

**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)
Project Coordination Unit (PCU)

RE-REVISED REQUEST FOR EXPRESSION OF INTEREST (REOI)

For hiring Consultancy Services for Conducting Feasibility Assessment to set up an Investment Fund for Small and Medium Enterprises in the Agribusiness Sector of Assam

ARIASS/APART/100/2016/78-A

Dated Guwahati the 14th August, 2017

1. The Government of Assam (GoA) through the Government of India has applied for a loan of US\$ 200 million from the World Bank (WB) for implementation of the Assam Agribusiness and Rural Transformation Project (APART). The APART's basic objective is to add value and improve resilience of selected agriculture value chains, focusing on smallholder farmers and agro-entrepreneurs in targeted districts of Assam
2. APART activities are grouped into three 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. An important sub-component under the project is setting up an investment fund for SMEs in the Agribusiness Sector, called as "Agribusiness Investment Fund (AIF)". The ARIAS Society now intends to apply a portion of the loan for a hiring a consultancy firm for "Feasibility Assessment to set up AIF for Small and Medium Enterprises in the Agribusiness Sector of Assam". Further details may be seen in the Terms of Reference (TOR) for the assignment at <http://www.arias.in/procurements.html>.
3. Briefly, the scope of the consultancy assignment would cover-
 - a) A detailed analysis of existing SME investment funds in Assam and other states of India,
 - b) An analysis of relevant local and international experience with sector-specific SME funds (particularly those that are government sponsored, or hybrid funds) and other types of interventions that catalyse risk financing for SMEs based on analysis of the desk based research and produce a draft report for review by the ARIAS Society;
 - c) A study of legal, regulatory and taxation framework within which this AIF would be set up
 - d) Reporting the status of development of SMEs in general and SMEs in the agribusiness sector in particular in Assam and the business enabling environment within which they operate as inputs into the estimation of potential deal flow for the AIF
4. **The short-listing criteria include:** The firm should -
 - a) Have been in business for atleast during the last five (05) years (i.e. 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17);
 - b) Have an average annual turnover of India **Rs. 1.00 crore** (or equivalent in any other currency) in the last **03** years i.e. 2014-15, 2015-16 and 2016-17 (the exchange rate prevailing as on the last date of receipt of EoIs shall be applicable);
 - c) Have proven experience of having managed similar assignments in the last five years.
5. **The lists of documents to be submitted along with EOI are** (*Expression of Interest shall not be more than total 60 pages*):
 - i. Name, address, e-mail, telephone, ownership and organizational structure of the consulting firm along with documents to demonstrate that the firm is in the business atleast during the last **05** years;
 - ii. Certificate from the statutory auditors/Chartered Accountant stating the annual turnover during the last **03** financial years (i.e. 2014-15, 2015-16 and 2016-17).
 - iii. Details of Similar Assignments undertaken in the last five years (i.e. 2012-13, 2013-14, 2014-15, 2015-16 and 2016-17) accompanied by documents to demonstrate that the firm indeed has successfully completed the assignments;
6. The Consultant would be selected in accordance with the World Bank's Procurement Regulations for IPF Borrowers: Procurement of Goods, Works, Non-Consulting and Consulting Services, July 2016. Attention of the interested Consultants is drawn to paragraph 3.14 of the said regulations relating to Conflict of Interest.
7. Consulting firms may associate with other firms in the form of a Joint Venture (JV) or a Sub-Consultancy (with joint or several liability) **to enhance their technical qualifications**, however this should be stated clearly in the Expression of Interest (EOI).
8. Further information may be obtained at the address below during 11:00 to 16:00 hours IST on all GoA working days.
9. The State Project Director, ARIAS society now invites eligible consultancy firms to register their Expression of Interest (EOI) in providing the above services by submitting the following information/ documents: (not more than 60 pages in total):
10. Interested consultancy firms/agencies may submit their EoI to the following address by **1st September, 2017 (before 1600 hours) in soft as well as hard copy.**
11. *This is a re-revised REOI issued against cancellation of our earlier REOIs on the subject no. (i) ARIASS/APART/100/2016/45 dated 17th Sep. 2016 and (ii) ARIASS/APART/100/64 dated 11th January, 2017.*

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