

**NORTH EASTERN REGIONAL AGRICULTURAL MARKETING CORPORATION LTD  
(A GOVERNMENT OF INDIA ENTERPRISE)**

**INVITING EXPRESSION OF INTEREST FOR EMPANELMENT OF MANUFACTURERS OF  
BIO FERTILIZER AND BIO PESTICIDES**

**Date of Submission of bid: 07.06.2017 up to 12:00 Hours**

**Date of opening of bid: 07.6.2017 at 14.00 Hours**



**Registered Office: 9, RAJBARI PATH, G. S. ROAD, GANESHGURI, GUWAHATI – 781  
005, ASSAM, INDIA**

## **EMPANELMENT OF REPUTED MANUFACTURERS OF BIO FERTILIZER AND BIO PESTICIDES**

NERAMAC invites Expression of Interest /Request for Proposal (EOI/RFP) from reputed Manufacturers of Bio Fertilizer and Bio Pesticides having established brand and product for a limited period for supply against various enquiries received by NERAMAC on time to time. Authorised representatives of imported well established brand having fulfilled all norms of the country are also eligible

Expression of Interest (EOI) is invited from the reputed Manufacturers to quote their price with allowable Credit Period, Trade Discount and other terms & conditions if any in prescribed format. The EOI document will be available in the office of undersigned from 31.05.2017 to 07.6.2017 upto 12.00 Noon. on payment of Rs. 1000/-nclusive of VAT per set vide NEFT/RTGS/DD drawn in favour of NERAMAC Ltd. payable at Guwahati. The detailed notice can be downloaded from our website [www.neramac.com](http://www.neramac.com).

### **Important Dates**

- A. Last date for the submission of Bid : 07.06.2017 (12.00Hrs)**  
**B. Date of opening of Bids : 07.06.2017 ( 14.00 Hrs)**  
**C. Place of submission and opening of Bids : MD, NERAMAC,  
9 Rajbari Path, G.S Road,  
Guwahati – 781005, Assam, (India)**
- i) Processing fee Rs 10,000/ Bid (Non-refundable).should be submitted along with submission of offer. EOI not accompanying the processing fee shall be rejected out rightly and shall not be processed
- ii) The Qualification criteria for empanelment is given in the EOI document
- iii) The EOI documents along with detailed scope of work and other relevant documents forms the part of EOI. EOI document is available at website [www.neramac.com](http://www.neramac.com) in which may be downloaded and submitted to above given address.
- iv) The agencies securing the qualifying marks shall be selected for empanelment
- v) Bidders shall have to sign 'Integrity Pact' with NERAMAC
- vi) NERAMAC reserves the right to accept or reject any one or all tenders without assigning any reason thereof.
- vii) Any corrigendum including extension of date or change of date for submission of the tender shall be published only on the website and that shall be deemed to have been seen by the bidders.
- viii) In case the date opening fall on a holiday, the bids shall be opened on next working day at the same time and it will be binding on the Tenderers /Bidders for acceptance.

## **INTRODUCTION**

NERAMAC is a Central Govt. of India Enterprise under the administrative control of MoDONER. It was set up to support farmers/producers of **NORTH EAST** getting remunerative prices for their produce and thereby bridges the gap between the farmers and the market and also to enhance the agricultural, procurement, processing and marketing infrastructure of the Northeastern Region of India.

**ONE OF MAJOR OBJECTIVE OF NERAMAC IS ALSO TO MAKE TIMELY AVAILABLE GOOD QUALITY SEEDS, BIO-FERTILIZER, BIO-PESTICIDE AND OTHER AGRI-INPUTS TO ENHANCED THE PRODUCTIVITY OF THE FARMERS. NERAMAC BEING ACTIVELY INVOLVED IN PROMOTION AND MARKETING OF ORGANIC AND HEALTHY AGRICULTURE PRODUCE AND SUPPORT THE MOVEMENT OF ORGANIC FARMING AIMS TO PROVIDE GOOD QUALITY CHEMICAL FREE AGRI-INPUT TO FARMERS**

### **1. Scope of Work**

The scope of work for the empanelled Agency shall be as under:

Reputed Manufacturing company/ Firm shall be empanelled based on the qualifying criteria and products of successful manufacturers shall be offered to the Central & State govt. / Departments. The period of empanelment is Limited for specific period not more than one year or till the time successive empanelment is done, whichever is earlier. Manufacturer's are solely responsible for the any product liability and supplies whatsoever. NERAMAC by registering these reputed manufacturers shall act as representative of these companies in NER, states of UP, Odisha and others, so that quality products can be made available timely and in best rate to the farmers of NER and other states

### **2. Qualifying Criteria:**

- a) The minimum turnover of the company in regard to Supply of Bio fertilizer/ Bio Pesticide should be average Rs. 500 Lakhs per annum each for last 3 years. The turnover of Supply of Bio fertilizer/ Bio Pesticide division should be reflected in balance sheet/billing details certified by the chartered accountant. In case this turnover is not reflected separately in the balance sheet, a certificate in respect of the turnover of the Supply of Bio fertilizer/ Bio Pesticide division by the chartered accountant of the company should be enclosed.
- b) The company must have work experience of at least five years in Manufacturing/ Supply of Bio fertilizer/ Bio Pesticide.
- c) For Bio-fertilizers, Company should comply as per norms and rules of Latest Fertilizer control Order (FCO)
- d) For Bio-Pesticides, Company should comply by all norms and rules of Latest Central Insecticides Board and Registration Committee (CIB&RC).

- e) Bio-Fertilizers and Bio- Pesticides should be in compliance for use in organic production as allowed/ restricted product under NPOP and should be certified by APEDA registered certifying agencies.
- f) The applicants must have proper infrastructure for distribution of above items even at the block level of all the districts of applied States of North East Region & Uttar Pradesh as per instruction of NERAMAC and/or ordering authority and in this case it is state of Uttar Pradesh, North East Region.
- g) The Agency should have equipped with adequate, qualified & experienced manpower on rolls & infrastructure.
- h) Should not be blacklisted by Central or State Government or Government Organizations/Agencies.
- i) Applicants are required to submit solvency certificate from the bank for a minimum average balance of Rs. 25 lacs along with EOI application. The banker's certificate in this respect issued before 01/01/2017 will not be accepted.

### 3. Desirable Criteria

- a) Preference shall be given to firm/ company who has manufacturing facilities in North East Region.
- b) Preference shall be given to firm/ company which has experience in supplying to any Govt. agencies, PSU, State Govt., or Govt. owned federation etc. the same to be certified by the Chartered Accountant along with his seal & signature.

### 4. GENERAL TERMS AND CONDITIONS

- a) **Document Fee** : The applicant should submit the documentary evidence of Document fee of Rs. 1000/- (Rs. One thousand only) for alongwith EOI application. The Demand Draft shall be in the name of **MD, NERAMAC, 9 Rajbari Path, G.S Road, Guwahati – 781005, Assam, (India)**. The fee shall be non refundable.
- b) **Processing Fee**: The applicant should submit the documentary evidence of Document fee of Rs. 20,000/- (Rs. Twenty thousand only) for alongwith EOI application. The NEFT/ RTGS/ Demand Draft shall be in the name of **MD, NERAMAC, 9 Rajbari Path, G.S Road, Guwahati – 781005, Assam, (India)**. The fee shall be non refundable.
- c) **EMD** : The applicant should submit the documentary evidence of Document fee of Rs. 2,00,000/- (Rs. Two Lakhs only) for alongwith EOI application. The NEFT/ RTGS/ Demand Draft shall be in the name of **MD, NERAMAC, 9 Rajbari Path, G.S Road, Guwahati – 781005, Assam, (India)**. The Earnest Money of unsuccessful tender shall be refunded soon after final empanelment of the agencies has been completed. No interest shall be payable on earnest money deposited with the Department.

Document Fee, Processing fee and EMD should be placed in Technical bid only payable by RTGS/NEFT/POS or DD in favour of NERAMAC Ltd, Guwahati

RTGS details is as follows:

Bank Name: State Bank of India,

Branch Name: New Guwahati Branch, Bamunimaidam

Account No: 10566982782

IFSC Code: SBIN0000221

- d) The EOI documents in Format – duly completed in all respect and duly signed by the authorized persons along with Xerox attested copy of required documents and empanelment fee is to be dropped in the EOI BOX available at the above address. And the same will be opened on same day at 14.00 hrs. in presence of applicants or their authorized representatives.
- e) Each page of EOI documents as well as corrigendum, if any, must be signed with date and seal failing which the tender shall be liable to be rejected.
- f) EOI received with incomplete /partial information and/or without supporting documents shall be liable to be rejected at the discretion of the EOI inviting authority.
- g) No upwards price variation will be allowed during the validity of the EOI.
- h) Preference would be given to the parties who have executed projects with PSU's, Autonomous Bodies, Corporate & Government and successful executions of orders.
- i) NERAMAC is not bound contractually or in any other way to any applicant(s) to this Expression of Interest. NERAMAC is not liable for any costs of compensation in relation to the consideration of this Expression of Interest, incurred by the applicant(s) to this Expression of Interest whether or not NERAMAC terminates, varies, or suspends the Expression of Interest process or takes any other action permitted under this Expression of Interest.
- j) **Payment Terms**: 90% Payment of invoice value of the Manufacturer's to be made within 30 days from the date of receipt of payment from buyer and completion of all formalities inclusive of NOC/ Successful execution certificate from the Buyer whichever is later. Balance 10% shall made within 3 months from the date of 1<sup>st</sup> payment.
- k) The applicant shall furnish an undertaking in support of their claim and information /documents submitted. If anything found false in course of verification , at any point of time and/or after approval of the enlisted firm shall be blacklisted and debarred from future transactions with The Odisha Agro Industries Corporation Limited and also liable for payment /compensate any loss arise due to false undertaking.

- l) No new partner/partners shall be accepted in the firm by the firm in respect of the contract unless he/they agreed to abide by all its terms, conditions and deposit with the department with a written agreement of this effect. The contractor/firms receipt for acknowledgement or that of any partners subsequently accepted as above shall bind all of them and shall be sufficient discharge for any of the purpose of the contractor.
- m) Sales Tax Registration and Clearance Certificate: No firm who is not registered under the Sales Tax Act prevalent in the State, if applicable where his business is located shall tender. The Sales Tax Registration No. should be quoted and a sales tax clearance certificate from the Commercial Taxes Officer of the Circle concerned shall be submitted without which the tender is liable to rejection.
- n) Copies of service tax registration & latest clearance certificate should be enclosed.
- o) Tender form shall be filled in ink or typed. No tender filled in pencil shall be considered. The tenderer shall sign the tender form at each page and at the end in token of acceptance of all the terms & conditions of the tender.
- p) Applying against Expression of interest (EOI) does not automatically give right to empanelment / registration
- q) All costs incurred by the agency in respect of submission of offer and presentation shall be borne by the agency concerned.
- r) All the applicants should be certified by APEDA registered certifying agencies.
- s) Agreement and Security deposit: Successful empanelled agencies shall have to execute an agreement as specified within 10 days from the date of dispatch of acceptance letter of the tender. EMD of successful empanelled parties shall be automatically adjusted against performance guarantee/ security deposit.
- t) NERAMAC reserves the right to remove any agency/organisation/society from the empanelled list along with forfeiture of Performance Security, if the service provided by them is found to be unsatisfactory or if the information provided for empanelment is proved to be false.
- u) **SETTLEMENT OF DISPUTES** : All disputes or differences in relation to the EOI, the contract or the interpretation of any of their terms or implementation there-of or arising out of or concerned directly or indirectly with the contract shall be referred to the arbitration or a single arbitrator to be appointed by the Managing Director of the Corporation and in the absence of MD, the highest Executive Officer of the Corporation shall make such appointment. The venue of arbitration shall be at Guwahati. The court of law at the Guwahati alone will have jurisdiction in the matter of any disputes whatsoever.

## **5. QUALITY AND QUANTITY :**

For Bio-fertilizers, Company should comply as per norms and rules of Latest Fertilizer control Order (FCO). For Bio-Pesticides, Company should be comply by all norms and rules of Latest Central Insecticides Board and Registration Committee (CIB&RC). Bio-Fertilizers and Bio- Pesticides should be in compliance for use in organic production as allowed/ restricted product under NPOP and should be certified by APEDA registered certifying agencies.

- a) NERAMAC may draw representative samples of the final product offered by the Manufacturers and may have them analyzed in any accredited Test Laboratory (QCL) or any other laboratory identified by NERAMAC.
- b) NERAMAC will draw samples for 25% more quantity than the supply order, to ensure that in the event of failure of any lot in Laboratory there is no short fall in the supply from the ordered quantity. NERAMAC may draw representative samples of the finally packed seed lots and have them analysis in NERAMAC's Quality Control Laboratory (QCL) or any other laboratory identified by NERAMAC. If such lot does not meet the standard, NERAMAC may refuse to accept these seed lots quantity.
- c) Manufacturer shall bear the cost of Test and which may be deducted from first installment.
- d) Manufacturers will provide the certification tag, thread, seal essentially and arrange the packing, sealing, labeling, tagging, stacking and loading at his cost, besides arrangement of packing materials like bags & labels etc.
- e) Tenderer failure to arrange the supply as per the Terms & Conditions will entitle NERAMAC to cancel the order and arrange from the next party in the tender at the cost and risk of the defaulting tenderer.
- f) In the event of any dispute / complaint with reference to the product quality, if the responsibility of the Manufacturers is proved / established, he shall bear the loss / damage, if any, sustained by NERAMAC to the relevant extent. The Manufacturers shall, at his cost, take back part or full quantity of such stock proved defective on receipt by NERAMAC / delivery to NERAMAC. Manufacturers shall indemnify NERAMAC fully including the any compensation or litigation on NERAMAC against the Quality and Quantity of product supplied.
- g) Procurement shall be done only for the quantity for which NERAMAC has confirmed demand. If required, NERAMAC may repeat the order for the additional quantity within two months from the date of security deposit remittance with mutual consent

## **6. Procedure for Selection and supplies :-**

- a) All the applications received in response to the notice for EOI will be scrutinized by the Evaluation Committee of NERAMAC on the basis of qualifying criteria as per the Technical Bid given in EOI.

**b) Procedure for Supplies** : Products and prices of Successful empanelled parties shall be offered to Central / State Govt. department/ Agencies after adding trading and other charges for NERAMAC over and above prices given by manufacturer. Considering their requirement and availability of offers already with them, Department shall place indent to us. On receipt of confirmed Order from the Central/ State Govt. Department/Agencies based on Brand, Prices, Quality and services of the products and the company selected by the buyer a letter of Intent shall be offered to the Manufacturers and it is required to submit a Performance Guarantee of 10% of the order value within 7 days from receipt of LOI.

### **Disclaimer**

- a. The NERAMAC shall not be responsible for any late receipt of applications for any reasons whatsoever. The applications received late will not be considered and returned unopened to the applicant.
- b. The NERAMAC reserves the right
  - To reject any/all applications without assigning any reasons thereof.
  - To relax or waive any of the conditions stipulated in this document as deemed necessary in the best interest of the NERAMAC without assigning any reasons thereof.
  - To include any other item in the Scope of work at any time after consultation with applicants or otherwise. The issue of this document does not in any way commit or otherwise obliges NERAMAC to proceed with all or any part of an EOI process. The EOI Request is not the subject of any process contract or any contractual obligations between NERAMAC and applicant(s). NERAMAC may, at its absolute discretion, elect to abandon any part of whole of the process without giving prior notice to the applicant(s).

**Sd/  
NERAMAC Ltd.**



## DOCUMENTS TO BE ATTACHED

The interested applicants for back to back supply / business should submit his/her application with the Self Attested following documents in a sealed envelope within schedule date & time.

Falling which the application of EOI shall be liable to be rejected.

Sl. No.	Particulars	Page No.
1)	Duly filled in Application Form in prescribed format. (A, B, C)	
2)	Interest free Earnest Money (E.M.) of Rs.2,00,000/- (Rupees TWO Lakh) only of each state (either for any group or all group) in the form of Bank Draft / FDR to be drawn from any Nationalized Bank and to be pledged in favour of the Managing Director, Odisha Agro Industries Corporation Limited Bhubaneswar.	
3)	Proof of purchase of application form / purchased of documents of Rs. 1000.00 issued by NERAMAC.	
4)	Certificate of Incorporation /Partnership Deed/ Proprietorship Certified.	
5)	Documentary evidence for source of supply like own production or tie-up arrangements with other producers.	
6)	Licence for manufacturing / marketing of Bio-fertilizer and Bio-pesticides etc. (in case of Group – C).	
7)	Certificate for supply of items / copy of supply orders from Govt. Deptt./Govt. Agencies as mentioned of EOI documents together with CA certificate.	
8)	Annual Profit & Loss Account and Balance Sheets of past three years. duly signed by registered C.A and or for Govt. Organisation Income Tax acknowledgement of 3 years.	
9)	Copy of VAT, TIN, PAN and photocopy of Income Tax Return.	
10)	Bank Solvency certificate as mentioned	
11)	Copy of valid Seed Licence / Fertilizers Licence for carrying business.	
12)	Copy of Professional Tax .	
13)	Copy of valid Trade Licence.	
14)	Self certificate for not black –listed /debarred by any Central /State Govt. or Central/State Agencies/PSU etc.	
15)	Certificate from C.A for minimum annual AVERAGE turnover of Rs. 500 Lakhs per annum each for last 3 years.	

**Note: (All above aforesaid Documents /Papers are to be marked page wise positively).**

**LIST OF PRODUCT FOR WHICH EOI IS INVITED**

<b>PRODUCT CATEGORY</b>	<b>PRODUCT</b>
<b>GROUP BIO-PESTICIDE</b>	
Bio-pesticide	Azadirachtin 0.15%(1500PPM)
	Azadircahtin 0.03% (300 PPM)
	Bacillus Thuringinensis-K 5%WP
	Beauveria bassiana 1.15% wp
	Pseudomonas fluorescens 1.75%WP
	Trichoderma Viride 1% WP
	Any Other recommended Bio-Pesticide
<b>GROUP BIO-FERTILIZER</b>	
Bio-fertilizer	Azospirillum(Liquid)
	Azospirillum(Powder)
	Azotobactor(Liquid)
	Azotobactor(Powder)
	P.S.B(Powder)
	PSB(Liquid)
	Rhizobium(Liquid)
	Rhizobium(Powder)
	Zinc Solublising Bacteria
	KSB (Kotasium Solublising Bacteria)
	Any Other recommended Bio-Fertilizers

**Form I**

**APPLICATION FORM**

Empanelment of Event management/ providing PR Services

1.	Name & Address of the firm, Tel/Fax/E-mail details			
2.	Date of Establishment (enclose Certificate of Incorporation)			
3.	Branches (enclose details with address & telephone no.)			
4.	Is your firm a proprietorship, partnership or registered under the Companies Act. Please give details & enclose Certificate			
5.	Contact person & mobile No.			
6.	Name of Managing Director/Director/Top Management (Separate sheet may be enclosed with Bio- data and other details)			
7.	Service-Tax Registration details & enclose copy of latest service tax clearance certificate.			
8.	Professional set up (Complete details of staff, editorial staff, designers & others) Enclose list.			
9.	List of present clients & sample of recently done works (list number of present clients and enclose copies)			
10	Experience with Government Departments (Enclose relevant documents)			
11.	Details of Turnover during last 3 years. Balance Sheet (Mention last year's turnover here), Profit & Loss accounts duly verified by C.A. (enclose copies)	2014-15	2015-16	2016-17
12.	PAN No. of the Agency ( enclose photocopy of the PAN Card)			
13.	Service Tax Regn. No. ( enclose photocopy)			
14.	Web site address if any			

15.	CIN if available	
16.	Any other information	

**This is to certify that I have understood the provisions of tender document and all the information given by me in tender document is true to the best of my knowledge.**

**Place:**

**Date:**

**Signature of Tenderer**

**TECHNICAL QUALIFICATION  
CRETRIRIA**

**Qualifying Criteria:**

<b>Sl. No.</b>	<b>. Qualifying Criteria/description</b>	<b>Required</b>	<b>Provided/submitted</b>	<b>Qualified / non-qualified</b>
<b>a.</b>	The minimum turnover of the company in regard to Supply of Bio fertilizer/ Bio Pesticide should be average Rs. 500 Lakhs per annum each for last 3 years. The turnover of Supply of Bio fertilizer/ Bio Pesticide division should be reflected in balance sheet/billing details certified by the chartered accountant. In case this turnover is not reflected separately in the balance sheet, a certificate in respect of the turnover of the Supply of Bio fertilizer/ Bio Pesticide division by the chartered accountant of the company should be enclosed.	Turnover of the company in regard to Supply of Bio fertilizer/ Bio Pesticide should be average Rs. 500 Lakhs per annum each for last 3 years.		
<b>b.</b>	The company must have work experience of at least five years in Manufacturing/ Supply of Bio fertilizer/ Bio Pesticide.	At least five years in Manufacturing/ Supply of Bio fertilizer/ Bio Pesticide.		
<b>c.</b>	For Bio-Pesticides, Company should be comply by all norms and rules of Latest Central Insecticides Board and Registration Committee (CIB&RC).			
<b>d.</b>	For Bio-fertilizers, Company should be comply as per norms and rules of Latest Fertilizer			

	control Order (FCO)			
<b>e.</b>	Bio-Fertilizers and Bio-Pesticides should be in compliance for use in organic production as allowed/ restricted product under NPOP and should be certified by APEDA registered certifying agencies.			
<b>f.</b>	The applicants must have proper infrastructure for distribution of above items even at the block level of all the districts of applied States of North East Region & Uttar Pradesh as per instruction of NERAMAC and/or ordering authority and in this case it is state of Uttar Pradesh, North East Region.			
<b>g.</b>	The Agency should have equipped with adequate, qualified & experienced manpower on rolls & infrastructure.			
<b>h.</b>	The Agency should have undertaken at least 5 such Supply of Bio fertilizer/ Bio Pesticide during last 5 years for PSU's, Autonomous Bodies, Corporate & Government and at least 3 successful executions of orders worth Rs. 200 Lakhs			
<b>i.</b>	Should not be blacklisted by Central or State Government or			

	Government Organisations/Agencies.			
j.	Applicants are required to submit solvency certificate from the bank for a minimum average balance of Rs. 25 lacs alongwith EOI application. The banker's certificate in this respect issued before 01/01/2017 will not be accepted.			



**DECLARATION BY TENDERERS**

1. I \_\_\_\_\_(Name of the person), am authorized to declare on behalf of the agency / Organisation / Society \_\_\_\_\_ (Name of the Agency/ Organisation / Society) hereby declare that the agency has Full-fledged office establishment in India with needed manpower.

2) I also declare that all the statements made in this application are true, complete and correct to the best of my knowledge and brief. I understand that if at any stage, it is found that any information given in this application is false / incorrect or that our Agency/Organisation/Society does not satisfy the eligibility criteria, our candidature/empanelment is liable to be cancelled/terminated.

3) I understand that the decision taken is final in all matters.

4) I hereby agree to work as per the terms and conditions rolled out by NERAMAC.

5) I understand that NERAMAC reserves the right to accept or reject and to cancel the empanelment process and reject all expression of interests at any time prior to the award of contract, without assigning any specified reasons whatsoever.

**Place:**

**Date:**

**Signature of Tenderer  
with Seal**

**FINANCIAL BID**

**ANNEXURE –**

**A) OFFER RATES FOR BIO-FERTILIZERS**

<b>S.NO</b>	<b>Description</b>	<b>Brand Name (if any)</b>	<b>Packing Size</b>	<b>Basic Rate</b>	<b>Vat / CST other Taxes</b>	<b>Rate Inclusive of Taxes</b>
1						
2						

**B) OFFER RATES FOR BIO-PESTICIDE**

<b>S.NO</b>	<b>Description</b>	<b>Brand Name (if any)</b>	<b>Packing Size</b>	<b>Basic Rate</b>	<b>Vat / CST other Taxes</b>	<b>Rate Inclusive of Taxes</b>
1						
2						

**Note: Rates quoted by the manufacturer against this EOI, should be lowest in the particular State or Region and shall not offer rate lower to the quoted rate to other party in the state and region. In case it is found that manufacturer has offered/ supplied at lower rates directly or through some other party, then automatically prices shall be reduced to the lowest price quoted.**