



Small Industries Development Bank of India

Expression of Interest (Eoi)

For

Design and implementation of sustainable and scalable models for Financial Security (including livelihood Programs)

Last date of submission of EOI : February 07, 2018 (17: 00 hours)

Eois to be submitted in sealed cover, superscribing “EOI for Design and implementation of sustainable and scalable models for Financial Security (including livelihood Programs) at the following address :

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**Terms of Reference (ToR):
Design and implementation of sustainable and scalable models for Financial
Security (including Livelihood Programs)**

The Preamble

- A. The country has embarked upon a massive inclusive agenda which envisions improved liveability and inclusive development of all. There are several components of this vision. that includes improvement in overall socio-economic development of backward districts of the country and bring the hitherto less fortunate citizenry in to the national economic mainstream.
- B. The challenge for socially excluded groups is two-pronged:
- (i) Their landholdings are marginal and under-productive and (ii) They have limited access to inputs, credit and market services.

While the issue of landholdings may need long term policy intervention, some intervention is possible to enhance the availability of inputs, access to credit and markets. The informal sector, which accounts for a large chunk of livelihood opportunities could possibly be an answer to overcome the issue of employment and livelihoods.

- C. According to NSSO data, nearly 84.7% of jobs in the Indian economy are in the informal or unorganized sector. As per a recent CDS (Centre for Development Studies) report, the job creation in the informal sector has been stagnant. Thus, the job creation capacity of these sectors needs a fillip, the scale of their economics being almost at subsistence level. so that the demographic advantages that India is right **now enjoying is fruitfully utilized** for creation of additional jobs in informal sector in India.
- D. Unemployment issues still hinder the country's development and require alternative strategy for creation of gainful employment. While various initiatives like Make in India and Skill India etc would boost jobs creation in the formal sector, there is a need for concerted efforts to create jobs in the informal sector that constitutes a very high percentage of total jobs.
- E. There are several Govt. agencies with strong infrastructure and "feet on street" engaged in promoting livelihood activities. In addition, the MFI sector is providing access to finance to the low income households those have gone in to create livelihood opportunities for many in the informal sector. However, there is a

perceptible need to synergise, strengthen and supplement the efforts of such agencies to accelerate creation of sustainable small businesses by interventions, *inter alia*, in the fields of skill training, market linkages, business literacy & planning as also linkages for funding for making community based enterprises viable.

The proposed intervention / Project

In this backdrop, SIDBI intends to launch an intensive financial and business literacy program dovetailed into a sustainable and scalable financial security models (including Livelihood Programs). Hence, SIDBI invites intending agencies [viz. New generation social sector start ups, Livelihood agencies, Community based institutions, MFIs, Advocacy and Development agencies, Research, Consultancy organizations and other such institutions etc, engaged in enterprise creation to participate in development of scalable and sustainable models for financial security (including livelihood programs) for creating livelihood opportunities in both non- farm and value added farm and allied sectors. The intention would be to develop Proposals outlining a roadmap for meeting the intended objective along with submission of 'Proof of concept' for demonstration of the implementability of the idea by rolling out the same in the field to test-create about 1000 sustainable financial security models i.e, livelihoods in each of the identified 8 districts (2 in each PSIG states as per Annexure) by December 2019.

The ideas should be holistic (from literacy to livelihoods), innovative, unique, scalable and implementable and may range from setting up rural enterprise to creating sustainable livelihoods for ultra poor through surgical interventions to empowering and strengthening Federations etc. SIDBI shall reserve the right to share such scalable models with public development agencies, if need be, such as 'NRLM', 'NRUM', 'NSDM' etc for large scale roll out.

The interested agencies are expected to have experience of working with existing government infrastructure/platforms like NRLM etc and should leverage such past experience to advocate implementation of successful models with such agencies.

Methodology for roll out

- Proof of Concept (PoC) of the idea to be implemented for enterprise creation by the agencies/organizations fulfilling the specified eligibility criteria.
- The PoCs so received shall be subjected to detailed scrutiny and peer review by a panel of senior officials of SIDBI and / or / including external experts.
- The shortlisted PoCs shall be invited to participate in detailed Request for Proposals (RfPs) to submit Technical & Commercial proposals.

- The Technical & Commercial proposals so received shall be taken-up for holistic review by a panel of senior officials of SIDBI and / or / including external experts for recommending the finally selected proposals to PSIG for consideration of the financial support by the Bid Acceptance Committee (BAC).
- Such agencies/organizations would be expected to implement the finalized proposal in the identified districts in the 4 PSIG states.
- The basis of each finalized Proof of Concept shall invariably be expected to demonstrate scalability and sustainability in the identified geography.
- The EOI should include the following:
 - a) An overview of the agency/organization along with contact details and the name of the Head / CEO along with nodal point of contact.
 - b) Description of core activities of the organization that supports generation / creation of livelihood / employment opportunities through setting up of sustainable and viable enterprises.
 - c) Compliance matrix of fulfillment of eligibility criteria as specified in the Annexure.
 - d) Case studies of employment generation initiatives / programs (out of their past experience) [not exceeding 3-5 pages]
 - e) Proof of Concept (PoC) [not exceeding 3-5 pages] – for creation of sustainable and scalable models for Financial Security i.e, Livelihood Programs.
- SIDBI reserves the right to cancel/modify/scrap the process at its discretion without assigning any reason. Mere submission of PoC does not entitle an agency to seek any cost reimbursement whatsoever or invitation to participate in RfP. Any corrigendum / addendum / modifications or any other development shall be notified over SIDBI website.

Pre-Qualification Criteria and General Guidelines

Agencies/Organizations fulfilling the following conditions may apply:

1	<p>Organization must have experience of 5 yrs in promoting sustainable, scalable & viable financial security models including setting up of rural enterprises and employment creation in the informal sector. Out of these 5 years, agency should have demonstrable experience in 1-2 similar projects where it has contributed at policy level / implementation stage to generate / provide livelihood opportunities / employment in the informal sector. Documentary evidence in this regard may be submitted along with the proposal.</p> <p style="text-align: center;">OR</p> <p>In case of startups or a newly set up social enterprise without the requisite experience as mentioned above it is expected that the main promoter(s) should have at least 7years of experience in promoting sustainable and viable enterprises in the informal sector. The project lead/main promoter of such agency/organization should have demonstrable experience in 1-2 similar projects where s/he has contributed at policy level / implementation stage to generate / provide livelihood opportunities / employment in the informal sector. Documentary evidence in this regard may be submitted along with the proposal.</p>
2	<p>The agency/organization/the lead person (in case of startups or a newly set up social enterprise) have implemented at least one development project related to business literacy cum livelihood creation with a minimum value of Rs.1 crore each, in the past three years.</p>
3	<p>The agency/organization should have average turnover of Rs. 2 Cr for last three years. In case of startups or a newly set up social enterprise, the main promoter/the proposed project lead should have worked in a similar organization for last three years.</p> <p>This should be certified by auditor of the organization along with copies of annual accounts.</p> <p>(If the RFP is submitted as a Joint venture, Lead agency should have 70% of minimum average annual turnover.)</p>

4	The proposals can also be submitted in partnerships/collaboration with agencies having complementary skills. The eligibility criteria should be satisfied in respect of the lead agency in such proposals.
5	Agency shall be willing to participate in detailed RfP for minimum two or more districts of PSIG State for this assignment.
6	All the agencies/organizations applying for the EoI shall be governed by the provisions of integrity pact.
7	SIDBI reserves the right to increase or decrease the pre-qualification criteria to limit the number of shortlisted entities.
8	<p>The program shall be implemented in 4 states of UP, Bihar, MP and Odisha The identified districts are as under: (as per poverty ranking vide NITI Ayog Notification dated November 20, 2017]</p> <p>a) Bihar - Khagaria, Buegusarai,</p> <p>b) MP - Damoh, Vidisha</p> <p>c) Odisha - Kalahandi, Dhenkanal</p> <p>d) UP - Chandauli, Sonebhadra</p>

