



TERMS OF REFERENCE

Market Systems specialist to inform market system strategies by conducting a bamboo supply side study in Eastern Terai

Type of Service	Consulting Assignment
HFH Country and Location	Sanepa, Lalitpur, NEPAL
Name and/or organization of the consultants	External Consultant
Consultancy duration	July 1 to August 30, 2020

A. Introduction: Habitat for Humanity Nepal

Habitat for Humanity International Nepal (“Habitat Nepal”), an international non-governmental organization (INGO) affiliated with Social Welfare Council, Government of Nepal operates in ten districts of Eastern, Western and Central part of Nepal. The vision of Habitat Nepal is “a world where everyone has a decent place to live”. Habitat Nepal’s purpose is to partner with people in the community to help them build or improve a place they can call home.

B. Context

For over 20 years, Habitat for Humanity Nepal has worked to provide decent shelter for very poor and vulnerable families, assisting over 50,000 households with shelter solutions together with its local implementing partners. For the past 10 years, Habitat Nepal has been actively engaged in designing and building safe, low-cost bamboo houses through its network of partners. Bamboo is utilized primarily in Habitat’s housing constructions in the Eastern districts (Jhapa, Morang, Saptari and Sunsari), and is suitable for pillars, beams and posts as well as side panels and internal walls. Habitat Nepal has utilized bamboo house designs for the following purposes:

- A. **Low-cost house construction for families living in substandard housing.** Through its network of NGO partners in the Provinces 1, province 2, Bagmati Pradesh, province 5 and Sudurpashchim Pradesh, Habitat Nepal supported the construction over 50,000 houses since 2005. Habitat provided housing designs, technical assistance, and to some extent top-up (financial) support to promote bamboo constructions as part of these initiatives. Furthermore, “model houses” were built in low-income communities to promote greater appreciation for bamboo’s favorable qualities, and to train local masons in bamboo house designs and construction techniques.
- B. **Temporary shelters built for disaster victims.** Between December and January 2018, Habitat Nepal and its partners built over 1,300 temporary shelters made of bamboo for families who had lost their homes due to the severe 2017 flooding in both province I and province 2 . Habitat Nepal also supported to build temporary shelter in Siraha district for fire victims.

In addition to promoting bamboo use in housing construction efforts, Habitat Nepal has also sought to increase the supply of bamboo – and particularly treated bamboo – through the establishment of



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community cultivation initiatives either in group or at individual level (which create income opportunities, and serve as a natural means to control soil erosion and flooding) and bamboo treatment and storage centers (which supply treated bamboo for local constructions).

Habitat Nepal's primary reasons for promoting bamboo as a preferred house construction material are the following:

- **A familiar and widely available material.** Bamboo is native to Nepal, where several varieties grow that are particularly suitable for construction purposes, and is commonly utilized as a vernacular (or traditional), multi-purpose, and easily available construction material.
- **Low cost option.** Bamboo is a lower cost option than similarly utilized materials, such as wood or concrete. Treated bamboo, which resists insect-related damage and deterioration, is less expensive than other locally available alternatives for housing.
- **An environmentally friendly construction material.** Cultivation is low-cost, and plants grow quickly. Bamboo is both renewable and biodegradable.
- **Disaster-resilient properties.** Bamboo's lightweight and flexible properties make it particularly suitable to resisting earthquake-related damage. Furthermore, bamboo cultivation is effective in preventing soil erosion, which can help to mitigate the effects of seasonal flooding.

Despite these compelling advantages, bamboo continues to be utilized exclusively for very low-cost constructions, perceived as a "poor man's material" as compared to wood, concrete or brick constructions. Furthermore, use of treated bamboo is also very limited, as home-owners do not fully understand or appreciate the value of treating bamboo to extend the material's life-span.

As such, Habitat Nepal has begun the Impact 2026 Safe, durable bamboo housing solutions for Eastern Nepal Project (Hilti Project) in which program is designed into three phases:

- Phase 1 (first 18 months): Research market barriers and improve bamboo treatment and house design
- Phase 2 (years 1.5 to 4): Pilot market approaches to stimulate demand
- Phase 3 (years 5 to 7): Scale successful models

The goal of the Hilti Project is: Adoption of safe (disaster-resilient), durable and affordable bamboo housing solutions is significantly increased among low-income families of the Eastern terai over the next seven years.

Through its market development program line of business, Habitat Nepal seeks to increase the availability of affordable and resilient bamboo housing solutions for low-income households. Habitat Nepal is looking to hire a Market Systems specialist to inform market system strategies by conducting a bamboo supply side study in order to assess the sales/delivery capacity, and potential use of bamboo in low-cost housing constructions in Terai Region especially Eastern part of Nepal where Habitat Nepal work. This study will identify key market actors, the associated supply chains, and will analyze supply-side factors that impact the cultivation and utilization of bamboo for housing, with the goal of pin-pointing gaps that might inform a market development strategy. The research and design process by the consultant would be overseen by Habitat Nepal's Hilti Project Team.

Habitat Nepal requests technical and financial proposal from interested parties for conducting Market



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Systems research.

C. Hypothesis

- There is sufficient bamboo supply to construct 1000 bamboo houses annually.
- The bamboo nurseries are producing and supplying quality of bamboo shoots /rhizomes for housing purpose.
- The bamboo poles are being sold at an affordable price for poor and vulnerable families.

D. OBJECTIVES

1. General objective

- To propose strategies to strengthen the value chain for supply side of bamboo to ensure that low-income communities of the Eastern Terai can adopt more disaster-resilient bamboo house designs and construction practices.

2. Specific outcomes to be achieved

- **Develop supply side survey** to be carry out in order to assess the availability and quality of bamboo in bamboo farms in the Eastern Terai.
- **Identify key actors and their locations, including bamboo nurseries, bamboo transporters/middle-men**, in the Eastern Terai to carry out bamboo supply side survey.
- **Conduct the surveys and assess** to give a realistic account of the availability and cost of construction-quality bamboo.
- **Identify incentives and constraints** that market actors face in cultivating, distributing or transporting, and selling bamboo as a construction material for housing to low-income customers.
- **Explore potential linkages and possible collaborations** in the bamboo value chain.
- **Identify potential market systems strategies** to promote increased use of bamboo for housing constructions in Eastern Nepal that result in greater quality, durability and low-cost shelter solutions for low-income populations.
- **Develop and deliver a report and a short presentation** to the Habitat team based on above.

E. ACTIVITIES

The assignment will inform Habitat Nepal of the realities of the supply side of bamboo in Eastern Nepal. This will also help to identify the gaps for quality bamboo production and help plan for recommendations for improvement. Specific activities envisioned include:

- Hold an initial meeting with staff of Habitat Nepal to understand Habitat Nepal's work, The Hilti



Project, and to clarify the scope of work.

- Deliver a prospective plan including methods and team members required, and a timeline for the survey to be conducted.
- Present final survey and plan.
- Travel to Eastern Terai and conduct the survey.
- Prepare and present a draft report based on findings from the survey.
- Incorporate feedback received into a final report.

F. DELIVERABLES/SPECIFIC OUTPUTS EXPECTED FROM CONSULTANT

The consultant will deliver the following outputs:

1. Detailed Implementation plan, including methodology, tools to be used, and timeline. To be validated before fieldwork.
2. Survey plan
3. A draft and a final document with the written report addressing both of the consultancy objectives, inclusive of all supporting documents.
4. Power point presentation summarizing the report.

G. SPECIFIC INPUTS FROM HABITAT NEPAL

Habitat Nepal will work with the selected consultants to finalize survey plans and will support with technical details on quality bamboo. Habitat will support to coordinate for contact with some stakeholders (eg. Partners, bamboo delivery person).

H. QUERIES ON TOR

In case of any confusion or clarification in this TOR, the firm/individual can send their issues at tmahaseth@habitatnepal.org

I. PAYMENT

The consultant should include travel cost, accommodation & food expenses, expert fee, etc. in the budget. The **fees** will be paid in two installments in the following manner:

1st installment:	After the signature of consulting contract-	60%
Final installment:	After the approval of final report-	40%

Note: Please be informed that Habitat Nepal will withhold applicable Tax Deduction at Source (TDS) and please include 13% VAT in your budget in the financial proposal.



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J. QUALIFICATION AND EXPERIENCES REQUIRED

Habitat Nepal wishes to have the following profiles for the consultants:

- Minimum of 3 years of experience in market systems required.
- Experience working with INGOs is preferable.
- Experience conducting research and surveys is required.
- Knowledge of bamboo and bamboo farming of a team member is required.

K. Process and Deadline

Consulting firms and/or independent consultants meeting the above qualifications are invited to submit a proposal by email to Habitat Nepal at: procurement@habitatnepal.org. Proposals should be received no later than **28th June 2020**. The main body of the proposal should include the following:

- A cover letter showing an expression of interest
- Experience in similar types of programs/projects.
- List of activities and deliverables, providing details where possible and needed.
- Proposed schedule with suggested number of days.
- Estimated budget, including personnel, travel, etc.
- List of two references who can speak to the firm's experience and expertise as it relates specifically to the terms of this project.
- Appendices:
 - ❖ CVs of the team members, outlining previous market systems experience and accomplishments as it relates to demonstrating the skills and knowledge needed to fulfill the requirements of the ToR.
 - ❖ Two examples of reports recently completed. At least one of the reports must be relevant, or similar, to the subject of this project.