

**Terms of Reference
Provision of Services
Organization with Expertise in Results Evaluation
GRADUATION PROGRAM**

Background:

Founded in 2009, **Fundación Capital** is a pioneer in the field of financial inclusion and an incubator of innovations targeting vulnerable populations. As a nonprofit social enterprise, Fundación Capital seeks to improve the financial lives of people living in poverty around the world, partnering with governments and the private sector to design and bring to scale effective solutions that increase economic prospects for millions. Initiatives target four thematic areas: i) financial inclusion, ii) economic citizenship, iii) digital solutions for the low-income population and iv) territorial development/post-conflict.

Since 2015, Fundación Capital has conducted at regional scale the Graduation Program, a public sector intervention developed by BRAC in Bangladesh and designed to strengthen the capabilities of vulnerable populations (see [link](#)). The approach promotes social and economic inclusion of people living in extreme poverty by providing the assets and support for the sustainable accumulation of productive, human, financial, and social assets. With over a decade of development, research, and expansion, the methodology has helped millions initiate a sustainable route out of extreme poverty, as evidenced by numerous impact evaluations.¹

With the support of Co-Impact, Fundación Capital is currently designing a Graduation Program in cooperation with the Government of Paraguay. The goal of the alliance is to reach 75,000 low-income rural families who are beneficiaries of the government's Tekopora and Tenondera programs. Although there is robust evidence of the impact of the Graduation methodology, the initiative will require a quantitative results evaluation to accompany the intervention. The results evaluation thus has two objectives: (a) provide ongoing measurement of project progress to ensure that it is fulfilling established goals, using as benchmarks previous impact evaluations of Graduation Programs in the region but also taking into consideration the new Covid-19 context, and (b) validate the results of the administrative monitoring and evaluation (M&E) system conducted in parallel by Fundación Capital and the Government of Paraguay. In this context, the initiative requires the contracting of an organization or company with expertise in quantitative methods and impact evaluations (with a proven track record of evaluating complex programs using mixed-methods considered a plus) to design and conduct an external results evaluation. Ideally, the contracted party will also have knowledge of the Graduation methodology.

¹ See, for example, studies by Rabbani, Prakash y Sulaiman (2016), Banerjee et al. (2015) and Emran, Robano y Smith (2009).

Contract Objective:

Jointly with Fundación Capital, develop an evaluation design, collect relevant data, and conduct quantitative analysis following the Graduation Program's evaluation guidelines.

Specific Objectives:

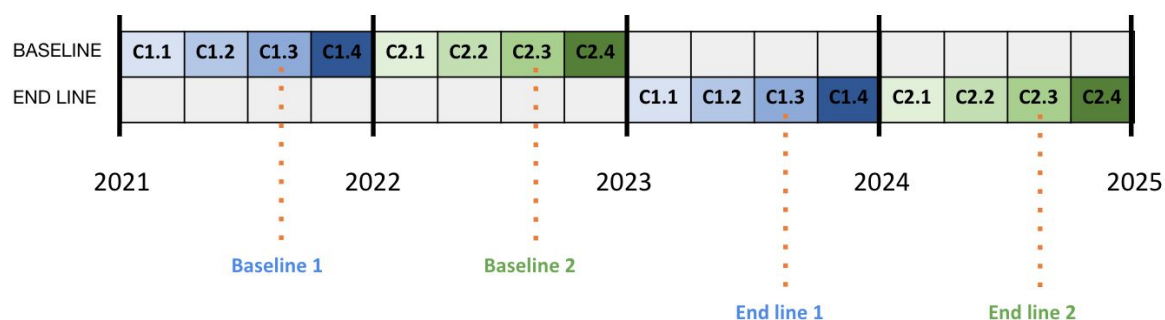
1. In dialogue with Fundación Capital, develop an evaluation design, including sampling instruments and collect data (baseline and endline survey) for the evaluation, as detailed in the terms of reference.
2. Quantitative analysis of the Graduation Program results.
3. Develop reports and/or academic papers in which the Graduation experience in Paraguay is communicated to the international community of graduation.

Intervention design and evaluation guidelines:

The Graduation Program will reach 75,000 families during five years of intervention in Paraguay. To reach this goal, the implementation will consist of 15 to 25 cohorts introduced to the program, with approximately three to five cohorts per year. Each cohort will receive the Graduation intervention for two years.

The results evaluation will focus on two cohorts: one cohort from 2021 and one cohort from 2022 - C1.3, C2.3 (see **Figure 1**, although the selected cohort for annual analysis may be subject to change). Each cohort will range between 1,500 and 4,500 households. However, these estimates are also subject to modification during the government implementation, since planning is conducted on an annual basis. For both cohorts, a baseline survey will be administered prior to the intervention and an endline will be conducted at the end of the intervention.

Figure 1: Baselines and endlines provisional timeline



Mandatory outcome indicators include: a) income (% increase above the extreme poverty line), disaggregated by gender and possibly other sub-groups ; b) time dedicated to productive activity (% increase in time dedicated to work in productive activity - hours/day), disaggregated by gender and possibly other sub-groups; c) savings (% increase in total savings), disaggregated by gender and possibly other sub-groups; d) assets (% increase in asset holdings), disaggregated by gender and possibly other sub-groups; and (e) gender indicators (which focus on four dimensions: use of time, agency, perception of intra-household violent practices, and leadership and participation in public spaces). However, the evaluation team can propose measurement of other indicators of interest in the existing categories or suggest new categories to explore.

The internal monitoring and evaluation (M&E) system implemented by Fundación Capital and the Government of Paraguay will collect data in the field as part of ongoing operations. These indicators include (a) income, (b) time dedicated to the productive activity, (c) savings, and (d) assets. Importantly, the internal M&E system will seek to collect data from all participants in all cohorts. Part of the work of the external evaluator is to use the results evaluation to help corroborate the independently collected M&E data.

Sample:

The project seeks to reach 75,000 families. Each cohort will have between 1,500 and 4,500 households, distributed among roughly 60 districts in total. This estimate is based on the previous program's treatment sample, although it remains subject to change, with target figures established at the beginning of each year. Precise information about territorial distribution will be determined in the first semester of each year.

The sample will be defined based on the selected organization's recommendations. While the budget is limited and there are logistical challenges for the design and execution of a randomized evaluation, we remain interested in the construction of a control group if possible, and are open to considering feasible suggestions for pipeline or regression discontinuity study designs.

Deliverables:

1. **Initial work plan**, which must include the evaluation design and methods, including the theoretical/conceptual framework, proposed data sources, hypotheses, outcome indicators, sample, deadlines, as well as a proposal for how to use the results evaluation to validate the M&E data system.
2. **Design the instrument and data collection procedures**, both for baseline and endline surveys as well as specifications for alignment with the M&E system.
3. **Analysis and report of population characteristics** based on the baseline survey data. One report per cohort with successive comparisons (e.g., report one with cohort one characterization, report two with cohort two characterization in comparison with previous cohort).
4. **Results analysis reports** for the endline survey waves. This analysis will focus on the program indicators mentioned above. Additional elements that could be considered are:

- Heterogeneous effects analysis to understand how the program affects differently women and other vulnerable populations in terms of program engagement, interaction, and outcomes.
 - Identification of adverse effects that could be attributable to the program.
 - Broad analysis to understand the economic context, how it influences the development of entrepreneurship initiatives, and how the program may impact local markets.
5. **Internal Report** in which the main results will be presented. This report will be only for internal dissemination and includes a Word report plus a PowerPoint presentation in presenting the main findings and figures.
 6. **Paper / article for external dissemination** in which program results and its contributions to the Graduation, livelihoods and gender fields are consolidated and shared to a specialized audience (policy-makers, academics and practitioners). For this paper / article, Fundación Capital will provide support in terms of editing and graphic design and the final product should be a co-authorship between Fundación Capital and the researchers. Fundación Capital will support the dissemination of this document and encourages its publications in relevant academic journals.

Deliverable timeline:

1. 2021 second trimester: Initial work plan, design and technical specifications
2. 2021 third trimester: Report 1 (Baseline, Cohort 1.3)
3. 2022 third trimester: Report 2 (Baseline, Cohort 2.3, comparison with Cohort 1.3)
4. 2023 third trimester: Report 3 (Endline, Cohort 1.3, comparison against baseline)
5. 2024 third trimester: Report 4 (Endline, Cohort 2.3, comparison against baseline and with Cohort 1.3)
6. 2025 second trimester: Academic paper with an international reach

Product	Proposed timeline
Product 1: Evaluation design: Initial work plan, design and technical specifications	May, 2021
Product 2: Instrument design	June, 2021
Product 3: Report 1 - Baseline, Cohort 1.3	July - September , 2021
Product 4: Report 2 - Baseline, Cohort 2.3 + comparison with Cohort 1.3	July - September , 2022
Product 5: Report 3 - Endline, Cohort 1.3, comparison against baseline	July - September , 2023
Product 6: Report 4 - Endline, Cohort 2.3, comparison against baseline and with cohort 1.3 (Word and PowerPoint)	July - September , 2024
Product 7: Paper / article with an international reach	June, 2025

Clarifying notes:

- Fundación Capital can discuss with evaluation team on collaborative use of additional information relating to participant monitoring and telemetric data from the backend of the digital solution used for the participant training “AppTitude” (see [link](#)).
- Fundación Capital will provide additional information to the evaluation team about the internal evaluations (qualitative) conducted throughout the project. Fundación Capital conducts different qualitative evaluations using distinct methodologies such as observation, focus groups discussions, and interviews. The findings and insights collected during these evaluations will be shared to provide more context to facilitate interpretation of the quantitative analysis. Additionally, the Fundación Capital’s evaluation team will be actively involved in the evaluation design process, including instrument development.

Profile of the organization, company or research team

- Organization, company or research team with 5+ years experience with results or impact evaluations; experience with mixed-methods to evaluate complex programs a plus.
- Experience in Graduation methodology and gender is preferred.
- Organization, company or research team with links to academic networks and global recognition in Graduation and/or livelihoods and/or international development.
- Professionals fluent in English and Spanish.
- Experience generating academic papers related to the topics mentioned above.
- Knowledge and affinity with the Latin American context and operational capacity in Paraguay.
- Consortia or partnerships between international evaluators and local researchers are allowed.

Candidates should include in the proposal:

- Methodological proposal, which includes design and outcome variable definitions.
- Economic budget.
- Explanation of interest in and affinity with the project to be evaluated.
- Curriculum with relevant experience.
- Samples of two papers or reports which include project evaluations.

Proposal range value:

- Indicative budget: USD 100.000

Selection criteria:

1. Technical capacity of the organization, company or research team.
2. Previous experience with project evaluation (ideally graduation programs and/or international development initiatives).
3. Quality of the evaluation design and the methodological proposal.

4. Plan to guarantee reliability of the collected data, including protocol proposals and quality control.
5. Budget

Send proposals to:

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Deadline: 28/02/2021