



TERMS OF REFERENCE (TOR)

Consultancy Service for

Assessment on credit opportunities for biomass gasification technology adoption and related services

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 global movement of people who are fighting inequality to end poverty and injustice. Oxfam confederation currently has 21 member organizations working in 80 countries. We share 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 contributes to a shift from the current growth-based development model to a Human Economy that cares about People and the Planet.

In Vietnam, agri-food processing practiced 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 5-year project titled “Biomass Gasification Technology – Sustainable Energy Solution for Agri-Food Processing and Waste Management in Rural Areas of Vietnam” (short title: BEST), from October 2020 to 30 November 2025. The project is being implemented in 04 provinces: Thai Nguyen, Tuyen Quang, Yen Bai and Lao Cai.

The project aims 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 Agri-MSEs to adopt VCBG, mechanical enterprises and biomass suppliers to join the market by providing services to MSEs in four provinces. Access to credit is a significant factor driving the investment willingness



for the adoption of the technology as well as business start-up and development in the local mechanic and biomass services.

The project is looking for an individual consultant or a consulting firm to conduct an assessment on credit opportunities for agri-food processing businesses in the adoption of the VCBG technology, and mechanical and biomass service suppliers in operating and growing service business in the project provinces.

2. Objectives

The primary objectives of this consultancy are to assess, analyze available and eligible credit opportunities for potential VCBG adopters/users and VCBG-related local service suppliers to invest in equipping necessary VCBG gasifiers and facilities, and facilities for running and growing service businesses in Thai Nguyen

3. Scope of work

The consultancy will include works, but are not limited to:

- a. Analyzing and defining credit needs of stakeholders (tea processors, mechanical and biomass service suppliers) with gender sensitivity.
- b. Mapping out potential and eligible credit services and opportunities available in the targeted provinces (including also programs and funds administered by governmental agencies and mass organizations at all levels).
- c. Analyzing and matching the needs and available credit opportunities and providing recommendations for each stakeholder with gender sensitivity.
- d. (Shortly) Assess the ongoing programs and implementation of green credit and/or credit for green development/ green growth of Thai Nguyen province and accordingly provide recommendations on developing green credit product/program in the perspective of VCBG related products.
- e. Sharing the assessment results and advice in plenary events with relevant stakeholders at the completion of the assessment report.

4. The targeted stakeholders

- Stakeholders who need credit for investment are:
 - o Tea processors including tea processing households, MSMEs, and cooperatives
 - o Local mechanical service suppliers
 - o Local biomass service suppliers
- Stakeholders who can provide credits are, but not limited to:
 - o Financial institutions i.e. commercial banks, people's credit fund
 - o Funds that are being managed by Governmental agencies and mass organizations (Cooperative Alliance, Industrial Extension Centre, Women's Union, Farmer's Union, Youth Union, etc)
 - o And/or provincial/ district level programs that have funds available
 - o Other funds, investors available in localities



5. **Duration:** The consultancy is expected to be implemented from August to September 2024

6. **Location:** Thai Nguyen

7. Deliverables

The consultant is expected to deliver the following during the last week of September 2024:

- a. A summary of analyzed credit needs of 03 stakeholders and a combined summary (table) of potential and eligible credit opportunities categorized separately for each stakeholder.
- b. A final assessment report in Vietnamese
- c. A PowerPoint presentation of the assessment (findings, results, and recommendations, etc)

8. Tentative activities

- Desk Review & Planning: Literature review, tool development, and detailed planning.
- Field Data Collection: Conduct field visits to gather data from stakeholders.
- Data Analysis & Report Drafting: Analyze collected data, draft the assessment report and summary of analysis
- Finalization & Presentation: Finalize the assessment report, prepare the presentation of the assessment.

9. Qualifications

The consultant should have:

- a. Demonstrated experience in finance access analysis, those with access to finance for women is preferred.
- b. Proven experience with track record in leading and conducting analyses, assessments with relevancy to credit.
- c. Knowledge and experience with national, provincial programs inclusion of credit and funds.
- d. Strong event organization/ coordination/ networking experience;
- e. Excellent written and verbal communication skills
- f. Ability to produce concise, readable and analytical reports.

10. Proposal submission

Any consultancy firms and/or individual consultants are capable of providing consultancy services are invited to submit their applications with the following documents:

- A technical proposal that sets out detailed working plan to achieve the objectives and deliverables within expected timeframe, timeline to undertake this assignment.
- Financial proposal that estimates budget for the consultancy, specifies number of working days required and consultancy rate, and logistical costs.



- Curriculum Vitae of individual consultants

How to Apply: The proposals should be submitted in English or Vietnamese by email with subject mentioning “BEST project_Credit Assessment” to HR.Vietnam@oxfam.org.

The closing date for application: 25/8/2024

Only short-listed applicants will be contacted for an interview.

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 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.