

**Expression of Interest
(EOI) For
Services of a Consultancy
Organization on the Engineering
works
To
TS MARKFED
5-2-68 3rd floor mahatma Gandhi bhavan
Markfed bhavan,jambagh-Hyderabad-500095**

Introduction:

INVITATION FOR EXPRESSION OF INTEREST

TS MARKFED invites sealed Expression of Interest (EOI) from reputed consulting agencies/firms/institutions for Engineering Consulting services.

The EOI Document containing the details of qualification criteria, required documents and scope of work can be downloaded from the website www.tsmarkfed.com.

Sealed envelope marked to the captioned address, containing EOI and non-refundable fee of Rs 2000/- by way of DD/online mode(RTGS/NEFT) in favour of TS MARKFED payable at Hyderabad may be submitted mentioning "EOI for Engineering consultancy on the top cover:

"Telangana State Co-operative Marketing Federation Ltd "
#5-2-68, 3rd floor, Mahatma Gandhi Markfed Bhavan, Jambagh, Hyd-095

S. No.	Critical Dates	Date	Time
1.	Publishing Date	12.09.2020	
2.	Document Download Start Date	12.09.2020	
3.	Document Submission End Date	19.09.2020	02:00PM
4	Bid Opening Date	19.09.2020	03:00PM

Note: Managing Director, TS MARKFED reserves the right to cancel this request for EOI and/or invite afresh with or without amendments, without liability or any obligation for such request for EOI and without assigning any reason. Information provided at this stage is indicative and reserves the right to amend/add further details in the EOI.

Yours faithfully,

Sd/-
Managing Director

Encl.: EOI Document.

1.2 EOI Processing Fees

A non-refundable processing fee for Rs. 2,000/- (Two Thousand Rupees only) in the form of a Demand draft/Online mode (NEFT/RTGS) in favour of "TS MARKFED Payable at Hyderabad has to be submitted along with the EOI response. Bids received without or with inadequate EOI processing fees shall be liable to get rejected.

A/c Details:

A/c Number: 50100259663693

Bank Name:HDFC0001042

Branch: Uppal Kalan,Hyderabad.

1.3 Validity of Offer:

The offer for EOI as per this document shall be valid for a period of one year initially which may be extended further if required by TS MARKFED.

2.0 INSTRUCTIONS TO CONSULTANTS

The Expression of Interest is to be submitted in the manner prescribed below:-

All information as detailed below is to be submitted in two hard copies in separately sealed envelopes and one soft copy in CD:-

- a) Applicant's Expression of Interest
- b) Organizational Contact Details as per Format-1.
- c) Experience of the organization as per Format-2.
- d) Financial Strength of the Organization -Format-3.
- e) Completed work orders- Format-4.
- f) Declaration/Not Blacklisted Format-5.

EOI Documents has been uploaded on the website www.tsmarkfed.com and the same EOI can be downloaded from website www.tsmarkfed.com

The bidders are expected to examine all instructions, forms, terms and other details in the EOI document carefully. Failure to furnish complete information as mentioned in the EOI document or submission of a proposal not substantially responsive to the EOI documents in every respect will be at the Bidder's risk and may result in rejection of the proposal.

2.1. Qualification Criteria:

Following will be the minimum pre-qualification criteria. Each eligible consultant should possess all the following pre-qualification criteria. Responses not meeting the minimum pre-qualification criteria will be rejected and will not be evaluated.

S.No.	Pre-qualification Criteria	Supporting Document	Compliance
1.	The applicant shall be a firm/ company/ partnership/ proprietorship firm registered under the Indian Companies Act, 1956/ the partnership Act, 1932 and who have their registered offices in India and must have an office in Hyderabad	Copy of incorporation Deed, if any	Certificate of and Partnership
2.	The firm should be in the business of providing similar consultancy services for at least 03 years as on 31.03.2020.	Certificate by accountant	Chartered
3.	The Bidder has to be profitable and should not have incurred loss in any of the last 3 consecutive Financial Years (FY 2017-18, 2018-19 & 2019-20)	Format-5 to be certified & validated by Chartered Accountant (CA) of the bidder's organization	
4.	The Bidder shall have experience of providing similar work completed consultancy services to Central Govt./State Govt./PSUs/ Govt. bodies in India costing not less than Rs. 10 Lakh	Copy of Work Order / Contract	
5.	The firm shall not be blacklisted by any Central Govt. / State Govt. / PSU/Govt. Bodies	signed by the Authorized signatory & Affidavit of Rs:100 Stamp paper.	
6.	PAN No. /GST Registration	Copy of Certificate to be enclosed.	

2.2 Evaluation Criteria and Method of Evaluation:

- Screening of EOIs shall be carried out as per eligibility conditions mentioned in this document and based on verification of testimonials submitted.
- EOI will be evaluated for short listing inter alia based on their past experience of handling similar type of project, strength of their man power, financial strength of firm and presentation / proposal .
- Short listed agencies will be issued Bid Documents and asked to submit their price proposal in a sealed envelope.

2.3 Response:

Bidders must ensure that their Bid response is submitted as per the formats attached with this document. Special comments on the objectives and scope of the service projected in the enquiry may also be submitted along with the offer.

2.4 Conflict of Interest:

Where there is any indication that a conflict of interest exists or may arise, it shall be the responsibility of the Bidder to inform TSMARKFED, detailing the conflict in writing as an

attachment to this Bid.

TS MARKFED will be the final arbiter in cases of potential conflicts of interest. Failure to notify TS MARKFED of any potential conflict of interest will invalidate any verbal or written agreement.

Conflict of Interest is where a person who is involved in the procurement has or may be perceived to have a personal interest in ensuring that a particular Bidder is successful. Actual and potential conflicts of interest must be declared by a person involved in a Bid process.

2.5 Condition under which EOI is issued:

The EOI is not an offer and is issued with no commitment. TSMARKFED reserves the right to withdraw EOI and or vary any part thereof at any stage. TSMARKFED further reserves the right to disqualify any bidder, should it be so necessary at any stage.

APPLICANT'S EXPRESSION OF INTEREST

Sub: Submission of Expression of Interest to undertake consultancy services on the Engineering works related to TS MARKFED

Dear

In response to the Invitation for Expressions of Interest (EOI) published on xx.xx.xxxx for the above purpose, we would like to express interest to carry out the above proposed task. As instructed, we attach 2 sets of the following documents in separately sealed envelopes and one soft copy:

S.No.	Pre-qualification Criteria	Supporting Document	Compliance
1.	The applicant shall be a firm/ company/ partnership/ proprietorship firm registered under the Indian Companies Act, 1956/ the partnership Act, 1932 and who have their registered offices in India and must have an office in Hyderabad	Copy of incorporation Deed, if any	Certificate of Partnership
2.	The firm should be in the business of providing similar consultancy services for at least 03 years as on 31.03.2020.	Certificate by accountant	Chartered
3.	The Bidder has to be profitable and should not have incurred loss in any of the last 3 consecutive Financial Years (FY 2017-18, 2018-19 & 2019-20)	Format-5 to be certified & validated by Chartered Accountant (CA) of the bidder's organization	
4.	The Bidder shall have experience of providing similar work completed consultancy services to Central Govt./State Govt./PSUs/ Govt. bodies in India costing not less than Rs. 10 Lakh	Copy of Work Order / Contract	
5.	The firm shall not be blacklisted by any Central Govt. / State Govt. / PSU/Govt. Bodies	signed by the Authorized signatory & Affidavit of Rs:100 Stamp paper.	
6.	PAN No. /GST Registration	Copy of Certificate to be enclosed.	

Sincerely Yours,
Signature of the applicant
[Full name of applicant]
Stamp.....

Date:

Encl.: As above.

Note: This is to be furnished on the letter head of the organization.

FORMAT - 1

S. No	Organizational Contact Details	
1.	Name of Organization	
2.	Main areas of business	
3.	Type of Organization Firm/ Company/ partnership firm registered under the Indian Companies Act, 1956/ the partnership Act, 1932	
4.	Whether the firm has been blacklisted by any Central Govt. / State Govt./PSU/ Govt. Bodies / Autonomous? If yes, details thereof.	
5.	Address of registered office with telephone no. & fax	
6.	Address of offices in i) Hyderabad ii) All other State/UT's	
7.	Contact Person with telephone no. & e-mail ID	

Enclose:-

1. Copy of Certificate of Incorporation.
2. Copy of Article of Association in respect of 3 above.
3. Undertaking in respect of 4 above.

Signature of the applicant

Full name of the applicant

Stamp & Date

FORMAT - 2

Experience in Related Fields					
Overview of the past experience of the Organization					
S. No	Items	Number of Assignments during last 5 years	Order Value of each assignment in Lakhs of Rs. (Enclose copy of each order)	Mention the name of Client/ Organization (Enclosed completion certificates)	
1	Experience of assignments of similar nature				
1.1	Experience in carrying out similar assignments in Government				
1.2	Experience in carrying out Similar assignments in Public sector.				
<p>Decision of Evaluating Committee in ascertaining “similar nature” and “similar assignment” will be final.</p> <p align="right">Signature of the applicant Full name of applicant</p> <p align="right">Stamp & Date</p>					

FORMAT - 3

Financial Strength of the Organization					
S. No	Financial Year	Whether profitable Yes/NO	Annual net profit (in Crores of Rs.)	Overall annual turnover (in Crores of Rs.)	Annual turnover from only Consultancy services rendered in India (in Crores of Rs.)
1	2017-18				
2	2018-19				
3	2019-20				

Note: Please enclose auditor's certificate in support of your claim.

Signature of the applicant
Full name of applicant

Stamp & Date

FORMAT-4

Completed work orders

Name of the organization work allotted: _____

Work Order/contract (copy) Date/ : _____

Number of years work assigned : _____

Value of the work : _____

Note : Encl: Work order copies.

FORMAT -5

Declaration/Not Blacklisted

We hereby confirm that we are interested in competing for the Consultancy Services to undertake the task related to Review/Appraisal of TS MARKFED

All the information provided herewith is genuine and accurate and not blacklisted by any central Government/State government/PSU's/Government bodies.

Authorized Person's Signature.

Name and Designation:

Date of Signature:

Note: The declaration is to be furnished on the letter head of the organization.

3. TIME SCHEDULE

A draft appraisal report would be submitted within one month of the date of signing of agreement.

The major findings of the draft report should be shared with the TS MARKED. Feedback from MARKFED should be taken into account by the Consultant in the final report in a substantive manner and for the record.

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Scope of work:

1) Feed Mixing Plant, Karimnagar

- a) Prepare a detailed marketing strategy to improve the business, strategy to be adopt and detailed analysis report and other aspects i.e in terms of sales and fixation of price from the following competitors and targeted customers are as here under:

Targeted Customers are:

- i) Department of Animal Husbandry, Government of Telangana
- ii) TS Dairy Development Cooperative Federation (TSDDCF)
- iii) Private Dairy farms across the state
- iv) Milk Cooperative Federations in the neighboring states

Competitors:

- i) Feed Mixing Plant, TSDDCF, Gadwal
 - ii) Feed Mixing Plant, Karimnagar Milk Producers Company Limited, Karimnagar
 - iii) Feed Mixing Plant, Nalgonda-Rangareddy Milk Producers Aided Cooperative Union (NARMUL)dairy, Bhongir
 - iv) Godrej Agrovet Limited
 - v) Heritage Nutrivet Limited
 - vi) Vallabha Feeds Pvt Limited
 - vii) Kalpatharu Feeds
 - viii) Kamadhenu Feeds
- b) Furnish the information for fixation of price for the feed with quality and competitive price including the MARKFED margin.
- c) Furnish the strategy to adopt for increasing the sales after detailed analysis of private competitors and other in the market
- d) Furnish the detailed analysis of required staff to be hired in the plant.
- e) Furnish the detailed analysis of the plant depreciation.

Cotton Ginning & Pressing unit at Adilabad:-

1. Competition from the private cotton ginning pressing units in the Telangana .
2. Furnish the detailed terms and conditions and infrastructure required by the CCI
3. Furnish the strategy to adopt increasing the performance of sales after detailed analysis of private competitors and other in the market
4. Furnish the detailed analysis of required staff to be hired in the plant.
5. Furnish the detailed analysis of the plant depreciation
6. Furnish the season wise sales and processing cost and arrivals of cotton to Cotton plant of Adilabad.
7. Furnish the private traders for job work whenever the CCI will not purchase the cotton.
8. The average production cost and manufacturing of bales per year to be prepared i.e Hiring charges, Manufacturing cost, profit per bale and depreciation cost.
9. Detailed analysis report how to utilize the optimum capacity of the ginning mill and strategy to be adopted , any addition to the infrastructure in the interest of the organization.

Open land and Godowns:

- 1) TS MARKFED requires storage facilities for the purpose of storing the fertilizer buffer stocks and the agricultural produce purchased during MSP / MIS operations accordingly furnish the detailed report on the godowns in terms of utilization and strategies following by private firms/government.
- 2) Godown infrastructure and present demand of godowns in the state and indicate the number of godowns to be constructed.
- 3) Furnish the detailed report on the utilization of open land available with TS MARKFED for the effectively usage of land and costing to be incurred in detailed report with justification.
- 4) Optimum utilization of the available godowns and open land i.e a detailed study on the available godowns and effective utilization of the open land as per the present conditions and requirement at the point of location.

Sd/-
MANAGING DIRECTOR

Expression of Interest (EOI) For Services of a Consultancy Organization on the Engineering works To TS MARKFED5-2-68 3rd floor mahatma Gandhi bhavan Markfed bhavan,jambagh-Hyderabad-500095

Price Bid:

Scope of Work	Retainership fee Amount in (Rs)
Feed mixing plant: Marketing strategy to improve the business, strategy to be adopt, and detailed analysis report etc.,(as per the scope of work)	
Cotton ginning and pressing unit: Detailed analysis report how to utilize the optimum capacity of the ginning mill and strategy to be adopted, any additions to the infrastructure in the interest of the organization etc., ,(as per the scope of work)	
Optimum utilization of the available godowns and open land : A detailed study on the available godowns and effective utilization of the open land as per the present conditions and requirement at that location ,(as per the scope of work)	

Payment Terms

- 1) After completion of site visits and submission of details 15% payment may be released to the concerned bidder after duly verification.
- 2) After management meetings and findings on the work submission on project report and submission of blue print 25% payment will released
- 3) Balance amount will released duly submission of total works completion and submission of report to the management and found satisfactory duly following the scope of work and in addition works assigned by the organization to the bidder.

Sd/-
Managing Director