecophysiology and modeling, and water management preferable in potato. Good publication record.
7	<b>Potato Seed System Expert and Pathologist</b>	PhD degree in agronomy and plant pathology. At least 5 years of experiences in potato seed systems research and improvement. Good publication record in the related field, and experiences in trainings and capacity building.
8	<b>Crop Protection and Potato Virus Expert</b>	PhD degree in agronomy or related field with specialization in plant protection and virus diagnostics. At least 10 years of experiences in potato disease management. Good publication record in the related field, and experiences in trainings and capacity building.
9	<b>Social and Gender Expert</b>	PhD degree in development studies or social sciences. At least 5 years of experiences in gender research studies and developing and integrating gender responsive project designs and training material.
10	<b>Value Chain and Marketing Expert</b>	PhD degree in agricultural economics. At least 10 years of experiences in domestic and international policy research, value

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#	Key Experts	Qualification & expertise desired
		chain studies, technology adoption, product development, resource management, and marketing. Good publication record in the related field, and experiences in training and capacity building.
11	Potato Crop Management Expert	PhD degree in agronomy or related field. At least >15 years of experiences in potato agronomy, potato variety development, strengthening potato seed systems, and system intensification research. Good publication record in the related fields.
	<b>Non-Key Experts</b>	
12	Development and value Chain Specialist - (based in Guwahati) (TBD)	Master's degree in agricultural economics or social sciences, preferably with undergraduate in agriculture or rural development. At least 5 years relevant research experience in markets and value chains, including linking producers to consumers through participatory approaches. Experience in working with private sector partners for post-harvest and value chain innovations. Good data management and statistical skills and proficiency in the use of key software applications (MS Word, MS Excel) Strong written and verbal communication skills in English and Hindi (knowledge of regional languages would be an advantage). Extensive experiences in training programs and ability working in multidisciplinary and multicultural teams.
13	Plant breeding and seed Specialist) - (based in Jorhat) (TBD)	Master's degree in Agriculture or Biology. Extensive experiences preferable in potato research and extension work with good knowledge in potato seed systems. Good data management and statistical skills and proficiency in the use of key software applications (MS Word, MS Excel) Strong written and verbal communication skills in English and Hindi(knowledge of regional languages would be an advantage). Extensive experiences in training programs and ability working in multidisciplinary and multicultural teams.
14	Agronomist/Post-Harvest Specialist - (based in Jorhat) (TBD)	Master's degree in Agriculture with specialization in crop production and protection. Extensive experiences preferable in potato research and extension work with good knowledge of crop production and protection practices, including storage management. Good data management and statistical skills and proficiency in the use of key software applications (MS Word, MS Excel). Strong written and verbal communication skills in English and Hindi(knowledge of regional languages would be an advantage). Extensive experiences in training programs and ability working in multidisciplinary and multicultural teams.
15	Administrative Assistant (based in Guwahati) (TBD)	Bachelor degree in administration with at least 5 years of experience in similar position in a non-for-profit organization. Excellent knowledge of standard office administrative practices and procedures. Proficiency in the use of key software applications (MS Word, MS Excel, MS PowerPoint). Strong written and verbal communication skills in English and Hindi.

## 12. Team Members, time input/period of engagement

#	Name	Area of Expertise	Position in the assignment	Time input (Days)					Total (Days)
				Yr1	Yr2	Yr3	Yr4	Yr5	
	<b>Key Experts</b>								
1	Kroschel Jurgen	Potato agronomy, sustainable intensification, pest management, training	<b>Project Team Leader</b> and Principal Investigator (ICM/IPM)	78	83	101	86	56	404

#	Name	Area of Expertise	Position in the assignment	Time input (Days)					Total (Days)
				Yr1	Yr2	Yr3	Yr4	Yr5	
2	TBD	Potato crop production, social science and rural development	Project Manager / <b>Resident Consultant</b> - based in Guwahati	240	240	240	240	240	1,200
3	Naziri Diego	Value chain and rural enterprise development, training	Agricultural Economist and Value Chain Expert	41	31	86	45	28	231
4	Lindquist-Kreuze Hannele	Potato variety development	Crop Improvement Expert	16	19	19	19	19	92
5	Zum Felde Thomas	Crop quality assessments and assurance	Crop Quality Expert	11	-	14	-	10	35
6	Ramirez David	Crop ecophysiology and system intensification, training	System Intensification Expert	40	32	56	43	6	177
7	Andrade Jorge	Potato pathology and seed systems, training	Potato Seed System Expert and Phatologist	55	48	66	23	20	212
8	Kreuze Jan	Potato pest and disease management and diagnostic, training	Crop Protection and Potato Virus Expert	25	3	30	-	-	58
9	Kawarazuka Naomi	Gender studies and integration, training	Social and Gender Expert	44	25	41	13	10	133
10	Mohanty Sam	Value chain and marketing, training	Value Chain and Marketing Expert	41	12	19	22	7	101
11	Mohinder Kadian	Potato agronomy seed systems, and sustainable intensification	Potato Crop Management Expert	28	-	-	-	-	28
	<b>Non-Key Experts</b>								
12	TBD	Value chain and rural enterprise development	Development and Value Chain Specialist	240	240	240	240	240	1,200
13	TBD	Potato variety selection and formal and informal seed systems	Plant breeding and seed Specialist	240	240	240	240	240	1,200
14	TBD	Potato crop and post-harvest management	Agronomist/Post-Harvest Specialist	240	240	240	240	240	1,200
15	TBD	Administration and logistics	Administrative Assistant	240	240	240	240	240	1,200

### 13. Job Description of the Key& Non-Key Staff:

#	Name	Position in the assignment	Job description under the consultancy assignment in detail
	<b>Key Experts</b>		
1	Kroschel Jürgen	<b>Project Team Leader</b> and Principal Investigator (ICM/IPM)	<ul style="list-style-type: none"> <li>• Provide overall leadership to the implementation of the consultancy.</li> <li>• Main contact to ARIAS Society and World Bank during project implementation for higher level administrative coordination.</li> <li>• Provide quality control and administrative oversight.</li> <li>• Ensure that technology dissemination and delivery goals are effectively met across the multi-institutional partnership.</li> <li>• Provide scientific advice and supervision to the consultancy team.</li> <li>• Provide consultancy services in the field of seed systems, ICM/IPM, sustainable intensification and post-harvest management.</li> </ul>
2	TBD	Project Manager / <b>Resident Consultant</b> - based in Guwahati	<ul style="list-style-type: none"> <li>• Lead a project including an Economist/Value chain specialist, a Plant Breeder/Potato seed specialist, an Agronomist/Post-harvest specialist, and an administrative assistant, and provide management, leadership and strategic vision in all aspects of consultations and project implementation.</li> <li>• As responsible manager for all technical and financial reporting to</li> </ul>

#	Name	Position in the assignment	Job description under the consultancy assignment in detail
			<p>the donor, ensure timeliness, quality, and responsiveness to donor requests in all areas of reporting.</p> <ul style="list-style-type: none"> <li>• Work with relevant units at CIP, India and Peru-HQ to obtain technical and administrative support.</li> <li>• Establish a M&amp;E system to ensure that project indicators are timely and of excellent quality to support adaptive management.</li> <li>• Support the Team Leader to represent the project vis-à-vis World Bank, ARIAS Society, GOI, and research partners.</li> <li>• Participate in regular planning and review meetings with ARIAS Society and APART team and ensure that the project is well understood and highly regarded by the donor and all project partners.</li> <li>• Ensure that project implementation is responsive to communities and partners and aligned with CIP's principles and values.</li> <li>• Work with administrative and finance units at CIP and other partners, oversee the development of sub-agreements and work plans.</li> <li>• Monitor adherence to consultancy contract, CIP policies and procedures and relevant external rules and regulations.</li> <li>• Contribute to project team-building efforts, and ensure the integration of all team members into relevant decision-making processes.</li> <li>• Coordinate with M&amp;E, finance and administration staff to ensure operational systems are in place to support field activities including logistics, procurement, security, administration and human resources.</li> </ul>
3	Naziri Diego	Agricultural Economist and Value Chain Expert	<ul style="list-style-type: none"> <li>• Provide consultancy services and overall guidance on developing and refining value chain development plans.</li> <li>• Provide trainings to counterparts and ToT to analyze and understand the economic benefits of SI intensification with potato and using new potato cultivation technologies and pest and disease control methods in field and store.</li> <li>• Provide leadership in conducting PMCA studies and guidance on enterprise development.</li> <li>• Support the development and customization of VCS curriculums and ToTs.</li> </ul>
4	Lindqvist-Kreuze Hannele	Crop Improvement Expert	<ul style="list-style-type: none"> <li>• Coordinate at CIP-HQ the timely delivery of best selected Group 2 clones to CPRI.</li> <li>• Provide leadership in setting up the demonstrations and managing the data from germplasm evaluation including PVS.</li> <li>• Provide consultancy to the AICRP and counterparts in variety selection and proposition for release in Assam.</li> </ul>
5	Zum Felde Thomas	Crop Quality Expert	<ul style="list-style-type: none"> <li>• Provide leadership to conduct nutrient and anti-nutrient analysis.</li> <li>• Provide recommendations for variety release.</li> </ul>
6	Ramirez David	System Intensification Expert	<ul style="list-style-type: none"> <li>• Contribute to base and end-line studies and analysis of bottlenecks and solutions for system intensification.</li> <li>• Provide leadership and guidance to implement SI demonstrations with potato and to evaluate SI indicators and metrics.</li> <li>• Provide recommendations improving water use efficiency and soil fertilization to optimize system productivity and the use of climate smart production practices.</li> <li>• Provide support on the development of training materials and courses for ToT.</li> </ul>
7	Andrade Jorge	Potato Seed System Expert and Pathologist	<ul style="list-style-type: none"> <li>• Provide overall leadership of the consultancy to analyze the current seed system and to support the development of a sustainable local seed multiplication system.</li> <li>• Provide trainings to counterparts and private sector on up-to-date innovative seed production and multiplication practices.</li> <li>• Lead the development of training materials and ToT on ISHM and upscaling of these practices to farmers.</li> </ul>
8	Kreuze Jan	Crop Protection and Potato Virus Expert	<ul style="list-style-type: none"> <li>• Provide overall guidance to conduct field surveys to identify and analyze relevant pest and disease problems in potato across target districts.</li> <li>• Lead the development of training material and the ToT on sustainable crop protection methods.</li> </ul>

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#	Name	Area of Expertise	Position in the assignment	Time input (Days)					Total (Days)
				Yr1	Yr2	Yr3	Yr4	Yr5	
2	TBD	Potato crop production, social science and rural development	Project Manager / <b>Resident Consultant</b> - based in Guwahati	240	240	240	240	240	1,200
3	Naziri Diego	Value chain and rural enterprise development, training	Agricultural Economist and Value Chain Expert	41	31	86	45	28	231
4	Lindquist-Kreuze Hannele	Potato variety development	Crop Improvement Expert	16	19	19	19	19	92
5	Zum Felde Thomas	Crop quality assessments and assurance	Crop Quality Expert	11	-	14	-	10	35
6	Ramirez David	Crop ecophysiology and system intensification, training	System Intensification Expert	40	32	56	43	6	177
7	Andrade Jorge	Potato pathology and seed systems, training	Potato Seed System Expert and Phatologist	55	48	66	23	20	212
8	Kreuze Jan	Potato pest and disease management and diagnostic, training	Crop Protection and Potato Virus Expert	25	3	30	-	-	58
9	Kawarazuka Naomi	Gender studies and integration, training	Social and Gender Expert	44	25	41	13	10	133
10	Mohanty Sam	Value chain and marketing, training	Value Chain and Marketing Expert	41	12	19	22	7	101
11	Mohinder Kadian	Potato agronomy seed systems, and sustainable intensification	Potato Crop Management Expert	28	-	-	-	-	28
<b>Non-Key Experts</b>									
12	TBD	Value chain and rural enterprise development	Development and Value Chain Specialist	240	240	240	240	240	1,200
13	TBD	Potato variety selection and formal and informal seed systems	Plant breeding and seed Specialist	240	240	240	240	240	1,200
14	TBD	Potato crop and post-harvest management	Agronomist/Post-Harvest Specialist	240	240	240	240	240	1,200
15	TBD	Administration and logistics	Administrative Assistant	240	240	240	240	240	1,200

### 13. Job Description of the Key& Non-Key Staff:

#	Name	Position in the assignment	Job description under the consultancy assignment in detail
<b>Key Experts</b>			
1	Kroschel Jürgen	<b>Project Team Leader</b> and Principal Investigator (ICM/IPM)	<ul style="list-style-type: none"> <li>• Provide overall leadership to the implementation of the consultancy.</li> <li>• Main contact to ARIAS Society and World Bank during project implementation for higher level administrative coordination.</li> <li>• Provide quality control and administrative oversight.</li> <li>• Ensure that technology dissemination and delivery goals are effectively met across the multi-institutional partnership.</li> <li>• Provide scientific advice and supervision to the consultancy team.</li> <li>• Provide consultancy services in the field of seed systems, ICM/IPM, sustainable intensification and post-harvest management.</li> </ul>
2	TBD	Project Manager / <b>Resident Consultant</b> - based in Guwahati	<ul style="list-style-type: none"> <li>• Lead a project including an Economist/Value chain specialist, a Plant Breeder/Potato seed specialist, an Agronomist/Post-harvest specialist, and an administrative assistant, and provide management, leadership and strategic vision in all aspects of consultations and project implementation.</li> <li>• As responsible manager for all technical and financial reporting to</li> </ul>



#	Name	Position in the assignment	Job description under the consultancy assignment in detail
			<p>the donor, ensure timeliness, quality, and responsiveness to donor requests in all areas of reporting.</p> <ul style="list-style-type: none"> <li>• Work with relevant units at CIP, India and Peru-HQ to obtain technical and administrative support.</li> <li>• Establish a M&amp;E system to ensure that project indicators are timely and of excellent quality to support adaptive management.</li> <li>• Support the Team Leader to represent the project vis-à-vis World Bank, ARIAS Society, GOI, and research partners.</li> <li>• Participate in regular planning and review meetings with ARIAS Society and APART team and ensure that the project is well understood and highly regarded by the donor and all project partners.</li> <li>• Ensure that project implementation is responsive to communities and partners and aligned with CIP's principles and values.</li> <li>• Work with administrative and finance units at CIP and other partners, oversee the development of sub-agreements and work plans.</li> <li>• Monitor adherence to consultancy contract, CIP policies and procedures and relevant external rules and regulations.</li> <li>• Contribute to project team-building efforts, and ensure the integration of all team members into relevant decision-making processes.</li> <li>• Coordinate with M&amp;E, finance and administration staff to ensure operational systems are in place to support field activities including logistics, procurement, security, administration and human resources.</li> </ul>
3	Naziri Diego	Agricultural Economist and Value Chain Expert	<ul style="list-style-type: none"> <li>• Provide consultancy services and overall guidance on developing and refining value chain development plans.</li> <li>• Provide trainings to counterparts and ToT to analyze and understand the economic benefits of SI intensification with potato and using new potato cultivation technologies and pest and disease control methods in field and store.</li> <li>• Provide leadership in conducting PMCA studies and guidance on enterprise development.</li> <li>• Support the development and customization of VCS curriculums and ToTs.</li> </ul>
4	Lindqvist-Kreuze Hannele	Crop Improvement Expert	<ul style="list-style-type: none"> <li>• Coordinate at CIP-HQ the timely delivery of best selected Group 2 clones to CPRI.</li> <li>• Provide leadership in setting up the demonstrations and managing the data from germplasm evaluation including PVS.</li> <li>• Provide consultancy to the AICRP and counterparts in variety selection and proposition for release in Assam.</li> </ul>
5	Zum Felde Thomas	Crop Quality Expert	<ul style="list-style-type: none"> <li>• Provide leadership to conduct nutrient and anti-nutrient analysis.</li> <li>• Provide recommendations for variety release.</li> </ul>
6	Ramirez David	System Intensification Expert	<ul style="list-style-type: none"> <li>• Contribute to base and end-line studies and analysis of bottlenecks and solutions for system intensification.</li> <li>• Provide leadership and guidance to implement SI demonstrations with potato and to evaluate SI indicators and metrics.</li> <li>• Provide recommendations improving water use efficiency and soil fertilization to optimize system productivity and the use of climate smart production practices.</li> <li>• Provide support on the development of training materials and courses for ToT.</li> </ul>
7	Andrade Jorge	Potato Seed System Expert and Pathologist	<ul style="list-style-type: none"> <li>• Provide overall leadership of the consultancy to analyze the current seed system and to support the development of a sustainable local seed multiplication system.</li> <li>• Provide trainings to counterparts and private sector on up-to-date innovative seed production and multiplication practices.</li> <li>• Lead the development of training materials and ToT on ISHM and upscaling of these practices to farmers.</li> </ul>
8	Kreuze Jan	Crop Protection and Potato Virus Expert	<ul style="list-style-type: none"> <li>• Provide overall guidance to conduct field surveys to identify and analyze relevant pest and disease problems in potato across target districts.</li> <li>• Lead the development of training material and the ToT on sustainable crop protection methods.</li> </ul>

#	Name	Position in the assignment	Job description under the consultancy assignment in detail
9	Kawarazuka Naomi	Social and Gender Expert	<ul style="list-style-type: none"> <li>Identify gendered opportunities and constraints for men and women to participate in interventions and enterprises.</li> <li>Develop gender responsive project designs and training material throughout the implementation of all modules.</li> </ul>
10	Mohanty Sam	Value Chain and Marketing Expert	<ul style="list-style-type: none"> <li>Provide technical guidance in identifying constraints in potato value chains and refining value chain development plans.</li> <li>Provide technical support and training to scale out technical innovations using the SFLF approach.</li> <li>Contribute to the consultation in developing enterprises and marketing strategies.</li> </ul>
11	Mohinder Kadian	Potato Crop Management Expert	<ul style="list-style-type: none"> <li>Support the development of a strategic plan for local seed production.</li> <li>Support the analysis of the bottlenecks and opportunities for system intensification.</li> </ul>
<b>Non-Key Experts</b>			
12	TBD	Development and Value Chain Specialist	<ul style="list-style-type: none"> <li>Support partners in potato market research and value chain analysis.</li> <li>Support the development of rural enterprises and the formation of Value Chain Schools for linking smallholders to dynamic value chains and exploiting emerging market opportunities.</li> <li>Provide key technical input into training programs to strengthen the capacity of local partners and farmers especially encouraging rural women's enterprises.</li> <li>Contribute to writing training materials, technical progress reports and annual reviews and workplans as directed by the Project Manager.</li> </ul>
13	TBD	Plant breeding and seed Specialist	<ul style="list-style-type: none"> <li>Support project partners in the design and agronomic evaluation of potato varieties and elite clones.</li> <li>Record and manage data from field demonstrations and provide statistical analysis of phenotypic data.</li> <li>Contribute to the development of variety release protocols.</li> <li>Coordinate the scaling of seed production from recommended varieties, clones and new releases for demonstrations and dissemination.</li> <li>Provide key technical advice to project partners, private sector and farmers in the development of formal and informal seed systems.</li> <li>Provide key technical input into training programs to strengthen the capacity of local partners and farmers.</li> <li>Contribute to writing training materials, technical progress reports and annual reviews and workplans as directed by the Project Manager.</li> </ul>
14	TBD	Agronomist/Post-Harvest Specialist	<ul style="list-style-type: none"> <li>Support partners in household surveys and lead field surveys on pest and disease infestations.</li> <li>Support project partners to demonstrate, monitor, and evaluate climate resilient and sustainable cropping practices.</li> <li>Record and manage data from field surveys and demonstrations and provide statistical analysis of sustainable intensification indicators and metrics.</li> <li>Demonstrate and test with partners and farmers innovative potato storage prototypes.</li> <li>Provide key technical input into training programs to strengthen the capacity of local partners for scaling out improved production and post-harvest management technologies and storage facilities.</li> <li>Contribute to writing training materials, technical progress reports and annual reviews and workplans as directed by the Project Manager.</li> </ul>
15	TBD	Administrative Assistant	<ul style="list-style-type: none"> <li>Provide logistical and technical support in all administrative aspects.</li> <li>Facilitate the preparation of technical reports, documents and presentations.</li> <li>Arrange national and international travels and assist in the organization of events, workshops and visits.</li> <li>Coordinate procurements in accordance with existing norms of the organization and donors.</li> </ul>

#### F. DURATION OF ASSIGNMENT:

14. The Consultant's services shall commence with effect from the date of effectiveness of the contract agreement. The consultancy would be for a period of total **60** months of which, **48** months will be for Technical Advisory Support and **12** months for implementing Exit Strategy, subject to the timely achievement of targeted activities by the Consultant, and unless terminated pursuant to the contract provisions.

#### G. SERVICES AND FACILITIES TO BE PROVIDED BY THE CLIENT

15. The services and facilities to be provided by the client are –
- a) Provide access to all relevant documents like Annual Work Plan (AWP), correspondences, information associated with the assignment and available with the ARIAS Society and the Directorate of Horticulture and Food Processing/ATMAs/AAU. Appropriate field level support in terms of ATMA staff, district teams etc. will be provided throughout the 5-year assignment.
  - b) Liaising and co-ordination with Directorate of Horticulture & Food Processing, Assam; and other stakeholders will be ensured.
  - c) The client shall facilitate an effective working space as a common platform for all the CGIAR and other International Agencies to be engaged in APART at Guwahati. This shall be supported by the client along with basic amenities and support staffs. This has been strategized to achieve seamless coordination amongst the agencies.
  - d) The salary of National Technical Experts, National Field Assistants and National Office Staff, cost of local transportation, local training, FGD, meetings and workshops shall be the pure responsibility of the client.
  - e) While the role of CIP shall be in terms of technical advisory support to the implementing partners in achieving the project targets, the Directorate of Horticulture & Food Processing shall be the main project implementation agency at State level and ATMAs would be key implanting agencies at District level. AAU would be mainly involved in seed production, assessment, selection and trials etc.

#### H. REVIEW MECHANISM AND REVIEW COMMITTEE:

16. There would be monthly review of the progress of the assignment at **district level** by the concerned district ATMA which would be chaired by the Project Director, ATMA/ District Agricultural Officer of the concerned district and wherein representative from the respective KVK/RARS as applicable may remain present.
17. There would be quarterly review of the progress of the assignment at **State level** (ARIAS Society) through a committee chaired by the State Project Director, ARIAS Society and *inter alia* consisting Director of Horticulture & Food Processing, Director of Agriculture; Director of Research (Agri), AAU; and PD, ATMAs as members. This committee would also review the half yearly progress reports and based on the same approve the payments to the consultant.

**APPENDIX B - KEY EXPERTS**  
Team Composition, Assignment, and Experts' inputs

#	Name	Position		Expert's input in days for each Deliverable (D)																		Total Days
				Deliverables																		
				D - A1	D - A2	D - B1	D - B2	D - B3	D - B4	D - B5	D - C1	D - C2	D - C3	D - C4	D - D1	D - D2	D - D3	D - D4	D - E1	D - E2		
KEY EXPERTS																						
K-1	Kroschel Jurgen	Project <b>Team Leader</b> and Principal Investigator (ICM/IPM)	Home	-	1	-	-	10	14	10	30	31	41	-	-	-	21	13	-	-	171	
			Field	6	13	6	6	16	17	7	29	28	41	7	7	7	22	7	7	7	233	
K-2	TBD	Project Manager / <b>Resident Consultant</b> - based in Guwahati	Home	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			Field	7	-	187	27	100	133	80	80	107	133	20	7	53	40	53	133	40	1,200	
K-3	Naziri Diego	Agricultural Economist and Value Chain Expert	Home	6	1	-	-	-	-	-	-	-	24	15	-	-	18	5	35	3	107	
			Field	14	8	-	-	-	-	-	-	-	29	21	-	-	7	10	21	14	124	
K-4	Lindqvist Hannele	Crop Improvement Expert	Home	-	1	25	-	-	-	-	-	-	-	-	-	-	-	-	-	-	26	
			Field	-	10	56	-	-	-	-	-	-	-	-	-	-	-	-	-	-	66	
K-5	zum Felde Thomas	Crop Quality Expert	Home	-	1	14	-	-	-	-	-	-	-	-	-	-	-	-	-	-	15	
			Field	-	10	10	-	-	-	-	-	-	-	-	-	-	-	-	-	-	20	
K-6	Ramirez David	System Intensification Expert	Home	-	1	-	-	-	-	-	24	30	27	-	-	-	-	-	-	-	82	
			Field	-	10	-	-	-	-	-	14	42	29	-	-	-	-	-	-	-	95	
K-7	Andrade Jorge	Potato Seed System Expert and Pathologist	Home	-	1	-	-	20	36	20	15	-	-	-	-	-	-	-	-	-	92	
			Field	-	10	-	-	28	68	-	14	-	-	-	-	-	-	-	-	-	120	
K-8	Kreuze Jan	Crop Protection and Potato Virus Expert	Home	-	1	-	-	-	-	-	10	-	12	-	-	-	-	-	-	-	23	
			Field	-	10	-	-	-	-	-	10	-	15	-	-	-	-	-	-	-	35	
K-9	Kawarazuka Naomi	Social and Gender Expert	Home	6	1	12	-	-	-	-	9	-	-	-	-	-	-	-	17	3	48	
			Field	14	8	28	-	-	-	-	-	-	-	-	-	-	-	-	21	14	85	
K-10	Mohanty Sam	Value Chain and Marketing Expert	Home	6	1	-	-	-	-	-	-	-	-	15	-	-	-	-	22	-	44	
			Field	14	8	-	-	-	-	-	-	-	-	14	-	-	-	-	21	-	57	
K-11	Mohinder Kadian	Potato Crop Management Expert	Home	-	1	-	-	5	-	-	3	-	-	-	-	-	-	-	-	-	9	
			Field	-	7	-	-	5	-	-	7	-	-	-	-	-	-	-	-	-	19	
	Subtotal			73	104	338	33	184	268	117	245	238	351	92	14	60	108	88	277	81	2,671	
NON-KEY EXPERTS																						
N-1	TBD	Development and value Chain Specialist - (based in Guwahati)	Home	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			Field	44	-	-	-	-	-	-	-	-	-	-	-	-	-	-	889	267	1,200	
N-2	TBD	Plant breeding and seed Specialist) - (based in Jorhat)	Home	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			Field	-	-	425	61	228	304	182	-	-	-	-	-	-	-	-	-	-	1,200	
N-3	TBD	Agronomist/Post-Harvest Specialist - (based in Jorhat)	Home	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			Field	-	-	-	-	-	-	-	195	259	324	49	16	130	97	130	-	-	1,200	
N-4	TBD	Project Assistant (based in Guwahati)	Home	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
			Field	7	-	187	27	100	133	80	80	107	133	20	7	53	40	53	133	40	1,200	
	Subtotal			51	-	612	88	328	437	262	275	366	457	69	23	183	137	183	1,022	307	4,800	
	Total			124	104	950	121	512	705	379	520	604	808	161	37	243	245	271	1,299	388	7,471	

**Note:**

- Days are counted from the start of the assignment/mobilization. One (1) month equals twenty-two (22) working (billable) days. One working (billable) day shall be not less than eight (8) working (billable) hours.
- "Home" means work in the office in the expert's country of residence. "Field" work means work carried out in the Client's country or any other country outside the expert's country of residence.
- Note: \* CVs are attached. For the four expert/specialists and admin. Assistant under TBD, their CVs shall be submitted immediately after recruitment. For the purpose of technical evaluation of CVs of Sl. K-1 to K-11 (except K-2) have been considered. However, CIP shall recruit the specialist under K-2 as per the qualification and experience cited above and submit CV to the SPD, ARIAS Society for record and needful.



## Detailed Job description of the experts at the International Potato Center

<b>1</b>	<b>Kroschel Jurgen</b>
International Potato Center (CIP), Asia Potato Program Leader &Country Manager for India, Nepal, and Bhutan:	
<ul style="list-style-type: none"> <li>- Development of the Asian Potato Research &amp; Development program as a part of the CG Research Program on Roots, Tubers, and Banana (RTB).</li> <li>- Sustainable intensification of potato and sweetpotato production systems based on nutritive, disease and drought resistance varieties and in collaboration with national and international partners.</li> <li>- Manage 15 staff members; responsible for administrative and financial operations, human resource management, and resource mobilization.</li> </ul>	
<b>2</b>	<b>Naziri Diego</b>
International Potato Center (CIP), Project Coordinator:	
<ul style="list-style-type: none"> <li>- Overall coordination and scientific leadership of EU/IFAD-funded project "Food Resilience Through Root and Tuber Crops in Upland and Coastal Communities of the Asia Pacific" (FoodSTART+) implemented by CIP in partnership with CIAT with primary project sites are in India, Indonesia, Philippines and Vietnam while additional target countries are China and Myanmar.</li> <li>- Establish effective value chain and postharvest research partnerships for CIP and RTB and provide inputs, ideas and support for conducting market and value chain analyses and other socio-economic studies.</li> <li>- Contribute to CIP and RTB broader science, development agenda and resource mobilization strategy in Asia and beyond.</li> </ul>	
<b>3</b>	<b>Lindqvist-Kreuze Hannele</b>
International Potato Center/Scientist, Biotic Stress Geneticist:	
<ul style="list-style-type: none"> <li>- Germplasm evaluation for various traits in multilocation trials.</li> <li>- Working with NARS partners in developing countries in germplasm evaluation and participatory varietal selection (PVS).</li> <li>- Setting up a diversity panel consisting of advanced CIP potato clones for trait observation network and distributing this to partners.</li> <li>- Managing the project Accelerating the Development of Early-Maturing-Agile Potato for Food Security through a Trait Observation and Discovery Network, funded by the Federal Ministry for Economic Cooperation and Development, Germany (total value 1.2M EURO).</li> </ul>	
<b>4</b>	<b>Zum Felde Thomas</b>
International Potato Center, Lima, Peru. Scientist, Plant Quality Biochemist:	
<ul style="list-style-type: none"> <li>- Leader of worldwide operating Nutritional Quality Assurance and Enhancement Network for potato and sweetpotato and Principal Investigator of the Harvest Plus funded project "Bio-fortified potato to overcome micronutrient malnutrition in East Africa".</li> <li>- Principal Investigator of the ITPGRFA funded project on Biodiverse and Nutritious Potato Improvement across Peru, Nepal and Bhutan.</li> <li>- Development of fast screening methods such as NIRS and XRF for nutritional quality evaluation of potato and sweetpotatogermplasm and participatory varietal selection with NARS partner.</li> </ul>	
<b>5</b>	<b>Ramirez David</b>
International Potato Center, Head of the Crop Ecophysiology and Modeling Laboratory:	
<ul style="list-style-type: none"> <li>- Identification and measurement of key functional processes at leaf, plant and ecosystem scales, with the aim of improving crop intensification through better management of agricultural resources.</li> <li>- Research is focused on leaf physiological traits, water management, drought tolerance, modeling, water relations and gas-exchange (carbon and water) from leaf to canopy and functional ecosystem processes.</li> </ul>	
<b>6</b>	<b>Andrade Jorge</b>
International Potato Center (Lima, Peru), Epidemiologist of Biotic Constraint and Potato Seed Specialist:	
<ul style="list-style-type: none"> <li>- Potato seed systems research and development, including seed system characterization, impact network analysis, degeneration modelling, policy analysis and quality declared seed systems.</li> <li>- Rapid multiplication techniques (in vitro, hydroponics, aeroponics, cuttings, etc.) and Integrated Seed Health Management.</li> </ul>	
<b>7</b>	<b>Kreuze Jan</b>
International Potato Center, Leader Crop Protection Division:	
<ul style="list-style-type: none"> <li>- Management of overall global crop protection research at CIP.</li> <li>- Development of new field and lab level diagnostic methods for virus and bacteria. Development and evaluation of bacterial and virus resistance in potato and sweetpotato. Continent and country wide surveys of potato and sweetpotato viruses, support of global seed systems research &amp; pest/disease risk modeling.</li> </ul>	
<b>8</b>	<b>Kawarazuka Naomi</b>
International Potato Center/Associate Scientist:	
<ul style="list-style-type: none"> <li>- Lead ACIAR-funded project on integrating gender into agricultural research in Southeast Asia.</li> <li>- Conduct policy analysis on food system for healthier diets in Vietnam.</li> <li>- Conduct research on gender dimensions of IPM in Meghalaya, India.</li> </ul>	

<b>9</b>	<b>Mohanty Sam</b>
International Potato Center (CIP), Asia Regional Director:	
<ul style="list-style-type: none"> <li>- Provide strategic leadership to CIP's potato and sweet potato research program in Asia.</li> <li>- Recruit staff and implement projects on the ground.</li> <li>- Represent CIP at key events involving donors, national partners, and other key stakeholders.</li> <li>- Spearhead CIP's resource mobilization efforts in Asia.</li> </ul>	

<b>10</b>	<b>Mohinder Kadian</b>
International Potato Center (CIP), Regional Research Scientist:	
<ul style="list-style-type: none"> <li>- Develop varieties, and sustainable potato seed systems in partnership with NARS in non- seed producing regions of India. Intensification of potato in cereal based systems to enhance farmers income and food security. Introduction of potato into cropping systems of arid regions (Rajasthan) to improve farmers income. (Principle Investigator, ICAR-funded projects ongoing).</li> <li>- Biodiverse and Nutritious Potato Improvement across Peru, Nepal and Bhutan (Project Coordinator, ITPGRFA funded project, 2016-2018).</li> </ul>	

BHW

2023

## APPENDIX C – BREAKDOWN OF CONTRACT PRICE

### Cover letter for Financial Proposal from CIP



Street Address:  
Av. La Molina 1895, La Molina, Lima, Perú

#### Financial Proposal Submission Form

Lima, Peru, November 17, 2017

To:

The State Project Director,  
ARIAS Society, Project Coordination Unit, Agriculture Complex, Khanapara, G.S. Road,  
Guwahati-781022; (Assam, India); Tel: 0361-2332125; Tele-Fax: 0361-2332564; email: spd@arias.in

Dear Sirs:

We, the undersigned, offer to provide the consulting services for *Technical Support in Potato Value Chain to the World Bank Financed Assam Agribusiness and Rural Transformation Project (APART)* in accordance with your Request for Proposals and our Technical Proposal.

Our attached Financial Proposal is for the amount of US\$3,348,378 (Three million and three hundred and forty eight thousand and three hundred and seventy eight, american dollars), *excluding of all indirect local taxes in accordance with ITC 25.1 in the Data Sheet.*

Our Financial Proposal shall be valid and remain binding upon us, subject to the modifications resulting from Contract negotiations, for the period of time specified in the Data Sheet, ITC 12.1.

No commissions or gratuities have been or are to be paid by us to an agent or any third party relating to preparation or submission of this Proposal and Contract execution.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Handwritten signature of Barbara H. Wells in blue ink.

Signature (of Consultant's authorized representative) (In full and initials):

Full name:	Barbara H. Wells, PhD
Title:	Director General
Name of Consultant:	International Potato Center
Capacity:	Authorized Representative
Address:	Apartado 1558, Lima 12, Peru
Phone/fax:	Tel +51 1 349-6017 x3002
Email:	CIP-DG@CGIAR.ORG

## (1) Summary of Costs

Item	Amount in US\$
<b>Cost of the Financial Proposal Including:</b>	
(A) Remuneration	2,220,079
(B) Reimbursables	1,128,299
<b>Total Cost of the Financial Proposal:</b>	<b>3,348,378</b>

Note: Payments will be made in the currency expressed above

## (2) Breakdown of Remuneration

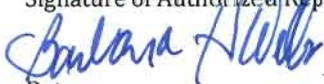
Note: Information to be provided in this Form will be used to demonstrate the basis for the calculation of the Contract's ceiling amount; to calculate applicable taxes; and, if needed, to establish payments to the Consultant for possible additional services requested by the Client. **This Form will not be used as a basis for payments:**

1. Remuneration							
No.	Name	Position	Remuneration Rate per Day (US\$)		Time Input in Days	Total in US \$	
<b>Key Experts</b>				Currency Amount			
K-1	Kroschel Jurgen	Project Team Leader & Principal Investigator	[Home]	US\$ 1,376	171	235,277	
			[Field]	US\$ 1,376	233	215,542	
K-2	TBD	Project Manager cum Resident Consultant (Guwahati)	[Home]	US\$ 499	1200	598,800	
			[Field]	US\$ 499			
K-3	Naziri Diego	Agricultural Economist & Value Chain Expert	[Home]	US\$ 808	107	80,842	
			[Field]	US\$ 808	124	91,844	
K-4	Lindqvist-Kreuzer Hannele	Crop Improvement Expert	[Home]	US\$ 485	26	12,622	
			[Field]	US\$ 485	66	32,040	
K-5	Zum Felde Thomas	Crop Quality Expert	[Home]	US\$ 559	15	8,388	
			[Field]	US\$ 559	20	11,183	
K-6	Ramirez David	System Intensification Expert	[Home]	US\$ 406	82	33,287	
			[Field]	US\$ 406	95	38,565	
K-7	Andrade Jorge	Potato Seed System Expert & Pathologist	[Home]	US\$ 769	92	70,735	
			[Field]	US\$ 769	120	92,263	
K-8	Kreuzer Jan	Crop Protection and Potato Virus Expert	[Home]	US\$ 906	23	20,849	
			[Field]	US\$ 906	35	31,727	
K-9	Kawarazuka Naomi	Social and Gender Expert	[Home]	US\$ 462	48	22,170	
			[Field]	US\$ 462	85	39,259	
K-10	Mohanty Sam	Value Chain & Marketing Expert	[Home]	US\$ 1,341	44	53,330	
			[Field]	US\$ 1,341	57	71,135	
K-11	Mohinder Kadian	Potato Crop Management Expert	[Home]	US\$ 503	9	4,526	
			[Field]	US\$ 503	19	8,864	
<b>Subtotal</b>					2671	1,773,248	
<b>NON-KEY EXPERTS</b>							
N-1	TBD	Development & Value Chain Specialist (Guwahati)	[Home]	INR 7,020	1200	129,346	
			[Field]	INR 7,020			
N-2	TBD	Plant Breeding & Seed Specialist (Jorhat)	[Home]	INR 7,020	1200	129,346	
			[Field]	INR 7,020			
N-3	TBD	Agronomist/Post Harvest Specialist (Jorhat)	[Home]	INR 7,020	1200	129,346	
			[Field]	INR 7,020			
N-4	TBD	Administrative Assistant (Guwahati)	[Home]	INR 3,191	1200	58,793	
			[Field]	INR 3,191			
<b>Subtotal</b>					4800	446,831	
<b>Total</b>					<b>7471</b>	<b>2,220,079</b>	

We hereby confirm that we have agreed to pay to the Experts listed, who will be involved in performing the Services, the basic fees and away from the home office allowances (if applicable) indicated below:

Name of Consultant: [CIP]


Signature of Authorized Representative



Date:

Name: Barbara H Wells

Title: Director General

  
State Project Director  
ARIAS Society



### (3) Breakdown of Reimbursable Expenses

Note: Information to be provided in this Form will be used to demonstrate the basis for the calculation of the Contract's ceiling amount; to calculate applicable taxes; and, if needed, to establish payments to the Consultant for possible additional services requested by the Client. **This Form will not be used as a basis for payments:**

N°	Type of Reimbursable Expenses	Unit	Unit Cost US\$	Quantity	Total in US\$
1	International Flights	Flights	3,263.41	56	182,751
2	Per diem allowances - international	Perdiems	346.64	591	204,865
3	Per diem allowances and airfares - national	Perdiems and airfares	44.12	2069	91,276
4	Quality seed material (CPRI)	Unit	24,254	1	24,254
5	Distribution costs - germplasm	Units	59.10	30	1,773
6	Minituber production	Units	0.20	30000	5,989
7	Samples	Sample	14.22	2680	38,088
8	Surveys	Survey	4,738.99	7	33,173
9	Car rental	Days	43	204	8,771
10	Delhi- Office Costs	Months	1,500	60	90,000
11	Recruiting Costs	per staff recruited	500	5	2,500
12	Guwahati - Office Consumables	Months	76	60	4,606
13	Sub-consultant	Days	300	250	75,000
14	Overhead	%			298,312
15	CSP fees	%			66,941
<b>Total Costs</b>					<b>1,128,299</b>

Name of Consultant: [CIP]

Signature of Authorized Representative

Date: ....Dec, 2017

Name: Barbara H Wells

Title: Director General

State Project Director  
ARIAS Society

#### (4) Consultant's Representations Regarding Costs and Charges



Street Address:  
Av. La Molina 1895, La Molina, Lima, Perú

#### (9) Consultant's Representations Regarding Costs and Charges

Consultant: International Potato Center

Name of Assignment: Technical Support in Potato Value Chain to the World Bank Financed Assam Agribusiness and Rural Transformation Project (APART)

Date: October 20, 2017

We hereby confirm that:

- a) the basic fees indicated in the attached table are taken from the firm's payroll records and reflect the current rates of the Experts listed which have not been raised other than within the normal annual pay increase policy as applied to all the Consultant's Experts;
- b) attached are true copies of the latest pay slips of the Experts listed;
- c) the remuneration rate both home office and field indicated in the Financial Proposal are those that the Consultant has agreed to pay for this assignment to the Experts listed;
- d) the factors listed in the attached table for overhead charges are based on the firm's average cost experiences for the latest three years as represented by the firm's financial statements and is within 10% of the quoted cost of the consultancy assignment; and
- e) said factors for overhead do not include any bonuses or other means of profit-sharing.

International Potato Center

  
Signature of Authorized Representative

Date

Name: Barbara Wells

Title: Director General



BHW

**Appendix E: Technical Proposal from CIP  
Cover Letter from CIP for the Technical Proposal**



WWW.  
CIP.ORG  
Street Address:  
Av. La Molina 1895, La Molina, Lima, P

**Technical Proposal Submission Form**

Lima, Peru, November 17, 2017

To:

The State Project Director,  
ARIAS Society, Project Coordination Unit, Agriculture Complex, Khanapara, G.S. Road,  
Guwahati-781022; (Assam, India); Tel: 0361-2332125; Tele-Fax: 0361-2332564; email: spd@arias.in

Dear Sirs:

We, the undersigned, offer to provide the consulting services for *Technical Support in Potato Value Chain to the World Bank Financed Assam Agribusiness and Rural Transformation Project (APART)* in accordance with your Request for Proposals (RFP) and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal and a Financial Proposal in separate emails.

We are submitting our Proposal with the following firm as Sub-consultant:

Dr. SK Chakrabarti, Director  
Central Potato Research Institute  
Shimla-171001 (HP)  
India

We hereby declare that:

- a) All the information and statements made in this Proposal are true and we accept that any misinterpretation or misrepresentation contained in this Proposal may lead to our disqualification by the Client and/or may be sanctioned by the Bank.
- b) Our Proposal shall be valid and remain binding upon us for the period of time to be specified in the Data Sheet, ITC 12.1.
- c) We have no conflict of interest in accordance with ITC 3.
- d) We meet the eligibility requirements as stated in ITC 6, and we confirm our understanding of our obligation to abide by the Bank's policy in regard to Fraud and Corruption as per ITC 5.
- e) We, along with any of our sub-consultants, subcontractors, suppliers, or service providers for any part of the contract, are not subject to, and not controlled by any entity or individual that is subject to, a temporary suspension or a debarment imposed by the World Bank Group or a debarment imposed by the World Bank Group in accordance with the Agreement for Mutual Enforcement of Debarment Decisions between the World Bank and other development banks. Further, we are not ineligible under the Client's country laws or official regulations or pursuant to a decision of the United Nations Security Council;
- f) We undertake to observe the laws against fraud and corruption, including bribery, in force in the country of the Client.

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- g) We undertake to negotiate a Contract on the basis of the proposed Key Experts. We accept that the substitution of Key Experts for reasons other than those stated in the contract may lead to the termination of Contract negotiations.
- h) Our Proposal is binding upon us and subject to any modifications resulting from the Contract negotiations.

We undertake, if our Proposal is accepted and the Contract is signed, to initiate the Services related to the assignment no later than the date indicated in the contract agreement.

We understand that the Client is not bound to accept any Proposal that the Client receives.

We remain,

Yours sincerely,

*Barbara H Wells*  
*J. M. O. G. G.*

Signature (of Consultant's authorized representative) (In full and initials):

Full name:	Barbara H. Wells, PhD
Title:	Director General
Name of Consultant:	International Potato Center
Capacity:	Authorized Representative
Address:	Apartado 1558, Lima 12, Peru
Phone/fax:	Tel +51 1 349-6017 x3002
Email:	CIP-DG@CGIAR.ORG

*[Handwritten signature]*

*BH*



## **Annex 1: To data sheet with reference to SCC Clause 24.1**

The Consultant hereby undertakes to take the responsibility for the following insurance coverage against the risks as given below:

- a) All the staff of the consultant, including its local staff etc. engaged under the assignment are insured by the consultant's own insurance policies (including employer's liability and workers' compensation insurance, with respect to life, health, accident, travel or other insurance as may be appropriate). The Consultant therefore assures that its staff engaged in this Consultancy assignment are adequately insured and no claim shall be made to the Client in case of any accident and its eventualities.
- b) The consultant's staff including local staff etc. engaged under the assignment, shall be using hired vehicle which are already insured as per Indian Laws, including against third party motor vehicle liability, while performing services under this assignment. The Consultant therefore assures that no claim shall be made to the Client in case of any accident and its eventualities.
- c) The Consultant shall insure the equipment, machines, laptop computers etc. brought and used by its staff in accomplishing this consultancy assignment and no claim shall be made to the Client in case of any loss, accident and its eventualities.

