



## **REQUEST FOR PROPOSALS FOR PROVIDING ICT ENABLED SERVICES TO FARMER PRODUCER ORGANISATIONS (FPOs)**

### **Background**

SFAC is currently implementing a pilot programme on behalf of Dept. of Agriculture and Cooperation, Ministry of Agriculture, Govt. of India, to promote 250 Farmer Producer Organisations (FPOs), each federating approximately 1000 members (total 2.50 lakh farmers) across various states of India. Additionally, existing FPOs have been identified and networked at the State level to leverage the collective buying and selling power of farmer collectives. State Level Committees of FPOs (SLCFPO) have been formed in 8 states for better local coordination and support to the emerging farmers' bodies. A detailed report on the FPO mobilization project is available at the "Krishidoot" link on the main homepage of our website ([www.sfacindia.com](http://www.sfacindia.com)).

SFAC provides various training inputs to these emerging farmer bodies and links them to services for building internal governance and technical capacity, enhancing access to technology, inputs, investments, services and markets. More than 25 resource institutions currently partner SFAC to provide a wide range of technical support and services to FPOs.

SFAC seeks innovative proposals from technical resource institutions which can offer ICT enabled value added services in local languages to the agriculture sector, with a view to linking registered/under-registration FPOs to such services on an on-going basis. The range of value added services which may be considered for inclusion in the pilot include, but are not limited to:

- Profiling FPOs and their members to develop a dynamic virtual database of the members of such bodies.
- Provide basic level but effective ERP services to FPOs to enable them to achieve better internal management, planning, financial control and monitoring capabilities.
- Financial services, including banking, crop credit, investment credit, insurance products, risk mitigation products.
- All services related to supply of agricultural inputs, including hiring of farm machinery.
- All services related to marketing of agricultural produce, including direct buying, contract farming.
- ICT based crop advice; weather, market, prices; all services addressing various aspects of the agriculture value chain
- All services related to post-harvest management; storage; WHR; value addition.
- Any other intervention which has demonstrated direct value addition to agriculture.

## Miscellaneous

- The scope of the pilot will be limited to around 10 states and approximately 2 lakh farmers in the first phase (Kharif 2013) but can subsequently be expanded to cover the entire country over the next 2-3 crop seasons, depending on performance and effectiveness of the service. Ultimately, the target is to cover at least 500 FPOs with a membership base of over 10 lakh farmers.
- The services in the pilot phase are expected to be rolled out latest by 15<sup>th</sup> May 2013.
- There is no prescribed format for the technical proposal, which should be submitted in as much detail as is possible, with clear description of the proposed interventions, mode of delivery, languages offered, support mechanism, monitoring and reporting arrangements etc.
- Financial bids should be submitted on a lumpsum per farmer unit cost basis, inclusive of all services in the technical package, as well as taxes. SFAC will also not pay for any infrastructure/hardware/human resources separately.

## Eligibility

The following are eligible to offer proposals to support this project:

1. Any public sector or private sector company registered under the Companies Act, 1956.
2. Any Trust, Society, Cooperative, partnership firm or other body registered under an existing Statute in India.

Provided that:

1. The institution has completed at least 3 years of functioning (financial years) as on 1<sup>st</sup> April 2013.
2. Audited financial reports of the last 3 years are available (i.e. upto financial year ending 31<sup>st</sup> March 2012) and provided that the annual turnover of the institution in the last year is not less than Rs. 500.00 lakhs.
3. The institution has direct experience of providing ICT enabled value added services to the agriculture sector (definition of agriculture includes allied sectors like horticulture, animal husbandry, dairy, fisheries etc.). Experience in this area will have to be supported by evidence of having previously developed and marketed such services in at least 5 states and will form the primary basis of evaluation.
4. It has on its rolls experienced staff/consultants with direct experience of designing and operating such systems and providing all the necessary support services connected with the product/service.
5. The institution is not black-listed by any Central or State agency.
6. It is in compliance of all necessary laws and statutes on the date of application.

## **Submission of Proposals**

Sealed offers under two-bid system (Part-I: Technical Bid & Part-II: Price Bid) are required to be submitted for the above-mentioned assignment. The Bidders must submit one **'Original'** and **'One Copy'** of the Technical proposal in one envelope, which must be sealed and clearly marked **"Technical Proposal for ICT enabled services to FPOs"**.

The Technical Proposal must be accompanied by a refundable Earnest Money Deposit (EMD) in the form of a demand draft for an amount of Rs. 1.00 lakh (Rupees One lakh only), drawn on a scheduled bank in India, payable to "Small Farmers' Agribusiness Consortium" at New Delhi. This amount will be refunded within one month to unsuccessful bidders. It will form part of the Security Deposit which the successful bidder(s) will have to submit to SFAC at the time of signing the Service Agreement.

**TECHNICAL PROPOSALS NOT ACCOMPANIED BY EMD WILL BE REJECTED OUTRIGHT.**

The Financial proposal must be kept in a separate envelope, which is to be sealed and clearly marked **"Financial Proposal"**.

Both the envelopes must then be placed in a single outer envelope, which must be sealed and addressed to the **Managing Director, SFAC, NCUI Auditorium Building, 5th Floor, 3, Siri Institutional Area, August Kranti Marg, Hauz Khas, New Delhi 110016.**

The Outer Envelope must further be clearly marked:

**"BIDS FOR ICT ENABLED SERVICES FOR FPOs"**

The Bidder(s) may submit their Bids by Registered Post / Courier or in Person, so as to reach SFAC by the time and date stipulated. The responsibility of submitting the bids within the deadline rests solely with the bidder(s) and SFAC will not consider late bids under any circumstances.

**The last date for submission of bids at SFAC is 5 p.m. on 16<sup>th</sup> April 2013.**

## Evaluation of technical and financial proposals

Short listed bidders meeting the minimum qualifications prescribed above will be invited to make a presentation before a Technical Committee appointed by Managing Director, SFAC.

(i) Points for evaluation of technical proposals:

	<u>Points</u>
➤ Relevance, innovative element and utility of proposed product/service to FPOs	50
➤ Relevant expertise/experience of the organization	25
➤ Qualifications/experience of the key personnel	25
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<b>Total:</b>	<b>100</b>

Financial proposals will be opened only for those bidders who obtain more than 70 points on the technical proposal.

- (ii) 60% weightage will be assigned to technical bids and 40% to financial bids.
- (iii) The combined score of the technical and financial evaluation will be used to recommend the award of the consultancy assignment.
- (iv) The decision of Managing Director, SFAC regarding acceptance or rejection of the committee's recommendation will be final and no reasons for the same will be provided.