

Terms of Reference (ToR)

Non-Timber Forest Products (NTFPs) Value Chain Analysis Consultancy

Community-Based Adaptation: Scaling up Community Action for Livelihoods and Ecosystems in Southern Africa and beyond (CBA-SCALE Southern Africa+ Project)

Donor: The Federal Ministry for the Environment, Nature Conservation, and Nuclear Safety (BMUV)

Country Programme: Zimbabwe

Location: Bikita and Chiredzi Districts

Implementing entity and key partners

- CARE International in Zimbabwe
- International Union for the Conservation of Nature (IUCN)
- Cooperazione e Sviluppo (CESVI)
- Food, Agriculture and Natural Resources Policy Analysis Network (FANRPAN)
- International Institute for Sustainable Development (IISD)
- International Crops Research Institute for the Semi-Arid Tropics (ICRISAT)
- Southern Alliance for Indigenous Resources (SAFIRE)

1. Background Information

The CBA SCALE+ Project, funded by the German Federal Ministry for the Environment, Nature Conservation, Nuclear Safety, and Consumer Protection (BMUV), aims to scale up Community-Based Adaptation (CBA) to strengthen resilience to climate change. The project supports 100 communities in Mozambique, Zambia, and Zimbabwe to actively manage climate-related risks to human security, livelihoods, and food security through inclusive, gender-responsive, and nature-based approaches.

Climate change in Southern Africa continues to undermine ecosystems and livelihoods, increasing community reliance on Non-Timber Forest Products (NTFPs) such as wild fruits, honey, mopane worms, medicinal plants and edible insects. In Bikita and Chiredzi districts of Zimbabwe, these resources play a critical role in household income and food security.

However, NTFP value chains remain underdeveloped, characterized by predominantly informal markets, limited market access, weak organizational development, inadequate value addition, and constraining policy environments. The project therefore seeks to undertake a comprehensive NTFP value chain analysis in Bikita and Chiredzi districts to identify opportunities for strengthening market systems, enhancing incomes, and promoting sustainable resource management.

2. Purpose of the Assignment

The purpose of this consultancy is to conduct a comprehensive value chain analysis of selected Non-Timber Forest Products (NTFPs) namely marula (*Sclerocarya birrea*), baobab (*Adansonia digitata*), honey, and guava (*Psidium guajava*) in Bikita and Chiredzi districts, and to generate actionable recommendations to enhance their productivity, profitability, inclusiveness, and sustainability.

3. Scope of Work

The consultant will cover the following:

- Conduct a desk review of relevant literature, project documents, and policies.
- Facilitate stakeholder consultations (community groups, traders, private sector, local authorities).
- Identify and select priority NTFPs in consultation with the project team ensuring a gender-responsive and socially inclusive approach that prioritizes value capture for women, youth, and marginalized groups in the target districts.
- Map value chain actors and relationships (input supply, production, aggregation, processing, and marketing).
- Analyse costs, margins, pricing structures, and profitability along the chain.
- Assess infrastructure, logistics, and market systems.
- Evaluate sustainability issues (resource availability, harvesting practices, and climate risks).
- Analyse institutional arrangements and governance structures (e.g., community resource management committees).
- Conduct a value chain gap analysis to determine optimal entry points for community participation, focusing on activities (such as processing, quality control, or aggregation) that yield the highest return for local stakeholders
- Develop practical and context-specific recommendations.
- Assess the role played by women and youth in the development of NTFPs value chains

4. Objectives

The specific objectives of the assignment are to:

- Identify and validate high-potential Non-Timber Forest Products (NTFPs) through a multi-criteria assessment of economic viability, ecological sustainability, and market demand within the target districts
- Map the selected value chains, including key actors, their roles, relationships, and linkages.
- Analyse production, aggregation, processing, and marketing systems for the selected NTFPs.
- Assess market demand, trends, and opportunities at local, national, and export levels.
- Identify key constraints, inefficiencies, and risks affecting value chain performance.
- Review governance, policy, and regulatory frameworks influencing the development of NTFP value chains.
- Assess gender, youth, and social inclusion dynamics across the value chains.

- Propose practical upgrading strategies to improve value addition, market access, enterprise development, and sustainability.

5. Methodology

The consultant is expected to adopt a mixed-methods approach combining both qualitative and quantitative techniques. The methodology should include, but not be limited to, the following:

Desk Review: Review of relevant literature, project documents, policies, and previous studies on NTFPs and value chains in Zimbabwe and the region

Stakeholder Mapping and Engagement: Identification and consultation of key stakeholders, including producers, traders, processors, community groups, private sector actors, and government institutions

Key Informant Interviews (KIIs): Semi-structured interviews with value chain actors and relevant institutions

Focus Group Discussions (FGDs): Participatory discussions with community members, including women and youth, to capture local perspectives and experiences

Field Observations: Site visits to production, processing, and marketing points to understand practical dynamics and constraints

Market Assessment: Analysis of market demand, pricing structures, quality requirements, and potential market opportunities

Value Chain Mapping Tools: Use of analytical frameworks (e.g., value chain mapping, SLOT /SWOT analysis, and market systems analysis) to identify gaps and opportunities

Gender Equality and Social Inclusion (GESI) Analysis: Application of inclusive approaches to assess participation, benefits, and barriers for different social groups

The consultant should ensure a participatory, inclusive, and gender-responsive approach throughout the assignment, while maintaining high standards of data quality and ethical considerations.

6. Deliverables and Timelines

The consultancy is expected to be completed within 8 weeks from the date of contract signing. The key deliverables and indicative timeline are outlined below:

Output/Deliverable	Duration
Inception Report, Desk Review and Study Design	Week (1-2)
Field Data Collection	Week (2-4)
Data Analysis and Value Chain Assessment	Week (4-5)
Draft Report	Week (5-6)
Validation of Workshop	Week (6-7)

7. Required Qualifications and Experience

The consultant should possess the following qualifications and competencies:

- A Master's degree in Economics, Agricultural Economics, Agribusiness, Forestry, Natural Resources Management, or a related field. A Doctoral degree (PhD) will be an added advantage.
- Demonstrated proven experience in conducting value chain analyses, preferably within non-timber forest products (NTFPs) or natural resource-based enterprises.
- Strong understanding of rural livelihoods, market systems, and value chain dynamics in Zimbabwe, including experience working in similar socio-economic and ecological contexts.
- Practical experience in participatory research approaches, including facilitating focus group discussions, key informant interviews, and stakeholder engagement processes.
- Solid knowledge and application of gender equality and social inclusion (GESI) principles within value chain development and analysis.
- Excellent analytical, synthesis, and report writing skills, with a track record of producing high-quality, evidence-based technical reports.

8. Submission Requirements

- A brief technical proposal outlining their approach and understanding of the assignment
- CV(s) of key personnel.
- Examples of similar work previously completed.
- Financial proposal (quoted in USD).
- Two Reference letters

9. Reporting and Management of the Contract

- The consultant will report to the SAFIRE Project Manager/CBA SCALE+ Team Lead and will work closely with project team and district stakeholders in Bikita and Chiredzi.
- Progress will be monitored through regular check-ins and review of draft deliverables.
- Final sign-off will be by SAFIRE Executive Director.

10. Ethical Consideration

The consultant must:

- Ensure informed consent from all participant.
- Maintain confidentiality of collected data. All documents, draft and final outputs produced under this consultancy will be property of SAFIRE.
- Respect local norms and cultural practices.
- Ensure inclusion of women, youth, and vulnerable groups.
- Observe the PSEA principle.

11. Submission Deadline: 15 May 2026.

Proposals should be submitted electronically to procurement@safire.co.zw