

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)

For hiring of Consultancy Services for Providing Technical Assistance
to the Assam Bureau of Investment Promotion (ABIP)

Re-REOI No. ARIAS/APART/ABIP/178/2017/Pt/33-A

Dated Guwahati the 2nd November, 2018

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 of Consultancy Services for Providing Technical Assistance to the Assam Bureau of Investment Promotion (ABIP) under APART. *This is a revised REOI against annulment of the earlier REOI process initiated vide no. ARIASS/APART/ABIP/178/2017/11 dated 19th Jan. 2017.*
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”. 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 Consultancy assignment will be to support the recently constituted ABIP within the Department of Industries & Commerce, GoA, with respect to the investment promotion agenda, provide support to institutional capacity building, develop and roll out an investment promotion agenda for ABIP’s agribusiness related activities and support its implementation. Briefly, the scope of the assignment would cover - **(a)** Projecting Assam as an attractive investment destination in other states as well as other countries; **(b)** Supporting the ABIP in the improvement of investment climate in the state; **(c)** Supporting ABIP in supervision and administration of the speedy processing of applications and issue of various clearances required to be issued by competent authority or authorities of the State Government under various state enactments, for setting up of industrial or service sector undertakings in the State of Assam.
4. The State Project Director (SPD), ARIAS Society now invites eligible consulting firms (“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:** The firm/ agency should-
 - a) have been in business for atleast last five (5) years (i.e. 2017-18, 2016-17, 2015-16, 2014-15 & 2013-14);
 - b) have proven experience of successfully completed at least three (3) similar assignments in the last five (5) years (i.e. 2017-18, 2016-17, 2015-16, 2014-15 and 2013-14);
 - c) have an average annual turnover of **Rs. 5.00 crore** in the each of the last three (3) financial years (i.e. 2017-18, 2016-17 and 2015-16);
 - d) have adequate technical and managerial capability of the firm (**key personnel would not be evaluated at this stage and hence CVs shall not be submitted now, but only at RFP stage**).
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 consulting firm;
 - b) Document (s) to demonstrate that the firm is in the business for the last 5 years (i.e. 2017-18, 2016-17, 2015-16, 2014-15 and 2013-14);

- c) Document (s) relating to details of **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);
 - d) 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);
 - 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**).
7. The Consultancy firm/Agency 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 (as updated)', 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 [**except 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.
9. Interested Consultancy Firms/ Agencies must deliver their EOIs in **English** language to the address given below on or before **4:00 pm of 26th November, 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.

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