Expressions Of Interest (EOI)

Hiring of an Individual Consultant to Prepare the TOR for Policy Studies

Contract Ref. No.: MOA/SARP/PMU/2026/CS/IC-PS/866-R

Ministry of Agriculture, Livestock, Land and Irrigation

Smallholder Agribusiness and Resilience Project (SARP)

The Smallholder Agribusiness and Resilience Project (SARP), implemented under the Ministry of Agriculture, Livestock, Land and Irrigation and financed by Government of Sri Lanka and the International Fund for Agricultural Development (IFAD), invites Expressions of Interest (EOIs) from qualified and experienced individuals for the hiring of Individual Consultant for the following position.

- **Individual Consultant to Prepare the TOR for Policy Studies (01 position) - PMU, Pelawatta, Battaramulla**

The closing date for the submission of application will be **03rd December 2026.**

Please visit www.sarp.lk for more details (detailed EOI and TOR) about the required qualifications, experience, and as well as the application procedure.

Project Director,
Smallholder Agribusiness and Resilience Project,
759/2, Mayurapada Pirivena Road, Thalangama South, Pelawatta, Battaramulla.

26th November 2026

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General Conditions Applicable for the Above - Mentioned Positions

All the Qualifications should be in the relevant field of the post. [Please refer the attached Term of Reference (TOR)]

Age Preferred

Candidates who are **below 60 years of age are encouraged to apply**

Languages

Excellent written and verbal communication skills in English and good communication ability in Sinhala and/or Tamil. She/He should have a good sound knowledge in Microsoft office packages as most of the work need to be done by him/herself. Working knowledge of another official language is desirable.

Duration of the Service

The initial duration of the post is 09 months from the date of signing the contract. (Details given in TOR)

Location

Project Management unit (PMU) is located in Battaramulla. However, traveling to project locations under HUB 01 (Nikawaratiya) and HUB 02 (Madawachchiya) may needed accordingly.

Those who are interested can download the TOR & REOI through website **www.sarp.lk**. Please forward your proposal (Complete resume with relevant copies of the certificates and experiences as per the TOR) **on or before 03rd December 2026** by registered post/by hand to reach the following address and e-mail a soft copy of the said application with all the documents indicating subject of the email as the post you applied, to **procurementsarp@gmail.com**. Please indicate name of the post on the top left-hand corner of the envelope.

For more details, please contact Senior Procurement Specialist on **+94 77 344 1309** or **procurementsarp@gmail.com** during working days, from 9.00 a.m. to 3.00 p.m.

Address

Project Director,

Smallholder Agribusiness and Resilience Project,

759/2, Mayurapada Pirivena Road, Thalangama South, Pelawatta, Battaramulla.

26th November 2026

Democratic Socialist Republic of Sri Lanka
Ministry of Agriculture, Livestock, lands and Irrigation
Smallholder Agribusiness and Resilience Project (SARP)

TERMS OF REFERENCE (TOR)

(Hiring of an individual consultant to prepare the TOR for Policy Studies)

Hiring of an individual consultant, to identify complementary policies / strategies that required national level policy consideration to make long-term sustainability of the SARP approach in holistic development of the Dry Zone smallholder sector within the scenario of climate change.

Procurement No.: MOA/SARP/PMU/2026/CS/IC-PS/866-R

1. Agriculture sector in Sri Lanka:

Despite the declining share of the Agriculture in the Sri Lankan GDP, about 30% of the labour force of the country still remains in the agricultural sector as an important source of employment. Approximately 2.3 million hectares of the agricultural lands in the country, 80 percent are used for non-plantation food crops. About 1.65 million smallholder farmers operate on average less than 2.0 hectares of land and contribute 80 percent of total annual food production. The smallholder contribution remains as the backbone of the agricultural sector. Sectorial challenges include low and declining productivity, land fragmentation, misuse of agrochemicals (including fertilizer), inappropriate agricultural technologies, poor water management and lack of market competitiveness due to poor quality products and inadequate food safety measures, which affects the quality and the supply of food and water to the nation.

Sri Lanka, however, can be considered as a development success story having surpassed many of the Millennium Development Goals. Extreme poverty is rarely found but is concentrated in geographical pockets. The population groups most affected by poverty are agricultural smallholders, plantation workers, underemployed and landless workers, including youth and women. Youth represent approximately 24 percent of the total population and are the group with the highest unemployment rate.

Over the last three decades, the food security situation in Sri Lanka has improved significantly but food and nutrition security at household level for all segments of the population, especially the socially and nutritionally vulnerable groups are not equally achieved.

Since the early 2000s Sri Lanka has had a series of development policy frameworks which reflect the vision of the changing governments that swing the emphasis between private sector-driven growth and continued state intervention in the economy.

The need for the rural sector is to increase competitiveness through improved technologies and a shift to commercial agriculture, along with food security and income increases for small farmers. It recognizes the need to address growing income disparities among income earners and geographical regions.

More importantly, climate change (CC) signifies a major challenge in Sri Lanka with an increasing trend towards heavier and less predictable rains, hot spells and extended dry periods. This is acutely affecting rural households in the Dry Zone region. CC is also intensifying the effects of environmental degradation, population pressures and unsustainable land use practices with depleted land being further degraded by heavy rains and floods.

Several studies have confirmed that the smallholder farmers cultivating under the village irrigation systems are poorer and more vulnerable to the impacts of climate change hence the SARP focuses in improving village irrigation system and promoting agribusiness development for the tank-based community in the selected dry zone districts.

2. Brief Description of the SARP

The SARP is to contribute to poverty reduction and to improve food security in the smallholder sector in selected Dry Zone regions in Sri Lanka addressing the challenges of CC.

The project focuses on 06 districts namely Mannar, Vavuniya, Anuradhapura, Puttlam, Kurunegala and Matale in the North, North Central, Central, and Northwest provinces of the dry zone. The project is to focus on selected 260 tanks forming water management cascades in three river basins – the Malwathyu Oya, Mi Oya and Deduru Oya - identified jointly with the Department of Agrarian Development (DAD) as most vulnerable, ecologically and socially. The selected cascades are in the so called 'hot spot' geographical areas where farmers and farming livelihoods are highly exposed and vulnerable to increasing climatic variability.

The project targets three categories of smallholder households – the extremely rural poor, poor with potential to sell in local markets and more commercially oriented smallholder farmers.

i) The extreme poor category includes households that are rain-fed producers, with small, fragmented holdings or landless. Both categories are food insecure.
ii) The next category of farmers will be moderately poor households that are economically active in agriculture and are in cascades with minor irrigation systems. These farmers have holdings of less than 1 hectare that produce surpluses of rice and some cash crops, depending on the water availability. This is the main category and the level of participation in market sales is usually low. These households are at risk of slipping into the lower ranks of poverty and food insecurity due to climate and economic shocks.
iii) The third category is the better-off farmers (with holdings of between 1-2 ha.) and other value chain actors are more commercially oriented and play an important role in value chain development.

The other vulnerable groups include households suffering severe malnutrition, disabled persons and ex-combatants.

The development objective of the SARP is to build resilience and market participation of 40,000 rural smallholder households in the project area (180,000 persons) to contribute to smallholder sector poverty reduction and to improve food security in the Dry Zone regions.

3. Project Management:

The development objective of the project is expected to be achieved through implementing two technical components focusing on capacity building for climate resilience and inclusive value chains (Component 1) and climate sensitive investments for climate resilience and inclusive value chains (Component 2). Each of these components comprises two technical sub-components, respectively, and supported by a cross-cutting component (Component 3) that will service the project through effective coordination and management.

Component 1 will be implemented through two sub-components:

1.1: Strengthening adaptive capacity of service providers and farmers to climate change and 1.2: Strengthening capacity for inclusive value chain development.

The objective of sub-component 1.1 is to strengthen the capacity and skills of local service providers, water user associations, watershed management organizations and farmers to adapt to climate resilience.

The objective of sub-component 1.2 is to strengthen capacity for inclusive value chain development through trainings in nutrition, business management, finance and marketing for Producer Organizations, Self Help Groups and individuals to improve nutrition, access markets and enhance their income.

Component 2 will be implemented through two sub-components:

2.1: Investments for climate resilient production and infrastructure and

2.2: Investment for inclusive value chain development.

The objective of sub-component 2.1 is to enhance climate resilience and promote better production conditions through investments in the construction of water and land development and adaptive farm technologies.

The objective of sub-component 2.2 is to increase profitability and income through investments in markets, feeder roads and service support centres for smallholder farmers, women and youth.

The Component 3: Under the purview of the Ministry of Agriculture, Livestock, Land and Irrigation, a Project Management Unit (PMU), headed by a Project Director, is in operation at national level with the support of two hub offices in the project districts. A National Steering Committee (NSC) will provide strategic oversight.

4. Background for the proposed Assignment:

SARP undertakes the integrated ecosystem development approach as an example of what can be accomplished if quality implementation is achieved. This approach, if effectively conducted, should be viewed as a paradigm shift for the project in that it promotes an integrated, holistic approach to enhancing water and land management through the interconnected elements of irrigation systems, soil conservation, agroforestry combined with improved farming practices. Highlight of SARP is the integrated approach to catchment management, which is being advanced incorporating climate change concerns, understanding linkages across river basins/sub-river basins, and including multiple uses of water.

The proposed assignment should be considered within the context of the latest Mid-Term Review (MTR) findings and the ongoing restructuring of SARP. The Project has generated emerging lessons and implementation experience in several key areas, including tank rehabilitation, catchment restoration, climate-smart agricultural production, public–private–producer partnership (4P) arrangements and value-chain linkages, and the development and use of the Management Information System (MIS). At the same time, the Project's exit and sustainability strategy is yet to be finalized. Accordingly, the consultant shall use the MTR findings and restructuring priorities as the starting point for assessing the Project's policy experience. Particular attention should be given to identifying policy issues and lessons that are sufficiently mature and supported by evidence for wider institutional or policy uptake, while clearly distinguishing those areas that require further implementation experience, analysis, documentation, or evidence generation before being considered for policy adoption or scaling up.

To achieve the sustainability of the approach followed by SARP and other projects relating to integrated watershed development, need of a national level policy dialogue has been identified.

The country-level policy engagement has been focused with regards to macro policy issues, such as land tenure and the creation of a conducive enabling environment for value chain development to promote youth in agribusiness, including access to finance. Additionally, there are meso-level issues such as the fragmentation of advisory/ extension services within the public sector that have a national impact. The need for a new policy that recognizes the importance of integrated ecosystem development is more related to the issue of climate change. Addressing these issues deserves consideration not only at an individual project level but at the country-level.

5. Objectives of the Assignment

To ensure longer-term sustainability, the project provides support for policy dialogue informed by targeted studies to be conducted during implementation. Topics such as integrated watershed development, post-harvest management, youth engagement in agriculture and small farmer insurance have been singled out as priorities. Complementary policies or strategies would be expected to help improve the overall enabling environment for development of the Dry Zone and hence contribute to long-term sustainability.

The objective of this assignment is to identify and prioritize key policy issues, gaps, and complementary sector policies relevant to the implementation of SARP, and to support the effective uptake of SARP's evidence, lessons, and good practices into relevant government policies, strategies, operational guidelines, programmes, and institutional processes. The assignment will assess policy gaps, determine which emerging project lessons are sufficiently mature for policy consideration, and formulate strategies for further policy action research

where additional evidence is required. Based on this assessment, the consultant will facilitate the preparation of a minimum of five policy papers during the project implementation period, ensuring that each paper is linked to a realistic and clearly defined policy uptake pathway. The consultant's performance will therefore be assessed not only on the completion of studies, reports, consultations, and workshops, but also on the relevance of the recommendations, engagement with responsible institutions, and demonstrable progress towards incorporating the findings into appropriate government strategies, guidelines, and decision-making processes.

In consultation with Government stakeholders, the consultant will undertake policy action research to identify thematic areas for SARP policy research studies requiring policy attention. It is required to assess existing policy frameworks, and recommend with practical policy actions supported with brief concept notes. He/she will then facilitate PMU to identify suitable candidates to undertake a minimum of five policy papers / policy research by way of drafting concept papers, ToRs for policy studies, streamlining EoIs/RFPs, and making recommendations to the PMU.

The consultant will ensure timely submission of policy studies, review them, compile and submit a synthesis report documenting the facilitation process, stakeholder engagements, key outputs generated by contributing researchers, policy dialogue outcomes, and a roadmap for advancing policy actions beyond the project period.

6. Tasks of the Assignment

a) The consultant will act primarily as a facilitator, coordinator, and process manager to support evidence-based policy development under SARP. The consultant will identify priority policy study areas, develop Terms of Reference for engaging specialized service providers, support PMU in their selection, and guide the overall process through to government uptake.
b) Assess the existing national and sectoral policy environment, including relevant policies, strategies, institutional frameworks, and regulatory provisions, to inform the scoping of policy study areas, through coordination with responsible agencies and subject specialists.
c) Facilitate the identification, prioritization, and validation of a minimum of five policy study themes, policy gaps, and institutional constraints relevant to scaling up and sustaining SARP's integrated development approach, in consultation with the PMU, relevant government institutions, development partners, and other key stakeholders. The selection of policy themes shall be based on clearly defined criteria, including: the availability and quality of evidence generated through SARP; demonstrated government demand or an identifiable policy window; the existence of a responsible lead agency with a mandate to act on the findings; a realistic prospect of policy or institutional uptake during project implementation or following project closure; relevance to the replication, scaling, and sustainability of the SARP model; and potential linkages with future government programmes, budgets, or donor-funded investments. The selected themes should be sufficiently focused, actionable, and aligned with existing policy processes, rather than broad areas requiring extensive evidence generation without a clear pathway for uptake.
d) Develop Terms of Reference (ToRs) for each identified policy study, defining scope, objectives, methodology expectations, and deliverables required from specialized service providers/research institutions.
e) Support PMU in the procurement process for engaging qualified service providers for each policy study, including support to proposal evaluation, technical clarifications, and selection recommendations.
f) Review and provide quality assurance on each engaged service provider's inception report and study methodology prior to commencement of full study work, to ensure alignment with ToR objectives.
g) With the help of PMU, organize and facilitate stakeholder dialogue events for each policy study (minimum five events) to present draft findings to relevant government institutions, development partners, and stakeholders, and to gather structured feedback for strengthening each study.
h) Verify that feedback from stakeholder dialogues has been adequately incorporated by each service provider into their final policy study reports, and confirm the technical quality and completion of each final report.
i) With the help of PMU, plan, coordinate, and facilitate a national-level policy dialogue event to collectively present all finalized policy studies, build consensus among government agencies and stakeholders, and promote uptake of integrated ecosystem development and climate-resilient rural development policy options.

j) With the help of PMU, support follow-up engagement with relevant government agencies to encourage formal acknowledgment and referencing of the policy studies within their respective policy agendas, strategies, or planning frameworks.
k) Compile and submit a final synthesis report documenting the facilitation process, ToR development, procurement support, service provider engagements, stakeholder dialogue outcomes, final policy study outputs, national dialogue outcomes, and a roadmap for advancing policy uptake beyond the project period.
l) Identify opportunities to integrate SARP policy lessons into future government and development partner investments, particularly in tank rehabilitation, climate resilience, and value-chain development.

7. Duration of the assignment:

The initial duration of the assignment is 9 months commencing from the date of signing the contract. However, the short-term consultant will be required to continue providing services until the Policy Consultant is recruited and formally assumes duties.

8. Payment for the assignment:

The total value of the proposed consultancy assignment is 3,500,000.00 (LKR), inclusive of all applicable taxes. The amount and the associated payment schedule are indicative and subject to negotiation at the time of awarding the assignment

9. Payment Clause: Payment to the Consultant shall be made on a deliverable-linked basis, tied to the satisfactory completion and acceptance of each milestone specified in the table below, as certified by the PMU. No advance payment shall be made except as may be otherwise agreed in writing.

The payment percentages indicated below are indicative and subject to negotiation and mutual agreement between the Consultant and the PMU prior to contract signing. The final payment schedule, including the number of milestones, associated percentages, and payment timelines, shall be formalized in the signed contract following discussion with the selected Consultant, taking into account the Consultant's proposed methodology and work plan.

Where delays in deliverable completion arise from factors outside the Consultant's control — including but not limited to delays by engaged service providers in completing commissioned policy studies — the payment schedule and overall contract timeline may be revised through mutual written agreement, without affecting the total contract value.

10. Deliverables and Payment Schedule

#	Deliverable	Linked Task(s)	Payment %	Consultant Timeline
1	Inception Report, including validated priority policy study areas (min. 5)	a, b, c	10%	Month 1
2	Finalized ToR Package and service providers engaged for all policy studies	d, e, f	15%	Month 2–3
3	Stakeholder dialogue events completed for all five policy studies	g	30%	Month 5–6
4	Final policy study reports cleared, with feedback incorporation verified	h	20%	Month 7
5	National-level policy dialogue event conducted	i	10%	Month 8
6	Final synthesis report, including a Policy Uptake Matrix outlining responsible agencies, required actions, engagement status, next steps, timelines, and follow-up responsibilities, submitted.	j, k	15%	Month 9
Total		**-**	**100%**	**-**

Note: Service providers' actual study research and drafting (Month 3–6, approx. 3–4 months) runs in parallel and is not part of the consultant's deliverable timeline — the consultant facilitates around this period but does not control its pace.

11. Expected contribution from SARP:

SARP will provide available project documents, progress reports and other relevant documents, technical feedback on progress reports of the assignment and directions on time.

12. Method of selection:

Procurement method of Selection of Individual Consultant Selection (ICS) is applied for choosing the qualified Consultant.

13. Contract Management:

The Contract Management will be done by the **M & E Specialist** of Project Management Unit (PMU) of SARP with the guidance and supervision of the Project Director, SARP.

14. Qualification & Experience of the Consultant:

a) Basic Qualifications

- **Master's degree or higher in public policy, development studies, or a related field**.
- **Minimum 12 years of professional experience**, including substantial experience in policy facilitation or coordination within donor-funded or government development projects.

b) Other Qualifications

- Demonstrated experience managing multi-stakeholder processes involving government agencies, development partners, and research/technical institutions.
- Familiarity with national policy-making processes in Sri Lanka, including how policies are developed, validated, and adopted by government agencies.
- Demonstrated experience developing Terms of Reference and supporting procurement/selection of technical consultants or research institutions.
- Proven experience organizing and facilitating high-level dialogue events or workshops involving senior government officials.
- Strong report writing and synthesis skills.
- Prior experience working with PMUs in donor-funded projects (ADB, World Bank, or similar) is an advantage.
- Demonstrated working knowledge in at least one of the following areas—climate resilience, watershed management, or integrated ecosystem development—is required, with broader experience across these areas considered an advantage.