BAIF Development Research Foundation

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TENDER INVITATION FOR QUOTATION FOR BASELINE STUDY

O. No. O.No.BISLD/NASHIK/ 3117/26 Date: 06/11/2026

Brief Description of the Product	Quantity required	Place of Survey	Expected month for Study & Submission of Report
BASELINE STUDY **DETAILS ENCLOSED**	**09 Locations in Maharashtra Dist. & 04 Locations in Karnataka Dist.**	**In Maharashtra** Dist. Palghar, Pune, Sindudurg, Bhandara, Yavatmal, Hingoli, Washim, Nashik, Jalgaon **&** **In Karnataka** Dist. Uttara Kannada, Dakshina Kannada	**February 2027**

Detailed Description of the Product for BASELINE STUDY – As above

1. **Quoted Price:**
   a. The Quotation shall be valid up to 15/02/2027 for the above described products.
   b. The bidder shall quote for goods/services in the attached format of the quotation.
   c. All duties, taxes, F.O.R. and other levies payable by the bidder shall be included in the goods/services and shall stand final.
   d. The rates quoted for each good/service shall be fixed for the duration of the validity of the quotation and shall not be subject to adjustment.
   e. Corrections if any, shall be made by crossing out, initialing, dating and rewriting.
   f. The prices shall be quoted in Indian Rupees only
   g. The work quantity may vary.
   h. Estimate is subject to change in future orders.
   i. Bidder has to mention location (s) of work where service can be provided.

2. **Each bidder must submit only one quotation. Bidder shall not contact other bidders in matters related to this Quotation.**

3. **Validity of quotations:**
   The quotation shall remain valid up to 15/02/2027

Evaluation of quotations:
Purchase will evaluate and compare the quotations determined to be substantially responsive i.e. which are properly signed and conform to the terms and conditions and specifications in the following manner.

a. The evaluation will be done exclusive of GST.
b. The evaluation will be done for all the goods / services put together. The items for which no rates have been quoted will be treated as zero, and the total amount will be computed accordingly. We will award the contract to the responsive bidder whose total cost for all the items put together is the lowest.
c. Will compare terms and conditions and specifications

4. **Award of contract:**

   a. Purchase will award the contract to the bidder whose quotation has been determined to be substantially responsive and who has offered the lowest price as per Para 4 (b) above.
   b. Purchaser prior to the expiry of the validity period of the quotation will notify the bidder whose quotation has been accepted for award of contract. The terms of the accepted offer shall be incorporated in the Purchase Order or Work Order.
   c. Notwithstanding the above, the purchaser reserves the right to accept or reject any quotation, cancel the bidding process, and reject all quotations at any point of time before the award of the contract.

5. Payment shall be made immediately within 15 days after delivery of goods.

6. Normal commercial guarantee/warranty shall apply to the supplied goods and its installation.

7. **Cost of Procurement Processing:**
   The bidder shall pay a "Tender Fee" of **Rs.500/-** only through S.B. Collect. Detailed process is enclosed as Annexure. Prior to submission of the Bid, the Transaction No. and date are to be mentioned while submitting the bid/quotation.

8. **Earnest Money Deposit:**
   EMD for this tender will be 2% of the total cost of the PO/SPO, BAIF, Nashik will compare all the bids and the Purchase Committee will award a contract to the Selected Vendor. The Selected Vendor will be informed of the selection for supply of goods/services by E-mail. The Selected Vendor has to transfer the EMD amount within two working days and inform about the Transaction No. and date by return E-mail. After confirmation of EMD amount being deposited in BAIF Bank Account, BAIF will issue the Purchase Order/Work Order. In case of failure to pay EMD, BAIF Purchase Committee will reserve the right to decide further course of action. The same will be refunded (interest free) after obtaining the work completion report of the total scope of work or guarantee/warranty period, for at least one monsoon season period whichever is applicable. The earnest money shall be liable to be forfeited, if the successful bidder,

after submitting the tender rescinds from or modifies the offer after acceptance of the tender.

After acceptance of the Work Order/Purchase Order and payment of EMD, if work is not completed or material is not supplied within the validity period of the Work Order/Purchase Order, the Vendor will not be eligible for refund of EMD and will also not be eligible to participate in the future tender process of BAIF for a period of one year.

9. **Submission of quotations:**
   - Sealed Envelope mentioning "**BASELINE STUDY** on it.
   - Transaction No. and date for payment of tender fee
   - List of Similar Works Undertaken with details of clients etc. if any.
   - Last date of Submission is 20/11/2026 latest by 5.30 pm. Extended upto 24/11/26
   - **Address: Purchase Department, BAIF Development Research Foundation, BAIF-MITTRA Bhavan, Opp. Niwas Homes, Behind Bodhale Nagar, Nashik-Pune Road, Nashik 422011**

We look forward to receiving your quotations.

Yours sincerely

(Dr. Raviraj Jadhav)
Regional Director

Encl.: Format of Quotation

(To be printed on Pre-numbered Quotation format or if same is not available, then on Letterhead with unique number and date)

FORMAT OF QUOTATION

Sr. No.	Description of Baseline Study	Specifications	Qty.	Unit	Quoted Unit Price	Total Amount
1.			**01**	**No.**		
		Total				
		Taxes @ .....% (if any)				
		Grand Total				

Terms and Conditions:

1. GST Number –
2. Pan Card Details -
3. HSN Code-
4. Type of GST- Composite / Regular
5. Transport -
6. Validity of Quotation –
7. Warranty / Guarantee –
8. Expiry date of the Study (wherever applicable) –
9. Days required to fulfil the Study -
10. Properly submission of Baseline study report as per requirement to be expected.
11. Payment Terms –
12. MSME Registration – Yes/No
13. Manufacturer certificate – Yes/No
14. Other terms & conditions as per Details enclosed with Invitation for Proposal

Signature with Stamp of Firm

Name of Authorized signatory

BAIF DEVELOPMENT RESEARCH FOUNDATION
BASELINE STUDY
TERMS OF REFERENCE (TOR)
Krushi Sankalp Phase 2

Improved Livelihoods and Gender Integration through Value Chain Initiatives in Maharashtra and Karnataka through 20 FPOs Benefitting 24,330 Farmers

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1. Background

BAIF Development Research Foundation proposes to implement a 30-month programme for value chain development, livelihood enhancement and gender integration through 20 Farmer Producer Organizations (FPOs) across 11 districts in Maharashtra and Karnataka.

The programme covers **20 FPOs across 11 districts**, including **16 FPOs in Maharashtra**—Palghar (6), Pune (2), Sindhudurg (1), Bhandara (1), Yavatmal (2), Hingoli (1), Washim (1), Nashik (1) and Jalgaon (1)—and **4 FPOs in Karnataka**—Uttara Kannada (1) and Dakshina Kannada (3).

The programme will work with total 20 FPOs - 7 FPOs (These FPOs were supported in Phase 1 of the Project) and 13 newly supported FPOs and will promote integrated interventions in agriculture, horticulture, dairy, livestock and other value chains.

Primary Objectives:

1. To promote integrated value chains and market linkages for ensuring better returns to farmers/producers through their respective FPOs.
2. To increase women's involvement by creating opportunities in livelihoods, enterprises and decision-making processes.
3. To improve farm returns and livelihood resilience of smallholder and tribal farmers through productivity enhancement, climate-resilient agriculture, water resource development, and diversified value chain interventions.

Key Programme Interventions include:

- Productivity enhancement and promotion of improved agricultural practices;
- Need-based water resource development;
- FPO-led agricultural input and output business development;
- Establishment and strengthening of collection and aggregation centres;
- Collective marketing and market linkages;
- Clean milk value chain development (will be implemented for 3 FPOs);
- Women's economic empowerment and leadership development;
- Capacity building of farmers, FPO Directors, CEOs and staff; and
- Institutional and business strengthening of FPOs through the Central Facilitation and Shared Service Centre (CFSSC).

The programme aims to improve farmer livelihoods and incomes, strengthen FPOs as sustainable agribusiness institutions, increase women's participation in livelihoods and governance, and enhance farmer participation in FPO-led businesses.

A baseline study is proposed at the beginning of the programme for 13 FPOs that are newly included to establish benchmark values for key programme indicators and inform programme implementation and monitoring.

2. Scope and Methodology

The selected agency/consultant will adopt a **mixed-method approach**, combining quantitative and qualitative research.

Farmer Survey

A representative sample of farmer households will be surveyed across the programme geography. The sampling methodology should ensure appropriate representation of:

- 13 FPOs;
- **9 FPOs in Maharashtra**—Palghar (1), Pune (2), Sindhudurg (1), Bhandara (1), Yavatmal (2), Hingoli (1), Washim (1)
- **4 FPOs in Karnataka**—Uttara Kannada (1) and Dakshina Kannada (3)
- Major intervention areas and value chains;
- Women and men farmers; and
- Relevant farmer categories.

The agency will propose the sampling methodology and sample size as part of the inception report.
The study should also use qualitative methods, including Focus Group Discussions (FGDs) and Key Informant Interviews (KIIs), wherever required to complement the quantitative findings. Relevant secondary data and programme records may also be reviewed for triangulation.

3. Key Areas and Indicators

The baseline study should establish benchmark information for the following areas:

Sr. No.	Indicator Area	Key Baseline Indicators
1	**Farmer Livelihoods and Income**	1. Annual total household income 2. Annual farm income 3. Income from different sources - agriculture, horticulture, dairy, livestock, farm allied, etc 4. Income from other major livelihood sources 5. Major sources of household livelihood
2	**Agricultural Productivity**	1. Major crops/value chains 2. Area under major crops 3. Crop-wise production and productivity 4. Cropping pattern and cropping intensity 5. Cost of cultivation 6. Adoption of improved production practices
3	**Water and Irrigation**	1. **Access to irrigation:** Number and proportion of farmer households with access to irrigation 2. **Source of irrigation:** Existing irrigation/water sources used by farmers (wells, borewells, ponds, lift irrigation, etc.)

Sr. No.	Indicator Area	Key Baseline Indicators
		3. **Irrigated area**: Area under assured/partial irrigation and proportion of cultivated land irrigated 4. **Water availability:** Months of the year when irrigation water is available 5. **Cropping pattern:** Number and type of crops cultivated during different seasons 6. **Cropping intensity:** Number of crops/seasons cultivated on the same agricultural land during a year 7. **Water-constrained farmers:** Number and proportion of households reporting inadequate or unreliable irrigation/water availability 8. **Potential beneficiaries of water interventions:** Number of farmer households currently dependent on rainfed agriculture or having scope for improved irrigation access
4	**FPO Business Participation**	1. Number and proportion of farmers transacting through FPOs 2. Farmers accessing FPO input procurement and agri-business services 3. Farmers participating in FPO-led aggregation and marketing 4. Frequency/value of FPO transactions, where available
5	**Market Access and Price Realisation**	1. Major marketing channels 2. Major buyers 3. Quantity/proportion of produce marketed collectively 4. Existing direct market linkages 5. Commodity-wise price realised by farmers 6. Access to market information
6	**Dairy Value Chain***(3 FPOs in Maharashtra)*	1. Number of dairy farmers 2. Number of milch animals 3. Average milk production 4. Average rate 5. Quantity of milk collected/procured 6. Existing milk collection systems 7. Quality testing practices 8. Existing processing/value addition 9. Milk buyers/market channels and price realised
7	**Gender Integration**	1. Women participating in livelihood and enterprise activities 2. Women's control over income 3. Women shareholders in FPOs 4. Women participating in FPO business activities 5. Women Directors and representation on Boards 6. Women's participation in governance and decision-making

The detailed indicator framework, operational definitions and measurement methodology will be finalised and agreed during the inception stage.

4. Expected Deliverables

The selected agency/consultant will submit the following deliverables at both the FPO and overall project levels:

Sr. No.	Deliverable	Key Contents
1	**Inception Report**	Detailed methodology, sampling approach and sample size, key indicators, data collection plan, data quality assurance process and detailed work plan
2	**Data Collection Tools**	Finalised tools for the farmer household survey, FGDs, KIIs and other relevant data collection methods
3	**Clean Dataset and Database**	Raw and cleaned datasets, data dictionary/codebook and relevant supporting documentation
4	**Draft Baseline Report**	Study methodology, key baseline findings, analysis of farmer livelihoods, FPO business participation, gender, value chains and markets, key gaps and opportunities, and recommendations for programme implementation and monitoring
5	**Final Baseline Report**	Revised final report incorporating BAIF's feedback
6	**FPO-wise Baseline Profiles**	Baseline profiles for each of the 20 FPOs, highlighting their institutional, business and value-chain status
7	**Baseline Presentation**	Concise presentation highlighting major findings, programme implications and recommendations

5. Timeline

The baseline study is expected to be completed within **6–8 weeks** from the date of award of the assignment.

Activity	Indicative Timeline
Inception and methodology	Week 1
Tool development and finalisation	Week 2
Field data collection	Weeks 3–5
Data analysis	Week 6
Draft report	Week 7
Review and finalisation	Week 8

6. Qualifications of the Agency/Consultant

The selected agency/consultant should demonstrate relevant experience in:

- Rural livelihoods and agriculture;
- Farmer Producer Organizations and agribusiness;
- Value-chain and market assessments;
- Household and socio-economic surveys;
- Gender and women's economic empowerment;
- Quantitative and qualitative research; and
- Data analysis and programme evaluation.

Experience of working in **Maharashtra and Karnataka** will be preferred.
The proposed team should include appropriate expertise in programme evaluation, agriculture and livelihoods, FPO and value-chain development, gender, and data analysis.

7. Proposal Submission

Interested agencies/consultants should submit:

1. A technical proposal outlining their understanding of the assignment and proposed methodology;
2. Proposed sampling approach;
3. Work plan and timeline;
4. Details of the proposed team and relevant experience;
5. Examples of similar assignments undertaken; and
6. A financial proposal with a detailed cost break-up.