

Expression of Interest for selection of brands from Manufacturers/Suppliers/firms towards supply of Fisheries Machineries/Equipments under the state plan scheme Popularization of Fisheries Machineries/Equipment for the year 2021-22



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DIRECTORATE OF FISHERIES, ODISHA, CUTTACK-753001

EoI No. 3 /DOF-MARIN-AGRIL-0001-2020, Date:

EXPRESSION OF INTEREST (EOI) FOR SUPPLY OF "FISHERY MACHINERY/EQUIPMENTS

The expression of interest is hereby invited from the registered Manufacturers/ Dealers having valid GSTIN etc for supply of "Fishery machinery/equipment" such as Aerator- 1HP & 2 HP and Air blower- 5HP & 10 HP to the eligible fishermen, fish farmers, registered PFCS, WSHGs involved in fish/shrimp production in the state through the District Fisheries Officers.

The purpose of the EoI is to empanel the genuine firms and to derive a uniform price for a particular brand & specification of fishery machineries/equipments. The interested firms having proven records of manufacturing or dealing with such type of "Fishery machinery/equipment" with valid GSTIN are eligible to apply.

Interested firms having proven records of dealing such type of contract should submit their interest containing the Technical and Financial Bid along with documents supporting their eligibility in two separate sealed envelope super scribing "Technical Bid" and "Financial Bid" kept inside a Envelope super scribing "EOI for supply of Fishery Machinery/Equipments" by **Regd. Post/ Speed Post/ by hand** to the Director of Fisheries, Odisha, Cuttack. The EoI is an open EoI and would be received round the year. The EOI shall be opened by the committee on *last day of every month at 3.00 PM* in presence of participating firms or their authorized representatives. If the office happens to be closed on the day of opening of EoI, the EoI would be opened on the next working day of the office at the same time and at same venue. The participating firms must bring their original documents for verification by the committee. *The firms already empanelled during the year 2021-22 are not required to participate in EoI.* The details of EoI are available in the website www.fishfedodisha.in which may be downloaded for reference. The undersign reserves the right to cancel the EoI without assigning any reason thereof.

22-11-2021

Director of Fisheries, Odisha

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Directorate of Fisheries, Odisha, Cuttack
Government of Odisha
Invites

EXPRESSION OF INTEREST
(EOI)

For Selection of Brands from Manufacturers/Suppliers/Firms
towards supply of Fisheries Machineries / Equipment
Under the state plan scheme
“Popularization of Fisheries Machineries/Equipments” for the year 2021-22

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1. BACKGROUND:

Promotion of sustainable intensification of the freshwater and brackish water aquaculture for boosting productivity and production of fish and shrimp and generating high income is a recent trend in the modern era. In order to optimize the production and productivity of the pond ecosystem provision of different type of machinery/implements to the farming system is very much needed. To support this, the State Agriculture Policy-2013 provides different pattern of assistance for different type of machinery and implements. The provision of implements like Aerators, Air blowers with aero-tubes, bio-security nets, fishing nets are the integral part of enhancing the aquaculture production. The aquaculture machinery/implements helps in oxidation of unused nutrients, faecal matter, neutralization of toxic gases and maintaining the biotic factor of the pond ecosystem. The use of fishing nets helps in reducing the harvesting cost. The subsidy pattern for implementing the scheme is 40% for all categories. The subsidy for farm machinery is met from state plan scheme "Popularization of Fishery Machinery/Equipment/Implements" with the above mentioned pattern of assistance.

2. Objective of the EoI:

The EoI aims to select a panel of Manufacturers/ Dealers and arrive at a uniform and acceptable unit cost for a particular type and specification of different types of fisheries machineries/ equipments (Aerator 1 HP & 2 HP/ Air Blower 5 HP & 10 HP) required for providing to the beneficiaries in the State of Odisha through their authorized dealers at the respective Dist. Hqrs.

3. Schedule of invitation of EOI

Issue of EOI	25-09-2021
EOI Document	Free
Last date for submission	OPEN
Technical Proposal opening date	Last Day of Every Month,3.00 PM
Financial Proposal opening date	Last Day of Every Month,5.00 PM
EOI Submission and opening at (Address)	O/o Directorate of Fisheries, Odisha, Veterinary Campus, Mangalabag, Cuttack-753001

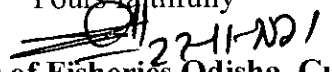
Note: Please address all queries and correspondence to the Director of Fisheries, Odisha, Cuttack director.odifish@gmail.com. If the office happens to be closed on the day of opening of EoI, the EoI would be opened on the next working day of the office at the same time and at same venue.

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General Instructions

- a. The manufacturer/firms/suppliers can down load the EOI document at free of cost from www.fishfedodisha.in
- b. The firms/ suppliers shall submit their applications along with Technical Bid & Financial Bid in two separate envelops kept inside one bigger envelop superscripted with "EoI for Supply "Fishery Machinery/Equipment". The smaller envelops shall be superscripted as 'Technical Bid' & 'Financial Bid' respectively.
- c. All the pages of the document are to signed by authorised signatory
- d. The manufacturer has to furnish the lowest offered price

Yours faithfully


Director of Fisheries Odisha, Cuttack

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1. Objective of EOI

- a. To select a panel of Manufacturers/ Dealers and arrive at a uniform and acceptable unit cost for a particular type and specification of different types of fisheries machineries/ equipments required for providing to the beneficiaries in the State of Odisha through their authorized dealers at the respective Dist. Hqrs.
- b. To ascertain post sale service to the farm equipment supplied
- c. To enable the farmers to get the benefit of financial assistance provided by the Government on purchase of farm equipment through Government schemes.

2. Terms of Reference & Eligibility criteria for manufacturers

1. The Price offer is valid for One Year.
2. Only registered manufacturers/Dealers/Suppliers are eligible to participate in this EOI process
3. Manufacturer/Dealer/Supplier should have a valid GST
4. The farm equipment which posses test certificate would have better weightage.
5. The manufacturer will have to submit detail specification for each product along with leaflet of the product.
6. Firms participating in EOI should have minimum experience of 3 years in the sale of proposed brands in EOI
7. The participating firm should have minimum annual turnover of Rs **50 lakh**.
8. The manufacturer will have to submit one photograph of (6*4) inches for each product they are offering in EOI. One photograph of the manufacturing unit with the name of manufacturing firm.
9. The price quoted will be valid for one year which is liable to extent further 1 year with continuity of scheme. Reduction in price is acceptable for the fisheries equipment any time during the year.
10. The manufacturers should attach the list of dealers, address and their period of validity of dealership along with the contact details and any other information
11. No Negotiations will be conducted after the technical scrutiny and price offered..
12. The fisheries machineries / equipment supplied must be covered with warranty for one year from the date of supply against any defective manufacture/workmanship, etc. The repairs/replacements shall be attended free of cost within the warranty period.
13. The manufacturer will submit their price offer only for the product for which they have submitted the technical details
14. The Department has right to discontinue the procurement from the manufacturer, if found that product supplied by manufacturer is not as per the minimum specified standard.
15. The department has every right to check/ engage a agency to verify the quality of the products supplied during any part of the year at any district during the year.
16. The test certificates validity should be verified by the manufacturer with the testing Institutes as per the present norms as on the date of participation in EOI. Invalid old test certificates will be rejected.
17. If the interested manufacturer will be backed out at any stage of this exercise, the manufacturer will become ineligible to participate in any such exercise to be carried out by the department in future
18. The New Manufacturers who are registered under Start-up Scheme of any Government in India will be exempted from fulfilling the eligibility criteria of turnover and Experience



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19. All offers of the brand to be made in Indian INR only

3. Selection Process:

1. Interested manufacturer shall submit the technical proposal of EOI as in annexures Incomplete information will lead to disqualification
2. The manufacturers should furnish the list of models, variants along with copy of test certificates for scrutiny. They shall quote the price only for those models, variants.
3. All the technical details furnished by interested manufacturers will be scrutinised by the Technical committee constituted, with the permission of the Director of Fisheries, Odisha, Cuttack after the release of EOI schedule. The Committee shall recommend the unit cost/ rate and empanelment of Manufacturers/ Dealers for supply of the fisheries machineries/ equipments. Mode of selection for Technical proposal from firms is detailed below. Minimum score of 60 is required for qualifying.

Technical Bid Evaluation Parameters	Maximum Mark
1. Number of Similar Assignments undertaken / completed during last three years (18-19, 19-20 and 20-21) (Past Experience for sale of similar type of projects of similar nature for Central/ State Governments/Departments/ PSU's/ Corporate Bodies / National / International Organisations). ➤ Each relevant assignment will carry 5 marks	20
2. Financial Statement of last three year and the agency should have an average annual turnover of Rs.50 Lakh. from similar type of projects of similar nature for Central/ State Governments/Departments/ PSU's/ Corporate Bodies / National / International Organisations) business during the last 3 financial years (18-19, 19-20 and 20-21) ➤ INR >50 Lakh- INR 100 Lakh – 5 Marks ➤ INR > 100 Lakh- INR 150 Lakh- 10 Marks ➤ More than INR 150 Lakh- 20 Marks	20
3. The bidder should have been in the business of providing similar type of projects of similar nature for Central/ State Governments/Departments/ PSU's/ Corporate Bodies / National / International Organisations) for at least 3 years (as on 30 th Sept. 2021). (Scoring pattern: >3 years -5 years = 10 marks, More than 5 years = 20 marks.)	20
4. Submission of Test Certificates of various brands	10
5. Technical Presentation (The score will be awarded by committee based on the technical and experience aspects) a. Best one event from past experience b. Innovation and Creativity for this event.	30
Grand Total	100

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4. The manufacturers who do not qualify in technical bids shall not participate in Price bid.
5. The price quoted will be for the state wide. The selected brands shall submit the list of their authorised dealers at different places in the State of Odisha who shall supply the fisheries machineries/ equipments at approved rates of the concerned company
6. The lowest quoted price of a firm offered for a particular brand and model of the fisheries machineries/ equipments shall be negotiated with other higher quoted participating firms by the committee. The firms accepting the lowest quoted rate shall be empanelled for supply of fisheries machineries/ equipments to the beneficiaries as per their choices
7. Decision taken by the Department as per the directions of the Director of Fisheries will be final and no correspondences or queries will be entertained.

4. PRICE OFFER:

1. The price offered is inclusive of all taxes . The empanelled firms shall deliver the desired fisheries machineries/ equipments as per choice of the beneficiaries at the District Headquarter Fisheries offices of the Department through their dealers
2. The price should be valid for One Year which is liable to extend for one more year with continuity of scheme.
3. The price should be offered in scheduled **format**.
4. Any mention of price offer in the physical form of EOI along with technical details documents, will be liable for rejection of entire EOI.
5. Any effort by manufacturer or manufacturer's agent/ dealer/consultant howsoever described to influence the Department staff in any way concerning scrutiny/consideration/ evaluation/ comparison of the EOI or decision concerning finalising the supplier shall entail rejection of EOI.
6. Director of Fisheries, Odisha ,Cuttack reserves the right to seek clarification/ justification/negotiation from the manufacturer on the price offered in case Departmental authority deems it necessary. Based on justification provided by the manufacturer, if the Department feels that the price offer is unrealistic/ unfeasible for the product of this nature, the Authority reserves the right to reject the said offer. In such case the manufacturer shall obey the decision of the authority of the Department.

5: List of deliverables

The firm should express their interest on the following items indicating the make and model and other specifications necessary.

- i. Aerator-1 HP & 2 HP
- ii. Air Blowers- 5 HP & 10 HP



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6: Procedure of Implementation:

- i. The scheme shall be implemented on both bank finance and self finance of the beneficiaries.
- ii. Interested fish farmers/fishers/registered members of primary fishermen Co-operative Society/WSHG's involved in fish/shrimp production, shall apply in the prescribed application format.
- iii. The filled in application forms should be submitted to the respective District Fisheries Officers through hard copy or through email. The applications can also be submitted online to Directorate of Fisheries, Odisha, Cuttack through email: director.odifish@gmail.com. The applications received by the Directorate of Fisheries, Odisha, Cuttack through email will be forwarded to the respective DFOs for necessary action.
- iv. The DFOs on receipt of the applications will forward it to the concerned AFOs for further process.
- v. The DFO shall issue a go ahead letter in case of Bank Finance to the concerned bank or to the selected beneficiaries in case of self finance to procure the equipments from the empanelled supplier/agencies/manufacturer or their authorised dealer.
- vi. Geo-tagged post- installation photographs of the assets created along with the beneficiary will be taken by the District Level Inspection Committee (DLIC) upon completion of the installation.
- vii. The beneficiary shall be eligible for back ended subsidy of 40 % through DBT on the unit cost finalised in the open EoI process.

7. Mode of Payment:

- i. In case of bank finance, the payment shall be made by the bank to the concerned firm after supply of fisheries machineries/ equipments to the beneficiary.
- ii. For self finance cases, the beneficiary shall make payment to the concerned firm from whom he intends to procure the fishery items.



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TECHNICAL DETAILS SUBMISSION FORMS

TECH - 1

COVERING LETTER

(On Bidders Letter Head)

[Location, Date]

To:

**The Director of Fisheries
Nuapatna Road , Veterinary Campus
Mangalabag,Cuttack
Odisha - 753001**

Sub: *EXPRESSION OF INTEREST (EOI) For Selection of Brands from Manufacturers/ Suppliers/ Firms towards supply of Fisheries Machineries / Equipment / Implements Under the state plan scheme "Popularization of Fisheries Machineries/Equipments" for the year 2021-22 [TECHNICAL BID]*

Dear Sir,

I, the undersigned offer to provide the services for the proposed assignment in respect to your request for EOI proposal No. _____ Dated _____. I hereby submitting the proposal which includes this technical proposal sealed under a separate envelope. Our proposal will be valid for acceptance up to **180 Days** and I confirm that this proposal will remain binding upon us and may be accepted by you at any time before this expiry date.

All the information and statements made in this technical proposal are true and correct and I accept that any misinterpretation contained in it may lead to disqualification of our proposal. If negotiations are held during the period of validity of the proposal, I undertake to negotiate on the basis of the proposal submitted by us. Our proposal is binding upon us and subject to the modifications resulting from contract negotiations.

I have examined all the information as provided in your Request for Proposal (RFP) and offer to undertake the service described in accordance with the conditions and requirements of the selection process. I agree to bear all costs incurred by us in connection with the preparation and submission of this proposal and to bear any further pre-contract costs. In case, any provisions of this EOI/ ToR including of our technical & financial proposal is found to be deviated, then your authority shall have rights to reject our proposal. I confirm that, I have the authority to submit the proposal and to clarify any details on its behalf.

I understand you are not bound to accept any proposal you receive.

Yours faithfully,

Authorized Signatory with Date and Seal:

Name and Designation: _____

Address of Participant : _____



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TECH - 2

Bidder Organization (General Details)

Sl. No.	Description	Full Details
1	Name of the Participant	
2	Address for communication: Tel : Email id:	
3	Name of the authorized person signing & submitting EOI: Mobile No.:Email id:	
4	Registration / Incorporation Details Registration No:Date & Year. :	
5	Local office in Odisha If Yes, Please furnish contact details	Yes / No
6	PAN Number	
7	Goods and Services Tax Identification Number (GSTIN)	
9	Willing to carry out assignments as per the scope of work of the EOI	YES
10	Willing to accept all the terms and conditions as specified in the EOI	YES

Authorized Signatory [In full and initials]: _____

Name and Designation with Date and Seal: ____ Participants should submit the required supporting documents as mentioned above. Non- submission of required documents as listed above will lead to rejection of the bid.



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TECH -3

Bidders Organization (Financial Capabilities Details)

Financial Information in INR				
Details	FY2018 -19	FY2019 -20	FY2020 -21	Average
Average Turnover (in Lakh) in India				
Supporting Documents: Audited certified financial statements for the last three FYs (Submission of copies of Income & Expenditure Statement and Balance Sheet for the respective financial years is mandatory along with this form)				

Signature and Seal of the Company Auditor with Date in original

Authorized Signatory [In full initials with Date and Seal]: _____

Communication Address of the Participants: _____

[NB: No Scanned Signature will be entertained]

- **Bidders should submit the required supporting documents as mentioned above.**
- **Non-submission of required documents as listed above will lead to rejection of the bid.**



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TECH - 4

FORMAT FOR POWER OF ATTORNEY

(On Bidders Letter Head)

I, _____, the _____ (Designation) of (Name of the Organization) in witness whereof certify that <Name of person> is authorized to execute the attorney on behalf of <Name of Organization>, <Designation of the person> of the company acting for and on behalf of the company under the authority conferred by the < Notification/ Authority order no.> Dated

<date of reference> has signed this Power of attorney at <place> on this day of <day><month>, <year>.

The signatures of <Name of person> in whose favor authority is being made under the attorney given below are hereby certified.

Name of the Authorized Representative:

(Signature of the Authorized Representative with Date)

CERTIFIED:

Signature, Name & Designation of person executing attorney:

Address of the Bidder:

Note: Board resolution confirming the Authority of the signatory to submit the proposals could also be provided as a substitute to the Power of Attorney.



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TECH - 5

(BIDDER'S PAST EXPERIENCE DETAILS)

Assignment Name:		Country:
Location within Country:		Professional Staff Provided by Your Firm/Entity(profiles):
Name of Client:		No of Staff:
Address:		No of Staff-Months:
Start Date:	Completion Date:	Approx. Value of Services (in INR):
Name of Associated Consultants, If Any:		No of Months of Professional Staff Provided by Associated Consultants: NA
Name of Senior Staff Involved and Corresponding Positions:		
Narrative Description of Project:		
Description of Actual Services Provided by Your Staff:		



Expression of Interest for selection of brands from Manufacturers/Suppliers/firms towards supply of Fisheries Machineries/Equipments under the state plan scheme Popularization of Fisheries Machineries/Equipment for the year 2021-22
FINANCIAL DETAILS SUBMISSION FORMS

FIN - 1

COVERING LETTER (On Bidders Letter Head)

[Location, Date]

To:

**The Director of Fisheries
Nuapatna Road , Veterinary Campus
Mangalabag,Cuttack
Odisha - 753001**

Sub: *EXPRESSION OF INTEREST (EOI) For Selection of Brands from Manufacturers/ Suppliers/ Firms towards supply of Fisheries Machineries / Equipment / Implements Under the state plan scheme "Popularization of Fisheries Machineries/Equipments" for the year 2021-22 [Financial BID]*

Dear Sir,

I, the undersigned offer to provide the services for the proposed assignment in respect to your request for EOI proposal No. _____ Dated _____. I hereby submitting the proposal which includes this technical proposal sealed under a separate envelope. Our proposal will be valid for acceptance up to **180 Days** and I confirm that this proposal will remain binding upon us and may be accepted by you at any time before this expiry date.

The above quoted amount is exclusive of the taxes applicable as per GST Act. I do hereby undertake that, in the event of acceptance of our bid, the services shall be provided in respect to the terms and conditions as stipulated in the EOI document.

Our financial proposal shall be binding upon us subject to the modifications resulting from contract negotiations, up to expiration of the validity period of the proposal of **180 days**. I have carefully read and understood the terms and conditions of the EOI and do hereby undertake to provide the service accordingly.

I understand that you are not bound to accept any proposal you receive.

Yours faithfully,

Authorized Signatory [In full and initials]:

Name and Designation of Signatory with Date and Seal:

Address of the Bidder:



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FIN-2

Financial Bid for Aerator (1 HP & 2 HP) /Air Blower (5 HP & 10 HP)

Sl. No.	Make of the Aerator/Airblower	Model No.	Capacity	Base Price without Taxes in INR	GST Payable in INR	Total Price Offered

**Base price quoted should be inclusive of transportation cost at the Dist Headquarter.*

Authorised signatory of the firm



Expression of Interest for selection of brands from Manufacturers/Suppliers/firms towards supply of Fisheries Machineries/Equipments under the state plan scheme Popularization of Fisheries Machineries/Equipment for the year 2021-22
BID SUBMISSION CHECK LIST

Slno	Description	Submitted (Yes/No)	Page No.
TECHNICAL PROPOSAL (ORIGINAL + 1 COPY)			
1	Filled in Bid Submission Check List (ANNEXURE-I)		
2	Covering Letter (TECH -1)		
3	Copy of Certificate of Incorporation / Registration of the Bidder		
4	Copy of PAN		
5	Copy of Goods and Services Tax Identification Number (GSTIN)		
6	No. of similar assignments in last 3 years (with supportive)		
7	Year of Business with similar assignments (with supportive)		
8	General Details of the Bidder (TECH - 2)		
9	Financial details of the bidder (TECH - 3) along with all the supportive documents such as copies of Profit – Loss Statement and Balance Sheet for the concerned Period. Copies of IT Returns for the last 3 years (18-19 ,19-20 , 2020-21)		
10	Power of Attorney (TECH - 4) in favour of the person signing the bid on behalf of the bidder.		
11	List of completed and on going assignments of similar nature (Past Experience Details) (TECH - 5) along with the copies of work orders for the respective assignments		
12	Test Certificate for various brands of Machineries/Equipments		
FINANCIAL PROPOSAL (ORIGINAL)			
1	Covering Letter (FIN-1)		
2	Financial Offers for various brands (FIN-2)		

Undertaking:

- All the information have been submitted as per the prescribed format and procedure.
- All pages of the proposal have been sealed and signed by the authorized representative.

Authorized Signatory [In full and initials]: _____

Name and Designation with Date and Seal: _____

OH