



EOI Ref No: NER/Agribusiness/FFPO/525/012

North Eastern Regional Agricultural Marketing Corporation Ltd. (NERAMAC)
(A GOVERNMENT OF INDIA ENTERPRISE)

EXPRESSION OF INTEREST

FOR

**Empanelment of suitable and capable Companies/ Firms/Institutes
Organization/Agencies/NGOs/LLPs etc for fishery related work / activities/Schemes/
Projects in NER region**



DISCLAIMER

This EOI document for Empanelment of suitable and capable Empanelment of suitable and capable Companies / Firms /Institutes/ organization/Agencies/NGOs/LLPs etc. for **Fishery related work / Activities/Schemes/ Projects in NER Region** contains brief information on the scope of work, eligibility requirements and details of the selection process amongst others for the successful bidder.

Intimation of discrepancies in the EOI Document, if any, may be given, by the Bidders, to the office of NERAMAC within 48 hours from the time of publishing of bid. If NERAMAC receives no written communication, it shall be deemed that the Bidders are satisfied with the information provided in the EOI document.

This EOI document is not an agreement. The scope of work and other information as well as the right and obligations of the successful Bidder shall be set out in a separate agreement to be executed between NERAMAC and the successful Bidder.

NERAMAC reserves the right to accept or reject any or all Bids without giving any reasons thereof.

NERAMAC shall not entertain or be liable for any claim for costs and expenses in relation to the preparation of the documents to be submitted in terms of this EOI Document.

NERAMAC shall not be responsible for any late receipt of applications for any reasons whatsoever. The applications received late will not be considered.

NERAMAC may include any other item in the Scope of work at any time after consultation with applicants or otherwise.

The NERAMAC reserves the right to relax or waive any of the conditions stipulated in this document as deemed necessary in the best interest of the NERAMAC without assigning any reasons thereof .



EXPRESSION OF INTEREST

North Eastern Regional Agricultural Marketing Corporation (NERAMAC) invites sealed Expression of Interest for empanelment of suitable and capable **Organization/Agencies/NGOs/LLPs etc** as Cluster Based Business Organizations (CBBOs) or as a Subject matter expert for **Fishery related work/ Activities/ Schemes/ Projects in NER**. Interested Company/ Firm/ NGOs/ Organizations/ Institutions having relevant experience with sound financial condition may download the EOI document/Form from e-Portal: <https://neramac.euniwizarde.com>

Important Dates

Last date and time for the submission of Bid: 06 February 2025 at 15.00 hrs.

Date of opening of Bids : 07 February 2025 at 12.00 hrs.
Place of opening of Bids : NERAMAC Complex
Six mile, Panjabari Road,
Guwahati, Assam 781022

In case the date opening falls on a holiday, the bids shall be opened on next working day at the same time and it will be binding on the Tenderer / Bidders for acceptance.



1. INTRODUCTION

North Eastern Regional Agricultural Marketing Corporation (NERAMAC) is a Government of India Enterprise, is set up to support farmers/ producers of North East in getting remunerative prices for their produce and thereby bridge the gap between the farmers and the market and also to enhance the agricultural, procurement, processing and marketing infrastructure of the North Eastern Region of India.

NERAMAC is committed to promote Organic and Naturally grown / processed Agri- Horti Produce as well Fishery and Dairy and allied products of North Eastern Region.

2. SCOPE OF WORK

NERAMAC is looking for association with individual suitable and capable **Organization/ Agencies/ NGOs/ LLPs etc** to work as Cluster Based Business Organizations or as a Subject matter Expert for Formation and Promotion of FFPOs in NE Region.

Broad scope of work will be as follows: -

1. Gradual formalization of the unorganized fisheries sector including creation of work based digital identities of fish workers for improved service delivery.
2. Facilitating greater access to institutional finance including working capital in order to enable the fish farmers, fishers and micro and small enterprises to reduce their cost of capital and to expand their operations.
3. Providing one-time incentive to those fish farmers willing to buy aquaculture insurance.
4. Incentivizing fisheries and aquaculture microenterprises to improve value-chain efficiencies and to create and maintain jobs through performance grants.
5. Incentivizing micro and small enterprises in the fisheries sector to establish supply chains of safe fish and fishery products including creation and maintenance of jobs through performance grants.
6. Conducting of Awareness prog, Out-reach activities, Training and Capacity building for Integration and consolidation of fisheries value chains and its other benefits.
7. Registration of fisheries sector microenterprises with National Fisheries Sector Digital Platform
8. Assist in the implementation of Ministry of Fishery and Animal Husbandry as we State department of Fishery and Animal Husbandry schemes /projects as suggested by NERAMAC time to time.
9. Assist NERAMAC in Fishery clusters/ cooperatives identification and community mobilization - baseline survey, cluster finalization, value chain identification, formation of FFPO/ Cooperatives
10. Prepare prospective Business Plan for respective Fishery cluster in order to establish a fit case for formation of an economically sustainable FFPO/ Cooperatives/ or others



11. Any other assignment related to implementation, management and monitoring of the fishery related schemes/project/programmes given by NERAMAC from time to time.

3. Eligibility Criteria of Cluster Based Business Organizations (CBBOs)/ Subject Matter Expert (SME) :

3.1 Minimum Eligibility

A. Pre-Qualification Criteria

- a) Any legal entity registered in India under the relevant Act or any institution established under any Act of Government of India or State and in existence for past 5 years shall be eligible.
- b) The agency should have a minimum average turnover/ utilization of funds of INR ≥50 Lakhs for North Eastern Region during the past 3 years with positive net worth.
- c) Institutions promoted by Public Sector Agricultural Universities, ICAR/ KVKs or other similar institutions of Central/State Governments shall be exempt from the above requirements.
- d) Legal entities registered in India with turnover of INR ≥250 Crore who have been sponsoring and implementing Corporate Social Responsibility (CSR) activities directly or through their foundations/ trusts shall also be eligible & exempted from requirement mentioned at (a) above.
- e) The agency should not have been barred/ blacklisted at any time by any Central Government Department/Agency/Public Sector Unit (PSU) of the Central Government or any State Government.
- f) The agency should have professionals/ experts in following 5 domains indicated below at the time of application: -

QUALIFICATION AND EXPERIENCE OF KEY PERSONNEL

Professional/ Expert	Required qualification and experience
Fisheries/Aquaculture Management	<ul style="list-style-type: none"> • Postgraduate (Master of Fisheries Science) MFSc. Fisheries/ Aquaculture/ M.Sc. Zoology/ M.Sc. Marine Sciences/M.Sc. Marine Biology/ Masters in Fisheries economics/ Industrial Fisheries/ Fisheries Business Management/ M.Sc. in Veterinary Sciences (M.VSc)/ M.Sc. in Agriculture and allied disciplines from recognised university within minimum 3 years of relevant experience in fisheries production techniques, technology



	<p>interventions or marketing of fish seed and working with FFPOs/FPOs/fisheries cooperatives/similar institutions/working with the private sector engages in fisheries and aquaculture domain.</p> <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Graduate (Bachelors of Fisheries Science) B.FSc. Fisheries/Aquaculture/B.Sc. Zoology/B.Sc. Marine Sciences/B.Sc. Marine Biology/ Bachelors in Fisheries economics/ Industrial Fisheries/ Fisheries Business Management/ B.Sc. in Veterinary Sciences (B.VSc)/ B.Sc. in Agriculture and allied disciplines from recognised university within minimum 5 years of relevant experience in fisheries production techniques, technology interventions or marketing of fish seed and working with FFPOs/FPOs/fisheries cooperatives/similar institutions/working with the private sector engages in fisheries and aquaculture domain.
<p>Value Chain</p>	<ul style="list-style-type: none"> • Postgraduate (Master of Fisheries Science (MFSc.) Fisheries/Aquaculture/ M.Sc. Zoology/ MSc. Marine Sciences/ MSc. Marine Biology/ Masters in Fisheries Economics/ Industrial Fisheries/ Fisheries Business Management/ M.Sc. in Veterinary Sciences (M.VSc) /M.Sc. in Agriculture and allied disciplines) from recognized university with minimum 3 years of relevant experience in Value Chain Development, Marketing/Post-Harvest Management/ Processing and working with FFPOs/ FPOs/fisheries cooperatives/similar institutions /working with the private sector companies engaged in fisheries and aquaculture domain. <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Graduate (Bachelors of Fisheries Science (BFSc.) Fisheries/Aquaculture/ B.Sc. Zoology/ B.Sc. in Marine Sciences/ BSc Marine Biology/ Bachelor in Fisheries Economics/ Industrial Fisheries/ Fisheries Business Management/ Bachelor of Veterinary Science (BVSc) / B.Sc. in Agriculture and allied disciplines) from recognized university with minimum 5 years of relevant experience in Value Chain Development, Marketing, Post-Harvest Management/ Processing and working with FFPOs/ FPOs/large farmers' groups/fisheries cooperatives/similar institutions /working with the



	private sector companies engaged in fisheries and aquaculture domain
Social Mobilization	<ul style="list-style-type: none"> • Postgraduate in social work (MSW) / Master of social science/ Masters in Rural Studies / MBA rural management/ Post graduate diploma in rural development (PGDRD) from a recognized university/ institute with minimum 3 years of relevant experience in mobilization of farmers, field demonstrations, organizing village level meetings etc. <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • Graduate in social work (B5V) Bachelor of social science/ Bachelor of Rural Studies/ BA in Rural Development (a recognized university/ institute with minimum 5 years'of relevant experience in mobilization of farmers, field demonstrations, organizing village level meetings etc.
Information Technology/MIS	<ul style="list-style-type: none"> • M.C.A or M. Tech in computer science/ Masters in IT from a recognized university/ institute with minimum 3 years of relevant experience of handling IT relevant assignments, MIS development, software development etc. <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> • B.C. A or B.Tech in computer science/ Diploma in IT from a recognized university/ institute with minimum 5 years of relevant experience of handling IT relevant assignments, MIS development, software development etc.
Accounts	<ul style="list-style-type: none"> • B. Com with minimum 5 years of relevant experience in accounting, auditing, statutory compliance, legal matters, arbitration etc.

In case unavailable, the agency shall give an undertaking to NERAMAC to recruit experts with requisite experience from the remaining domains upon selection. NERAMAC shall issue the Sanction/ Approval Letter to the Agency only after ensuring that experts from all the above 5 domains are available with the agency.



B. Technical Qualification:**Eligibility Criteria**

The entities intending to submit their application for the role of CBBOs/ SMEs will fulfil the following eligibility conditions:

Participating Entity -Details

- Category 1: CBBOs already empanelled under Central Sector Scheme for Formation and Promotion of 10,000 FPOs of M/o A&FW by the Implementing Agencies and working in NER.
- Category 2: Any State/Central Government Agricultural Universities/KVKs/Quasi Govt. Organisations/Cooperatives/Similar Institutions of Central and State govt. promoting FPOs/FFPOs/farmers groups, **which are not covered under Category 1 above.**
- Category 3: Any legal entity which are not covered under Category 1 & 2 above, registered in India under the relevant Act, or any institution established under any Act of Government of India or State and in existence for past 5 years will be eligible.

C.

Financial strength- Details

- For category 1 CBBOs already empanelled under Central Sector Scheme for Formation and Promotion of 10,000 FPOs of M/o A&FW have already qualified financial strength and hence are exempted from this criterion of financial standing.
- Category 2 are exempted from this criterion of financial standing.

Category 3

- a. The applicant should have minimum average turnover of INR 50 Lakhs during the last three (3) financial years with positive net worth.
- b. If the entity is registered in the Himalayan and NE states/UTs and intends to undertake the role of CBBO in the Himalayan/NE states and UTs, in such cases the minimum average turnover will be INR 50 Lakhs for the last three (3) financial years with positive net worth.



Scoring & Weightage:

Scoring & Weightage:		
Ser	Particulars	Weightage
1	Human Resource	25%
	a. Present Staff Strength of the Agency	
	b. Availability of Technical Experts	
	c. Area of Operation	
2	Work Experience	40%
	a. Age of the Agency	
	b. No. of FPOs Promoted	
	c. No. of FPOs/ Farmers' Groups with Value Addition, OR Market/Credit linkage created for FPOs/ Large Farmers' Groups, OR Capacity Building Trainings (Field and Classroom Trainings) for FPOs/ Large Farmers' Groups.	
3	Financial Strength	20%
	a. Turnover in last three (3) financial years (2020-21, 2021-22, 2022-23)	
	b. Minimum Net Worth	
4	Presentation	15%
	Total	100%

Note: The Cut off marks for empanelment as CBBO/ SME will be 75%. The agency needs to score a minimum 60 marks out 85 marks from the category of Human Resource, Work Experience and Financial Strength as mentioned above to get called for Power Point Presentation.



Selection Criteria:

The agencies who have submitted the EOI within the stipulated time, their application will be evaluated on the basis of documents submitted, their relevant experience and expertise of providing similar services.

Agencies may also provide the details of assignments undertaken by them through the Printed Literature viz. Profile, Brochures etc. also along with the application. The process of Empanelment of CBBOs is as follows:

Stage 1 Short listing of the applicant/ agencies will be done for further presentation of the agency based on their marks obtained in the category of Human Resource, Work Experience and Financial Strength. The agency needs to score a minimum 60 marks out of 85 marks from the category of Human Resource, Work Experience and financial Strength as mentioned above to get called for Power point Presentation.

Stage 2 Short listed agencies will be required to give a presentation to NERAMAC highlighting all the parameters listed in the eligibility criteria along with their planning for implementation of the program.

Stage 3 Agencies who qualify 75 or more marks out of 100 marks will be empanelled as CBBOs.

This is to be noted that the empanelment as CBBO should not be considered as mandatory award of work by NERAMAC. The distribution of work would be decided by a Committee at NERAMAC based on financial outlay, geography, strength area of selected FFPO and similar consideration. The empanelled CBBO therefore will not have any right to demand any work from NERAMAC.

9. **Period of Engagement.** The initial engagement of CBBOs/SME will be for a period of maximum three (3) years for the purpose of formation/ promotion of FFPOs. In case the performance of the CBBOs is found satisfactory by NERAMAC, their period of engagement may be extended appropriately with terms and conditions and if it is found unsatisfactory, their agreement will be cancelled/ terminated at any time during the engagement period by the NERAMAC without assigning reason.

4. INSTRUCTIONS TO BIDDERS

1. This empanelment process does not mean all selected agencies will get an official assignment/ work immediately.
2. Allocation of work might be given to selected agencies based on capacity, capability, and availability of work with NERAMAC.



3. The Bidders shall be responsible for all of the costs associated with the preparation of their Bids and their participation in the Bidding Process. NERAMAC shall not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Bidding Process.
4. It shall be deemed that by offering a Bid, the Bidder has:
 - (i) Made a complete and careful examination of the bidding documents & offered site; received all relevant information from NERAMAC;
 - (ii) Satisfied itself about all matters, things and information hereinabove necessary and required for bidding, execution of the agreement in accordance with the bidding documents and performance of all of its obligations there under;
 - (iii) Agreed to be bound by the undertakings submitted by it under and in terms hereof.
- b) Any corrigendum including extension of date or change of date for submission of the tender shall be published only on the website and that shall be deemed to have been seen by the bidders.
- c) Final selection of CBBO from the EOI received will be done at the discretion of NERAMAC and the decision of NERAMAC shall be final and binding on all the participating parties.
- d) Details submitted by the parties shall be examined in line with criteria mentioned at Clause No. 3. All the terms and conditions shall be considered in totality and applications received without documents complying with the above conditions shall be summarily rejected.
- e) Applicants can also be asked to furnish additional information/confirmation in connection with verification of the documents submitted by them, if deemed necessary.
- f) NERAMAC do not guarantee any confirmed business to the applicants against this EOI. It should be clearly understood that no guarantee is given that all the items of work as mentioned in the scope of services shall be performed / required to be performed. NERAMAC may appoint more than one organisation as Business Associates in one or more states as per local needs and exigencies.
- g) If at any stage it is found that the documents submitted by the applicant or their claims are false, then the offer of the EOI will be rejected and/ or the agreement/contract will be terminated.



5. DISPUTE RESOLUTION

In the event, any dispute arises between the successful bidder and NERAMAC in connection with this tender, the construction of any provision of this tender or the rights, duties or liabilities of the successful bidder/ NERAMAC under this tender, same shall be referred to a sole Arbitrator to be appointed by the Managing Director, NERAMAC. The venue of Arbitration shall be at Guwahati.

In the event disputes are not resolved even after appointment of Arbitrator either of the Parties shall be free to approach appropriate court of law. The Courts in Guwahati shall alone have the exclusive jurisdiction in respect of all disputes in relation to this tender.



FORMAT (TO BE FILLED UP) BY PROSPECTIVE CBBOs/SMEs
PARTICULAR DETAILS

1. DETAILS OF THE AGENCY

(a) Name:

(b) Address of the head office and its branch office(s), if any, in India:

(c) Date of incorporation and/or commencement of business:

2. Brief description of the Agency including details of its main lines of business and proposed role and responsibilities in this project:

3. Details of individual(s) who will serve as the point of contact/communication for the NERAMAC:

(a) Name:

(b) Designation:

(c) Address:

(d) Telephone Number:

(e) E-Mail Address:

(f) Fax Number:

4. Particulars of the Authorised Signatory of the Agency:

(a) Name:

(b) Designation:

(c) Address:

(d) Phone Number:

(e) Fax Number:

Date:

Yours faithfully,

Place:

(Signature of the Authorised signatory)

(Name and designation of the of the Authorised signatory)

Name and seal of the Agency



Annexure -II

**UNDERTAKING FOR NOT BEING BANNED FOR BUSINESS BY ANY GOVT.
ORGANISATION/PSU/ETC.**

I / We _____ hereby declare
that _____ the _____ firm/company _____ namely
M/s. _____ has not been
blacklisted or debarred by any Government/State Government/Govt. Department and or
Agencies such as UN/Bilateral/Multi –lateral funding partner/Agencies and Corporate
Including CPSEs, at any time for services of any description.

In case the above information found false I/we are fully aware that the empanelment/
contract will be rejected and EMD/ Performance Security shall be forfeited.

STAMP & SIGNATURE



Annexure-III

HUMAN RESOURCE STRENGTH OF THE AGENCY

<u>Ser</u>	<u>Name of the official & Designation</u>	<u>Qualification</u>	<u>Specialization</u>	<u>Duration of working with the agency (No. of years & months)</u>	<u>Relevant Experience (no. of years)</u>
1					
2					
3					
4					
5					

(Note: - Domain Experts should be from the concerned discipline)

Attach appointment letter, Curriculum Vitae, and other relevant documents regarding qualification and experience of above experts along with the certificate from Head of the Organization regarding working of above mentioned subject experts as on date.

Date:

Place:

(Signature of the Authorised signatory)

(Name and designation of the of the Authorised signatory)

Name and seal of the Agency



TECHNICAL STRENGTH OF THE AGENCY

<u>Ser</u>	<u>Year</u>	<u>Name of the Project</u>	<u>Name of the funding Agency</u>	<u>Duration of the project</u>	<u>Total Cost (Rs. in Lakh)</u>
1					
2					
3					
4					
5					

(Attach Copy of work allotment letter/ completion certificate)

Date:

Place:

(Signature of the Authorised signatory)

(Name and designation of the of the Authorised signatory)

Name and seal of the Agency



Annexure - V

FINANCIAL STRENGTH OF THE AGENCY

The Agency should provide the Audited Financial Statements and Annual Report of last three (3) financial years. An and acknowledgement of ITR along with IT Return filed last three (3) financial years along with the filled Proforma as below:

(Value in Crore)

<u>Ser</u>	<u>Financial Year</u>	<u>Annual Turnover</u>	<u>Annual Net Worth</u>	<u>Whether Profitable/Loss (Yes/No)</u>
1	FY 2021-22			
2	FY 2022-23			
3	FY 2023-24			

Certificate showing Annual Turnover and Net Worth duly certified by Chartered Accountant may be provided in case the audit for FY 2023-24 is under process along with the undertaking by the authorized signatory stating the same on letter head of the agency.

Date:

Place:

(Signature of the Authorised signatory)

(Name and designation of the of the Authorised signatory)

Name and seal of the Agency



Annexure-VI

ANY OTHER DETAILS SUPPORTING THE AGENCY

Date:

Place:

(Signature of the Authorised signatory)

(Name and designation of the of the Authorised signatory)

Name and seal of the Agency

