

First CALL FOR EXPRESSION OF INTEREST (EoI)

For Productive Partnerships under the *Accelerate Bhutan's Job Transformation through Renewable Natural Resource Value Chains (RNR Jobs)*

Issued by: Project Management Unit (PMU), Ministry of Agriculture and Livestock (MoAL)

Date of Issue: October 14, 2026

Call for EoI period: 3 months (October 15, 2026 – January 15, 2027)

Screening method: Batchwise review where batches are taken every 4 weeks

Deadline for Final Submission: January 15, 2027

1. Background

The Royal Government of Bhutan, through the PMU housed at the MoAL, is implementing the **Accelerate Bhutan's Job Transformation through Renewable Natural Resource Value Chains** (RNR Jobs project), funded by the World Bank. The objective of the RNR jobs project is to increase value addition and employment in selected RNR value chains in Bhutan. The project's objective is aligned with the MoAL's priorities of the 13th Five-Year Plan (13FYP). Under the second component, Productive Partnerships, the project aims to enhance the productivity and market access of smallholder farmers through the establishment of Productive Partnerships between agribusinesses, farmer groups, cooperatives, and other relevant actors in the agricultural value chain.

Productive Partnerships

A Productive Partnership is defined as a commercial agreement between a Lead Partner (private sector off-taker of agricultural products) and Producer Organizations (Farmer's groups, Cooperatives, or Federations). The approach brings together producers and buyers based on a commercial agreement and seeks to address the production and the demand-side challenges that weaken market linkages.

Under the project's Productive Partnerships, the PMU invites eligible and interested stakeholders to submit Expressions of Interest (EoI) for receiving project support to operationalize business ideas jointly developed between smallholder Producer Organizations and Lead Partner.

2. Objective of the Productive Partnership component

The Productive Partnership component aims to:

- Support Productive Partnerships between smallholder producers and market actors based on commercial agreements.
- Support the skills needed to develop and implement quality business plans based on solid business ideas submitted by the Productive Partnerships.
- Co-finance business plans that promote productive investments to address supply and demand challenges across the value chain simultaneously.
- Strengthen the capacity of farmer organizations and other value chain actors.
- Impose strict eligibility, screening, validation, evaluation, and monitoring criteria through a competitive call for proposals.

The project will support different Tiers of Productive Partnerships, depending on their governance structure, market orientation and financial capacity.

Table 1: Definitions of Tiers

Type	Typical Partnership	Focus of Business Idea
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Tier I – Nascent PPs	(Un)registered Producer Organization(s) + Licensed/registered Micro Enterprise	Commercialization: registering Producer Organizations, surplus production, aggregation, establishing market linkages
Tier II – Emerging PPs	Registered Producer Organization(s) + Licensed/registered Small or Medium Enterprise	Scaling Up: strengthening Producer Organizations, post-harvest operational efficiency, improving product quality, formalizing domestic and export market linkages
Tier III – Advanced PPs	Registered Producer Organization(s) + Licensed/registered Medium or Large Enterprise	Transformation: diversifying products and markets, innovation and R&D, digitization, sustainability, export market competitiveness, creating additional jobs

3. Business idea

During the EoI, applicants are asked to present a convincing Business Idea (BI) which explains the basic concept, objectives, and investment needs of the Productive Partnership to be used in the EoI. The Business Idea template includes; (a) Basic information of the Productive Partnership; (b) Business Idea; (c) Capital requirement and source; (d) Risks, impact and Sustainability.

The PMU will use the Business Idea to assess the eligibility and alignment of the Productive Partnership with project objectives. Thus, the Business Idea should present the following;

- Strong linkage between the Lead Partner and Producer Organization(s) ensuring market access and fair price for the producers, and quality and quantity produce for the buyer.
- Caters to the relevant requirements of both the Lead Partner and Producer Organization(s) under the Productive Partnership in strengthening their roles and function in the Productive Partnership.
- A business model that is sustainable to production, marketing, and climate risk and can sustainably run after project support.
- Built on mutually agreed goals between partners and clearly support the development objectives of the project, including improved employment, value addition, and economic inclusion of women and youth.

4. Eligible Applicants

Support to the Productive Partnership by the RNR jobs project is conditional on applicants meeting the following mandatory requirements.

- 4.1. **Support to the Partnership:** The Business Idea should be developed jointly by the Lead Partner and Producer Organization(s) under the Productive Partnership. The project will not support individual actors in agri-business value chain.
- 4.2. **Commercial Agreement:** Project support will go to Productive Partnerships which agree on a commercial agreement between PP themselves. This needs to be finalized and formalized at the Business Plan stage. However, the PP requires submission of initial Commercial Agreement at EoI stage indicating the commercial viability of the partnership and which is the cornerstone of the Productive Partnership.
- 4.3. **Financial Commitment:** The partnership should commit to mobilizing the 50% of the total investment cost as co-contribution either through their own resources or through other sources (financial institutions).

4.4. Joint Bank Account: The two parties in Productive Partnership confirm to opening of a joint bank account for the purpose (co-contribution and matching grant) of the project. Further, they confirm to jointly operating the account (i.e. all payments are jointly signed/ approved by representatives of both Lead Partner and Producer Organization(s)).

4.5. Compliance with Basic Eligibility Criteria: The Productive Partnership must meet a set of basic eligibility criteria, which are objective, verifiable, and non-discretionary in nature, to ensure the technical and commercial viability of the Productive Partnership. These criteria and requirements are provided in the table below.

Table 2: Basic Eligibility Criteria

Sl. #	Basic Eligibility Criteria	Criteria Description	Response	Requirement	Means of Verification	Non-compliant EoI when
1	Commercial Agreement	Initial commercial agreement indicating the partnership	Yes/No	Yes, for all Tiers	Agreement	No
2	Lead Partner (LP) have registration/ license.	LP should have valid registration/ license	Yes/No	Yes, for all Tiers	Registration certificate / trade license	No
3	Producer Organization (PO) is registered with DAMC	# Minimum of 75% farmers/ producers are members of a PO(s) which has a valid registration with DAMC. # The remaining farmers/ producers commit to joining the existing PO(s) or forming a new group.	Yes/No	# Waived off for Tier I # Applicable for Tier II and III	Registration certificate from DAMC with list of members	No for Tier 2/ Tier 3
4	Number of years in business for LP	LP should have active business engagement	# years	At least 6 months for Tier I, 2 years for Tier II, 3 years for Tier III.	# Business tax certificate or Bank statement as per the requirement	<6 months, <2 yrs & <3 yrs as per Tiers
5	Number of months the registered PO(s) is actively in operations	At least one registered PO shows operations for more than the	# months	# Waived for Tier I # Minimum 6 months for Tier II and III	Monthly summary of account from 1st April 2026 to 30th	<6 months

		specified period.			September 2026.	
6	Number of members in the PO(s)	Registered PO(s) should have the minimum number of members.	# members	Registered POs should have at least 5 members.	Registration certificate/ updated list of the members	< 5 members
7	LP has no current non-performing loans	Non - performing loan based on the CIB report.	Yes/No	Yes, for all Tiers	CIB report	No
8	LP declares no conflict of interest with the project	LP should declare if it has a direct family member in the PMU/ TWG.	Yes/No	Yes, for all Tiers	Declaration of conflict of interest	Only declare

If the EoI is eligible with respect to all criteria, it will be assessed for project alignment (see below). If the applicant is found to be incomplete in the above criteria, the EoI will be sent back with comments for revision. The Productive Partnership is allowed to resubmit in the same call for proposal before the deadline. If the revised EoI is still not complying with any of the criteria in Table 2, the EoI will be rejected.

5. Alignment with Project Priorities

In addition to meeting the above eligibility criteria, the Business Idea must show strong alignment with and readiness to support the project's priorities.

- 5.1. **Alignment of Business Idea with project objectives:** the Business Idea indicates clear alignment with the PDOs of the RNR jobs project and 13FYP priorities, potential to increase value addition in commodities/products, create more or better jobs, particularly for females and youth. The Business Idea explains how progress under the Productive Partnership is tracked. The Business Idea cannot propose investments that exceed two (02) years.
- 5.2. **Business Idea embedded in local and social context:** the Business Idea is clear in terms of linkages between and shared benefits to each partner; is strongly connected to the local context and value-chain constraints and opportunities; explains the current status of the relevant value chain; and makes realistic assumptions about production, processing, and market access and demand.
- 5.3. **Business Idea with economic and sustainability viability and resilience:** the Business Idea is transparent in the different production, processing, market, and climate risks that may occur and proposes a comprehensive set of investments in climate smart agriculture, complementary public or private support services, or other risk mitigation measures to reduce the PP's risk of failure due to such risks. The Business Idea demonstrates sustainable beyond project support and does not contain non-eligible expenditures or insurmountable major negative social or environmental impacts.

If the EoI is considered weak in alignment but areas for improvement are possible within the EoI time period, the PMU will invite the applicant to resubmit a revised EoI.

6. Eligible Activities

Activities eligible for financing under the matching grants may include:

- Capital Investments in production, post-harvest handling, processing, storage, and transportation.
- Working capital for inputs, initial operating expenses, market linkages, business development services, certifications.
- Capacity building and training.
- Technology adoption and innovation.
- Environmental and social safeguards compliance measures.

7. Investment needs and Matching Grant

As both producers and buyers face significant failures in accessing finance, one key aspect of the RNR Jobs project is that the PP's investment needs are co-financed by the Productive Partnership ('beneficiary') and the public sector (the project). The project will offer a grant of 50% of the total investment needs outlined in the business idea, that needs to be matched with the beneficiary contribution of 50%. It is therefore called a matching grant and will not be unlocked if the Productive Partnership does not commit to the 50% beneficiary contribution.

The size of the grant will depend on the size of the total investment need. The total investment need – and hence the grant size – is capped depending on the Tiers (Table 2):

Table 3: Matching Grant Ratio by Tiers

Type	Investment size	Max grant size	Total Business Plans
Tier I - Nascent	Up to Nu 3.4 million	Nu 1.7 million	99
Tier II – Emerging PPs	Between Nu 3.5 million to Nu 8.5 million	Nu 4.25 million	50
Tier III – Advanced PPs	Nu 8.6 million to Nu 25.5 million	Nu 12.75 million	7

- **Tier I:** can propose investment needs of up to Nu 3.4 million meaning that the matching grant is capped at Nu 1.7 million at the maximum. A total target of 99 business plans are expected to be supported under this Tier.
- **Tier II:** can propose investment needs from Nu 3.5 million to Nu 8.5 meaning that the matching grant is capped at Nu 4.25 million at the maximum. A total target of 50 business plans are expected to be supported under this Tier.
- **Tier III:** can propose investment needs from Nu 8.6 million to Nu 25.5 million meaning that the matching grant is capped at Nu 12.75 million at the maximum. In Tier III, Productive Partnerships can investment needs beyond Nu 25.5 million, but the matching grant will not exceed Nu 12.75 million. A total target of 7 business plans are expected to be supported under this Tier.

All beneficiary contributions need to be in cash to ensure full ownership and commitment of all Productive Partnership partners. Partners may use their own cash, financial resources, or approach financial institutes to make the beneficiary contribution. The partners will discuss and jointly decide between themselves about how to split the total beneficiary contribution between each partner. It is up to the Productive Partnership to discuss and agree on how much each partner contributes to the total beneficiary contribution amount if the partner contributes at all. The decision may depend on the investment requirements by each partner as well as their financial capacity, and this should be clearly presented in the EoI including ownerships of the assets.

8. Selection Process

This is a two-stage process:

- **Stage 1 – EoI Screening:** Submitted EOIs along with the Business Idea will be reviewed by the PMU/TWG based on administrative completeness (i.e. all required documents are submitted), compliance with all mandatory eligibility criteria in Section 4, and alignment with project objectives in section 5.
- **Stage 2 – Full Proposal:** Shortlisted applicants will be invited to convert the Business Idea into a detailed business plan and submit the business plan for independent evaluation and potential grant award.

At the EoI stage, the proposals received will be classified into following 3 categories;

- a. **Green:** The Business Idea is eligible and sufficiently aligned; any remaining gaps can be addressed during BP preparation. The project will accept the EoI and will inform the partnership to proceed to the Business Plan development.*
- b. **Orange:** The Business Idea is eligible with all the basic criteria being met and potentially aligned, but requires clarification, additional information, or improvement in one or more areas that need to be addressed before going to BP preparation. The project will return the EoI to the partnership with comments for improvement. The partnership will be invited to resubmit the revised EoI during the current call for proposals itself. The revised EoI will be reviewed again and will either be accepted or rejected.*
- c. **Red:** The Business Idea is ineligible, fundamentally misaligned with the project, lacks a credible partnership or market logic, no credible financial contribution pathway, or major unmitigated risks. The project will reject these EoIs and they are not invited to resubmit during the current call for proposals.*

9. EoI Submission Requirements

Interested applicants should submit an EoI containing the following:

- 9.1. Cover Letter (Template provided)
- 9.2. Business Idea (Template provided)
- 9.3. List of Annexures / Templates

10. Submission Instructions

EoIs can be submitted either through Hard copy or E-mail. EOIs should be clearly marked as: **Expression of Interest – Productive Partnership under RNR Project**

- **Address for Hard copy;**
Project Manager
RNR Jobs project,
MoAL, Thimphu
- **Email address:**
 - sherubg@moal.gov.bt (Project Manager)
 - karmawangchuk@moal.gov.bt (PP Coordinator)
 - rinchenchecdup@moal.gov.bt (Procurement Officer)

11. Additional Information

- All interested parties are requested to register for participating in the project through sending in your contact details and Email id to PP Coordinator (Contact detail in 10.2).

The project will send out important notifications via email/WhatsApp directly to the registered participants. The same notifications would also be available on the MoAL website www.moal.gov.bt.

- For further information, please contact:
Name of contact person: Karma Wangchuk
Designation: PP Coordinator, RNR Jobs Project, MoAL
E-mail: karmawangchuk@moal.gov.bt
Phone No.: 17304155

Name: Sherub Gyeltshen
Designation: Project Manager
email: sherubg@moal.gov.bt
Phone: 77352776

Note: Only shortlisted applicants will be contacted for the next steps.

Annexure

EoI response template (covering business idea)

Cover Letter
(Preferably on organization's letterhead, if available)

To
The Project Manager
Project Management Unit
RNR Jobs Project
Ministry of Agriculture & Livestock
Thimphu, Bhutan

Subject: Expression of Interest for Productive Partnerships under the “Accelerate Bhutan’s Job Transformation through Renewable Natural Resource Value Chains” (RNR Jobs) project

Dear Madam/ Sir,

We, the undersigned, hereby express our interest in participating in the Productive Partnership Component under the said project. We propose a Productive Partnership between _____ (*name of Agri-enterprise*) as Lead Partner and _____ (*name/ number of Farmer groups, cooperatives, federations*) as *Producer Organization* (add all names in case of multiple Producer Organizations) to implement a joint Business Idea focused on _____ (*name of commodity or activity*) in _____ (*name of geography*).

We confirm that the Business Idea is backed by an offtake commercial agreement.

We hereby commit to implementing the proposed business idea within two years from the date of approval under the RNR Jobs Project.

We are applying potentially under Tier ____ category, and we commit to mobilize 50% as beneficiary contribution.

We confirm to get all independent producer, part of the PP, registered with existing POs or as new Producer Organization before the release of 2nd tranche.

We assure full compliance with the project’s environmental, social, and fiduciary standards.

We also confirm that we will maintain proper records of any financial, contractual, or administrative documents and make them available as per the project’s requirements.

With this Expression of Interest, we are enclosing details of our business idea, certificate of registration/licence for lead partner, or any other documentation as explained in the call for proposal.

Sincerely,

Signature with stamp

Name:

Designation:

Name of Lead Applicant Organization:

E-mail:

Phone Number:

Enclosed:

- I. Business Idea **(Template)**
- II. Certificate of registration & Business license for Lead Partner
- III. Registration certificates for Producer Organizations
- IV. Contact details of Producer Organizations **(Template)**
- V. List of Producer Group Members segregated by Producer Group names or as independent producers **(Template)**
- VI. Statement of Bank account of Lead Partner for;
Monthly summary of account from 1st April 2026 to 30th September 2026 (Tier I);
Monthly summary of account from 1st October 2024 to 30th September 2026 (Tier II);
Monthly summary of account from 1st October 2023 to 30th September 2026 (Tier III).
- VII. Statement of Bank account for at least 1 registered PO(s) January, February, March of 2026.
- VIII. Declaration of conflict of interest for the Lead Partner **(Template)**
- IX. CIB report for the Lead Partner for the month of Sep 2026 (as per CID and TPN)
- X. Preliminary Commercial Agreement for Productive Partnership **(Template)**

Note: In case required by the project, other supporting documents may be requested during the process!

Template I: Business Idea

1. Basic information of the Productive Partnership

Instructions: Provide details of the partners under the Productive Partnership submitting the EoI in the table below. If the Productive Partnership engages more than one Producer Organization, add columns to the table. Only provide information relevant to the application of the EoI.

Lead Partner

Table 4: Profile of Lead Partner

Details	Lead Partner
Name of entity	
Name of head of entity.	
Gender of head of entity	
Role of Lead Partner in the Productive Partnership	
Registration detail: Type: Registration No.: Year of registration: License No: Year obtained:	
Bank account info Name of Bank: Account number: TPN number: Address: Name of Account Holder: Type of Account:	
Do you have a Non- Performing Loan, based on current CIB report)? Yes/ No If yes, provide details	
Do you have a direct family member in the PMU/ TWG? Yes/ No If yes, provide details	

Registered Producer Organization No. _____

Table 5: Profile of Producer Organization

Details	Producer Organization
Name of entity	
Name of head of entity.	
Gender of head of entity	

<i>Role of Producer Organization in the Productive Partnership</i>	
<i>Type of legal entity: farmer group, cooperative, or federation</i>	
• <i>Total number of Members in the POs</i> • <i>Total numbers of participating members in the PP.</i>	
<i>Bank account information</i> Name of Bank: Account number: TPN number: Address: Name of Account Holder: Type of Account:	
<i>Does a commercial agreement exist between the Producer Organization and Lead partner?</i> Yes/No <i>If yes, number of completed years</i> <i>Type of Agreement (Verbal/ written)</i>	

Note: The table above needs to be filled in for all the Producer Organizations part of the Productive Partnership. Please copy paste the table for the purpose.

2. Business Idea

Instruction: *Business Idea contains the basic concept, objectives, and investment needs of the Productive Partnership and is backed by a commercial relationship between the Lead Partner and Producer Organization(s). If the Business Idea is selected, the Productive Partnership will convert the Business Ideas into a full fledged Business Plan.*

2.1. Title of the Business idea

- A. Give a title to your Business Idea by which it would be identified and recorded by the RNR Jobs Project. The title should resonate with the idea itself. The title can also be the brand name currently in use.

Response:

- B. What is the Business Idea?

Response:

- C. Briefly explain the objective of the Business Idea.

Response:

2.2. Description of the Partnership

- A. *Provide details of Producer Organizations & Lead partner.*

Response:

- *Number of Producer Organizations associated in the PP:*
- *Total number of members for each Producer Organization part of the PP:*
- *Total number of members participating in the PP:*
- *Are there individual farmers/ producers which are not part of any group, if yes provide their numbers:*

- B. *Provide details of the commodity or commodities targeted under the PP.*

Response:

- C. *Provide geographic details for each commodity in terms of;*

Response:

- *Production:*
- *Market:*

- D. *Provide description of roles.*

- *Lead Partner:*
- *Producer Organization:*

2.3. Business Potential

- A. Provide details of current and expected volumes and market for the Commodity/ies under the Business Idea. Indicate if it would be possible to provide letter of intents from potential buyers of finished products at the BP development stage.

Response:

- B. What are the opportunities and challenges that the Business Idea addresses for the two partners in the PP? Describe expected changes envisaged against opportunities and challenges after intervention under the PP project.

Note: Fill in table 3 as below with information for the PO in the first row and the lead partner in the second row. First, provide a list of key challenges (column 3) and opportunities (column 4) that the PP wants to take up under the Business Idea. Second, explain the activities (column 5) proposed by the PP in the Business Idea to address the challenges and opportunities. Third, explain the expected changes the PP envisions to bring about as part of the Business Idea.

Response:

Table 6: Challenges & opportunities

Sl. No.	Productive Partners	Challenges*	Opportunities*	Activities**	Expected Change***
A	Producer Organization				
B	Lead Partner				

- C. Clarify which activities in the Business Idea contribute to (i) climate smart agriculture, (ii) value addition upgrading; (iii) technology adoption, innovation, and R&D.

Response:

- climate smart agriculture:
- value addition upgrading:
- technology adoption, innovation, and R&D:

3. Capital Requirement and Source

3.1. Details of Investments

A. Capital Investment

In table 4, provide a list of all activities for which capital investment is needed, distinguished for each partner under column 2 “Activity”. Capital investments are one-time, durable investment in machinery, equipment, and small infrastructure for production, post-harvest, processing, cold chain, storage, handling, or agro-logistical purposes to improve the capacity, quality, or efficiency or reduce costs of the business.

In the column 3 “Details of Activity” provide details of the activity and what type of capital investments are needed (for example – type of machine, capacity of the machine, make/model etc. In column 4, indicate the size of the capital investment for the activity,

Table 7: Details of Capital Investment requirement

S. No.	Activity	Details of Activity	Capital Investment (Nu.)
A	Producer Organization(s)		
1			
2			
3			
4			
B	Lead Partner		
1			
2			
3			
4			

B. Working Capital Requirement

In Table 5, provide a list of the main expenditure items for which working capital will be required to implement the proposed Business Idea. These should include the recurring operating expenses and short-term operational costs necessary to carry out the proposed activities under the Productive Partnership.

The expenditure items may include, as relevant, costs of procuring raw materials or produce from farmers, processing and handling, labour, packaging, transportation, utilities, rental of premises, staff salaries of additional staff for business expansion, marketing and other operating expenses. The expenditure items should be identified separately for the Producer Organization(s) and the Lead Partner, as applicable. For a detailed description of eligible working capital costs, please refer to the PP Manual.

Under “Details of activities”, briefly describe the purpose of each expenditure. Applicants may provide an indicative amount in the last column, where feasible. Detailed cost estimates, unit costs and calculations of working capital requirements will be developed and refined during the Business Plan stage.

At this stage, the objective is to identify the main categories of expenditure and understand the broad working capital needs of the proposed Productive Partnership, rather than to prepare a detailed financial estimate.

Table 8: Details of cost contributing towards Working Capital calculation

S. No.	Activity	Details of activities	Cost contributing towards Working Capital calculation (Nu.)*
A	Producer Organization(s)		
1			
2			
3			
4			
B	Lead Partner		
1			
2			
3			
4			

Note: As a next step, do a broad calculation of Working capital requirement based on the activities proposed in the table. This Working capital requirement will be indicative and can be further fine-tuned during the business plan stage.

3.2. Total Investment and Contribution

- A. Provide an estimation of total investment required for the PP to implement the Business Idea, where the total investment size should be within the max grant size as per the Tier classification.

Table 9: Investment requirement and contribution

S. No.	Items (Indicative)	Amount	Percentage
1	Total investment required		100%
2	Of which Beneficiary contribution		
	Lead Partner		
	Producer Organization(s)		
3	Of which Matching grant from project		

- B. What is the source of co-contribution from the two parties in the PP?

Response:

- **Lead Partner:**
- **Producer Organization (s):**

4. Risks, Impacts & Sustainability

4.1. Risks and Mitigation measures

Provide details of any potential risks and mitigation measures associated with the Business Idea.

Note: Eols will need to clearly identify, explain, and propose mitigation measures for major risks under the Business Idea, and may be rejected if the self-assessment is largely incomplete or major environmental and social risk is identified without a workable mitigation strategy.

Table 10: Risks and Mitigation Measures

	Risks Description	Likelihood of risk (low, moderate, high)	Impact Risk	Mitigation measures
Production				
Market				
Social				
Environmental				

4.2. Impacts on Project development Indicators

Define what change the Productive Partnership expects after implementation of business idea for the two parties as well as the value chains (s). (e.g., increase in area under production due to assured market, increased production, improved quality of produce, access to better markets, Increased prices for produce, reduced losses etc.)

Table 11: Impact on Project Development Indicators

S. No.	Expected Change (Take it from the table above)	Suggested indicator to measure change	Indicator target	Select indicators which are relevant to the three PDOs. i. Incremental value of sales (volume of produce x price realized per unit)

				ii. Number of new jobs¹ creation iii. Number of better jobs² creation
1				
2				
3				

4.3. Sustainability

Provide details of how and why the partnership will sustain beyond the project support period.

Response:

5. Declaration

We declare that the information provided in this EOI is true and correct to the best of our knowledge. We understand that this EOI does not constitute a binding commitment from the project, and we are willing to participate in the next stages if shortlisted.

Signature with stamp

 Name
 Designation
 Name of Lead applicant partner organization.

¹ New Jobs: Employment created in value-added sectors because of Productive Partnerships supported under the RNR Jobs Project.

² Better Jobs: Existing jobs that become better through increased productivity and income because of Productive Partnerships supported under the RNR Jobs Project.

Template IV: Details of Producer Organization(s)

Table 12: Details of Producer Organization(s)

S. No.	Name of Producer Organization	Name of Chair-person	Gender	Contact details	Location- Village, Gewog, Dzongkhag	Total number of Member	No. of member under PP
	No. of independent producers					N/A	

Template V: Details of Producer Organization(s) Members

Table 13: Details of Members

S. No.	Name of Member	Gender	CID	Mobile Number	Name of PO/ Independent	Name of Village	Name of Gewog	Name of Dzongkhag

Template VIII: Declaration of Conflict of Interest for the Lead Partner**DECLARATION OF CONFLICT OF INTEREST**

I/We, _____, acting as the Lead Partner (LP) in the Productive Partnership component of the RNR Jobs Project, hereby declare the following:

1. Disclosure of Conflict of Interest

I/We declare whether any owner, partner, director, or key decision-maker of the Lead Partner has a first-degree relative who is currently a member of the Project Management Unit (PMU) or the Technical Working Group (TWG) constituted for the RNR Jobs Project.
No such relationship exists.

OR

The following relationship(s) exist and are disclosed below:

2. Continuing Obligation to Disclose

I/We undertake to promptly notify the Project Management Unit, in writing, if any such relationship arises or changes during the implementation of the Productive Partnership.

3. Acknowledgement

I/We understand that this declaration is required solely to ensure transparency and appropriate management of conflicts of interest during the evaluation and implementation of Productive Partnerships. The disclosure of such a relationship does not affect the eligibility of the Lead Partner or the Productive Partnership. Where a conflict of interest is identified, the concerned PMU or TWG member will not participate in the assessment of the Expression of Interest (EoI), review or evaluation of the Business Plan (BP), or any related decision-making process for that Productive Partnership.

I/We certify that the information provided in this declaration is true and correct to the best of our knowledge and belief.

For: _____

Name of Authorized Signatory: _____

Designation: _____

Signature: _____

Date: _____

Place: _____

Annexure X: Preliminary Commercial Agreement

1. Parties

This preliminary commercial agreement (“Agreement”) is entered into between the Lead Partner and Producer Organization(s). The Lead Partner and the Producer Organization are hereinafter collectively referred to as the **“Parties.”**

2. Purpose of the Agreement

The Parties have agreed in principle to maintain or establish a commercial relationship under a Productive Partnership supported by the RNR Jobs Project.

The purpose of this Agreement is to record the Parties' preliminary commercial understanding and commitment regarding the production, supply and purchase/marketing of the product(s) identified below.

The Parties acknowledge that, at the EoI stage, certain technical, commercial and operational details may not yet be available or sufficiently defined. Such details will be further developed and agreed during preparation of the Business Plan and incorporated into a detailed Commercial Agreement at the next stage.

3. Product and Commercial Arrangement

The Parties broadly agree to establish a commercial relationship for:

Table 14: Table 15: Tentative terms of agreement

Particular	Agreed / Tentative Terms
Product / Commodity	
Variety / Type / Grade	
Indicative quantity (unit)	
Production / supply period	
Target market / intended use	
Basic quality requirements	
Packaging / presentation	
Delivery / collection arrangement	
Indicative price / price range	
Basis for determining final price	
Indicative payment arrangement	
Duration of the agreement	
Other key commercial terms	

The Parties confirm that the above represents their current commercial understanding and broad agreement in principle.

4. Commitment of the Lead Partner / Buyer

The Lead Partner agrees in principle to:

- A. Purchase, procure or market the product produced by the Producer Organization in accordance with the commercial terms agreed between the Parties;

- B. Communicate the required product specifications, quality standards, indicative quantity and market requirements to the Producer Organization;
- C. Provide, where agreed, relevant technical, market, input, processing, packaging or other support necessary to facilitate the proposed commercial relationship;
- D. Work with the Producer Organization in good faith to finalize the commercial terms during preparation of the Business Plan; and
- E. Enter into the detailed Commercial Agreement with the Producer Organization once the Productive Partnership proceeds to the Business Plan/implementation stage.

5. Commitment of the Producer Organization

The Producer Organization agrees in principle to:

- A. organize and support its participating producers to produce and supply the agreed product in accordance with the quality, quantity and other requirements agreed with the Lead Partner;
- B. make reasonable efforts to achieve the indicative production/supply volume specified in this Agreement;
- C. comply with the agreed quality, grading, packaging and delivery requirements;
- D. coordinate with the Lead Partner during preparation of the Business Plan and finalization of the detailed Commercial Agreement; and
- E. enter into the detailed Commercial Agreement with the Lead Partner once the Productive Partnership proceeds to the Business Plan/implementation stage, incorporating the commercial understanding established through this Agreement.

6. Price and Commercial Terms

The Parties acknowledge that the indicative price and other commercial terms stated in Section 3 represent their current agreed or tentative commercial understanding.

Where a final price cannot reasonably be determined at the EoI stage, the Parties shall agree on the basis or mechanism for determining the price, such as:

- a mutually agreed market-linked price;
- prevailing market price at the time of purchase;
- a price linked to grade or quality;
- a mutually agreed price formula; or
- another mutually agreed mechanism.
- A mutually agreed margin over the cost of production
- A mutually agreed share of the final consumer price
- A more complex mutually agreed price formula accounting for additional services provided by one of the Parties.

The final price, quantity, quality specifications, payment arrangements and other detailed commercial terms shall be agreed during preparation of the Business Plan and incorporated into the detailed Commercial Agreement.

7. Development of the detailed Commercial Agreement

The Parties agree that this Preliminary Commercial Agreement provides the commercial foundation for the proposed Productive Partnership.

If the proposal proceeds to the Business Plan stage, the Parties shall jointly develop and finalize a detailed Commercial Agreement based on this Agreement.

The detailed Commercial Agreement shall, as relevant, further specify:

- Exact quantity and production schedule;
- Detailed product and quality specifications;
- Final price or price-setting mechanism mutually benefiting both the parties;
- Delivery and collection arrangements;
- Payment terms and modality (cash or digital);
- Packaging and grading;
- Provision of inputs and services;
- Technical assistance;
- Roles and responsibilities of each Party;
- Quality inspection and product rejection procedures;
- Records and traceability;
- Duration of the commercial relationship;
- Dispute resolution;
- Termination provisions; and
- Other terms necessary for implementation of the commercial relationship.

8. Continuity of the Commercial Understanding

The Parties agree that the detailed Commercial Agreement developed at the Business Plan stage shall, to the extent reasonably practicable, be based on and remain consistent with the commercial understanding established under this Agreement.

Any material change to the fundamental commercial arrangement, including the identity of the buyer or producer organization, product, intended market or basic nature of the commercial relationship, shall be mutually agreed by the Parties and appropriately reflected in the detailed Commercial Agreement and Business Plan.

9. Term

This Agreement shall take effect from the date of signature and shall remain valid until:

_____ or until it is replaced by the detailed Commercial Agreement, whichever occurs earlier.

10. Agreement of the parties

The Parties confirm that:

- A. they have discussed and mutually agreed in principle on the proposed commercial relationship;
- B. the commercial terms stated in this Agreement represent their current broad/tentative understanding;
- C. they intend to develop the relationship further through the Business Plan process, including a final agreement on the price determination and duration of the agreement;
- D. they intend to enter into a detailed Commercial Agreement if the proposed Productive Partnership is approved to proceed; and
- E. the detailed Commercial Agreement will provide the complete and operational terms governing the commercial relationship.

11. Signatures

For the Lead Partner / Buyer

Name: _____
Designation: _____
Signature: _____
Date: _____
Seal/Stamp: _____

For the Producer Organization

Name: _____
Designation: _____
Signature: _____
Date: _____
Seal/Stamp: _____

The signatures are required for all the Producer Organizations part of the Productive Partnership.

Witness for the Lead Partner/Buyer

Name: _____
Designation: _____
Signature: _____
Date: _____
Seal/Stamp: _____

Witness for the Producer Organization

Name: _____
Designation: _____
Signature: _____
Date: _____
Seal/Stamp: _____

