Madhya Pradesh State Planning Commission (MPSPC)  
Government of Madhya Pradesh

HIRING OF SHORT TERM CONSULTANCY SERVICE FOR THE STUDY ON SOCIAL RETURN ON INVESTMENT OF THE TEJASWINI MADHYA PRADESH RURAL WOMEN’S EMPOWERMENT PROGRAMME (TEJASWINI-MP)

The MP State Planning Commission is entrusted with the responsibility for monitoring and Evaluation of the planned interventions of different departments under the entire plan cycle. The Planning and Policy Support Unit within MPSPC as Technical support unit for various matters pertaining to the development of state, proposes to appoint domain expert through an open bidding process.

Hence, Madhya Pradesh State Planning Commission Bhopal, Madhya Pradesh now invites eligible consultants to indicate their interest in the assignment and provide information indicating that they are qualified to perform the services envisaged. Consultant can associate to enhance their qualifications. The consultants are expected to meet the following criteria:

1. At least 10 years consulting services experience of rendering services in the sector applying (essential).
2. Proven track record of project assessment, monitoring & evaluation of developmental programmes particularly the government’s plans / programmes (essential).
3. Experience of working in Madhya Pradesh (desirable).
4. He/she should have Doctorate Degree from a reputed Institution or University (desirable).

Interested consultant meeting above mention criterion can access scope of work at http://www.mpplanningcommission.gov.in/tender.htm, application are to be submitted in a sealed cover marked ‘Expression of Interest- ‘For a Study on Social Return on Investment of the Tejaswini Madhya Pradesh Rural Women’s Empowerment Programme (Tejaswini-MP) by 5.00 PM of 30th dec.2018 at the following address:

Member Secretary  
Madhya Pradesh State Planning Commission  
C-Wing, First Floor, Vindhyachal Bhawan,  
Arera Hills, Bhopal, (M.P.) – 462004

Application and resume can also be sent by email at pmpsusmp@gmail.com by 1700 hours of 30 dec.2018. Eols received after the due date shall be summarily rejected.

The MP SPC reserves the right to accept or reject, any or all proposals received in response to this notice without assigning any reason/s and its decision in this regard will be final.
Scope of work for hiring consultancy service for the study on Social Return on Investment of the Tejaswini Madhya Pradesh Rural Women’s Empowerment Programme (Tejaswini-MP),

MADHYA PRADESH STATE PLANNING COMMISSION

State Government of Madhya Pradesh is implementing of Tejaswini-MP through MAVN which has a total investment outlay of USD 56.77 million (including USD 19.74 million additional financing project outlay) funded by an IFAD Loan of SDR 18.89 million (original loan of SDR 9.15 million equivalent to USD 13.00 million and an additional financing of SDR 9.74 million equivalent to USD 15.00 million) and the balance USD 28.77 million contribution from the Government of Madhya Pradesh (GoMP), local financial institutions and participating communities. Planning and Policy Support Unit society within MP State Planning Commission is looking for hiring services of senior domain expert on performance based disbursement.

Interested potential individuals/organizations should submit a resume with technical and financial Proposal for conducting SROI to achieve the deliverable.

Purpose and Scope of work
1. This project has invested heavily on women empowerment and social equity related aspects. The return on investment on social impact of the project are not captured in the conventional calculation of economic and financial returns. In the event social return on investment is added to the economic and financial return, it will truly reflect the return on project investment of Tejaswini-MP. It is therefore suggested to undertake a Social Return on Investment (SROI) thematic study for this project.

2. SROI is principal based method for measuring extra-financial value (i.e., environmental and social value not currently reflected in conventional financial returns) relative to resources invested. The SROI method has been standardized by the Social Value UK. This methodology provides a consistent quantitative approach to understanding and managing the social impacts of a project. It accounts for stakeholders’ views of social impact, and puts financial ‘proxy’ values on all those impacts identified by stakeholders which do not typically have market values. The aim is to include the values of people that are often excluded from markets in monetary terms in order to give people a voice in resource allocation decisions.

3. The scope of this study includes: (i) trace the key outcomes of the Tejaswini-MP programme adopting the theory of change methodology to define, and link the objectives, inputs, outputs and outcomes for SHG members; (ii) assess the social empowerment and other outcomes of members in different age groups of SHGs; (iii) identify the outcomes that can be monetised and include in SROI analysis; and (iv) carry out SROI analysis based on the principles of SROI.

Methodology
4. Social Return on Investment is a methodological framework for measuring and accounting the “social” value that the project interventions create. Social Value is the value that stakeholders experience through changes in their lives. SROI puts a value on the amount of change (impact) that takes place as a result of the project and looks at the returns to those who contribute to creating the change. It estimates a financial value for this change and compares this value to the investment made to achieve that impact, resulting in an SROI ratio. It takes standard financial measures of economic return a step further by capturing social as well as financial value.

5. The SROI process works by developing an understanding of the project through Interviews with project staff, focus group discussions with SHG members and federation leaders and personal interviews with Shaurya Dal members, on how the project meets its objectives, and how it works with its key stakeholders. Critical to the process is the development of an impact map demonstrating the impact value chain for each stakeholder group. It links a stakeholders’ objectives to inputs (e.g. what has been invested), to outputs (e.g. number of SHG members), through to the outcomes (e.g. improved incomes, better quality
of life, increased mobility). It then identifies indicators of achievement of outcomes which are capable of being quantified by applying financial proxies.

6. The next step in the process is to estimate how much of the outcome would have happened anyway and what proportion of the outcome the project is responsible for. This is achieved by looking at four filters for assigning value:
   - Attribution - who else contributed to the outcome?
   - Deadweight - what would have happened anyway?
   - Displacement - were others displaced to create the outcome?
   - Drop off - when did the value creation stop?

7. SROI uses a principle-based approach, which underpins how SROI should be applied. Judgement is required throughout an SROI analysis, as there are no right or wrong answers or standardized ways to measure outcomes. Following these principles throughout the analysis and constantly referring back to them ensures the integrity of the results. The SROI principles which guide the methodology are provided below.
   (a) Involve stakeholders: Inform what gets measured and how this is measured and valued by involving stakeholders.
   (b) Understand what changes: Articulate how change is created and evaluate this through evidence gathered, recognizing positive and negative changes as well as those that are intended and unintended.
   (c) Value the things that matter: Use financial proxies in order that the value of the outcomes can be recognized. Many outcomes are not traded in markets and as a result their value is not recognized.
   (d) Only include what is material: Determine what information and evidence must be included in the accounts to give a true and fair picture, such that stakeholders can draw reasonable conclusions about impact.
   (e) Do not over-claim: Only claim the value that organizations are responsible for creating.
   (f) Be transparent: Demonstrate the basis on which the analysis may be considered accurate and honest and show that it will be reported to and discussed with stakeholders.
   (g) Verify the result: Ensure appropriate independent assurance.

8. SROI measures change in ways that are relevant to the people or organizations that experience or contribute to it. It tells the story of how change is being created by measuring social, and economic outcomes and uses monetary values to represent them. This enables a ratio of benefits to costs to be calculated. The most important benefit of SROI is the fact that it accounts not only on standard inputs and outcomes, but it reflects on a much broader concept of value and thus also accounts on intangible social, outcomes brought by the interventions.

9. MPSPC/PPSUS will conduct the study in-house with the support of selected Domain experts (No.3).
10. Project Milestones

<table>
<thead>
<tr>
<th>Milestone</th>
<th>Deliverables (with estimation)</th>
<th>Estimated cost (lakh)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Milestone 1</td>
<td>Preparation of overview, literature review and finalization of methodology and SROI Tools for field work (10 days X No. 3 Experts X 5000/- per day)</td>
<td>1.5</td>
</tr>
<tr>
<td>Milestone 2</td>
<td>Supervision of field work /data collection, continuous handholding of survey teams , SROI conducted (20 days X No. 3 Experts X 5000/- per day)</td>
<td>3.0</td>
</tr>
<tr>
<td>Milestone 3</td>
<td>Data cleaning, validation, tabulation and qualitative and quantitative research work completion (10 days X No. 3 Experts X 5000/- per day)</td>
<td>1.5</td>
</tr>
<tr>
<td>Milestone 4</td>
<td>Draft report submission, all other listed research outputs submission, presentation, Revision &amp; finalization of report. (20 days X No. 3 Experts X 5000/- per day)</td>
<td>3.0</td>
</tr>
<tr>
<td>Total</td>
<td></td>
<td>9.0</td>
</tr>
</tbody>
</table>

11. Eligibility Criteria - The interested Consultants may comply with the following requirements:

(a) At least 10 years consulting services experience of rendering services in the sector applying (essential).

(b) Proven track record of project assessment, monitoring & evaluation of developmental programmes particularly the government's plans / programmes (essential).

(c) Experience of working in Madhya Pradesh (desirable).

(d) He/she should have Doctorate Degree from a reputed Institution or University (desirable).

Submission of Technical and Commercial Proposals

12. Interested applicant organizations should submit a Technical Proposal for conducting SROI and must include the following:

(a) A capability statement demonstrating their qualifications and competencies.

(b) Curriculum Vitae (CVs).

13.Interested potential individuals /organizations should also submit a Financial Proposal for conducting SROI and must include an itemized budget proposal disaggregated by activity to achieve the deliverable.

Member Secretary
Madhya Pradesh State Planning Commission
C-Wing, First Floor, Vindhyachal Bhavan,
Arera Hills, Bhopal, (M.P.) – 462004