**Scoping Agribusiness in Kazakhstan - Terms of Reference**

**Introduction**

Agribusiness remains a sector of unfulfilled potential within Kazakhstan’s economy but is a key part of its drive to diversify the economy. The Kazakh state remains by far the largest stakeholder in the agriculture sector. It acts as regulator, policymaker, landowner and main financier. However efforts to modernise the sector will need foreign knowledge and expertise.

The British Embassy (hereafter the customer) in Astana is keen to assist in this process by matching British companies with core strengths in animal health and farm production to commercial opportunities created by Kazakhstan’s expansion of the sector. Therefore this project will identify barriers that could prevent trade of this nature and identify specific opportunities for the Embassy to follow up.

Kazakhstan plans to spend around $1.25bn annually to increase both productivity and the volume of food exports. This expenditure is set out in Kazakhstan’s agriculture strategy that covers 2017-21. This strategy has seven key goals on which we are keen to focus on two:

* Goal 1.1. Creation of conditions for development of livestock and production, processing and sales of livestock products
* Goal 1.2. Creation of conditions for development of production, processing and sales of crop products

**Objective**

The overall objective is to enable the commercial team within the British Embassy to act effectively in Agricultural sector providing maximum opportunities for the UK exporters. Therefore the project will have two distinct but related objectives:

1. To identify potential barriers to trade in the agriculture industry, focusing on companies wanting to export technology to Kazakhstan. This will include but not be limited to tariffs, regulations, legislation and unfair competition.
2. To identify potential opportunities within Kazakhstan for British businesses. This will involve identifying at least 6 projects that are receiving significant investment and quantifying the opportunity for trade that is available within those projects.

**Recipient**

The customer will be the direct beneficiaries of the project. The result will allow it to conduct more focused, targeted trade work to facilitate the expansion of the agriculture industry in Kazakhstan.

There will also be a number of indirect beneficiaries. British businesses that are looking to export will benefit from the identification of specific opportunities. The study will also benefit Kazakhstan’s efforts to diversify its economy by highlighting barriers to trade and creating opportunities for imports of knowledge and technology.

**Scope**

The implementer will be responsible for building on current customer knowledge of the sector and providing fresh analysis on a small number of specific sub-sectors within agriculture. Specifically the implementers should concentrate on:

1. The provision of products and services to monitor and maintain the health of livestock
2. Technology and services that will increase the efficiency and general production

Other parts of the agriculture sector should be viewed as out of scope. This includes but is not limited to:

* Involvement in subsidy schemes
* Scientific research
* Food processing
* Access to financial services
* The protection and rational use of natural reserves
* Effective use of water resources

**Dependencies**

The customer will be responsible for directing areas of research for the project and overall project management. The customer will not provide introductions or contacts to discuss the sector with, they are interested in independent analysis.

Similarly the customer will not provide office space, translation services, security, insurance, transportation arrangements or visas. All costs should be clearly stated in an activity based budget when bidding to conduct this project.

**Outputs and Deliverables**

The output for the project will be a report, presented in a format of the implementers choosing. This report must contain an analysis of barriers to trade and a separate annex identifying the opportunities for export. The annex should include:

* The value of the business available
* The key stakeholders for that project
* Any available timelines

**Reporting and M&E**

This is envisaged as a short-term project. It is anticipated that activity will start in late January 2017 and be completed by late February 2017. It is essential that all activity is completed and the report presented before the end of March 2017.

Given the small scale of the project reporting requirements are expected to be minimal. It is expected that the implementer will meet the customer before the project commences to explain their plan, for a short mid-project review of progress and at the end of the project to present the results.

Impact evaluation will be internal and there will be no third party monitoring.

**Financial Management and Payments**

Payments will be made once on successful completion of the project. Evidence of expenses will need to be presented before payment.

**Performance Management**

Performance management will take place during the mid-project point. Given the short nature of the project no further performance management is envisaged.

**Budget**

Funding for this project is limited to £10,000. The project will be awarded on the basis of competitive tendering where cost will be a factor.

**Timeframe**

Implementers are expected to be able to start in late January 2017 and to complete the work by late February 2017. It is not possible to fund activity beyond the end of March 2017.

**Duty of Care**

The duty of care for staff and accompanying activities will remain with the implementer for this project.