

## PROTOCOL FOR AGRICULTURAL VALUE CHAIN PARTNERSHIPS

- 1** Expression of interest to NIRSAL with a clear indication of the areas in which the prospective partner wishes to collaborate with NIRSAL.
- 2** Expression of Interest should be addressed to the Managing Director/CEO of NIRSAL.
- 3** Expression of Interest must be written on the letterhead of the prospective partner and duly signed by the Senior Management of the company.
- 4** The Management of NIRSAL will subsequently arrange for a meeting with the prospective partner to address the partnership proposal and formally introduce NIRSAL and its operations.
- 5** Following the outcome of the meeting, a partnership concept will be developed to address the needs of both parties during the partnership.
- 6** The concept must be agreed upon and approved by NIRSAL and relevant stakeholders.
- 7** A legally binding agreement will be drafted to seal the partnership. This agreement could be in the form of a Tripartite Agreement, Memorandum of Understanding, Non-Disclosure Agreement, etc.
- 8** The Agreement will clearly outline the roles of NIRSAL, and stakeholders involved in the partnership.
- 9** Parties involved will be expected to review the Agreement and consent to it.
- 10** Upon concurrence to the Agreement by NIRSAL and the relevant stakeholders, a suitable date for the execution of the Agreement will be set and agreed upon by the parties involved.
- 11** The Management of the parties involved will be required to be in attendance during the execution of the Agreement to seal the Partnership.
- 12** Upon the successful signing of the Agreement, the partnership will be kick-started by a jointly constituted Project Management Team.