



MEGHALAYA BASIN MANAGEMENT AGENCY (MBMA)

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Selection of Individual Consultant

Lead Consultant-Financial Services under Megha-Lamp Project

1. Background

The Integrated Basin Development and Livelihood Promotion (IBDLP) Programme, the flagship programme of the Government of Meghalaya was launched in 2012 in order to create a state-wide institutional ecosystem for ecologically sustainable and economically inclusive development in Meghalaya. Thus IBDLP is a strongly citizen-centric programme that emphasises entrepreneurship and intellectual development of the people of Meghalaya as the pathway to its vision for sustainable development. The Meghalaya Basin Development Authority (MBDA), a society registered under the Societies Registration Act is responsible for the overall implementation of the programme. All investments under the program will be channelized through the nodal agency Meghalaya Basin Management Agency (MBMA), a section 25 Company registered under the Companies Act, 1956.

The IBDLP is different from other Programmes/ Schemes of the Government as,

- i. It seeks to arm individuals, be they farmers or entrepreneurs with entrepreneurial skills, awareness of basic accounting knowledge, market accessibility, etc. before linking them to banks.
- ii. All intervention under IBDLP are in Mission Mode. The core of this strategy is the launching of independent missions for the specific sectors and organically merging them with the IBDLP.
- iii. An integrated approach is being followed wherein all the necessary interventions are made along the identified value chains.
- iv. Shift from a beneficiary oriented approach to an entrepreneurship promotion approach and seeking to establish sustainable and mutually beneficial partnerships.
- v. Facilitation of market access opportunities for various commodities produced in the State will be ensured in a systemic manner so that the farmers/ weavers/ producers get the best price for their products.
- vi. Promotion of multiple livelihoods for every household.
- vii. It is a comprehensive approach to changing lives.

As the availability of financial services in terms of financial inclusion and access to bank credit is a vital component in achieving the overall success of the various initiatives under the IBDLP and Megha-LAMP (Meghalaya Livelihood and Access to Markets Project), active participation of banks/ financial institutions as partners in this regard is crucial. Briefly, the Megha-LAMP project became effective in December, 2014 with completion scheduled for December, 2022. The project objective is to improve family incomes and the quality of life in rural Meghalaya. These developments have created an environment for increase in the demand for bank credit in particular and other financial services in general. Financial services, and credit in particular, is a necessary ingredient to successfully implement livelihood activities.

Towards creating an enabling environment for participation of Banks/ financial institutions and ensuring access to bank credit/ financial services by the interested citizens, the Financial Services Division under MBMA is the nodal Division for driving the initiative to link the partners/ entrepreneurs to banks/ financial institutions. In this regard, FSD seeks to engage Consultants to facilitate the process of ensuring access to credit particularly for partners/entrepreneurs registered with Enterprise Facilitation Centres located in all the 39 Block HQs in the State and also ensure proper utilisation of bank loans received by them.

2. Scope of Work

The lead Consultant- Financial Services will lead and guide the Financial Services Division (FSD) under Meghalaya Basin Management Agency (MBMA) in Policy and Strategy formulation for achieving the objectives, results and outcome.

3. Detail Task and/or Expected Output

- (i) Develop Institution Building Policy Strategy for the development of Financial Services Division, Meghalaya Basin Management Agency.
- (ii) Develop Strategy and Action Plan for Supporting the setting up Integrated Village Cooperative Societies (IVCSs) for channelizing finance to members, aggregation of produce, market linkage etc.
- (iii) Develop Strategy and Action Plan for enabling access to credit offered by banks for Integrated Village Cooperative Societies (IVCSs) for on lending to its members.
- (iv) Develop Strategy and Action Plan for enabling access to credit offered by banks for registered Partners/ entrepreneurs for setting up household, micro and small enterprises, etc. with specific outputs and timeline;
- (v) Collaborate with Financial Services Division under Ministry of Finance, Ministry of Rural Development and other Government Ministry that may prove beneficial for delivery of financial services in Meghalaya.
- (vi) Establish close and functional co-ordination with the decision making heads of the Banks/ FIs at the regional or apex level for accelerating the credit linkage to the registered Partners/ entrepreneurs at the C&RD Block/ village level;
- (vii) Develop Strategy Action Plan to Scale up financial literacy and awareness including Digital financial literacy.
- (viii) Develop Policy and Strategy for ensuring timely delivery of credit to the registered Partners/ entrepreneurs with the nearest bank branches, which can be adopted as a model for the future;
- (ix) Technical and Operating advice in the development of Training Manuals/ Modules and ready reference materials/ brochures/ Z-fold cards and customised loan appraisal templates on bank linkage on Bank Linkage process for use by FSD, Basin Development Units/ Enterprise Facilitation Centres.
- (x) Provide Training Knowledge Advise to Management for facilitation and conducting training programmes for personnel at BDUs/ EFCs and Partners/ entrepreneurs.

A. Essential Qualification and Experience:

1. A Post Graduate in Economics or MBA from a recognized University with overall experience of at least 30 (thirty) years in Public / Private Sector Banks.
2. At least 2 to 3 years of experience in the position of Chief General Manager or similar positions in a Bank.

3. At least 6 (three) years of experience in designing and implementing development schemes in Rural and Agri Business, Credit Skill Development, Policy Planning and Operations.

B. Nature of Engagement: CONTRACTUAL

1. The term of Office of the holder of the post shall be for 1 year, extendable at the discretion of the Company.

Detailed CVs may please be submitted at mbdaprocurement@gmail.com before/on 7th August, 2017.