



## TERMS OF REFERENCE (TOR)

### CONSULTANCY FOR A BIOCHAR DOMESTIC AND INTERNATIONAL MARKET STUDY

*of the project “Biomass Gasification Technology – Sustainable Energy Solution for Agri-Food Processing and Waste Management in Rural Areas of Vietnam” (short title: BEST)*

#### 1. Background

Oxfam is a confederation of 20 organizations working together in more than 90 countries. We are part of a global movement for change, empowering people to create a future that is secure, just, and free from poverty. Oxfam in Vietnam is working to seek transformative changes in policies, practices and beliefs in ways that will fundamentally improve the lives of poor and marginalized women and men and ensure that all citizens have the same opportunity to enjoy their rights. Oxfam in Vietnam current country strategy contributes to shaping the debate on extreme inequality in Vietnam and globally, our three programme goals include promoting gender equality and women’s agency, social accountability and empowered citizens, and secured livelihoods and resilient communities.

All our work is led by three core values: Empowerment, Accountability, Inclusiveness. To read more about our values please click [here](#).

Oxfam is committed to preventing any type of unwanted behaviour at work including sexual harassment, exploitation and abuse, lack of integrity and financial misconduct; and committed to promoting the welfare of children, young people and adults. Oxfam expects all staff and volunteers to share this commitment through our code of conduct. We place a high priority on ensuring that only those who share and demonstrate our values are recruited to work for us.

In Vietnam, agri-food processing as practised by micro and small enterprises (MSEs) is not sustainable due to their inefficient direct burning of coal and wood for drying and processing agricultural products. The practice is costly for fuel and polluting the production sites and the surrounding environment. There is an urgent need for agri-MSEs to shift to a cleaner and cheaper source of energy. Meanwhile, the huge agricultural and forestry residues in Vietnam is being dumped and burned as wastes, causing environmental pollution. According to the Ministry of Industry and Trade in 2017 Vietnam had 118

million tons of biomass available, but only 11% out of that was being used efficiently (DANIDA 2017). Although several biomass energy equipment models have been introduced to the Vietnam market, none of them have been widely adopted by businesses. Though the government has policies to encourage investments in biomass energy, they have not achieved strong buy-in from investors.

In this context, Oxfam in Vietnam in partnership with the Center for Creativity and Sustainability Study and Consultancy (CCS) has been implementing a 4-year project titled **“Biomass Gasification Technology – Sustainable Energy Solution for Agri-Food Processing and Waste Management in Rural Areas of Vietnam”** (short title: BEST), period October 2020 - September 2024. The project is being implemented in 04 provinces: Thai Nguyen, Tuyen Quang, Yen Bai and Lao Cai.

The project targets to **promote sustainable agri-food processing and contribute to enhancing waste management in Vietnam by facilitating the adoption of volumetric continuous biomass gasification (VCBG) technology as renewable energy among agri-MSEs** through supporting 2,500 agri-MSEs to adopt VCBG, 100 mechanical enterprises and 400 biomass supply businesses to join the market by providing services to MSEs in four provinces.

It is estimated that thousands of MSEs deploying VCBG in this project will produce around 350,000 tons of biochar as a by-product which can be used as soil enhancer and a key material in water purification, environmental cleansing and other applications. Biochar is being traded both in the domestic and international markets.

We are looking for a **consultant(s) to conduct a study of the domestic and international market potentials for biochar.**

## **2. Objective of the Study**

The market study aims to provide a comprehensive analysis on domestic and international market potentials for biochar, which will support VCBG MSEs in trading biochar and inform the project’s action plan for sustainable, effective use and trading of biochar nationally and internationally

## **3. Scope of the Study**

**3.1 Focuses of the Study:** the study should include but not limit to following analyses and aspects:

**For international market:**

- ✓ Available types, applications of biochar;
- ✓ Market demand and supply, distribution channels;
- ✓ Main buyers/importing markets for biochar, main exporting markets/ leading suppliers of biochar, including types, volume, quality requirements, prices, etc.
- ✓ Future market trends/ market potential for biochar;
- ✓ Existing certifications for biochar products
- ✓ Vietnam biochar in the international market: exporters, volume, values and channels;

- ✓ Relevant organization; for example, relevant market associations, trade shows, exhibitions and export promotion groups

**For domestic market:**

- ✓ Types of uses and applications of biochar, sizes/ use volumes categorized as per types/ purposes
- ✓ Ongoing trading of biochar; supply and demand of biochar in the domestic markets; distribution channels; profitability; market/ buyers' requirements; future trend of biochar markets; trade policies and barriers
- ✓ Stakeholder mapping
- ✓ Existing certifications for biochar products and those have been applied in Vietnam
- ✓ Opportunities and constraints of biochar production and marketing nationally and internationally
- ✓ Gender-sensitivity in the biochar trading/ business
- ✓ Documentation of business cases describing cost and benefit of biochar business
- ✓ Specific recommendations to the project for developing action plan for sustainable & effective use of biochar and for supporting MSEs in biochar trading, including list of potential buyers/business partners with an estimation of buying capacity that can link to SMEs within BEST project

**Expected Activities:** In order to achieve the objectives and cover aspects mentioned above, the consultants are expected to carry out the following tasks:

- Participate in an orientation briefing and consultation with Oxfam and its partners
- Finalize methodologies and work plan for the study
- Conduct a desk review of project documents, existing reports and related resources
- Share key findings of desk review with Oxfam and its partners, then adjust study methodologies and plan for field works
- Conduct the study: field survey, interview of stakeholders and experts, etc.
- Present preliminary findings to Oxfam
- Submit a draft report to Oxfam for comments
- Submit a final report handling comments from Oxfam and its partner in both English & Vietnamese with annexes and relevant proof

For domestic market study, both desk review and field work are required. In case field work could not be done due to Covid-19, online interviews/ meeting with local stakeholders or other alternatives would be consider.

For international market study, desk review and consultation with key experts are required.

**Timeframe:** 30 July – 15 September 2021

## 4. Expected Deliverables

The consultants are expected to provide the following key deliverables:

- A final and complete study report on biochar domestic & international market potentials (in both English & Vietnamese), including the list of potential buyers/business partners with an estimation of buying capacity that can link to SMEs within BEST project
- Annexes, including but not limited to working agenda, literature references, list of stakeholders interviewed; photos taken in the field

## 5. Requirements for Consultants

The consultants should have the following qualifications:

- Academic qualifications in & proven experience (at least 10 years) in the areas related to market study of agricultural products
- Proven experience and knowledge in biochar is preferred
- Have experience in renewable energy and waste management in Vietnam, including national and local policy and practice, market-based solutions, agri-food processing, environmental impact is an advantage
- Strong analytical skills.
- Strong skill set and experiences in study/research methodologies
- Demonstrated experience in integrating gender and diversity issues into the study
- Be committed to and able to meet deadlines.
- Excellent English and Vietnamese writing skills.
- Good presentation skills.

## 6. Submission of Proposal

The applicant package must include:

- The consultants/company's profile/CVs and related experience
- 01 technical proposal that provide a detailed description and explanation of proposed methodologies, work plan and timeline, team members and their qualifications, role/tasks of members, and any other resources that the consultant will make available to execute the assignment
- 01 financial proposal that specified number of working days required with consultancy rate and proposed budget for logistics
- 03 contacts for references
- Samples of relevant works preferred

The Proposal could be submitted in either English or Vietnamese by email to [HR.Vietnam@oxfam.org](mailto:HR.Vietnam@oxfam.org) before COB 28 July 2021

Note: Only those candidates selected for an interview will be contacted.