

World Bank financed
Assam Agribusiness & Rural Transformation Project (APART)
Assam Rural Infrastructure and Agricultural Services (ARIAS) Society
(An Autonomous Body of the Government of Assam)
REQUEST FOR EXPRESSIONS OF INTEREST (REOI)

For hiring a Fund Manager for setting up and managing an Agribusiness Investment Fund

REOI No. ARIAS/APART/638/2019/46

Dated Guwahati the 6th March, 2019

1. The Government of Assam (GoA) through the Government of India (GoI) has received a loan of US\$ 200 million from the World Bank (WB) (Loan No. 8780-IN) for implementation of the Assam Agribusiness & Rural Transformation Project (APART). The ARIAS Society now intends to apply a portion of the loan for hiring a specialised agency hereinafter referred as Fund Manager (FM) for setting up and managing an Agribusiness Investment Fund or “Fund” under APART.
2. The development objective of APART is to “add value and improve resilience of selected agriculture value chains focusing on smallholder farmers and agro-entrepreneurs in the targeted districts of Assam”. The activities of APART are grouped into four major components: (i) **Component A:** Enabling Agri Enterprise Development; (ii) **Component B:** Facilitating Agro Cluster Development (iii) **Component C:** Fostering Market-led Production and Resilience Enhancement; (iv) **Component D:** Project Management, Monitoring and Learning. More details about the project may be seen at the following url- <http://www.arias.in/apart.php>.
3. The main objective of the assignment will be to set up and manage the Fund and provide risk capital and technical assistance to agribusiness SMEs with scalable ideas/innovations/business models and with a locus of activity in Assam.
4. The State Project Director (SPD), ARIAS Society now invites eligible Fund Management agencies (“Consultants”) to indicate their Expression of Interest (EOI) in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services as indicated in the Draft Terms of Reference (TOR) for the assignment, which may be seen at the website of ARIAS Society viz. (<http://www.arias.in/procurements.html>).
5. **The shortlisting criteria are:** Potential fund management agencies should meet the following shortlisting criteria:
 - (a) Experience of having managed at least two similar assignments in last five years i.e. (i.e. 2017-18, 2016-17, 2015-16, 2014-15 and 2013-14)
 - (b) Minimum annual average turnover of Rs. 50 Crores in last three years i.e. i.e. 2017-18, 2016-17 and 2015-16.

Note: The applicant fund managers should be registered under suitable Act/law and qualified to apply for setting up and managing the Fund legally by law/regulation. For this, the applicant organizations should make their own due diligence before submitting the EOI.
6. **The lists of documents to be submitted along with EOI are**(EOI shall not be more than total **60** pages):
 - a) Name, address, e-mail, telephone, Cell Phone Number, along with a note on the Ownership and organizational structure & core business area of the firm;
 - b) Document (s) relating to details of at least two **Similar Assignments** executed during the last **5** years (i.e. 2017-18, 2016-17, 2015-16, 2014-15 and 2013-14) supported by completion or acceptance certificate(s);

- c) Certificate from the statutory auditors/Chartered Accountant stating the year wise annual turnover during each of the last three (3) financial years (i.e. 2017-18, 2016-17 and 2015-16);
 - d) A short write-up on technical and managerial capability of the firm (***key personnel would not be evaluated at this stage and hence CVs shall not be submitted***).
7. The Consultancy firm/Agency would be selected in accordance with the 'Quality and Cost Based Selection (QCBS)' method stipulated in the World Bank's Procurement Regulations for IPF Borrowers: Procurement in Investment Project Financing: Goods, Works, Non-Consulting and Consulting Services, July 2016 (Revised in November 2017 and August 2018)', available at www.worldbank.org. Attention of the interested agencies is drawn to paragraph 3.14 of the said Regulations relating to the Conflict of Interest.
 8. Consultancy firms may associate with other firms in the form of a joint venture (JV) or a sub-consultancy to enhance their qualifications. However, nature of association i.e. whether JV or Sub-Consultant, must be clearly mentioned in the Expression of Interest.
 9. Interested Consultancy Firms/ Agencies must deliver their EOIs in **English** language to the address given below on or before **4:00 pm** of **4th April, 2019** in **hard copy as well as a soft copy**. Further information can be obtained at the address given below from 11.00 am to 04.00 pm (IST) on all working days.

The State Project Director, ARIAS Society, Agriculture complex, Khanapara, G.S. Road, Guwahati-781022 (Assam) Tel: 0361-2332125; website: www.arias.in; email: spd@arias.in