



# Scope of Work

## TECHNICAL CONSULTANT ON FOREST FLAVORS VALUE CHAINS IN VIETNAM: GAPS, OPPORTUNITIES AND PRIORITY INTERVENTIONS AREAS

March - April 2026

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### Background

Catholic Relief Services (CRS) Vietnam is initiating a new phase of its Forest Flavors project, with a focus on strengthening high-value agroforestry value chains, particularly spices such as black pepper, in partnership with the private sector. The project aims to empower smallholder farmers in regions like Gia Lai Province by supporting the cultivation of high-value crops—including pepper, cinnamon, coffee, and other agroforestry products—using sustainable land management practices that restore degraded landscapes and enhance climate resilience.

Building on CRS's successful experience with the Forest Flavors program in Madagascar, this new initiative in Vietnam seeks to foster inclusive, market-oriented value chains that not only increase farmer incomes but also conserve natural resources and encourage long-term sustainable investment. CRS Vietnam is collaborating closely with private companies to identify opportunities for joint programming and to replicate proven models for black pepper, cashew and/or coffee cultivation in Gia Lai, a province known for its ethnic minority communities and where CRS holds active working permissions.

As part of this effort, CRS staff will conduct targeted study visits and site assessments led by CRS Markets Technical Advisor in March 2026 in partnership with Olam Food Ingredients (Ofi) and other local exporters. These activities will inform the development of a multi-year project proposal, clearly defining expected outcomes, partner roles, and stakeholder contributions. The focus will remain on establishing strategic collaborations with Ofi and other private sector actors, ensuring the project aligns with CRS's standards and donor requirements while advancing sustainable, market-driven agroforestry value chains in Vietnam.

### Purpose

The consultancy aims to comprehensively evaluate the gaps, opportunities, and priority intervention areas within high-value agroforestry value chains, focusing primarily on spices such as black pepper and/or coffee and cashew, in central provinces of Vietnam. By analyzing current production and market systems, the consultancy will identify leverage points for the Forest Flavors initiative to launch impactful, market-oriented activities. The consultancy will include mapping and evaluating relevant market actors, including smallholder farmers, cooperatives, processors, distributors, and retailers. Through this process, actionable recommendations will be developed to enhance market-oriented sustainable production, improve marketing strategies, and diversify income streams for local communities. Furthermore, the consultancy will identify concrete entry points for Forest Flavors, facilitating strategic collaboration with private sector partners and engaging government stakeholders to support inclusive, climate-resilient, and market-driven agroforestry development in Vietnam.

### Objectives

- Analyze and understand the current gaps, and opportunities within high-value spice production and market systems (pepper, coffee, cashew, etc.) in select priority areas of Gia Lai and Daklak province, Vietnam.

- Identify leverage points for the Forest Flavors initiative to launch activities that address critical gaps and support in strengthening spices sector in Vietnam.
- Map and evaluate relevant market actors and facilitate collaborative interventions to enhance sustainable production, improve marketing, and diversify income sources for local communities as well as strengthen compliance supply chains for commercial actors.
- Foster collaboration with private sector partners and government stakeholders to support inclusive, market-driven development of the spices sector, with agroforestry as a key strategic approach.

## Key Activities

The consultancy will conduct a desk review that will focus on the following aspects:

### 1. Background on Sector

- Gather and synthesize background information on the spices sector, including demand–supply dynamics, market factors, consumption patterns, historical trends, climate change impacts, major gaps and challenges, government strategies, as well as ongoing and recently completed pepper and spice development programs within the country. Document program themes, funding levels, partners, geographic coverage, and outcomes.

### 2. Value Chain Mapping (with a focus on Gia Lai and Daklak province)

- Identify and map all actors within the spice product value chain, including smallholder growers, farmer groups and cooperatives, processors, distributors, and retailers (specific crops to be determined through secondary analysis).
- Develop a comprehensive chain map detailing the flow of products from raw materials to end consumers, including local aggregation, payments, transportation, pre-financing for inputs, storage, sorting, and grading.
- Analyze the current value chain to identify challenges and opportunities related to spice production.
- Assess the economic benefits derived from agroforestry-based spice production.

### 3. Market Analysis

- Examine market dynamics, demand, and supply potential for spice products in both domestic and international markets.
- Analyze pricing mechanisms and identify key market trends impacting the spice sector.

### 4. Private Sector Engagement

- Identify potential private sector and other market actors that could serve as leverage points or entry points for CRS along various value chains.

### 5. Strategic Partnership Opportunities

- Collaborate with local organizations and small/micro enterprises to review current activities, assess capacities, and identify opportunities for engagement around value chains, including youth involvement.

### 6. Final Report & Recommendations

- Draft a report outlining program recommendations that complement CRS/Forest Flavors and address gaps in pepper, coffee or spice sustainability activities in Vietnam.
- Provide assessment on how agroforestry management and product value chains impact local communities, including changes in livelihoods, social equity, and community resilience.
- Summarize challenges faced by value chain actors and provide actionable recommendations.
- Identify opportunities for growth and sustainability, including donor trends and potential strategic partnerships. Recommend key activities that FOREST FLAVORS should incorporate into the project model to enhance the value chain, improve livelihoods, promote environmental stewardship, and ensure sustainable land and water management. Highlight specific next steps for potential investment or preparatory work for proposed FOREST FLAVORS-related activities,

ensuring the scoping exercise identifies entry points and early investment opportunities, alongside medium-term strategies for programming and resource mobilization. Assess programmatic and financial feasibility for recommended interventions.

- In addition, the consultant will work closely with the CRS team to support data analysis and provide technical inputs for the proposal design workshop.

## Deliverables

- **Desk Review Report:** Comprehensive synthesis of ongoing and recently completed pepper and spice development programs, covering themes, funding levels, partners, geographic coverage, and outcomes.
  - **Value Chain Map:** Detailed mapping of all actors in the spice product value chain, including smallholder growers, farmer groups, cooperatives, processors, distributors, and retailers. Includes analysis of product flow, aggregation, payments, transportation, pre-financing, storage, sorting, grading, challenges, and economic benefits from agroforestry-based spice production.
  - **Market Analysis Report:** Assessment of market dynamics, demand and supply potential for spice products in domestic and international markets, pricing mechanisms, and identification of key market trends affecting the spice sector.
  - **Strategic Partners, Competitors and Donor Mapping:** Comprehensive mapping of competitors and donors to understand current market dynamics and funding ecosystem. Collaboration findings with local organizations and small/micro enterprises, including review of current activities, capacity assessment, and opportunities for engagement, with emphasis on youth involvement.
  - **Private Sector Engagement Summary:** Identification of high-potential private sector and market actors as leverage points or entry points for CRS across value chains.
- **Recommendations:** Comprehensive set of program recommendations to complement CRS/Forest Flavors and address gaps in pepper, coffee, and/or cashew sustainability activities in Vietnam. Includes assessment of agroforestry management and value chain impacts on communities, summary of challenges, actionable recommendations, opportunities for growth and sustainability, donor trends, potential strategic partnerships, next steps for investment and preparatory work, and medium-term strategies for programming and resource mobilization. Also includes programmatic and financial feasibility analysis for proposed interventions.

Deliverables are outlined below in *Table 1*, along with their responsible party and the estimated working period from March to April 2026.

Deliverable	Deadline
Desk Review Report covering: <ul style="list-style-type: none"> <li>- Value Chain Map</li> <li>- Market Analysis Report</li> <li>- Strategic Partners, Competitors and Donor Mapping</li> <li>- Private Sector Engagement Summary</li> </ul> FOREST FLAVORS Recommendations Report	April 2026

## Location & Travel

Consultancy will be remote and no travel required.

## Main Working Relationships

This consultancy will report to: Thi Nguyen, Program Manager II.

This consultancy will collaborate with CRS/ Vietnam Project Staff, MEAL staff, Deputy Head of Programs, Head of Programs, Markets Regional Technical Advisor and FOREST FLAVORS/Forest Flavors Senior Technical Advisor.

## Desired qualification and experience

- A Master's degree in business, agriculture, forestry, economics, international development, or a related field. A Bachelor's degree in the same fields accompanied by extensive and proven practical work experience
- A clear understanding of current government priorities in the agriculture and forestry sectors, including transformational processes, e.g. Green Economy
- Proven experience in implementing multi-faceted projects in sectors, e.g. Climate-Smart Agriculture, Agri-Business
- Background in/ understanding of agribusiness/private sector engagement in key agricultural sectors (among others coffee, peppers, tree-crops), value chain development and climate smart agriculture/climate change adaptation
- Background / exposure to Nature-based solutions in Agriculture
- Fluency in both written and spoken English as well as in Vietnamese

## Application procedure:

Interested parties are requested to submit the proposal in English:

Applications should include:

- ✓ A copy of business license (if applicable)
- ✓ Company profile (if applicable)
- ✓ A technical proposal including tentative work plan and financial proposal presenting a detailed breakdown of the daily rate in Vietnam Dong, inclusive of applicable taxes (VAT/PIT) and any travel-related expenses, where relevant
- ✓ Curriculum vitae (CVs), demonstrating relevant capacity and experience.
- ✓ Example of previous similar work
- ✓ Minimum 2 references

Proposals should be duly signed, stamped (where applicable) and submitted to Catholic Relief Services (CRS) via email at: [thuthuy.nguyen@crs.org](mailto:thuthuy.nguyen@crs.org)

Closing date for submission: **11 March 2026**