

ARIAS SOCIETY
Assam Rural Infrastructure and Agricultural Services Society (ARIASS)
(An Autonomous Body under Govt. of Assam)
World Bank financed Assam Agribusiness & Rural Transformation Project (APART)

No. ARIASS/APART/157/2016/51-A

Dated Guwahati, the 9th January, 2017

REQUEST FOR EXPRESSION OF INTEREST (REOI)

For hiring of Consultancy Services for Setting-up Farmer Producer Organizations/ Companies

1. The Government of Assam through Government of India has applied for a loan of US\$ 200 million from the World Bank for implementation of the Assam Agribusiness and Rural Transformation Project (APART). The ARIAS Society intends to apply a portion of this loan for engagement of three Consultancy Firms (as Service Provider) for a period of 3 years for setting up & hand-holding of Farmer Producer Organizations/Companies (FPOs/ FPCs) and Common Service Centers (CSC) for the three zones as shown in the table below:

Sl	Zone	District Covered with FPOs/ FPCs	Total FPOs/ FPCs
1	I	(a) Sonitpur – 14 ; (b) Darrang – 7; (c) Lakhimpur – 5; (d) Nalbari - 5 and (e) Barpeta – 6.	37
2	II	(a) Sivasagar -9; (b) Golaghat – 3; (c) Karbi-Anglong – 6; (d) Jorhat - 7 and (e) Cachar – 5.	30
3	III	(a) Nagaon – 8; (b) Morigaon – 3; (c) Kamrup – 9; (d) Goalpara – 6; (e) Dhubri - 3 and (f) Kokrajhar -3.	32
Total		16 Districts	99 FPOs/ FPCs

2. Briefly, the scope & objective of the consultancy assignment would *inter alia* include the following:-
- Development and establishment of commercially viable FPOs/FPCs to undertake purchase and marketing of agriculture inputs and aggregation and sales of agriculture outputs'
 - Development of business plan of the these FPOs/FPCs for commercially viable activities identified by the members ;
 - Collaborate with allied Service Providers; Line Departments; Stakeholders working with APART on the linked project implementation operations;
 - Assist FPOs/FPCs to develop and strengthen the linkages for (a) knowledge & information (b) banks & other commercial lending institutions (c) insurance companies, (d) logistics providers etc.;
 - Build a database of resource persons and resource institutions for the FPOs/FCS, networking them and making these persons and institutions available as and when required;
 - Mentor, backstopping and monitoring effectiveness of the FPOs/FPCS on regular basis and revising and adapting planning and implementation arrangement to respond to the emerging needs and demands on the ground;
 - Support the FPOs/FPCS to evolve and become pro-market sensitive business groups so that the organization can make rational business plans after the completion of the assignment.
3. The State Project Director (SPD), ARIAS society now invites eligible consultancy firms/ agencies to submit their Expression of Interest (EOI) for 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 proposed assignment, which may be seen at the website of ARIAS Society viz. (www.arias.in/notification).**
4. Interested consulting firms shall furnish the following duly self-certified information in a clear & concise manner:
- Name, complete address, fax number, e-mail address along with a note on the Ownership and organizational structure & core business area;
 - Documents to demonstrate that the firm is in the business since last **five** years (2015-16, 2014-15, 2013-14, 2012-13 & 2011-12) ;
 - Details of at least 3 similar assignments executed in the last 5 years (2015-16, 2014-15, 2013-14, 2012-13 & 2011-12) to support the short-listing criteria accompanied by completion or acceptance certificate(s), including experience, if any, of having worked with public sector agencies in India/ projects funded by International Multilateral/ Bilateral agencies;
 - Certificate from the statutory auditors/ Chartered Accountant certifying the total turnover during each of the last 3 financial years (i.e. 2015-16, 2014-15 & 2013-14);
 - In-house available expertise with domain knowledge and experience in similar assignments.
5. **The short-listing criteria for each zone are:** - The firm/ agency should
- be in business for the last 5 years (2015-16, 2014-15, 2013-14, 2012-13 & 2011-12) ;
 - have Average Annual Financial Turnover of minimum **Rs.5.0 crore** in the last **3** financial years (2015-16, 2014-15 & 2013-14);
 - have proven experience of successfully completed at least 3 similar assignments in the last 5 years (2015-16, 2014-15, 2013-14, 2012-13 & 2011-12);
 - have of a multidisciplinary in-house technical team and expert staff available with them;
- Note: The Consultancy firms/ agencies are required to submit their Expression of Interest (EOI) separately for each zone and in case any firm /agency wants to apply for more than one zone, they must demonstrate that they have the combined capacity to handle multiple zones. The SPD however, reserves the right to shortlist separate firms for each of the zones.
6. The consultant will be selected in accordance with the Quality & Cost Based Selection (**QCBS**) method set out in 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. Consultants 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.
7. Interested Consultancy Firms/ Agencies must deliver their EOIs in written form and in English Language to the address given below on or before **2nd February 2017** in hard copy as well as a soft copy by email before the given date. Further information can be obtained at the address of the SPD given below from 10.30 am – 04.00 pm(IST) on all working days.

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