

Govt. of Jharkhand
Rural Development Department
Jharkhand State Livelihood Promotion Society
2nd Floor, JSAMB Building, Itki Road, Hehal, Ranchi - 834005, Jharkhand
Phone No. 0651-2951915/2951916
Website – www.jslps.in

No: JSLPS/2370

Date: 11/10/2022

REQUEST FOR EXPRESSION OF INTEREST (REOI)
for Empanelment of Agencies for Non-Financial Partnership with the FPOs
promoted under JOHAR Project

Jharkhand State Livelihood Promotion Society invites "Expression of Interest" from the eligible registered agencies to submit their interest for ***Empanelment of Agencies under Non-Financial Partnership with the FPOs promoted under JOHAR Project*** in Jharkhand.

Interested agencies may submit their "Expression of Interest" in a sealed envelope clearly superscripted as "**Expression of Interest for Empanelment of Agencies under Non-Financial Partnership with the FPOs promoted under JOHAR Project**" latest by **15.30 hours on 10th November'2022**. Interested agencies may obtain further information and procedures for submitting "Expression of Interest" by downloading the REOI document from *Procurement* → *Services* section of the official website of JSLPS i.e. www.jslps.in.

Sd/-
Chief Executive Officer
JSLPS

Request for Expression of Interest for Empanelment of Agencies under Non-Financial Partnership with the FPOs promoted under JOHAR Project

1. Background:

Jharkhand Opportunities for Harnessing Rural Growth Project (hereafter JOHAR project) is a World Bank assisted project being implemented since September 4, 2017, for six years by the Jharkhand State Livelihood Promotion Society (JSLPS), an autonomous society under the aegis of Department of Rural Development, Government of Jharkhand.

The project is being implemented in 68 blocks within 17 districts of the state. The primary project beneficiaries are the rural households, the majority of whom will be women SHG members, including from SC, ST, and smallholder and landless households in selected blocks of rural Jharkhand. In total, project has directly covered over 200,000 households as beneficiaries.

Under the project, 20 Farmers Producer Organizations have been promoted (as listed at Annexure – II) in the project area, each covering up to 100,000 members as equity holders. These FPOs have initiated their business activities in areas of inputs and output trading as well as various services like Custom Hiring Centres (CHC) to their member farmers as well as to other farmers in their catchment area. Most of these FPOs have achieved an average annual turnover of approximately INR 250 lakh during the last financial year and cumulatively crossed 110 crores of turnover till Aug'22. FPOs promoted under JOHAR Project have built a strong field network, trained staff (CEO, Marketing Manager, Production Manager, Accountants), active boards of directors, cadre of local resource persons, fully equipped offices, retail outlets (Agri-marts and Livestock service centres) and other amenities. In addition, all these FPOs have received various business licenses and are getting support under various government programmes and schemes. With this background, these FPOs are looking to explore bigger business opportunities, where social and financial capital, which these FPOs have built over period can be utilised. Brief about each FPO is attached as annexure to this document.

Through this Expression of Interest (Eoi), JOHAR Project (JSLPS) invites offers from agri-input companies / agri-output trading / agro-processing / farm machinery manufacturers / agtech start-ups / fin-tech / custom-hiring services providers / entrepreneurs / institutions / companies / Societies / Trusts interested to collaborate with FPOs for business. The broad scope and structure of potential collaboration is mentioned hereunder.

2. Categories for collaboration

The following are the area of collaboration in which any agency can apply for 1 or more areas:

- a. Strengthening / upscaling the Agri-Input (including allied) Businesses through better linkages, terms of business or systems to capture larger markets.
- b. Strengthening / upscaling the Agri-Output (including allied) Businesses through better linkages, terms of business, price discovery, IT enabled market information system.
- c. Agro-Processing on agri-products like tomato, potato, tamarind, lemon grass etc and hence developing better linkages for sale of the products.
- d. Strengthening / upscaling of Custom-Hiring model through better service model and farmer engagement.
- e. Establishing Agri-Infrastructures like warehouses, cold rooms etc on revenue-sharing model.
- f. Application of Artificial Intelligence in productivity enhancement, pest and disease diagnosis etc.

- g. Establishing systems for Financial Management/Book-Keeping/Digitization in the FPOs in the area of inventory management, payment systems etc.
- h. Enabling Agri-finance from Financial Institutions in the areas of payment system, agri-credits etc.

3. Expectations from Agencies

Given that a wide range of companies/entrepreneurs, who can submit their expression of interest, the potential public and private sector partners are expected to submit their proposals covering the following areas:

- I. Understanding the business landscape of FPOs, with whom the agencies is interested to work through proper diagnostic study.
- II. Propose a business activity and proposition for FPO, which the agency is exploring or planning to implement with the FPO.
- III. To prepare business projections for the specific activity to be taken up jointly by the FPO and the agency.
- IV. Details of resources deployment, in terms of capital / financial, manpower, technical, or any other mean, which are required for taking up the proposed joint business activity.
- V. Plan to guide and train FPO's BoDs, Staff, and field cadre on the identified/agreed business activity to reach out to the maximum number of members and other farmers in the catchment.
- VI. Plan to build the capacities of the FPOs in terms of Inventory management, Supply chain management, logistics, financial management etc.
- VII. Plan to maintain required documentation for ensuring transparency in transactions and build trust between two parties.
- VIII. Any other activity required for increasing the participation of the maximum number of members and to increase the joint revenue for the FPO and Business Partner.
- IX. Clear outputs and related outcomes as applicable as a result of the activities undertaken.

4. Shortlisting Criteria

The following categories of entities are eligible to submit their expression of interest for this opportunity -

- i) Legal Entity registered under any Act of India, having a valid PAN card and have been filling Income Tax Returns for at least last three financial years (2019-20, 2020-21, 2021-22). (Furnish Valid Registration Certificate and PAN).
- ii) Entity shall have a clear and proven business case relevant for FPOs, i.e. having business interest in the area of agriculture, horticulture, livestock, and NTFP.
- iii) The agency should have an average annual turnover of Rs. Three Crore or more during last three financial years as stated above and preferably have a positive net worth. Out of the total turnover, at least Rs. Two Crore should be from similar work. [Relevant documents viz, audited financial statements and a certificate from Chartered Accountant in support of satisfying the criteria should be submitted]
- iv) The entity should not be blacklisted by any of the government department / agencies. (Furnish an Affidavit)
- v) The entity should have a prior experience of working in FPO ecosystem.

5. Queries / Clarifications

In case of any query, interested agencies may send their query/ies in writing with contact details & Email-Id of the agency at [Jharkhand State Livelihood Promotion Society (JSLPS)]

2nd Floor, Agriculture and Marketing Board Building, Itki Rd, Hehal, Ranchi – 834 005] or on Email-Id amit.jslps19@gmail.com addressed to State Project Coordinator-Agribusiness & Marketing on or before October 31st, 2022.

Replies of queries received during the timeline, shall be sent through email atleast two weeks prior to submission deadline of EOI.

6. Submission of Eoi

The Expression of Interest complete in all respects shall be submitted in sealed envelope only superscribed as “Eoi for empanelment as business partners with the FPOs for [*Name of Category as per list at para 2 above*] under JOHAR Project” latest by 10th November’2022 by 15.30 hours at following address:

Chief Executive Officer

Jharkhand State Livelihood Promotion Society (JSLPS)
2nd Floor, Jharkhand State Agriculture and Marketing Board Building,
Itki Road, Hehal, Ranchi – 834 005.

7. Documents to be submitted with EOI

Interested agencies may submit their application expressing interest in the prescribed Performa annexed herewith at **Annexure – I** in sealed envelope with each page of the application signed by an authorised signatory, including the pages comprising the annexure with following documents:

- (a) Organisation Profile, explaining capabilities, business interests, resources, network and field presence.
- (b) Valid Registration Certificate and PAN
- (c) Details of Financial status of the applicant (Last three financial years Audited financial statement with Profit & Loss statement).
- (d) An Affidavit of being not black-listed by any State Government / Central Government or International organisation
- (e) Presence and/or experience of working in project area / in Jharkhand
- (f) A brief Note on proposed Business Case / specific business activity for collaboration with the FPO (Not more than four (4) pages indicating actions with timelines.
- (g) Details of resources, which agencies would like to deploy for the activity;
- (h) List of FPOs with whom the entity is interested to collaborate.
- (i) Any other information required in support to the scope of work.

8. Amendment to EOI

At any time prior to the last date for receipt of proposals, JSLPS may for any reason, whether at its own initiative or in response to a clarification requested by a prospective applicant/s, modify the EOI document by an amendment. In order to provide prospective applicants reasonable time in which to take the amendment into account in preparing their proposals, JSLPS may, at its own discretion, extend the last date for the receipt of proposals and/or make other changes in the requirements set out in the EOI. JSLPS reserves the right to terminate this empanelment activity without assigning any reason/s thereof.

9. Selection of Agencies

An empowered committee will be constituted for the final selection of the shortlisted agencies. These agencies will comprise of representatives of JSLPS Senior Management, District level representatives, few CEOs and Directors of the FPOs. The selection of agencies will be done on some objective parameters which are as follows:

1. No. of years the business has been demonstrated in the field. (10 Marks)
2. Relevance of the business with the FPOs of JOHAR (20 marks)
3. Scale of business (25 marks)
4. Profitability in the business (30 marks)
5. Type and volume of resources the agency is willing to deploy (25 marks)

10. Rejection of EOI

The application shall be liable to be rejected if:

- a) The application is not covered in proper sealed cover with superscription as indicated above.
- b) Not in prescribed form and not containing all required details.
- c) Not properly signed.
- d) Received after EOI submission deadline.
- e) Offer is received by fax, telegram, e-mail or any other means not stated under paragraph 6 above.

11. Relationship between the Parties

The MoU would be a tripartite arrangement between JSLPS, FPO and the selected agency. The role of JSLPS however, will be limited to monitor and facilitate the operations as laid out in the MoU. It will also assist the FPOs with the earmarked financial assistance in the JOHAR project.

The MOU shall create no obligations of direct financial transaction between JSLPS and selected agency. The FPC and selected agency will keep transacting for all input-output related transactions and other services as per this Agreement subject to any additional on mutually agreed terms and conditions in writing from time to time. All transactions between the FPC and Selected agency will be done through electronic/NEFT/RTGS and no cash transaction between the Parties will take place.

Both Party will maintain proper accounting to maintain the transparency and maintain necessary bills/invoices or vouchers. Both party shall be responsible to get necessary licenses and ensure compliance thereof for themselves. JSLPS will keep reviewing the progress and transactions to ensure that the work and progress is in consonance with the MoU.

12. Proprietary Rights of the Client in Reports and Records

Unless otherwise indicated in the contract, all reports and relevant data and information such as maps, diagrams, plans, databases, other documents and software, supporting records or material compiled or prepared by the agency for the FPO in the course of the services shall be confidential and become and remain the absolute property of the FPOs. The agency shall, not later than upon termination or expiration of this Contract, deliver all such documents to the Client, together with a detailed inventory thereof. The Selected Agency may retain a copy of such documents, data and/or software but shall not use the same for purposes unrelated to this Contract without prior written approval of the Client.

If license agreements are necessary or appropriate between the Selected Agency and third parties for purposes of development of the plans, drawings, specifications, designs, databases, other documents and software, the Selected Agency shall obtain the Client's prior written approval to such agreements, and the Client shall be entitled at its discretion to require recovering the expenses related to the

development of the program(s) concerned. Other restrictions about the future use of these documents and software, if any, shall be specified in the final contract signed.

13. Process of Empanelment

EoIs received will be processed based on documents received and the business case presented by the applicants with EoI and Powerpoint Presentation before the committee of JSLPS including FPO representative by the Agency. After verification of documents, JSLPS team will discuss the business case with the respective FPOs. Thereafter, the entities will be intimated of the results and will be invited for detailed discussion, followed up by an MoU for the association. On in principle agreement from both the parties (FPO and the Business Partner), formal MoU with detail terms and conditions will be executed.

14. Duration of Empanelment

The duration of the empanelment would be initially till Jun'23 and could be extended based on the extension of JOHAR project or the arrangements could be made for bi-lateral partnership with the FPOs or any other arrangement as deemed appropriate by JSLPS.

15. Support from JSLPS

JSLPS will support in providing the following facilities:

- Necessary documents related to the FPOs.
- Required data related to the FPOs (as per the data sharing clauses in the final agreement).
- Coordination meetings with the FPO staffs and Board.
- Coordination for visits required for the work.

16. Disclaimer

JSLPS or the FPOs promoted/nurtured by JSLPS shall not take any liability of any nature whatsoever originating with this partnership. All such liabilities financial or otherwise shall be the sole responsibility of the agency.

FORM – I

EOI Letter Proforma

To

The Chief Executive Officer,

Jharkhand Opportunities for Harnessing Rural Growth Project (JOHAR Project)
 Jharkhand State Livelihood Promotion Society (JSLPS)
 2nd and 3rd floor, Jharkhand State Agriculture and marketing Board Building,
 Itki Road, Hehal,
 Ranchi – 834 005.

Sub: Invitation to empanelment as Agencies with FPOs

Sir,

The undersigned having read and examined in detail all the EOI documents pertaining to the Empanelment as Agencies with FPOs, do hereby express the interest to get empanelled do the work as specified in the scope of work.

Correspondence details:

1.	Name of the Organisation	
2.	Address	
3.	Telephone & Mobile Number	
4.	E-mail Address	
5.	Name and designation of the person authorized to make commitments to JSLPS	
6.	Year of Establishment	
7.	Legal Status of Organisation	
8.	The details of the top management with professional qualifications, Experience and contact details	
9.	Financial Statement of last three years / ITR filled in last three years [Enclose documents]	FY I - FY II - FY III -
10.	Business Volumes handled in last three years (in Rs. Crores)	FY I - FY II - FY III -

11. List of documents are being enclosed with the EOI :

S. No.	Document	Yes / No
1.	The business case for collaboration with the FPO	
2.	Company/ Organization profile giving details of current activities and management structure	
3.	Evidence of Incorporation	
4.	Financial Statement of last three years / ITR filled in last three years	

5.	Detail of experience / presence in project area / Jharkhand	
6.	Preferred FPO and location for Collaboration (Each entity can mention multiple FPOs and Locations)	
7.	Any other supporting documents	
8.	Undertaking mentioning the organisation has not been black-listed by any of the State Government / Central Government or International organisation	
9.	Support expected from JOHAR and / or from FPO	
10.	Undertaking that the Entity is not involved in any kind of financial irregularities and have never been part of any financial frauds.	

I/ We hereby declare that my/ our EOI is made in good faith and the information contained is true and correct to the best of my/ our knowledge and belief. If any information/document found to be false/forged/misrepresentation at any stage of the process, our candidature is liable to be rejected.

Thanking you,

Yours faithfully,

(Signature of the Applicant)

Name:

Designation:

Seal:

Date:

Place:

List of FPOs under JOHAR Project

FPO Data Master Sheet										
Sl.No.	Name of FPOs	Districts	State	Date of Formation	No. of Share-holders	Total Share-Capital Mobilized (in Lakhs)	Major Products	Total Business (2019-20) in lakhs	Total Business (2020-21) in lakhs	Cumulative Total Business (in Lakhs)
1	Aakarshani Producer Company Limited	Saraikela Kharswan	Jharkhand	27.11.2019	3164	40.50	Poultry, Paddy, Chilly, Ginger	2.78	82.57	288.58
2	Basia Palkot Farmer Producer Company Limited	Gumla	Jharkhand	03.04.2019	4997	52.92	Mango, Tomato, Tamarind, Groundnut, Paddy	55.57	42.61	272.27
3	Churchu Nari Urja Farmer Producer Company Limited	Hazaribagh	Jharkhand	06.06.2018	2436	18.81	Tomato, Paddy, Poultry, Lac Products	103.13	184.00	491.57
4	Dakhshini Koel Producer Company Limited	Lohardagga	Jharkhand	31.01.2019	3535	36.40	Tomato, Paddy, Cauliflower, Peas, Fishery, Goatery	44.43	80.42	374.68
5	Dhalbum Narishakti Ajeevika Producer Company Limited	East Singhbhum	Jharkhand	14.11.2019	2820	32.69	Paddy, BYP	9.94	39.58	200.55
6	Gharanj Lahanti Mahila utpadak Producer Company Limited	East Singhbhum	Jharkhand	21.11.2018	1804	15.56	Paddy, Goatery,Solar,Fisheries	9.89	72.89	278.53
7	Giridhan Mahila Producer Company Limited	Giridih	Jharkhand	07.08.2019	4791	51.12	Paddy, Poultry	26.90	139.25	547.72
8	Grameen Anda Utpadak Swalambi Sahkari Samiti Ltd	Gumla	Jharkhand	08.11.2018	300	0.00	Egg	831.40	1119.00	3653.26
9	Gumla Raidih Agri Producer Company Limited	Gumla	Jharkhand	23.01.2019	5312	52.42	Poultry, Paddy, Chilly, Ginger	67.32	109.08	316.90
10	Kolhan Agri Producer Company Limited	West Singhbhum	Jharkhand	16.07.2019	3586	35.27	Tamarind, Custard Apple, Paddy	0.80	40.05	269.58
11	Luguburu Farmer Producer Company Limited	Bokaro	Jharkhand	20.11.2019	7682	68.22	Paddy, Poultry	8.00	102.32	307.28
12	Mahila Jagritii Producer Company Limited	Simdega	Jharkhand	15.07.2019	2169	37.29	Tamarind, Poultry, Fishery, Jackfruit	6.62	75.32	176.57
13	Murhu Nari Shakti Kisan Producer Company Limited	Khunti	Jharkhand	05.03.2018	2477	3.00	Tamarind, Tomato, Poultry, Fishery	198.00	306.81	854.66
14	Purbi Singhbhum Mahila Ajeevika Producer Company Limited	East Singhbhum	Jharkhand	15.01.2019	2853	29.71	Tomato, Paddy seed, Watermelon, Cucumber,	38.31	93.84	236.45
15	Rajrappa Kisan Producer Company Limited	Ramgarh	Jharkhand	14.02.2019	5444	66.24	Cabbage, Cauliflower, Brinjal, Okra, Paddy, Maize, Potato, Fishery,	65.83	128.66	335.61
16	Santhal Pargana Mahila Producer Company Limited	Dumka	Jharkhand	26.02.2019	7500	66.03	Poultry, Goatery, Paddy	20.96	75.44	585.90
17	Sarayful Mahila Farmer Producer Company Limited	Ranchi	Jharkhand	29.10.2016	2760	9.81	Tomato, Paddy, Poultry, Maize, Fishery	68.16	15.96	91.98
18	Sarhul Ajeevika Farmer Producer Company limited	Ranchi	Jharkhand	09.05.2019	1200	42.44	Paddy, Cauliflower,Tomato,beans , Green Peas	2.91	81.10	223.54
19	Sarjombaa Agri Producer Company Limited	Khunti	Jharkhand	01.08.2019	4886	22.89	Tamarind, Tomato, Poultry, Fishery,Potato,Watermelon,Paddy	14.12	53.59	240.55
20	Uttari Koel Producer Company Limited	Palamu	Jharkhand	06.09.2019	4033	48.73	Paddy, Goatery	15.38	85.16	291.49
Total					73749	730.04		1590.44	2927.64	10037.66