Fauna & Flora
Saving Nature Together

VIETNAM PROGRAMME
No. 2-5, D2, Lane 46 Tran Kim Xuyen, Yen Hoa, Cau Giay, Ha Noi
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TERMS OF REFERENCE

Consultant on livestock production, value chain/market systems analysis, and integrated farming options with a focus on cows, buffalos, pigs, and chickens

Period: January 1, 2025, to March 15, 2025
Location: Kon Tum Province
Reporting to: Country Director, Country Programme Manager, Project Manager

I. Introduction

Fauna & Flora in partnership with Netherlands Development Organisation–SNV, and the International Union for Conservation of Nature (IUCN), is implementing a seven-year biodiversity conservation landscape project entitled the BLF Lower Mekong Landscape Project. The project aims to conserve and enhance biodiversity in Vietnam. The overarching aim of this programme is to reduce poverty and create sustainable economic opportunities for those communities, through the delivery of lasting landscape protection, sustainable management, and restoration, safeguarding biodiversity, and maintaining and improving ecosystem quality. The project is funded by the UK Government's Department of Environment, Food and Rural Affairs (DEFRA).

II. Project Background

The project is being implemented through a consortium of highly experienced INGOs, led by Fauna & Flora, and includes SNV and IUCN, working in close collaboration with local partners and Indigenous peoples and local communities (IP&LCs), to ensure activities respond to locally identified and prioritised needs. The project will take an integrated focus on people, nature, and climate, recognising that benefitting one at the expense of the others is inherently unsustainable. This position provides the opportunity to take a leading role in driving forward this transboundary programme of work and bringing this vision to fruition. The overall impact of this project is to reduce poverty and create sustainable economic development for communities living in, and dependent upon, environmentally-critical landscapes through delivering lasting landscape protection, sustainable management and restoration, safeguarding biodiversity, maintaining and improving ecosystem quality. The project outputs have been designed using an integrated approach focusing on people, nature, and climate. To achieve the outputs, the project will be delivered through six components. Components 1-5 are output-focused and align to their corresponding output. They are supported by Component 6 MEL and Programme Management, that enables delivery of the others through excellent monitoring, evaluation, learning and programme management mechanisms, and maintains firm focus on future up-scaling across the region. In Vietnam, BLF's suport will focus on three landscapes: Pu Mat National Park

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in Northern Central region (Nghe An) and Chu Mom Ray National Park and Ngoc Linh Natural Reserve in Northern Central Highland region.

Livelihood scoping studies recognized that livestock (cattle, buffalo, pigs and chickens) play a significant role in contributing to the households' livelihoods within the landscape, for consumption and sales, serving as a means of savings and risk management (in case of crop failure). Livestock plays an important cultural role for local people in the projct sites. Local authorities and villagers prioritised in a participatory priority scoring exercise the development of livestock, in particular cattle, buffalo and pigs, as one of the top potential interventions to improve livelihoods and become more climate resilient (scoping studies).

Livestock market potential (local towns and export) seem to have good prospects to generate incomes and contribute to enhanced livelihoods of households. Livestock particular cows and buffalos can also have negative impacts as people cut deforest land to create grazing areas, or burn forests/hillsides to stimulate grass regrowth. Improved grazing & feeding practices, as well as active planting and management of fodder/forage crops might be adopted to counter the negative effects. Livestock as part of an integrated farming system is important to provide households with draught power, maintain soil fertilty through the use of manure on their fields.

Livestock productivity among local households is currently low, primarily due to challenges in production management, including high mortality rates from diseases, irregular and inadequate vaccination, and poor feeding practices. Farmers typically rely on traditional methods of livestock management, passed down through generations, with limited exposure to modern, scientific approaches. The proportion of households trained in contemporary livestock management techniques is minimal, and even those who have received training often struggle to implement the knowledge effectively. The prevailing production system is semi-free range, where animals are primarily fed on natural forage and agricultural by-products, with little attention to nutritional balance. Livestock housing is generally basic, or semi-permanent, and overall animal care is insufficient. Veterinary services are rarely accessible in some villages, further exacerbating health and productivity issues. Moreover, farm-gate prices remain low and volatile due to high transaction costs, limiting profitability for farmers.

To address these challenges, a comprehensive value chain analysis is essential. This analysis will identify key gaps in production management and market linkages and highlight potential intervention opportunities to enhance livestock productivity and strengthen the value chain. The analysis should consider factors such as financial feasibility, the applicability of modern practices, and strategies to stimulate market demand through improved service provision and supply chain arrangements.

III. Consultancy Objective

Analyse the livestock production and market systems, assess its potential to contribute to improvement of local communities' livelihoods and incomes, improved climate resilience and how it affects biodiversity and forests; Recommend interventions to enhance the sustainability, productivity, climate resilience and value of livestock and how this can contribute positively to enhanced biodiversity conservation. The analysis

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should take into consideration gender and social inclusions, making specific recommendations to enhance women's economic participation, and inclusion of marginalised groups.

IV. Scope

The scope of this study encompasses four key commercial value chains: cattle, buffalo, pigs, and poultry. The research will focus on villages selected by Fauna & Flora, SNV, and IUCN. In terms of trade and market linkages, including business connections, the study will involve interviews with key stakeholders across the value chains, such as traders, processors, and retailers. These interviews will be conducted with identified market players in Nghe An province and neighbouring regions.

V. Detailed consultancy aspects

1) Livestock presence, distribution, purpose

- Analyse what livestock is held, by whom, where, and for which purposes.

2) Assessing Production Management

- Analyse the various aspects of livestock production and management in the area, including feed production, feeding/grazing practices, disease management, care, production calendar, costs, returns to labour, investment needs, cash flow needs for improved management & sustainable production practices.
- Identify bottlenecks, challenges, risks, and opportunities within the production process. Identify Gender and Social Inclusion (GESI) Specific challenges and opportunities.
- Determine strategies to enhance production practices and address gaps that are affordable, applicable, and create market demand to fulfil the gap as service providers and supply chains (propose technical/social/financial interventions and recommend the methodology to be used to implement in a cost effective, market based, and sustainable way).
- Propose interventions which are feasible and easy for local villagers to apply, easy to maintain and sustain.
- Analyse the gender roles in the production system, in the household decision making, livestock sales and provide recommendations if necessary to improve equity.

3) Market System Analysis:

- Analyse the livestock value chain, including input suppliers, producers, traders, markets, government regulations, and quality control.
- Identify market linkages, pricing mechanisms, product quality segments, price build up, gross margins, and distribution channels.

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- Assess market demand, supply, and pricing dynamics (locally, nationally, internationally).
- Assess value chain governance through a GESI lens, formal & informal rules and regulations, market power concentration, risks of market collusion.
- Propose criteria for household stratification, propose differentiated household segments and propose differentiated strategies.
- Propose interventions to strengthen market connections, improve stable price, value adding/quality, aggregation, lower transaction costs, improve returns and competitiveness which are feasible and easy for local villagers to apply, easy to maintain and sustain. Based on the results of the production analysis.

4) Environmental sustainability, biodiversity and climate analysis:

- Analyse the negative/positive effect of local livestock production systems on forest cover, habitat degradation (terrestrial and aquatic), and biodiversity.
- Analyse zoonotic disease risks for wildlife and for domestic livestock.
- Provide a climate risk assessment for livestock (based on climate forecasts and participatory climate change analysis) and options to increase livestock climate resilience of households.
- Assess the interdependency of livestock in the wider farming system, and its contribution to crop production and sustainability.
- Assess animal welfare standards across local livestock supply chains, including at the breeding, smallholder rearing, and slaughterhouse supply chain tiers, as well as conditions during transportation.

VI. Tasks and responsibilities

The Consultant will be responsible for collecting and analysing data on smallholder livestock production Nghe An Province. The Consultant will collaborate closely with key stakeholders, particularly the Management Board of Pu Mat National Park, and coordinate their activities with the BLF teams in an interactive and collaborative manner.

The Consultant's tasks and responsibilities will include:

- Developing a detailed consultancy plan, outlining the methodology, data collection approach, and research instruments.
- Reviewing and analysing secondary data relevant to the livestock sector.
- Conducting field data collection on smallholder livestock production systems, including cattle, buffalo, pigs, and chickens, as well as associated market systems.
- Identifying key production challenges and recommending viable interventions to improve efficiency, cost-effectiveness, labour returns, social adoption, and feasibility.
- Investigating how feeding and veterinary practices could be enhanced through the use of improved forage, fodder crops, agroforestry species, and sustainable farming desease protecion practices.

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- Evaluating market dynamics, including the size, demand, price seasonality, risks, and opportunities for increasing value for livestock-producing households. Identifying challenges faced by market actors (e.g., traders, transporters, middlemen) and proposing strategies to create win-win solutions, strengthen value chain governance, and improve efficiency and transparency.
- Ensuring the integration of gender and social inclusion considerations throughout the analysis.
- Assessing the impact of livestock production on forest cover, deforestation, habitat degradation, and biodiversity (including wildlife hunting practices), and proposing mitigation measures to address any negative effects.
- Analysing the impact of climate change on livestock production and resilience, and exploring opportunities to enhance the overall climate resilience of households through livestock-related interventions.
- Developing pilot models plan for each commune, with detailed recommendations for interventions, implementation plans, proposed budgets, and scaling strategies.
- Producing a comprehensive value chain report, including a graphic map of the subsector/value chain, with detailed analysis of actors at each value chain stage, their product volumes, prices, and margins.
- Presenting key findings to stakeholders at the district and provincial levels.

VII. Deliverables

- Proposed consultancy workplan and research methodology, tools and instruments, approved by Fauna & Flora, BLF project manager
- An outline of the report with table of contents for the report approved by Fauna & Flora
- Package of data and information, pictures of the value chain and field research with consent forms.
- Detailed value chain maps with actors, volumes, margins, price build up
- List of contacts, locations of value chain actors.
- Draft consultancy report for feedback
- Presentation PowerPoint of summary findings
- Final report approved by Fauna & Flora, BLF project manager (in English)

VIII. Implementation timeline

The study is proposed to be completed by March 15, 2025:

No	Content	Due date	Deliverables

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1	Designing	January 1-15, 2025	Detail study plan and its toolkits for implementation approved by F&F
2	Desk study	January 15-30, 2025	A package of collected data, information, relevant reports, documentations
3	Field study	Flexible	Field study conducted
4	Draft livestock value chain analysis report & presentation.	February 28, 2025	Draft report and PowerPoint presentation of summary findings
5	Final Report	March 15, 2025	Final approved report and PowerPoint presentation

Level of effort: 45-50 days

IX. Budget for implementation

- Detail budget for implementation will be developed based on consultant proposal that indicated consultant's rate and the level of effort. The consultant fee is based on contracted/actual working days contracted unit price with approved timesheets.
- For travel and accommodation, Fauna & Flora policy for consultant will be applied. Reimbursable: based on actual expenses with Fauna & Flora/BLF cost norms and accepted invoices.

X. Requirements

- Advanced university degree in livestock production, animal husbandry, veterinary science, or a related field.
- A minimum of 10 years' professional experience in small-scale animal husbandry and livestock development, with a proven track record in value chain analysis and the delivery of practical recommendations for production enhancements.
- In-depth understanding of integrated farming system improvements and sustainable natural resource management practices.
- Strong knowledge of Gender Equality and Social Inclusion (GESI) principles.
- Proficient in English, with excellent analytical, research, and presentation skills.

XI. Proposal submission requirements

- Applicant's profile (CVs)

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- Technical Proposal:
  - Approach and methodology for data collection and analysis.
  - Work plan and timeline.
  - Team composition and qualification.
- Financial Proposal: Detailed man-days breakdown

XII. How to apply

For inquiries and submission of proposals, please contact:
Le Hong Viet (HR Officer, Fauna & Flora) by email (viet.hong.le@fauna-flora.org)

Note: Fauna & Flora International reserves the right to reject any or all proposals received and to negotiate separately with any consulting firm. The selection of the consultant will be based on the firm's qualifications, experience, proposed methodology, and cost-effectiveness.

The closing date for the submission of technical proposal is **26 Dec 2024.**