

**Expression of Interest (EOI)**

**For**

**EOI for Implementation of Bar-Coding over the Seed Packets**

**Ministry of Agriculture & Farmers Welfare  
(Department of Agriculture, Cooperation & Farmers Welfare)**

**Room No. 211, F-wing,**

**Shastri Bhawan, New Delhi- 110001**

**Tel No.: 23386236**

**November, 2019**

## 1. TEXT OF ADVERTISEMENT

**Ministry of Agriculture & Farmers Welfare  
Department of Agricultural, Cooperation & Farmers Welfare  
Shastri Bhawan, New Delhi-110001**

### INVITATION FOR EXPRESSION OF INTEREST

Department of Agricultural, Cooperation & Farmers Welfare (DAC & FW), Ministry of Agriculture & Farmers Welfare invites sealed Expression of Interest (EOI) from Indian firms for Implementation of Bar-Coding over the Seed Packets.

The EOI Document containing the details of qualification criteria, submission requirement and brief objective & scope of work criteria etc. can be downloaded from the website [www.agricoop.gov.in](http://www.agricoop.gov.in) and <https://seednet.gov.in>

Last date for submission of EOI is **18/11/2019** upto 16.00 hrs. Sealed envelope marked to the captioned address, containing EOI and non-refundable fee of **Rs. 2500.00** by way of DD/Pay Order in favour of 'PAO, **Ministry of Agriculture & Farmers Welfare**', payable at New Delhi may be submitted mentioning "EOI for development and setting up of National Seed Traceability System" on the top cover:

**"Dr. Dilip Kr. Srivastava, Asstt. Comm (QC),**  
Seeds Division  
Ministry of Agriculture & Farmers Welfare, GOI  
Department of Agricultural, Cooperation & Farmers Welfare,  
**Room No. 211-F, Shastri Bhawan, New Delhi-110001"**

**Note:** DAC & FW or any of its designates reserve the right to cancel this request for EOI and/or invite afresh with or without amendments, without liability or any obligations for such request for EOI and without assigning any reason. Information provided at this stage is indicative and DAC & FW reserve the right to amend/ add further details in the EOI.

## 2. LETTER OF INVITATION

**Ministry of Agriculture & Farmers Welfare  
Department of Agricultural, Cooperation & Farmers Welfare  
Shastri Bhawan, New Delhi-110001**

**No. 5-83/2018-SD.IV (Pt.1)**

**Dated: 04/11/2019**

Dear Sir/Madam,

Department of Agriculture, Cooperation & Farmers Welfare (DAC & FW) invites sealed Expression of Interest (EOI) from Indian companies/firms for development and setting up of National Seed Traceability System.

The EOI Document containing the details of qualification criteria, submission requirement, brief objective & scope of work and method of evaluation etc. is enclosed.

The EOI Document will be also available on the DAC & FW website [www.agricoop.gov.in](http://www.agricoop.gov.in) and <https://seednet.gov.in> since 04.11.2019, you may submit your responses in sealed envelopes in prescribed format to the undersigned latest by 18/11/2019 upto 16.00 hrs.

**“Dr. Dilip Kr. Srivastava, Asstt. Comm (QC),  
Seeds Division  
Ministry of Agriculture & Farmers Welfare, GOI  
Department of Agricultural, Cooperation & Farmers Welfare,  
Room No. 211-F, Shastri Bhawan, New Delhi-110001”**

Queries if any may be referred in writing to the Asstt. Comm. (QC) at the above mentioned address.

Encl.: EOI Document.

### **3.0 BACKGROUND**

DAC & FW wishes to put in place a Digital Traceability System, for traceability based on Global Traceability System (GTS) framework for the movement of seed across existing supply chain.

### **4.0 AIMS & OBJECTIVES**

The objective is to put in place an easy to use, secure, integrated information technology system, covering the following stakeholders of the supply chain.

- i. Seed Growers (Farms).
- ii. Seed Producing Companies.
- iii. Seed Testing laboratory.
- iv. Seed processing companies
- v. Seed certification agencies.
- vi. Distributors.
- vii. Retailers

### **5.0 EOI PROCESSING FEES**

A non-refundable processing fee for **Rs. 2500/-** (Twenty Five Hundred Rupees only) in the form of Demand draft or a Pay Order drawn in favour of **“PAO, Ministry of Agriculture, Cooperation & Farmers Welfare”** Payable at New Delhi shall be submitted along with the EOI response. EOI received without or with inadequate EOI processing fees shall be liable to get rejected.

### **6.0 VENUE & DEADLINE FOR SUBMISSION OF PROPOSAL**

Proposal, in its complete form in all respects as specified in the EOI, must be submitted to DAC & FW at the address specified herein earlier. In exceptional circumstances and at its discretion, DAC & FW may extend the deadline for submission of proposals by issuing an amendment to be made available on the DAC & FW website, in which case all rights and obligations of DAC & FW and the bidders previously subject to the original deadline will thereafter be subject to the deadline as extended.

## 7. ELIGIBILITY CRITERIA

Following are the essential qualifying criteria for the Agency to qualify for the next stage of evaluation of the assignment:

	<b>Eligibility Criteria</b>	<b>Document Proof</b>
1.	Bidder must be a Company Registered under the Indian Companies Act, 1956 or 2013 and have their registered offices with legal presence in India and should be in business for at least 5 (five) years as on date of submission of the bid	a) Certificate of Incorporation/Registration under companies act, 1956 or 2013 or LLP Act of 2008 b) PAN Card
2.	The Bidder should have minimum average Annual Turnover (from services related to IT/ ITeS) of <b>10 crores</b> during the last three (3) financial years (FY 2016-17 FY 2017-18, FY 2018-19). The Bidder should also have positive net worth as on 31/03/ 2019	a) Copy of audited financial statements b) Certificate from the statutory auditor/ company secretary of the company regarding annual sales turnover from IT or ITeS/ ICT c) Certificate from the statutory auditor/ company secretary on the Net Worth of the company as on 31/03/2019
3.	The bidder must have successfully executed at least one project of a minimum value of 2 Crore entailing Design, Development, Implementation, Operation and Maintenance of Supply Chain Management System cum QR / Barcode based Track & Trace Solution for any State / Central Government Departments of India in last 5 years.( This is a new concept, hence we must give a chance to entities who were involved in similar activities for an e-commerce company like Amazon OR large format retailers like Carrefour ). However preference to be given to bidder for FMCG/Agri Products	Photocopies of Work Orders / Credentials Documentary evidences / letters from clients and contact details of client and references for each project to be submitted  Completed Projects: 'Go-Live' / Completion certificate issued by the client
4.	The bidder must have successfully designed a system which has executed at least one project with minimum <b>30 Crore</b> SKUs (Stock Keeping Unit) tracking per year in last 3 financial years(FY 2015-16, FY 2016-17, FY 2017-18).	Photocopies of Work Orders / Credentials Documentary evidences / letters from clients and contact details of client and references for each project to be submitted  Completed Projects: 'Go-Live' / Performance certificate issued by the client
5.	The Bidder should not have been blacklisted/debarred by Central Government / Any State Government in India/ PSU in last 10 years as on the date of bid submission	Bidder must submit a duly notarized Affidavit.

## **8. TECHNICAL EVALUATION**

On receipt of the Expressions of Interest, technical discussions/presentations may be held with the short-listed manufacturers/ suppliers, which are prima facie considered technically and financially capable of executing the proposed work, giving equal opportunity to all such bidders to participate in the discussions.

Based on the discussions/presentations so held, one or more acceptable technical solutions could be decided upon laying down detailed technical specifications for each acceptable technical solution, quality benchmarks, warranty requirements, delivery milestones etc., in a manner that is consistent with the project.

## **9. EVALUATION OF PROPOSALS**

After the Proposals have been submitted to DAC & FW and during the evaluation period, Service Providers/Consulting Firms that have submitted their proposals are prohibited from making any kind of communication with any DAC&FW, regarding matters connected to their proposals. Any effort by the Service Providers/ Consulting firms to influence DAC&FW in the examination, evaluation, ranking of proposal, and recommendation for the award of contract may result in the rejection of the Service Providers/ Consulting Firms proposal.

### **10.0 CONFLICT OF INTEREST**

**10.1** Where there is any indication that a conflict of interest exists or may arise, it shall be the responsibility of the Bidder to inform DAC & FW, detailing the conflict in writing as an attachment to this Bid.

**10.2** DAC & FW will be the final arbiter in cases of potential conflicts of interest. Failure to notify DAC & FW of any potential conflict of interest will invalidate any verbal or written agreement.

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

### **11.0 CONDITION UNDER WHICH EOI IS ISSUED**

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

### **12.0 LAST DATE OF SUBMISSION OF EOI**

The last date of submission of EOI is **18/11/2017, 16.00hrs.**

### **13.0 FORMATS FOR SUBMISSION:**

**FORMAT-1**

**APPLICANT'S EXPRESSION OF INTEREST**

To,

Asstt. Comm (QC)  
Room No. 211, F-Wing,  
Shastri Bhawan, New Delhi-110001

**Sub: Submission of Expression of Interest to develop and set up of National Seed Traceability System.**

Dear

In response to the Invitation for Expressions of Interest (EOI) published/ uploaded over DAC&FW website on 04.11.2019 for the above purpose, we would like to express interest to carry out the above proposed task. As instructed, we attach 2 sets of the following documents in separately sealed envelopes and one soft copy:

1. Organizational Details (Format-2)
2. Experience in related fields (Format-3)
3. List of experts / consultants on payroll at least 3 (Format-4)
4. Financial strength of the organization (Format-5)
5. Additional information (Format-6)
6. Declaration (Format-7)

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

Encl.: As above.

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

**FORMAT-2**

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

Enclose:-

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

Signature of the applicant  
Full name of the applicant  
Stamp & Date



**FORMAT-3**

<b>Experience in Related Fields</b>					
Overview of the past experience of the Organization in all aspects					
S. NO.	Items	Numbers of Assignments during last 5 years	Order Value of each assignment in Lakhs of RS. (Enclose copy of each order )	Mention the name of Client/ Organization (Enclosed )	
<b>1</b>	Experience of assignments of similar nature				
<b>1.1</b>	Experience in carrying out similar assignments in Government				
<b>1.2</b>	Experience in carrying out Similar assignments in Public sector.				
	Decision of Evaluating Committee in ascertaining “similar nature” and “similar assignment” will be final.				
	Signature of the applicant Full name of applicant  Stamp & Date				

**FORMAT- 4**

<b>List of experts/consultants on payroll (at least 3)</b>				
S. No.	Name	Designation	Qualification	Relevant Expertise
1.				
2.				
3.				
4.				
5.				
6.				

Signature of the applicant  
Full name of applicant

Stamp & Date

**FORMAT-5**

<b>Financial Strength of the Organization</b>					
S. No.	Financial year	Whether profitable Yes/NO	Annual net profit (in Crores of Rs.)	Overall annual turnover (in Crores of Rs.)	Annual turnover from only Consultancy services rendered in India (in Crores of Rs.)
1.	2016-17				
2.	2017-18				
3.	2018-19				

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

Signature of the applicant

Full name of applicant

Stamp & Date

**FORMAT-6**

**Additional Information**

1. List of enclosures related to the previous sections.

S. No.	Description	No. of Pages

2. Additional information to support the eligibility (Not more than 2 pages).

Signature of the applicant  
Full name of applicant

Stamp & Date

**FORMAT-7**

**Declaration**

We hereby confirm that we are interested in competing for setting up of National Seed Traceability System in India Scheme of DAC & FW

All the information provided herewith is genuine and accurate.

Authorized Person's Signature.

Name and Designation:

Date of Signature:

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

**STUDY OF EXISTING SUPPLY CHAIN PROCESSES IN THE SEED SECTOR IN INDIA**

**TERMS OF REFERENCES**

**1. Background:**

DAC & FW wishes to put in place a Digital Traceability System, for traceability based on Global Traceability System (GTS) framework for the movement of seed across existing supply chain.

**2. Aims & Objectives:**

It is been proposed to conduct a study to understand seed supply chain to examine the viability of track n trace & central portal to track the movement of seeds across its supply chain.

The objective is to put in place an easy to use, secure, integrated information technology system, covering the following stakeholders of the supply chain.

- i. Seed Growers (Farms).
- ii. Seed Producing Companies.
- iii. Seed Testing laboratory.
- iv. Seed processing companies
- v. Seed certification agencies.
- vi. Distributors.
- vii. Retailers

**3. TERMS OF REFERENCE**

- Study supply chain process from seed growers to seed production companies to seed testing laboratories to farmers, across PSUs, multinationals, domestic companies and SMEs spreading across the country in agricultural sector (at least min. 1 of the each of the category mentioned).
- Study current labeling practices on seed packaging followed by seed producing companies & farm, identification practices followed at PSUs & Private Sector, and align them with Global standards related to packaged product identification & farm identification.
- Analyze & Examine Data captured as part of the labeling practices and its intended use by the various stakeholders throughout the supply chain.
- Study any existing standards related to farm or seed identification if in case followed across sectors.
- Analyze & examine the details related to current IT landscape and applications used by the PSU's, multinational, domestic companies and SME organization.
- Examine use of 2D Barcodes in existing seed supply chain and align the same with existing global bar-coding standards for traceability & interoperability.

- Examine various ways and means by which the physical flow of the goods and information's are linked while the seeds moves in the existing supply chain.
- Examine gaps in existing supply chain and provide recommendations to bridge them.
- Examine how technology intervention (through use of a centralized portal) can make various stakeholders track and trace seeds as it moves through the supply chain.
- Develop an RFP for inviting bids from competent companies to setup the traceability platform. Documents to cover requirements related to IT infrastructure, development of software applications based on global standard of identification and information exchange, scope of work etc.
- Study feasibility of labeling solution on various seed packaging levels and recommend Data structure for information to be capture (to be based on global standards).
- Submission of Detailed Project Report comprising of the recommendation on traceability (to be alignment with Global Traceability Standards (GTS)) and covering above aspects.

#### **4. TIME SCHEDULE**

A draft report would be submitted within **3 months** of the date of signing of agreement. The major findings of the draft report should be shared with DAC & FW. Feedback from stakeholders should be taken into account by the Consultant in the final report in a substantive manner and for the record. The consultant will submit the final report **within 4 months** of the date of signing of agreement, after taking into account the comments of the Ministry on the draft report. Four hard copies along with soft copy of the Final Review Report shall be submitted to DAC & FW within a period of four months from the date of signing of agreement.