

Request for Proposal of Interest (RFP)

[RFP reference No.001/VNKVSSL/UKCDP/RFP/2024]

“Selection of Corporate partner for developing joint venture company under cooperative-corporate partnership for establishing centralized point of sale for procurement of fruits, vegetables and other Agri commodity through MPACS from hill district of Gharwal region of Uttarakhand”

[12th February 2024]

**Vikas Nagar Kray Vikray Sehkari Samiti Limited
Vikas Nagar, Dehradun, Uttarakhand**

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Disclaimer

All information provided as a part of this Request for Proposal (RFP) document to the prospective Applicants by Uttarakhand Cooperative Development Programme on behalf of the Vikas Nagar Kray Vikray Sehkari Samiti Limited(VKVSSL) registered entity under Uttarakhand Cooperative Act 2003, is subject to the terms and conditions set out in this RFP and any addendum to the same (as and when issued in writing). All information provided as a part of this Request for Proposal (RFP) document to the prospective Applicants by Uttarakhand Cooperative Development Programme on behalf of the Vikas Nagar Kray Vikray Sehkari Samiti Limited(VKVSSL) registered entity under Uttarakhand Cooperative Act 2003, is subject to the terms and conditions set out in this RFP and any addendum to the same (as and when issued in writing). The objective of this RFP document is to provide prospective applicants information to facilitate their Application for RFP. This RFP document does not purport to contain all the information each Applicant may require. Each Applicant is advised to conduct its own due diligence and check the accuracy, reliability, and completeness of the information in this RFP document and obtain independent advice from appropriate sources as deemed necessary. VKVSSL makes no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of this RFP document. VKVSSL may at their absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP document.

Vikas Nagar Kray Vikray Sehkari Samiti Limited

Vikasnagar, Dehradun Uttarakhand

LETTER OF INVITATION

12th February 2024

To,

All Potential Applicants

Subject: RFP for selection of JV Partner to form a Joint venture Company (Cooperative Corporate Partnership Model) with Kray Vikray Sehkari Samiti Limited for establishing centralized Point of Sale for Procurement of Vegetables, Fruits and other Agri commodity from MPACS of Garhwal region of Uttarakhand.

Dear Ma'am/Sir,

Vikasnagar Kray Vikray Sehkari Samiti Limited (VNVKSSL) invites show interest from firms/companies/agencies for selection of a strategic joint venture partner for development and operationalization of a centralized point of sale for procurement of Agri commodity from farmers through MPACS in Garhwal region of Uttarakhand State.

The Prospective applicants, who are willing to be associated with the organization in a joint venture are invited to submit your interest pursuant in this RFP in accordance with the term set forth in this RFP and other documents as may be provided by VNVKSSL pursuant to this RFP, as modified, altered, amended, and clarified time to time, by VNVKSSL.

You are requested to participate in the selection process and submit your proposal for the project in the accordance with the RFP.

Please note the VNVKSSL reserves the right to accept or reject all or any of the proposals with assigning any reason whatsoever. Further, VNVKSSL reserves the right to cancel the selection process at any time with assigning any reason whatsoever. **No concerned firm/company or Joint Venture Partner etc. shall be entitled to challenge such action of VNVKSSL before Court/Authority/Forum etc.**

Thanking you.

Yours Faithfully,

Mr. Narendra Singh Negi
Secretary
Vikasnagar Kray Vikray Sehkari Samiti Limited
Vikas Nagar, Dehradun, Uttarakhand

1. INVITATION FOR PROPOSALS

1.1 Background

1.1.1 Vegetable and Food Production in Uttarakhand

The state of Uttarakhand bestowed with a myriad of ecological niches along with a wide Agroclimatic conditions confers a great potentiality of cultivating a wide range of vegetable crops ranging from tropical to temperate ones. The climatic conditions of the region are highly conducive, congenial, and conforming with the requirements of seasonal and off-seasonal vegetable cultivation throughout the year.

In addition, to meet the local demands, the region is expected to possess three-fold potential of vegetable to supplement the demands of the other state and foreign market. The vegetable crops-based agriculture in Uttarakhand and aggregation and marketing of crops in various market can open multidimensional business opportunities for local households, farmer's groups, FPOs viz. MPACS, Cooperative societies, FIGS and young entrepreneurs.

The region is well known as a repository of many vegetable crop species and their numerous varieties. Although cultivation of seasonal and off-season vegetable is age-old tradition in the region, but these crops are usually raised for domestic consumption and only residual if any is marketed. However, from last decades farmers from Tehri, Nainital and Uttarkashi districts are raising vegetables for commercial purposes. Various vegetables and fruits crop such as Potato, Green Pea, Ginger, Tomato etc., grown in hilly region have high potential in national market, but due to transportation bottlenecks and non-availability of storage facilities, lack knowledge of market intelligence among farmers and high dominance of middlemen in input supply and procurement of agriculture crops, as result grower would not get good profit from vegetables cultivation. In last decade adoption of commercial crops specially vegetables increase rapidly and more prevalent among farmers as per the high market demand of off seasonal vegetables and crop in hilly region (market acceptance as less use of fertilizer in crop).

The vegetables and other crops that are not quickly perishable can transport for market up to 400-500 km and have high demand in market, Vikas Nagar Kray Vikraya Sahkari Samiti Ltd can avail benefit of this business opportunity. VNKVSSL would invite corporate partner for establish a centralized collection center who would procure surplus vegetables and fruits Gharwal region of Uttarakhand through MPACS (MOU to be signed between MPACS and JVC). VNKVSSL would select a JV partner who have good experience of managing procurement of fresh vegetables and crops direct from farmers/cooperative societies and have excellent outreach in market.

1.1.2 About Vikas Nagar Kray Vikray Sehkari Samiti Limited(VNKVSSL)

Vikasnagar Kray Vikray Sehkari Samiti Limited(VNKVSSL) is a block level cooperative society indulge in marketing activities in various agri commodity through MPACS from its working areas. VNKVSSL registered under Uttarakhand cooperative act 2003 having its registered office at Vikasnagar, Dehradun Uttarakhand. Presently rental income from fixed assets (Shops) is main source of income of VNKVSSL.

Society has land at Vikasnagar where they are proposing the said project and planning to develop a centralized collection center to run business of procurement and sale of agriculture and horticulture commodities.

1.2 Operational Model of Centralized Point of Sale

- VNKVSSL would invite a corporate partner who have prior experience of procurement of vegetables and fruits from hill district of Uttarakhand.
- VNKVSSL would select right JVC partner through RFP.
- VNKVSSL and JVC Partner mutually formed a joint venture company after fulfilling all terms and conditions mentioned in RFP.
- VNKVSSL would develop a collection center as per technical guidance of JV partner and will rent out the property (Monthly rent will be 50000 per month) for establishing centralized point of sale to joint venture company.
- VNKVSSL would provide credit to Joint venture company upto INR 50 Lakhs for working capital for 3 years of repayment period. (Repayment should done in 3 years in equal annual installment).
- VNKVSSL would mobilize all potential MPACS of Garhwal region for aggregation of vegetables and fruits from farmers and would supply to JVC.
- JVC would develop a systematic supply chain model with specialization of JV partners.
- JVC would provide best market rates to MPACS and provide certain margin to MPACS for aggregation and supply of vegetables and fruits.
- Selected JV partner would prepare business plan for JVC and utilize their resources and competency in this project.
- Selected JV Partner would submit production assessment/tentative procurement quantity for project feasibility.
- Selected JV Partner would submit supply chain mechanism for aggregation and supply of commodity from MPACS of hill districts of Gharwal region.
- JVC will ensure for operationalization of centralized point of sale, ensuring best market rates to Farmers/MPACS, upscaling of business as per the developed business plan.

2. Brief Description of selection process

Applicants (Companies/agencies/Firms) who fulfill the minimum criteria (given below) are encourage to submit the proposal for further association with VNKVSSL for establishment of Joint Venture Company.

The Company/agency/Firm will be selected for establishing Joint Venture Company with association with Vikas Nagar Marketing society Limited. The broad procedure for selection of Company/agency/Firm constitutes as under.

- a) Invitation of RFP: VNKVSSL invites the application from eligible applicants (Companies/agencies/Firms) to submit their proposal to participate in the selection procedure.
- b) Submission of RFP: The participants will submit the RFP to VNKVSSL along with the details as required in the prescribed manner.
- c) Scrutiny- VNKVSSL will scrutinize all the submissions received based on eligibility criteria.
- d) Selection: The eligible participants would be selected for the JV Partnership based on their credentials, competence, eligibility criteria and previous work experience and will ask for submit RFP for final selection of Company/agency/Firm for establishment of JV company for establishing centralized point of sale for procurement of Agri commodity from Garhwal region of Uttarakhand through Cooperative societies.

2.1 Minimum Eligibility Criteria

2.1.1 In order to be eligible to submit a proposal (in accordance with the RFP) for the project, the applicants are required to satisfy each of the criteria set out below:

Minimum technical/operational capacity of the Applicant (“Technical Capacity”)

- The Applicant should be in the procurement of Agri commodity business for at least 3 years. This shall be evidenced by the certificate issued by a statutory auditor of the applicant.
- The Applicant should have more than 2 years of experience in procurement of vegetable/fruits direct from farmers/Cooperative societies in Hill districts of Uttarakhand.
- The Applicant should have dedicated team to manage operation of Agri commodity trading specially for fresh Agri commodity (Fruits and Vegetables).

Minimum financial capacity of the Applicant (“Financial Capacity”)

The Applicant (JV Partner) shall have annual revenue of at least **INR 100 lakhs (Indian Rupees One Hundred lakhs)** as evidenced by its audited financial statements of last **two** years immediately preceding the Proposal Due Date.

2.1.2 The applicants are being called upon to submit their details as per the format specified in Appendices along with the supporting documents.

2.1.3 Vikas Nagar Marketing Cooperative Society (VNVSSSL) will adopt a two-stage selection process for evaluating the proposal. In the first stage, all Eligibility Proposals (which are responsive in terms of the RFP) shall be evaluated in accordance with Minimum Eligibility Criteria. Based on the evaluation of the aforesaid Eligibility Proposals, a list of Qualified Applicants shall be prepared.

2.1.4 In the second stage, Detailed Proposals of only the Qualified Applicants shall be evaluated in accordance with the criterion set out in the RFP. The Proposals of the Qualified Applicants shall finally be ranked. The first ranked Qualified Applicant shall be the Selected Applicant.

2.1.5 Prior to participation in the Selection process, the Applicant shall pay to VNVSSSL a non-refundable, sum of **INR 5,000 /-** as the “Proposal Processing Fee”, in the form of a Demand Draft or through Online Transfer as provided in the RFP (Instructions to Applicants).

Any queries or request for additional information concerning this RFP shall be submitted in writing by e-mail to reach the officer designated below, subject to the timelines specified:

Attention

The Secretary

Vikas Nagar Kray Vikray Sehkari Samiti Limited

Vikas Nagar, District- Dehradun, Uttarakhand

email: mkt.vikasnagr@gmail.com

Phone: +91-8433082122

2.2 Schedule of Selection process

VNKVSSL shall endeavor to adhere to the following schedule. However, notwithstanding anything contrary contained herein, VNKVSSL may anytime, in its sole discretion, revise or extend any of the timelines set out below:

S.No.	Description	Date
1.	Date of Notice Inviting Proposals	February 12, 2024
2.	Publication of the RFP	February 12, 2024
3.	Last date for receiving queries	February 16, 2024
4.	Pre-Proposal Conference	Date: February 16, 2024 Time: 1:00 PM, Venue: UKCDP 4 th Floor Kapoor Tower, Rajpur Road, Dehradun
5.	UKCDP & VNKVSSL's response to queries latest by	February 17, 2024
6.	Proposal Due Date and time	Date: February 21, 2024 Time: 17:00 hours IST
7.	Opening of Eligibility Proposals	Date & Time: To be intimated Venue: To be intimated
8.	Presentation on Business plan	
9.	Validity of Proposals	180 days from the Proposal Due Date

2.3 Pre-Proposal Conference

The date, time, and venue of the pre-Proposal conference ("Pre-Proposal Conference") shall be as specified in Schedule of selection process above.

3. Salient Features of the Project and Principles for the Joint Venture

The salient features of the Project are set out below (in brief). However, it may be noted that the broad roles and responsibilities of the parties as set out below are only indicative and not exhaustive and shall be detailed in the JVA and/or other definitive documents to be entered into in connection with the Project.

3.1 Project contours

The JVC shall be required to establish a centralized Point of sale cum collection center, where JVC will responsible to procure fresh Vegetables/fruits/MAFS/Flowers/Staples etc from Multipurpose Primary Agriculture Cooperative Societies (MPACS) of Gharwal region of Uttarakhand state.

The JVC will ensure to procure all surplus Agri commodity in all districts of Gharwal region through MPACS with signing off an MOU with all MPACS.

The JVC will sign off an MOU with all willing MPACS who will aggregate Agri commodity from their farmer beneficiaries.

The JVC would provide 1% of margin to MPACS who aggregate commodity at field level from farmers.

3.2 Role and responsibilities of the JV Partner

JV Partner/Consortium shall be responsible for, inter alia, the following:

3.2.1 Capital related

Making equity contributions in the JVC in accordance with the commitments made by the JV Partner as specified in its Proposal. However:

- The JV Partner shall be mandatorily required to invest **at least 15% (fifteen percent)** of the investment estimated to initiate the project
- JV Partner shall be mandatorily required to contribute equity in the JVC upfront from the commencement of the Project along with VNKVSSL for initial equity.
 - Component for initiate this project is estimated to be INR 10 Lakhs (Indian Rupees Ten Lakhs); and /or
 - If there are any cost overruns during the development of the Project and utilization of property and assets by JVC will bear rent amount by JVC company or further business expansion would be manage by JVC only.
 - Profit sharing would be distributed to JV partner as per the share capital investment of JV partners in the JVC.
 - However, in any event, **share capital of JV Partner shall not exceed forty nine percent (49%)**.
- The JV Partner shall, in consultation with VNKVSSL and District Assistant Cooperative Registrar office, finalize the capital structure for implementing the Project, and will provide necessary technical, business, and operational inputs required by the JVC.
- **1% of the total Capital investment** in this project shall be furnished as **performance security by the successful bidder**

3.2.2 Division of Profits

- The net profits earned by the joint venture, calculated at the end of each fiscal year, shall be divided among the parties in the following manner: JV Partner shall receive **minimum fifteen percent (15%), and VNKVSSL shall receive Eighty-five percent (85%)**. No other remuneration shall be received by the parties from the joint venture. The net profits will be calculated by first deducting all operating expense from gross income of the joint venture.

Net Profit = Gross Profit – (All operating expense – annual repayment amount against loan taken by both the parties).

- 10% of the profit shall form the part of reserves and be set aside for the expansion activities.
- The profit-sharing percentage **may** vary with the extent of capital investment made by the JVP.
**Above calculation done as per the minimum investment of 15% by JVC partner that can be maximize up to 49% (based on the capital investment by JV Partner).*

3.2.3 Apportionment of Losses

The parties shall bear any net loss sustained by the venture in any fiscal year as follows: Joint Venture Partner shall bear minimum fifteen percent (15%) of such loss, and VNKVSSL shall bear eighty-five percent (85%). Any assessment against a party for a loss shall be payable to the joint venture not later than 90 days after the close of the fiscal year.

**Above calculation done as per the minimum investment of 15% by JVC partner that can be maximize up to 49% (based on the capital investment by JV Partner).*

3.2.4 Exit Plan

- Each party will have to give a three months' notice prior to ending the joint venture with mutual consent of both parties.
- If any party exit from this business before 3 years of project inception, that party (who is willing to exit) should repay all investment amount to other party.
- One partner in the partnership shall be allowed to buy out the other or sell out the stake to third party on mutually agreed terms.
- A committee of Board of Directors of JVC and representatives from ARCS office shall deal with deadlocks for the period the loan taken through Bank/FIs/Govt. project/Govt. institution is pending.
- Division of assets & profit shall be in the proportion of investment.
- In the event of walk-away, rights on intellectual property (name, operating model etc) shall remain with staying party.
- Confidential information shall remain to be protected by both the parties **during and after completion of the project for which a non-disclosure agreement shall be executed and signed between the parties.**
- Remaining liabilities till the effective date of dissolution shall remain to be shared with both the parties

4. Roles & Responsibilities

4.1 JV Partner

- The JV Partner would enter into an implementation agreement with the JVC such that the JV Partner would be responsible for providing technical inputs, managing business of procurement and trading of Agri commodity and responsible as part of JVC to pay of rent of fixed assets of VNKVSSL and any third party that would be utilized in said business by JVC.
- The JV Partner would be entitled to determine the product mix and processes that would be catered through the business model of procurement of Agri commodity through MPACS. However, the JV Partner must ensure that the Project would be developed and operated in a manner that conform to the good industry practices.
- The JV Partner would be entitled to provide their best technical and marketing competency in this business and would ensure to provide best market rates and margin (would decide during MOU between JVC and MPACS) to MPACS against procurement of Agri commodities through MPACS.

- The JV Partner shall be responsible for creation of implementable plans viz Aggregation planning, supply chain planning and sales and marketing planning of around the identified locations for the project
- JV Partner should submit a business plan for annual procurement of agri commodity and do the production assessment of Gharwal region to explore business opportunity under the said project.

4.2 VNKVSSL's Role

- VNKVSSL shall contribute the initial equity to facilitate the commencement of the Project in a time efficient manner, based on the project plan in consultation with District ARCS and JV Partner. The mechanism and instrument(s) for such equity contribution would be in accordance with the terms of the JVA.
- The VNKVSSL shall be responsible for implementing groundwork through MPACS of Gharwal region of Uttarakhand state
- The VNKVSSL would provide their assets and property (other than share capital) to JVC in a rent to implement the said business.
- The VNKVSSL shall be responsible in undertaking convergence and grant fund related opportunities with other departments and schemes
- To undertake the project, VNKVSSL shall avail the loan from Government projects/institutions based on the cost estimation along with assurance of repayment by JVC.
- Facilitate awareness drives to popularize procurement of Agri commodity activity
- The VNKVSSL and the JV Partner may, on mutually agreed **written** terms and conditions, explore the option of raising equity funding for the JVC from institutional investors.

5. INSTRUCTIONS TO APPLICANTS

5.1 GENERAL

5.1.1 Registration for Selection process

- An Applicant shall be eligible to submit its Proposal, only after it has successfully completed the registration for the Selection process ("Registration") by:
- Submitting to VNKVSSL, a duly filled and completed registration form in the format set out in Appendix ("Registration Form");
- Uttarakhand Cooperative Development Programme (UKCDP) will support Vikas Nagar Kray Vikray Sehkar Samiti Limited in drafting and publishing of RFP (As per the requirement of VNKVSSL) along with assessment of proposal received from various applicants for final selection of JV partner.
- Making payment to VNKVSSL, which will be non-refundable Proposal Processing Fee through:
 - A demand draft drawn on any nationalized/Scheduled Bank in India in favor of '**Secretary - Kray Vikray Sehkar Samiti Limited Vikasnagar**' and payable in **Vikasnagar, Uttarakhand, India** ("Demand Draft"). The Demand Draft should have a validity of at least 75 (seventy-five) days from the date of receipt of such Demand Draft by VNKVSSL; or
 - By online transfer through **Real Time Gross Settlement (RTGS)** or **National Electronic Funds Transfer (NEFT)** to the account set out below ("Online Transfer"):

Name of beneficiary	Kray Vikray Sehkari Samiti Limited Vikas Nagar
Name of bank	District Cooperative Bank
Branch	Vikasnagar
Account number	001134004000062
IFSC	YESBODZSB03

- Collaboration of applicants with other firms in the form Sublet of work is allowed, depending upon the mutual **written** understanding between VNKVSSL and JV Partner.
- For participating in the Selection process for the Project, the Applicants shall submit the following through speed post/registered post/courier/hand delivery **and** e-mail on the day of submission of proposal or response to RFP: - Registration Form duly filled by the concerned Applicant; and
- The original Demand Draft (in case the Applicant wants to make payment of Proposal Processing Fee through a Demand Draft) or otherwise proof of payment through Online Transfer *to the Person set out below:*

Secretary

Vikas Nagar Kray Vikray Sehkari Samiti Limited

Vikas Nagar, District- Dehradun, Uttarakhand

email: mkt.vikasnagr@gmail.com

Phone: +91-8433082122

- It is clarified to the Applicants that VNKVSSL shall not be responsible, inter alia, for any postal/courier related delays in relation to submission of the Registration Form, and Demand Draft (if applicable) required to be submitted by the Applicants.

5.1.2 Verification and Disqualification

- VNKVSSL reserves the right to verify all statements, information and documents submitted by the Applicant in response to the RFP and the Applicant shall, when so required by VNKVSSL, make available all such information, evidence and documents as may be necessary for such verification. Any such verification, or lack of such verification, VNKVSSL shall not relieve the Applicant of its obligations or liabilities hereunder nor will it affect any rights of VNKVSSL thereunder.
- In case it is found during the evaluation or at any time before signing of the JVA or after its execution and during the period of subsistence thereof, that one or more of the Minimum Eligibility Criteria have not been met by the Applicant, or the Applicant has made material misrepresentation or has given any materially incorrect or false information, such Applicant shall be disqualified forthwith if not yet appointed as the JV Partner either by issue of the LOA or entering into of the JVA, as the case may be, and if the Selected Applicant has already been issued the LOA or has entered into the JVA, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by VNKVSSL to the Selected Applicant or the JV

Partner, as the case may be, without VNKVSSL being liable in any manner whatsoever to the Selected Applicant or the JV Partner, as the case may be.

5.1.3 Dispute Resolution Forum

In case of any dispute arising as to any interpretation of term/condition/clause or the work assignment or otherwise, the same shall be tried to be resolved mutually by the parties and in case of failure, the same shall be referred for arbitration to the Arbitrator duly appointed under the provisions of "Arbitration and Conciliation Act" (as amended upto date). The fees of the Arbitrator and expenses incurred in arbitration proceedings shall be borne equally by the parties, language of the arbitration proceedings shall be English/Hindi and seat of the Arbitrator shall be at Dehradun. Only courts at Dehradun shall have the jurisdiction.

5.2 DOCUMENTS

5.2.1 Contents of the RFP

This RFP comprises the disclaimer set forth hereinabove, the contents as listed below, and will additionally include any Addenda issued in accordance with Clause 2.9.

5.2.2 Invitation for Proposals

- Clause 1. Background
- Clause 2. Scope of Work of JVC
- Clause 3. Brief Description of Selection Process
- Clause 4. Schedule of Selection Process
- Clause 5. Pre-proposal Conference
- Clause 6. Salient Features of the Project and principles for JVC

5.2.3 Instructions to Applicants

- General
- Documents
- Preparation & Submission of Proposal 17

5.2.4 Evaluation of Proposals

- Opening and Evaluation of Proposals

5.2.5 Appendices

- Appendix- 1. Registration Form
- Appendix- 2. Formats For Eligibility Proposal
- Appendix- 3. Evaluation Criteria
- Appendix- 4. Formats for Proposal Submission Against Evaluation Criteria
- Appendix- 5. Formats for Proposal Submission Against Evaluation Criteria
- Appendix- 6. Formats for Proposal Submission Against Evaluation Criteria
- Appendix- 7. Formats for Proposal Submission Against Evaluation Criteria

5.2.6 Amendment in RFP

At any time prior to the Proposal Due Date, VNKVSSL may, for any reason, whether at its own initiative or in response to clarifications requested by An Applicant, modify the RFP by the issuance of Addenda.

6. PREPARATION AND SUBMISSION OF PROPOSAL

6.1 Format and Signing of Proposal

The Applicant shall provide all the information sought under this RFP. VNKVSSL will evaluate only those Proposals that are received in the required formats and complete in all respects. Incomplete and /or conditional Proposals shall be liable to rejection.

6.2 Sealing and Marking of Proposals

- The Applicant shall submit the Proposal in the form of:
 - Hard Copy (1)

in the format specified at Appendices along with the copy of Registration Certificate as well as the documents as mentioned, and seal it in an envelope and mark the envelope as “ELIGIBILITY PROPOSAL FOR SELECTION OF JV PARTNER FOR Procurement of Agriculture commodity from MPACS of Gharwal region of Uttarakhand State”.

- The envelopes shall be addressed to: (UKCDP will support Vikasnagar Kray Vikray Cooperative Society for selection of JV partner for procurement of agriculture commodity from MPACS of Garhwal region of Uttarakhand state)

ATTN. OF:	Uttarakhand cooperative Development project (UKCDP)
DESIGNATION	Project Director- MPACS, Marketing societies and Banking (Cooperative Sector)
ADDRESS:	UKCDP 4 th Floor Kapoor Tower, Opp Gandhi Park Rajpur Road Dehradun
CONTACT:	+91-9520818484
E-MAIL ADDRESS:	Cooperativeprojects.uk@gmail.com

The Proposals shall be submitted to the aforesaid officer through speed post / registered post / hand delivery by the desired deadline.

- If the envelopes are not sealed and marked as instructed above, VNKVSSL assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and consequent losses, if any, suffered by the Applicant.

6.3 Proposal Due Date

- The specified proposals should be submitted before 17:00 hours (IST) on the Proposal Due Date at the address provided in the manner and form as detailed in this RFP.
- VNKVSSL may, in its sole discretion, extend the Proposal Due Date by issuing an Addendum uniformly for all Applicants. In such a case, all rights and obligations of VNKVSSL and Applicants previously subject to the original Proposal Due Date and/or time will thereafter be subject to such extended Proposal Due Date and/or time.

7. EVALUATION OF PROPOSALS

7.1 Opening and Evaluation of Proposals:

VNKVSSL will subsequently examine and evaluate the Proposals in accordance with the provisions set out below:

S.No	Criteria	Weightage (In Points)	Maximum points which may be awarded by VNKVSSL
Technical Criteria		60	
	In Agribusiness /Procurement of Fresh Vegetables ,fruits and other agri commodity from Hill districts of Uttarakhand a. >3 (Years b. 3 (Years) c. 2 (Years)	30 20 15	30
2.	Operationalization of collection center for procurement of Agri commodity at Hill region of Uttarakhand a. Fresh Vegetables ,Fruits,Food & Grains b. Millets and Grains	10 5	10
3.	Number of direct employees and contractual staff proposed to be employed by the Project for Vegetable/fruits procurement development, operations of PoS, supply of commodity, marketing and administration. a. <10 b. 10-15 c. 15-20 d. >20	3 5 7 10	10
4.	Business Plan Presentation	10	10
Financial Criterion		40	

	<p>Consolidated annual revenue of the company (in Rs. Crores) as of the latest audited balance sheet which is not older than 3 years immediately preceding the Proposal Due Date.</p> <p>a. >Rs. 2 Cr b. Rs. 1.5 Cr to Rs. 2 Cr c. Rs. 1 Cr. to Rs. 1.5 Cr. d. Rs. 1 Cr</p>	<p>20 15 10 5</p>	<p>20</p>
6	<p>Proportion of equity contribution proposed to be infused by the JV Partner (in the JVC).</p> <p>a. Minimum 15% b. >15% and upto 25% c. >25% and upto 35% d. >35% and upto 49%</p>	<p>5 10 15 20</p>	<p>20</p>

7.2 The bids shall be submitted in two envelopes which comprise the following documents: -

a. Envelope-1 (Technical Bid): The Agency shall submit the Technical Bid in the formats specified in Annexures, duly signed on each page by the authorized signatory of the Agency. The Bid document shall also have the Agency's stamp on each page along with signature of the authorized representative of the Agency.

b. Envelop-2 (Financial/Price Bid): The Agency shall submit the Financial/Price Bid in the format specified in Annexures.

c. The sealed envelope carrying the Original Bid shall bear the name of the Agency and super scribe as "SELECTION OF JV PARTNER FOR ESTBALIHSING CENTRALIZED POINT OF SALE FOR PROCUREMENT OF FRESH VEGETABLES/FRUITS FROM GHARWAL REGION OF UTTARAKHAND STATE THROUGH MPACS".

d. The two envelopes should be enclosed in one larger envelop.

7.3 Only those Eligibility Proposals which are considered to be responsive in terms of Clauses of RFP, will be evaluated. Applicants, who fulfill the Minimum Eligibility Criteria shall be shortlisted and further evaluation of proposal will be done as per the above criteria.

7.4 The Technical Evaluation shall be based on the parameters and weight age as mentioned in the Table above

7.5 For calculating the Technical Score (TS) the individual scores, as per respective weight age specified above will be summed up. To qualify technically, a Proposal must secure minimum TS of 70 (70% of total technical score). Only after qualifying technical bid with minimum score, financial criterion will be evaluated.

7.6 Bidder will be selected using Quality and Cost based selection method (QCBS) evaluation procedure. The composite score will be calculated by adding technical and financial score with 70% and 30% weightage respectively.

7.7 After the evaluation of the Proposals, the relevant Qualified Applicants shall finally be ranked in the descending order (i.e., highest to lowest) of their Techno-Commercial Scores.

7.8 The Qualified Applicant that obtains the highest Techno-Commercial Scores shall be the Selected Applicant.

7.9 After identification of the Selected Applicant, a Letter of Acceptance (LoA) will be issued by VNKVSSL to the Selected Applicant, and the Selected Applicant shall, within 7 (seven) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof and, fulfil any condition set out in the LOA within the time limit prescribed.

7.10 After acknowledgement of the LOA as aforesaid by the Selected Applicant, it shall execute the JVA and other definitive documents within the maximum period prescribed in the LOA, subject to the fulfillment of conditions prescribed therein.

Appendices

APPENDIX – 1: Registration Form

Registration Form for Applicants pursuant to the request for proposal for selection of a Joint Venture Partner for Selection of Corporate partner for developing joint venture company under cooperative-corporate partnership for establishing centralized point of sale for procurement of fruits, vegetables and other Agri commodity through MPACS from hill district of Gharwal region of Uttarakhand.

S.N.	Particulars	Details (To be Provided by the Applicant)
1.	Name of the company	
2.	Legislation / Act under which the company is incorporated	
3.	In case of Proprietorship Firm, name, address and Phone Number of the Proprietor	
4.	In case of Partnership firm, names, addresses and phone number of all the Partners.	
5.	In case of Private Limited/ Limited company, names, addresses and phone number of all the Directors.	
6.	Address for correspondence	
7.	Name of the contact Person	
8.	Designation of the contact Person	
9.	Email-id of the contact Person	
10.	Phone number of the contact Person	
11.	Demand Draft number/ unique transaction reference number (UTR No.) for payment of Proposal Processing Fee (please also specify the name and branch of the bank)	

12.	Date of the aforesaid Demand Draft/ Online Transfer	
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For and on behalf of [insert name of the company]

(Signature of the authority)

Name

Designation:

Date (DD/MM/YYYY)

APPENDIX – 2: Formats for Eligibility Proposal

FORMATS FOR ELIGIBILITY PROPOSAL [On the letterhead of the Applicant]

Date: DD/MM/YYYY

To,

Secretary

Vikas Nagar Kray Vikray Sehkar Samiti Limited

Vikas Nagar, District- Dehradun, Uttarakhand

email: mkt.vikasnagr@gmail.com

Phone: +91-8433082122

Subject: Proposal for Selection of Corporate partner for developing joint venture company under cooperative-corporate partnership for establishing centralized point of sale for procurement of fruits, vegetables and other Agri commodity through MPACS from hill district of Gharwal region of Uttarakhand

Sir,

1. With reference to your request for proposal No. issued on..... for selection of a **Joint Venture Partner** for the establishment of centralized Point of sale & operationalization Point of sale (Procurement of fruits and vegetables through MPACS from Gharwal region) **in the State of Uttarakhand**, we, having examined the RFP and understood their contents, hereby submit our Proposal for the Project.
2. We acknowledge that VNKVSSL, would be relying on the information provided in the Proposal and the documents accompanying such Proposal for selection of the Applicant for the Project. We certify that all information provided in the Proposal (including all documents submitted with the Proposal) is true and correct, and nothing has been omitted which renders such information misleading.

Further, copies of all documents accompanying such Proposal are true copies of their respective originals.

3. The Proposal is unconditional and unqualified.

4. We certify that we have successfully completed the Project Registration. The details of the Registration Certificate are set out below: a. Registration Certificate number:

b. Date of issuance of the Registration Certificate:

c. Name of the entity in whose favour the Registration Certificate is issued:

5. This statement is made for the express purpose of evaluation of our Proposal.

6. We shall make available to VNKVSSL, any additional information that VNKVSSL may find necessary or require to supplement or authenticate the Proposal.

7. We acknowledge the right of VNKVSSL to reject our Proposal without assigning any reason or otherwise, and we hereby waive, to the fullest extent permitted by Applicable Law, our right to challenge the same on any account whatsoever.

8. We understand that VNKVSSL may cancel the Selection process at any time and, that VNKVSSL is neither bound to accept any Proposal that it may receive nor invite the Applicants to Proposal for the Project, without incurring any liability to the Applicants.

9. We certify that in the 3 (three) years preceding the Proposal Due Date, we have not: a. been expelled from any project or contract by any government or Government Instrumentality; or

b. had any contract terminated by any government or Government Instrumentality for breach of contract.

c. been blacklisted or disqualified by any Government or Government Instrumentality

10. We undertake that in case due to any change in facts or circumstances during the Selection process, we are attracted by the provisions of disqualification in terms of the RFP, we shall intimate VNKVSSL of the same immediately.

11. We acknowledge that we are qualified on the basis of the Minimum Eligibility Criteria and shall own the subscribed and paid-up equity of the JVC under and in accordance with the provisions of the RFP and the JVA. We further agree and acknowledge that we shall comply with the obligations as may be contained in the JVA in respect of change in ownership.

12. We understand and acknowledge that the Selected Applicant will be required to enter into the JVA, and we undertake to comply with such requirements.

13. We understand that in case we are declared as the Selected Applicant, we shall be required to furnish a Performance Security in accordance with the terms of the RFP.

14. We agree and understand that the Proposal is subject to the provisions of the RFP. In no case, we shall have any claim or right of whatsoever nature if the Project is not awarded to us or our Proposal is not opened or is rejected/disqualified.

15. We agree to keep this offer valid until the expiry of 180 (one hundred eighty) days from the Proposal Due Date.

16. We agree and undertake to abide by all the terms and conditions of the RFP.

17. We agree and understand that we shall be required to provide such clarification as may be sought by VNKVSSL within the specified timeline.

Yours faithfully,

For and on behalf of [insert name of the Applicant]

(Signature of the Authorized Signatory)

Name of the Authorized Signatory:

Designation of the Authorized Signatory:

APPENDIX – 3: General Information of Applicant

GENERAL INFORMATION OF APPLICANT

1. Company Registration

- a) Name:
- b) Country of incorporation/registration:
- c) Address of the corporate headquarters:
- d) Address of the registered office:
- e) Date of incorporation and/ or commencement of business:
- f) Nature of the entity (company/trust/society/**partnership firm/proprietary firm** etc.):
- g) Names of Proprietor/Partners/Directors**

2. Brief description (in not more than 1 (one) page) of the entity including details of its main lines of business and proposed role and responsibilities for the concerned Project in the event declared as the Selected Applicant:

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

- a) Name:
- b) Designation:
- c) Address:
- d) Telephone Number:
- e) E-Mail Address:

4. Particulars of the Authorized Signatory of the Applicant:

- a) Name:
- b) Designation:
- c) Address:
- d) Telephone Number:
- e) E-Mail Address:

APPENDIX – 4: Certificate regarding technical & financial capacity

CERTIFICATE REGARDING TECHNICAL AND FINANCIAL CAPACITY

[On the letterhead of the statutory auditor of the Applicant company]

Date: DD/MM/YYYY

To,
Secretary
Vikas Nagar Kray Vikray Sehkari Samiti Limited
Vikas Nagar, District- Dehradun, Uttarakhand
email: mkt.vikasnagr@gmail.com
Phone: +91-8433082122

Subject: Proposal for Selection of Corporate partner for developing joint venture company under cooperative-corporate partnership for establishing centralized point of sale for procurement of fruits, vegetables and other Agri commodity through MPACS from hill district of Gharwal region of Uttarakhand

Sir,

This is to certify that [insert name of company] possessed the following financial numbers (with reference to the RFP):

S.N.	Year	Total Revenue	Remark

Note: Revenue (in INR) to be evidenced by its audited financial statements not older than last 3 years immediately preceding the Proposal Due Date

The above Revenue have been provided in accordance with the requirement in the RFP.

Sincerely,

(Signature of authorized signatory)

Name of authorized signatory:

Designation of authorized signatory:

Registration/membership number of authorized signatory:

Place:

Name and Seal of the Firm:

Acknowledged by:

For and on behalf of [insert name of the aforesaid company]

(Signature of the authorized signatory)

Name:

Designation:

Date:

APPENDIX- 5: Evaluation Criteria

S.No	Criteria	Weightage (In Points)	Maximum points which may be awarded by VNKVSSL
Technical Criteria		60	
	In Agribusiness /Procurement of Fresh Vegetables and fruits from Hill districts of Uttarakhand a. >3 (Years) b. 3 (Years) c. 2 (Years)	30 20 15	30
2.	Operationalization of collection center for procurement of Agri commodity at Hill region of Uttarakhand a. Fresh Vegetables and Fruits b. Millets and Grains	10 5	10
3.	Number of direct employees and contractual staff proposed to be employed by the Project for Vegetable/fruits procurement development, operations of PoS, supply of commodity, marketing and administration. a. <10 b. 10-15 c. 15-20 d. >20	3 5 7 10	10
4.	Business Plan Presentation	10	10
Financial Criterion		40	
	Consolidated annual revenue of the company (in Rs. Crores) as of the latest audited balance sheet which is not older than 3		

	<p>years immediately preceding the Proposal Due Date.</p> <p>a. >Rs. 2 Cr b. Rs. 1.5 Cr to Rs. 2 Cr c. Rs. 1 Cr. to Rs. 1.5 Cr. d. Rs. 1 Cr</p>	<p>20 15 10 5</p>	<p>20</p>
6	<p>Proportion of equity contribution proposed to be infused by the JV Partner (in the JVC).</p> <p>a. Minimum 15% b. >15% and upto 25% c. >25% and upto 35% d. >35% and upto 49%</p>	<p>5 10 15 20</p>	<p>20</p>

APPENDIX – 6: Format of submission against evaluation criteria (proposal related)

Format of submission against evaluation criteria (proposal related)

Proportion of equity contribution out of the total equity component required, proposed to be infused by the JV Partner (in the JVC).

1. Name of the Applicant: _____

2. Proportion of equity contribution proposed to be infused by the JV Partner (in the JVC): _____%

APPENDIX – 7: Format of submission against evaluation criteria (proposal related)

Format of submission against evaluation criteria (proposal related)

Number of direct employees and contractual staff proposed to be employed by the Project

1. Name of the Applicant: _____
2. Number of direct employees and contractual staff proposed to be employed for establishing POS, operationalization of point of sale, procurement of vegetables, fruits and agri commodity from hill district of Gharwal region through MPACS . The proposed number should be consistent with the proposed plan: _____(nos.)
3. Number of direct employee associated with the firms (currently).....Nos

Note: The proposed number should be consistent with the proposed configuration, as per the below table provided for reference:

Year	Particulars	Targets (Procurement Qty in MT)
1	Procurement of Vegetables,Fruits and Staples	8000
2	Procurement of Vegetables,Fruits and Staples	12000
Total		20000
After 2 nd year of operation, JVC will expand its work to at least 1.5 times of the targeted Quantity.		