

Feasibility Study for a port-based common infrastructure for promoting export of Groundnuts from India

APEDA (Agricultural & Processed Food Products Export Development Authority), Ministry of Commerce, Government of India has identified certain issues related to infrastructure for the export of groundnut from the country after conducting interactive workshops with the exporters & traders. It has been decided to conduct a study for identifying major production clusters, constraints in supply chain, and requirement of common infrastructure in order to reduce the cost of transportation, improving quality, and identifying cost effective source of raw material. The study would include requirement of land, buildings, machinery utilities and manpower for the proposed common infrastructure, in order to make the exports more efficient.

Although groundnut is being exported from India for last several years, the traders, merchants and exporters are facing difficulties related to quality, transport, shelling, grading, sorting, packaging, storage capacity and other support facilities such as testing laboratory.

APEDA has several schemes to support the processors and exporters and as a part of its common infrastructure scheme, it has been decided to conduct a study for identifying the gaps in supply chain, quality, and other constraints, in order to create a common facility for use by exporters.

Objectives of study:

The objective of the study is to assess the current status of available infrastructure including bottlenecks in the supply chain, leading to increase in transaction cost and to ascertain the need to have a common infrastructure for the exporters, which will address all issues related to procurement, processing, quality control, transportation and logistics.

Approach:

Review of exports for last three years in terms of quantity, number of exporters and destination countries. Identification of sources of supply Groundnut clusters (irrigated and rainfed) during rabi and kharif season may be carried out. The existing processing plants and other infrastructure like storage may be mapped. Collection of data on existing supply chain, constraints, consultations (survey) with stakeholders, like exporters, processors, traders, owners of shelling units, farmers, ICD placement feasible points, best possible storage facility points (locations).

Terms of Reference:

- i) Current status of exports (for last three years 2011-12, 2012-13 & 2013-14) of groundnut from various ports i.e. Quantities, number of exporters, major foreign destinations, source of procurement.
- ii) Review of domestic production of groundnut and identification of major production clusters (Irrigated and rainfed).
- iii) Existing supply chain, source of raw material, cost of transport to factory and finished goods to port.
- iv) Identify major constraints in supply chain and how these affect costing and quality of final product.
- v) Segregation of stakeholders in groundnut export business with share of each i.e. merchant exporters only, manufacturer-exporters and shelling-cum-grading units.
- vi) Need assessment – will a common infrastructure for use by exporters help in reducing cost, improving quality and make exports more efficient? Consultations with stakeholders like exporters, processors, traders, owners of shelling units, farmers etc.
- vii) If yes, where should such a facility be located and recommendation on the optimum size of the facility in terms of shelling, grading, sorting, packaging and storage capacity and other support facilities such as testing laboratory.
- viii) Requirement of land, buildings, machinery, utilities, manpower etc.
- ix) Estimation of various projects cost components like land, buildings, internal roads, plant and machinery, material handling equipment, utilities, lab, office, workers' amenities etc. and requirement of total investment.
- x) Profitability analysis, estimation of operating cost at various capacity utilization levels, bench marking of tariffs in areas around the proposed facility, working out break-even level and other profitability indicators.

- xi) Recommendation on Operation & Management of the proposed unit. Identify major users of the facility.
- xii) Benefits of the project.

Deliverables:

- (i) An interim draft report.
- (ii) A final report addressing all the tasks listed.
- (iii) Map showing major polygons (clusters) of groundnut area (irrigated & unirrigated) during both rabi and kharif seasons.
- (iv) Maps showing all possible best efficient and economic routes, existing locations of shelling units and storage facilities and possible locations of storage facilities. Map showing suitable locations for ICDs, best possible economic routes to ports/ ICDs.
- (v) Recommendation on location, size, cost, time frame and economic viability of the proposed common facility.

Timeline of study: 4 months

Eligibility Criterion:

1. A registered consulting firm/consortia, with minimum 5 years of experience (individual firm/lead firm) in providing consultancy services in the field of market research, monitoring & evaluating studies, infrastructure development in PPP mode with demonstrated experience in food & agribusiness domain.
2. Individual firm/lead firm should have an annual turnover of at least INR 5Crores during each of the last three years (2011-12, 2012-13, 2013-14). The turnover should include income from consultancy fee only.
3. Individual firm/lead firm should have national / international experience in providing consultancy services for formulation of vision / strategy for Governments (National or State Governments) in development of agriculture / food processing.
4. Individual firm/lead firm should have done at least 3 studies for the Government of India including State Governments or Central Government Organisations in the development of agriculture/ industrial infrastructure in last 5 years.

Earnest Money Deposit (EMD): Consultant should submit an EMD of INR 25,000. The EMD should be prepared in favour of APEDA, New Delhi. The EMD will be refunded after the selection process is over. The bank draft should be from the Nationalized /Scheduled Bank.

The agency qualifying the above criteria shall submit the bid in two separate covers as follows:

- Cover A – Technical bid: containing all documents supporting the eligibility criteria along with the approach, methodology, work plan and team structure & detailed CVs. It should include the following (a) Last 3 years balance sheet / audited statement of accounts, (b) Authenticated copy of certificates of incorporation / registration of the organization, (c) list of relevant studies conducted during last three years with work order and completion certificates (d) Authenticated copy of service tax registration certificate, (e) PAN Card
- Cover B would include financial bid which should be inclusive of all expenses and applicable taxes.
- These two sealed covers (A&B) should be kept under an outer envelope (cover) for sending to APEDA office and should be super scribed as bid for Feasibility study for a port based common infrastructure for groundnuts

- The bids shall be submitted to APEDA, New Delhi within 15 days from the date of release of the advertisement.
- A pre-bid meeting to explain the exact scope of the assignment and resolve the queries of the participating firms will be organised by APEDA. The date for holding pre-bid meeting would be announced at APEDA website.

The proposal submitted by the consultant will be evaluated on the credential & experience of lead firm, suitability of approach & methodology and team proposed. The financial bid of only those consultants would be opened who score minimum of 80% in the technical evaluation phase. The award of Study would be based on ACBS (Quality and cost Based Selection) criteria. The financial score would be calculated as follows:

For financial scores: $S_f = 100 \times F_m / F$, where S_f is the financial score, F_m is the lowest price and F is the price of the proposal under consideration.

For final composite score: The weights given to the Technical and Financial Proposals are

$T = 0.80$

$F = 0.20$

Technical Evaluation Criteria (100 marks):

1. Criterion 1: Presentation by Firm/Consortia: (50 Marks)

Sr. No	Name of the Firm	Parameter	Yard Stick	Marks Obtained
		Technical Proposal & Presentation by Firm	Work Plan, methodology and tools proposed for assessing various parameters under scope of work (50)	
1				
2				

2. Criterion 2: Financial Stability of the Individual firm/Lead firm in last three years (2011-12 to 2013-14 or 2010-11 to 2012-13 in case 2013-14 financial statement is not finalised): (7 marks)

The marking criteria will be:

Total turnover	Maximum Marks
5-10 crore	3
10 -15 crore	5
Over 15 crore	7

Sr. No	Name of the Firm	Total turnover in 2013-14 (Or 2012-13) (I)	Marks Obtained	Total turnover in 2012-13 (or 2011-12) (II)	Marks Obtained	Total turnover in 2011-12 (or 2010-11) (III)	Marks Obtained	Total Average Marks (average of I, II & III)
1								
2								

3. Experience of firm in related study for creation of agri.-infrastructure in PPP mode in last 5 years (10 marks)

The marking pattern will be:

Total studies	Maximum Marks
0	0
1	8
2 & above	10

Sr. No	Name of the Firm	Name of the study	Time period	Name of Client	Total value of the assignment	Marks Obtained
1		1. 2. 3.				
2						

4. Experience of working with State Government/Central Government/Multinationals/Multilaterals/APEDA/Private sector in the development of agricultural/industrial infrastructure in last 5 years. (18 marks)

The marking pattern will be:

Total studies	Maximum Marks
3-8	3
9-14	8

15-20	13
21 & above	18

Sr. No	Name of the Firm	Name of the study	Time period	Name of client	Total cost of the assignment	Total Marks
1		1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21.				
2		1. 2. 3. 4. 5. 6. 7. 8. 9. 10. 11. 12. 13. 14. 15. 16. 17. 18. 19. 20. 21.				

5. Experience of the team leader. Some Weight age needs to be given to relevant assignments, qualification (degree in agriculture, food processing) and quality of experience. (15 marks)

The marking pattern will be:

Total experience	Maximum Marks
5 years	4
6-7 years	6
8-10 years	8
11-13 years	12
More than 13 years	15

Sr. No	Name of the firm	Name of the Team leader	Years of working with the organisation	Total experience (in years)	Designation	Total marks obtained
1						
2						

Payment schedule:

The payment would be milestone linked and would be released as under:

S. N.	Milestone	Payment (%)
1	Contract sign off & mobilization advance against Bank Guarantee which should remain valid till the completion of the study and acceptance by APEDA	20%
2	Field visit completion & progress update presentation	30%
3	Draft report submission & presentation	25%
4	Final report submission	25%

For further clarification please contact:

General Manager (Processed Foods)

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India

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Application format

Sl. No.	Particulars	Details
1.	Name of the agency	
2.	Address	
3.	Name of the Chief Executive	
4.	Approach & Methodology	
5.	Financial stability of the agency	
6.	Experience of the agency in conducting agricultural related study	
7.	Experience of the agency in related study for creation of agri infrastructure in PPP mode in the last five years	
8.	Experience of working with State Government/Central Government/Multinationals/APEDA in the development of agricultural/industrial infrastructure.	
9.	Experience of the team leader	
10.	Details of EMD	

Date :

Signatory with Company Seal)

(Signature of the Authorized