



## **TERM OF REFERENCE**

### **Consultancy Service for Updating Local Rice Value Chain Analysis in Thai Nguyen Province**

Oxfam is a global movement of people who are fighting inequality to end poverty and injustice. There are currently 21 member organizations working in 87 countries. We have a vision of a just and sustainable world. A world where people and the planet are at the center of our economy. Where women and girls live free from violence and discrimination. Where the climate crisis is contained. And where governance systems are inclusive and allow for those in power to be held to account.

Oxfam in Vietnam believes that a reduction in poverty, injustice, and inequality will occur through the interaction between active citizens, accountable states and responsible private sector and that it is fundamental to Vietnam's development. Oxfam in Vietnam aims to influence the current growth-based development model to shift to a Human Economy Development Model, putting people and the planet before profits.

#### **1. Background**

In Vietnam, rice is one of the most important crops and about two thirds of rural households produce rice both for domestic consumption and as a cash crop. For the poorest Vietnamese, rice represents for about 30% of household expenses. National rice production has increased nearly double in the last decades, that helps Vietnam from a food insufficiency country to the second largest rice export in the world.

However, rice production is still facing with a number of challenges such as (i) Vietnamese rice is generally low quality and aims at non-discerning markets; (ii) Industrialization of the country is resulting in land use shortages and a reduction in paddy land; (iii) Rice intensification is having negative impacts on the environment from overuse of natural resources and inputs; etc.

Recent years, farmers in some provinces tend to produce high quality rice and gained better income. In Thai Nguyen province, farmers produce some local rice varieties such as Nếp Tàu Dầu, Bao Thai rice. These local rice varieties have recognized as good quality, tasty and rich in nutrition by consumers, therefore they have a high market demand even though the prices are 30-40% higher than other normal rice. The current study shows that there is great potential for expanding production areas of these indigenous varieties and engaging more ethnic minority women in this local rice value chain due to the appropriateness of agri-ecology and high market potential. However, there are still some barriers for expanding the production areas of local rice varieties such as low production and marketing capacity of rice farmers, lack of a long-term plans for local varieties

development in the province, limitation on the participation of private sector in local rice value chain, etc. These problems affect to the sustainable development and effectiveness of local rice production in this province.

Oxfam would like to hire expert(s) to conduct an update on local rice value chain analysis. The study result will provide useful information to rice producers and other value chain actors to upgrade local rice value chains toward inclusiveness and sustainability.

## **2. Objective of study**

The objective of this study is to:

- a. Update the value chain map of local rice varieties in Thai Nguyen province. Update and analyze the markets and key actors engaging in the value chains, including gender issue and relationships between value chain actors.
- b. Update and analyze the key challenges and opportunity to develop sustainable local rice value chains.
- c. Provide feasible solutions for strengthening local rice value chains toward sustainability and inclusiveness in Thai Nguyen province.

## **3. Scope of work and key contents**

- **Scope of work:**

- + The study will focus on some key local rice varieties in Thai Nguyen province such as Bao Thai rice and Thau Dau sticky rice.
- + The study will be conducted mainly in Thai Nguyen province
- + Timeline: 2<sup>nd</sup> February 2023 to 15<sup>th</sup> January 2023.

- **Key contents of study:**

To accomplish the assignment, the works to be carried out by the consultants would include but not limited to the following key contents:

- + Update/identify the key actors for the selected local rice value chains, including supportive services for local rice value chain development. Conduct in-depth analysis on the role, situation, barriers and advantages of each actor participating in the value chain, and relationship amongst value chain actors.
- + Assess the production situation of each local rice variety (production technique, production areas, yield and productivity, harvesting and processing technology, etc)
- + Input supply (e.g. fertilizers, pesticide, seed provision, etc)
- + Update the assessment on market demand (both current and potential markets) for local rice varieties, including market requirements on rice quality, prices, packaging, labels, etc
- + Analyze income of farmers producing local rice varieties, and comparison with other popular rice varieties. Analyze the investment capacity of rice farmers (labor, capital, knowledge and skill).

- + Identify value chain supportive services, including extension services, post harvest services, financial services, etc.
- + Provide feasible solution to strengthen local rice value chains toward inclusiveness and sustainability principles.

#### **4. Deliverable and timeframe:**

The consultants are expected to deliver the consultancy report with the below timeline:

- Draft report: 20 March 2023
- Final report: 25 March 2023

#### **5. Requirements for consultants**

The consultant(s) should have:

- + Master's degree in one of the following majors: agriculture, economics, business administration, trade or other related fields
- + Strong skills and proven at least 5 years of experiences in conducting value chain analysis, market research, planning and research, evaluation, assessment and survey in agriculture sector, familiar with rice sector is an advantage.
- + Good knowledge and understanding on economic and social inclusion, sustainable value chain development, rural economic development, social issues in agriculture sector in Vietnam.
- + Commitment to equal opportunity and gender equality with demonstrated experience in integrating gender and diversity issues into the value chain assessment.
- + Be committed to and able to meet the deadline.
- + Strong analytical skills with both quantitative and qualitative, participatory methods.
- + Strong coordination/organization/networking skills and experience in coordinating expert teams.
- + Excellent writing skills.

#### **6. How to apply**

The Interested consultant is requested to submit application documents via the below email address and should include:

- Consultant's Curriculum Vitae: Introduction of the Consultant's profile and related experience (CVs)
- Detailed technical proposal achieving all expected objectives within mentioned timeframe (including framework, team structure, implementation plan...);
- Financial proposal that specifies number of working days required and consultancy rate

**How to Apply:** The Proposal and documents [could be written in English or Vietnamese](#) and should submit by email to [HR.Vietnam@oxfam.org](mailto:HR.Vietnam@oxfam.org) with the subject mentioning: **“Local rice value chain analysis in Thai Nguyen province”**

**The closing date for application: 29<sup>th</sup> January 2023.**

*Oxfam is committed to preventing any type of unwanted behavior 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.*

**We regret that only short-listed applicants will be contacted**