

**THE ODISHA AGRO INDUSTRIES CORPORATION LTD.
95, SATYA NAGAR, BHUBANESWAR – 751 007.**

EXPRESSION OF INTEREST

Expression of Interest (EOI) is invited from individual/firm for opening, operating & maintaining authorized block level sales outlet (SURAVI) under OAIC banner for the vacant blocks for supply of different agro-inputs in PPP mode. Interested firms/persons may submit their Expression of Interest (EOI) on or before 26.04.2018. The EOI schedule may be obtained in person from the registered office of OAIC between 10.00 AM to 5 PM on all working days between 19.4.18 to 26.4.18 on payment Rs 560/- (Cost of EOI Schedule Rs 500/- + GST @12%) in the shape of cash/Demand Draft drawn in favour of Odisha Agro Industries Corporation Ltd payable at Bhubaneswar. The EOI schedule can also be downloaded from our website www.orissaagro.com and submitted duly enclosing the Demand Draft towards the cost of EOI schedule in the OAIC H.O. at 95- Satyanagar, Bhubaneswar-7. The EOI alongwith requisite cost of EOI schedule and EMD may be submitted to the District Manager, OAIC Ltd. in the respective Districts of Odisha or dropped in the drop box kept at OAIC H.O, 95-Satya Nagar, Bhubaneswar. The downloaded EOI schedule received without DD towards the cost of EOI will be rejected. The OAIC reserves its right to accept and/ or reject any application without assigning any reason thereof.

MANAGING DIRECTOR

THE ODISHA AGRO INDUSTRIES CORPORATION LTD.

Expression of Interest for opening of SURAVI outlet at block level (Vacant Blocks)



Date of commencement of EoI :- 19.04.2018

Last Date of Sale of EoI form :- 26.04.2018

Last Date of Submission of EoI form: - 26.04.2018 up to 5P.M.

Date of Opening of EoI: - 28.04.2018 at 4.00 P.M at OAIC Head Office,
95, Satyanagar, Bhubaneswar-751007.

Cost of EoI Form : Rs.560/- (inclusive of GST)

Cost of EMD: Rs.50, 000/- (in shape of DD only)

Money Receipt No. /DD No.(Cost of EoI Document) Date.....

D.D No. /Date (EMD)..... Bank Name:

Address:

95 - SATYA NAGAR, BHUBANESWAR - 751007

Tel No. 0674- 2570687, FAX: 0674 - 2570313

e-mail : oaicho@orissaagro.com

Website: www.orissaagro.com

**INVITATION OF EXPRESSION OF INTEREST FROM PRIVATE INDIVIDUALS/AGENCY FOR OPENING OF
OAIC AUTHORISED SALES OUTLET AT BLOCK LEVEL(VACANT BLOCKS) UNDER PPP MODE**

DATED: 19.04.2018

1 INTRODUCTION

The Odisha Agro Industries Corporation Limited (OAIC) was incorporated in the year 1964, to act as a facilitator for implementation of various schemes of Government of Odisha and Government of India. OAIC promotes agricultural activities by providing the input and service requirements of the farmers in the State for promotion of Agriculture. The OAIC has the mandate from Agriculture Department of Odisha to provide inputs to farmers under different Government schemes. Besides, OAIC has the mandate to supply different agro-inputs to both Govt. & non-govt. institutions as per their demand/requirement. The OAIC has its own offices in every district in the State duly managed by a District Manager to monitor and availability of required inputs to the farmers at reasonable prices and also under different subsidy schemes of the Government. The OAIC for the convenience of the farmers has already selected individuals/agencies to open its authorized sales outlet namely 'SURAVI' in PPP mode in 273 Blocks to make such inputs available to the farmers at Block Level.

2. PURPOSE

To facilitate easy availability of inputs to the farmers at the Block Level, the OAIC is extending its network in partnership with private entrepreneurs for opening of authorized sales outlets in each Block in the name of 'Suravi'. Such Suravi sale outlets will function as an extension of OAIC in distributing Agriculture Machineries/ Implements/ Equipments (inclusive of Electric & Diesel Pump) & agro inputs such as fertilizers, bio-fertilizers, Pesticides, Fungicides, Herbicides, Micronutrient, Seeds, Plant Protection Equipments, and Cattle / Poultry Feed, etc. to the institutions/beneficiary farmers as per the price fixed by OAIC / Govt. from time to time. The proposed Suravi outlet would also deal with the inputs under subsidized schemes as and when asked by the Government.

Now, EoI applications are invited from individuals/agency for opening of SURAVI outlet in the 41 blocks not covered so far. The district wise un-covered blocks are available at Annexure-II. A list of tribal blocks is available at Annexure-III.

The lists of Agriculture Machineries proposed to be dealt at the outlet are detailed below:

- a. Power Tiller.
- b. Plant Protection Equipments such Sprayers, Dusters, Mist Blowers and Insect Traps etc.
- c. Power operated implements like rotavators, transplanter, seed drill, power sprayer, axial flow thresher, power weeder, Power reaper, harvester etc.

- d. Agricultural Implements including tractor/power tiller drawn implements.
- e. All types of chemical fertilizers.
- f. Plant protection chemicals (Pesticides, Fungicides and Herbicides etc)
- g. Seeds (paddy & non- paddy)
- h. Pump sets (Electric, Diesel).
- i. Cattle & poultry Feed.

3. **ELIGIBILITY CRITERIA OF THE APPLICANT ENTREPRENEUR**

The Entrepreneur should fulfill the following terms and conditions to be eligible for selection.

- i. The applicant entrepreneur should have basic knowledge on practices adopted in agriculture operations for a minimum period of ten years experience.
- ii. B.Sc. (Agriculture) / B. Sc (Agril Engineering) qualified persons would be given preference.
- iii. Preference would also be given to the entrepreneur if he is domicile of the concerned block.
- iv. The entrepreneur should have infrastructure like go down Space in the block Hqr with computer and internet connection.
- v. The entrepreneur should have sound financial status & the capability for investment of Rs.15 to 20 lakhs in the proposed outlet (up to Rs 5 to 10 lakhs for Tribal blocks).
- vi. The entrepreneur should be in possession of constructed space of 2400 Sqft. for functioning of the Sales Outlet and Storage of materials (1000 Sqft. for tribal blocks). In case the entrepreneur does not own the same, he should have a long term lease agreement with the owner. Documents to this effect are to be submitted along with the application.
- vii. The entrepreneur should possess trade license (FRC) from appropriate licensing authority (DAO) for trading with fertilizers.
- viii. The entrepreneur should possess pesticides license for pesticide, herbicide etc from the appropriate licensing authority (DAO).
- ix. The entrepreneur should possess seed license from appropriate authority for sale of seed.
- x. The entrepreneur should be registered with the Commercial Tax Department of Odisha and possess GSTIN number.
- xi. Aspiring individuals/institutions should submit separate application with requisite fees & documents in case they want more than one outlet. Applications should be submitted in separate cover for each block.
- xii. Selection will be on scoring basis. In case of a tie, selection will be made on the basis of a lottery at OAIC Head Office, Bhubaneswar.

xiii. Scoring will be made on the following items:

Sl No	Item	Marks allotted
1	Experience in dealing of pesticide, Fertilizer, Seeds /farm machinery to be dealt as per EOI (1 mark for each year subject to maximum 5 marks)	5
2	Qualification: Such as B.Sc. Agril. / B.Sc. Agril. Engg.	10
3	Domicile of the block (Residential proof)	10
4	Existing sales outlet in the block Hqr.	20
5	Financial strength (with Solvency Certificate) (minimum 15 Lakhs/ Rs.5.00 Lakhs for Tribal blocks)	10
6	Possession of Fertilizer trade license (FRC)	10
7	Possession of pesticide license from DAO	10
8	Possession of seed license	5
9	Existing sale point with computer and peripheral system, such as printer etc.	10
10	Existing sales outlet having minimum area of 2400 Sqft. (1000 Sqft. for Tribal blocks)	10
	Total marks	100

4. **ROLE AND RESPONSIBILITY OF OAIC**

- i. The OAIC will ensure the supply of materials as per requisition of the authorized outlets in time on cash and carry basis.
- ii. After sales service will be provided by OAIC on Power Tillers & Pump sets during the warranty period.
- iii. Intimation is to be given by OAIC promptly to the entrepreneur regarding the prices, changes of price of all items along with the commission/ margin payable to the entrepreneur from time to time.
- iv. The OAIC is to inform the entrepreneur the guidelines on administration of subsidy in different items under subsidy scheme of the Government along with modality of subsidy administration, claims and reimbursement.

5. **ROLE AND RESPONSIBILITY OF THE ENTREPRENEUR**

- i. The entrepreneur should maintain good and cordial relationship with the officials of the Agriculture Department and the farmers at the Block Level.
- ii. The entrepreneur should assess the material requirement of the farmer's in advance in consultation with the official of the Agril. Department and place their indent/

- requirements with OAIC to ensure supply so that the items are available for the farmers in time.
- iii. The entrepreneur should ensure that the cash memos / Bills are issued by them at the time of sale. In case the items are eligible for subsidy and due recommendation is received from the Agriculture Department, the subsidy allowable are allowed in the cash memo/ Bill. The subsidy thus allowed is to be claimed promptly to the subsidy administering authority through the concerned District Manager, OAIC.
 - iv. The entrepreneur should agree to use the centralized software and network mandated by OAIC. The expenses of handling / using the software shall have to be borne by the entrepreneur.
 - v. The entrepreneur has to give a bank guarantee of Rs two lakhs from any Nationalised Bank.
 - vi. The entrepreneur should submit reports and returns to the OAIC as prescribed on a regular basis.
 - vii. The accounts of the proposed outlets are to be maintained by the entrepreneur meticulously as prescribed by OAIC. The accounts of the outlets and stocks are subject to verification by the authorized officers of OAIC & the Agriculture Department without prior intimation.
 - viii. The statutory compliance concerning to the proposed outlet is to be complied with the concerned authorities within the stipulated time.
6. **INSTRUCTION FOR SUBMISSION OF EXPRESSION OF INTEREST**
- i. The cost of EoI schedule is Rs.560/- inclusive of GST. The **EoI schedule** may be obtained in person from the registered office of the Corporation at 95, Satyanagar **between 10.00 a.m. to 5 p.m. on all working days between 19.04.2018 to 26.04.2018** on payment cost of EoI Schedule either in cash or in the shape of Demand Draft drawn in favour of Odisha Agro Industries Corporation Ltd payable at Bhubaneswar. The EoI Schedule can also be downloaded from our website **www.orissaagro.com**. The EoI document can be submitted at the OAIC H.O. at 95-Satyanagar, Bhubaneswar-7, duly enclosing the Demand Draft towards the cost of EoI schedule and EMD of Rs 50,000/- (Rupees fifty thousand only). The EoI along with requisite cost of EoI schedule and EMD of Rs 50,000/- (Rupees fifty thousand only) in shape of Demand Draft can also be submitted to the District Manager, OAIC Ltd. in the respective District of Odisha within the schedule date and time. The EoI schedule received without cost of EoI schedule will be rejected.
 - ii. The interested Entrepreneur shall submit their EoI Schedule with all documents indicated in the **Annexure - I** in sealed cover duly super scribed "**Expression of Interest for authorized sales Outlet of OAIC, "Suravi"** at _____ (name of the block). If a person desires to apply for more than one block, and then he/she should

submit separate application along with all documents & EMD etc. for each outlet in separate envelope.

- iii. Earnest Money Deposit (EMD) for an amount of Rs.50,000/- (Rupees Fifty thousand only) shall be submitted in form of Demand Draft drawn on any Nationalized Bank in favour of "The Odisha Agro Industries Corporation Ltd." payable at Bhubaneswar, with the EoI application.
- iv. The last date of submission of EOI schedule is up to **5PM on 26.04.2018** which will be opened on **28.04.2018 at 4PM at OAIC Head Office, 95, Satyanagar, Bhubaneswar.**
- v. The EMD of the un-successful entrepreneur shall be returned on finalization of EOI, i.e., after execution of agreement by the selected entrepreneur.
- vi. The EMD of selected entrepreneur shall be retained by the Corporation as Security Deposit and would be refunded only after termination of the agreement.

7. GENERAL TERMS AND CONDITIONS:

- i. Individual/firms who had applied earlier may apply afresh for the blocks specified now.
- ii. All pages of the EOI are to be signed by the applicant.
- iii. There should not be any over writing while filling up **Annexure - I**. Separate paper may be attached if required to furnish information.
- iv. The short listed entrepreneur may have to appear for a personal interview before the selection Committee of OAIC for final selection.
- v. The selected entrepreneur has to enter into an agreement with OAIC which shall be for an initial period of one year from the date of agreement. The agreement may be extended for further period of two years after expiry subject to mutual acceptance & successful business.
- vi. It is the responsibility of the SURAVI outlet owner to place indent for materials, supply of proper inputs to farmers, submission of subsidy claims(if required) in time. The stock and the store are to be insured by the concerned entrepreneur at his cost.
- vii. The selected entrepreneur shall ensure that inputs are supplied to the farmer customer at the rates approved by the OAIC/ Department of Agriculture, Odisha and no additional cost is to be collected under any circumstances. Any deviation in this regard may result in termination of the agreement and suspension of the authorization, forfeiture of Security Deposit as well as initiation of criminal proceeding.
- viii. The sales effected to the farmer customer by the authorized sales outlet shall be effected only on proper retail ONLINE generated invoice with GSTIN No. and with due acknowledgement of the customer.
- ix. The loading, unloading, storage and transportation expenses if any should be borne by the selected entrepreneur.
- x. The selected entrepreneur should prominently display in form of a sign board, that the sale outlet is an authorized sale outlet of The Odisha Agro Industries Corporation Ltd.

The selected entrepreneur will also be required to follow the branding of the outlet as per directives issued by the OAIC, from time to time.

- xi. It is mandatory that, the selected entrepreneur has to display prominently the stock position and rates of all the items available in the outlet for information of the farmer customer. Such display board is to be updated on a regular basis.
- xii. The OAIC at its sole discretion and without assigning any reasons thereof, reserves the right to accept/ reject this EOI process at any stage. The EOI of any entrepreneur/ (s) or the entire process also can be rejected by OAIC if any applicant/ (s) is found to be involved in any fraudulent practice or misrepresentation of facts or tries to influence the selection process or indulges in any corrupt activities in competing with others.
- xiii. Two months advance notice may be served from either side for termination of contract.
- xiv. In case of any dispute or difference arising out of the agreement between the two parties relating to any aspect of the agreement, the parties should attempt to settle the dispute through mutual and amicable discussions. If the dispute is not resolved through such discussions, then the matter shall be referred to the Chairman, OAIC for a decision.
- xv. It is further agreed by both the parties that all differences and disputes if not resolved as above, shall be resolved through the Hon'ble High Court of Odisha only.
- xvi. 8. **TERMS OF TRANSACTION**
 - i. The selected entrepreneur has to assess the requirement and submit indent in advance for pre-positioning of items to ensure availability of input to the farmers in time as per their requirement.
 - ii. The OAIC shall supply material as per requirement of the entrepreneur only on cash and carry basis. Under no circumstances, unsold items if any will be returned back to OAIC.
 - iii. The OAIC will pass on Commission/ trade margin to the Entrepreneur as will be decided item-wise by the Corporation from time to time. Such commission/ margin will be allowed by OAIC at the time of supply of materials to the entrepreneur.
 - iv. The Government subsidy, where applicable and allowed to the beneficiaries will be released by OAIC to the SURAVI dealer within 30 days of its release by the Government after due scrutiny.

Note: In case of any change in the terms and condition, the same will be intimated to the applicant entrepreneur.

ANNEXURE - I**EoI Application Form**

1	Name of the applicant entrepreneur/Agency (Proof of identity to be enclosed)	
2	Address of the applicant entrepreneur/Agency (Proof of identity to be enclosed)	Village: P.O: Block: Dist: Contact Tel No. Email id:
3	Address of the existing sale point (Location & exact place as well as distance from block Hqrs in Km)	
4	Installation of Computer and peripheral assistance with your ID. (Details of Computer- make, model, Printer etc)	
5	Educational Qualification with proof	
6	Whether passed B.Sc (Agril) or B.Sc,(Agril Engineering). If yes. Please Specify With documentary evidence	
7	Experience if any in the field of Agriculture business, If yes. Please specify with documentary evidence(Years of experience basing on license issued)	
8	Brief Profile of the Entrepreneur (Separate sheet may be attached indicating type of business & years completed)	
9	Name of the block applied for	
10	Demand draft of Rs 560/-or M.R. NO. towards cost of EOI schedule	DD No. /MR NO. Date
11	Details of EMD of Rs 50,000/- :	DD No: Date : Name of the Bank

12	Capacity of investment in INR and its source to be justified. (Solvency certificate)	
13	Whether in possession of seed retailing license from licensing authority. A self attested copy of the license to be attached.	
14	Whether in possession of fertiliser retailing license from licensing authority. A self attested copy of the license to be attached	
16	Whether in possession of pesticide retailing license from licensing authority. A self attested copy of the license to be attached	
18	Whether in possession of required land & building for establishment of outlet. If yes the details may be furnished along with a sketch , Patta of the land (RoR)with documentary evidence	
19	In case required land and building is not in possession and is taken on lease/ rent, the detailed particulars of the land proposed to be taken on lease/rent along with sketch is to be provided. A copy of the agreement with the lessee/ land lord is to be provided	
20	GSTIN No.	
21	The sales tax registration certificate details if already registered. A self attested copy of the RC is to be provided	
22	Specify the time to be taken after selection to complete all formalities and operate the Sales Outlet and effect supply of inputs to the farmer customers	

Full Signature of the applicant

Name:

N.B:

I) Self attested copies of all documents required to be enclosed without which the EoI may not be considered.

II) The EoI application form to be filled up properly with utmost care without any over-writing and must be signed by the applicant in each page.

III) Exact distance of the outlet from block point to be mentioned.

IV) Experience in agri-business from the date of license issued by DAO.

VI) Cheques will not be entertained.

ANNEXURE-II**DISTRICT WISE NAME OF UN-COVERED BLOCKS FOR WHICH EoI IS INVITED FOR OPENING OF SURAVI OUTLET.**

Sl No.	District	Name of the Block	No. Of Blocks
1	Angul	Pallahara	1
2	Bargarh	Padampur NAC	1
3	Bhadrakh	Chandbali, Dhamnagar	2
4	Bolangir	Gudvela	1
6	Deogarh	Barkote, Reamal	2
7	Ganjam	Buguda, Sanakhemundi	2
8	Jagatsinghpur	Ersama	1
9	Jajpur	Badachana , Dharamsala, Sukinda	3
10	Kalahandi	Jaipatna,Junagarh, Th. Rampur	3
11	Kandhamal	Khajuriapada	1
12	Kendrapara	Rajkanika	1
13	Keonjhar	Keonjhar, Bansapal, Telkoi, Joda	4
14	Khurda	Bolaragh	1
15	Koraput	Narayanpatna	1
16	Mayurbhanj	Syamakhunta	1
17	Nayagarh	Odogaon	1
18	Nawarangpur	Jharigaon, Tentulikhunti, Papadahandi	3
19	Puri	Astaranga	1
20	Rayagada	Kolnara, Gunupur, Muniguda	3
21	Sundargarh	Lathikata, Bonai, Koida, Lahunipada	4
22	Nuapada	Komna, Sinapalli, Boden	3
23	Dhenkanal	Dhenkanal	1
		TOTAL	41

ANNEXURE-III

LIST OF 119 NOS TRIBAL BLOCKS OF 13 DISTRICTS IN ODISHA

SI No	District	Block	SI No	District	Block	SI No	District	Block	
1	1. Balasore	1. Nilagiri	41	5. Sundargarh	41. Bonaigarh	77	10. Koraput	77. Jeypore	
2	2. Mayurbhanj	2. Baripada	42		42. Lahunipara	78		78. Boriguma	
3		3. Badasahi	43		43. Gurundia	79		79. Kotpad	
4		4. Samakhunta	44		44. Koida	80		80. Boipariguda	
5		5. Betanati	45		45. Kuanrunda	81		81. Kundra	
6		6. Rasgovindpur	46		46. Bisra	82		82. Koraput	
7		7. Muruda	47		47. Nuagaon	83		83. Similiguda	
8		8. Bangiriposi	48		48. Lathikata	84		84. Pottangi	
9		9. Saraskana	49		49. Sundargarh	85		85. Nandapur	
10		10. Kuliana	50		50. Subdega	86		86. Dasmanthpur	
11		11. Suliapada	51		51. Ballisankara	87		87. Lamtaput	
12		12. Khunta	52		52. Lephripa	88		88. Narayanpatna	
13		13. Gopabandhunagar	53		53. Badagaon	89		89. Laxmipur	
14		14. Kaptipada	54		54. Tangarpalli	90		90. Bandhugaon	
15		15. Udala	55	55. Hemgir	91	11. Malkangiri	91. Malkangiri		
16	16. Karanjia	56	56. Kutra	92	92. Korkunda				
17	17. Raruan	57	57. Rajagangpur	93	93. Kalimela				
18	18. Joshipur	58	6. Deogarh	58. Teleibani	94		94. Podia		
19	19. Thakurmunda	59	7. Gajapati	59. Guma	95		95. Khairput		
20	20. Sukruli	60		60. Rayagada	96		96. Kudumuluguma		
21	21. Bisoi	61		61. Mohana	97		97. Mathili		
22	22. Bijatola	62		62. R. Udaygiri	98		12. Nawarangpur	98. Nowrangpur	
23	23. Kusumi	63	63. Nuagada	99	99. Tentulikhunti				
24	24. Rairangpur	64	8. Kalahandi	64. Th. Rampur	100			100. Papadahandi	
25	25. Tiring	65		65. Lanjigarh	101			101. Nandahandi	
26	26. Bahalda	66	9. Rayagada	66. Gunupur	102			102. Kosagumuda	
27	27. Jamda	67		67. Gudari	103			103. Raighar	
28	3. Keonjhar	28. Joda		68	68. Padmapur			104	104. Umerkote
29		29. Champua		69	69. Ramnaguda	105		105. Chandahandi	
30		30. Jhumpura		70	70. Bishamakatak	106		106. Jharigaon	
31		31. Patna		71	71. Muniguda	107		107. Dabugaon	
32		32. Ghatgaon		72	72. Chandrapur	108		13. Kandhamal	108. Balliguda
33		33. Keonjhar		73	73. Rayagada	109			109. K. Nuagaon
34		34. Saharpada		74	74. Kolnara	110			110. Daringibadi
35		35. Harichandanpur		75	75. Kashipur	111			111. Tumudibandh
36		36. Telkoi	76	76. Kalyansingpur	112	112. Kotagarh			
37		37. Bansapal			113	113. Tikabali			
38	4. Sambalpur	38. Kuchinda			114	114. G. Udayagiri			
39		39. Bamara			115	115. Raikia			
40		40. Jamankira			116	116. Chakapada			
					117	117. Phulbani			
				118	118. Phiringia				
				119	119. Khajuripada				
Total				- 119 Tribal blocks / 13 Districts					