

INDIA
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)
REVISED REQUEST FOR EXPRESSIONS OF INTEREST (REOI)
(CONSULTING SERVICES – FIRM SELECTION)

HIRING OF A CONSULTANCY SERVICE PROVIDER FOR SETTING UP & MANAGING
AGRIBUSINESS ENTERPRISE DEVELOPMENT AND PROMOTION FACILITY (EDPF) UNDER APART
(Reference No. of Procurement Plan: IN-ARIAS-48705-CS-QCBS)

Re-REOI No. ARIASS/APART/EDPF/151/2016/125

Dated Guwahati the 8th March, 2018

1. The Government of Assam (GoA) through the Government of India 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 Service Provider firm for “**Setting up and Managing an Agribusiness Enterprise Development and Promotion Facility (EDPF)**”.
2. The 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”. An important sub-component of the APART is setting up an Agribusiness Enterprise Development and Promotion Facility (EDPF). 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://documents.worldbank.org/curated/en/272411504404065792/pdf/INDIA-ASSAM-PAD-08142017.pdf>.
3. Broadly, the scope of consulting services (“the Services”) includes (i) various studies, surveys and analyses including value chain studies; (ii) Creating a robust agri-entrepreneurship knowledge base; (iii) Mentorship program; (iv) Enterprise outreach (v) Technology dissemination (vi) Training and capacity building (vii) Documentation of best practices (viii) Reviewing business plans of FPOs and project Industry Associations and (ix) Business Development Support Services.
4. The State Project Director (SPD), ARIAS Society now invites eligible consulting firms (“Consultants”) to indicate their interest 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>). **The shortlisting criteria are:-** The firm should -
 - a) have been in business for atleast last five (05) years (i.e. 2016-17, 2015-16, 2014-15, 2013-14 and 2012-13);
 - b) have proven experience of successfully completed at least 2 similar assignments in the last 5 years (i.e. 2016-17, 2015-16, 2014-15, 2013-14 and 2012-13);
 - c) have an average annual turnover of **Rs. 10.00 crore** in the last 3 financial years (i.e. 2016-17, 2015-16 and 2014-15);
 - d) have technical and managerial capability to undertake the assignment.
5. **The lists of documents to be submitted along with EOI are** (*Expression of Interest shall not be more than total 60 pages*):
 - a) Name, address, e-mail, telephone along with a note on the Ownership and organizational structure & core business area of the consulting firm;
 - b) Document (s) to demonstrate that the firm is in the business for the last 5 years;
 - c) Document (s) relating to details of Similar Assignments executed during the last 5 years (i.e. 2016-17, 2015-16, 2014-15, 2013-14 and 2012-13) supported by completion or acceptance certificate(s);
 - d) Certificate from the statutory auditors/Chartered Accountant stating the year wise annual turnover during each of the last 3 financial years (i.e. 2016-17, 2015-16 and 2014-15);
 - e) 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).
6. The consultant will be selected in accordance with the Quality and Cost-based Selection (QCBS) method pursuant to the World Bank’s “Procurement Regulations for IPF Borrowers; Procurement of Goods, Works, Non-Consulting & Consulting Services, July 2016”, 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.
7. Consultancy firms may associate with other firms [**excluding not-for-profit organizations (such as NGOs, and universities)**] 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.
8. Interested Consultancy Firms/ Agencies must deliver their EOIs in **English** language to the address given below on or before **29th March 2018** 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.
9. *This revised REOI is issued against cancellation of earlier REOI no. ARIASS/APART/EDPF/151/2016/38 dated 9th Jan.2017.*

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