

## Introduction

To increase productivity, timely and precise field work is necessary. To make it possible, agricultural machines take an important role. Various schemes are being implemented in the state, to promote the usage of farm mechanization and increase the ratio of farm power to cultivable unit area up to 2.5 kW/ha. Government Provides financial assistance to farmers for procurement of farm machinery and implements under various schemes as per the Government norms prevailing at the time of sanction of financial assistance to

1. Increase the reach of farm mechanization to small and marginal farmers and to the regions where availability of farm power is low; and
2. Promote establishment of 'Custom Hiring Centers' to offset the adverse economies of scale arising due to small landholdings and high cost of individual ownership;

## Implementation of Farm Mechanisation Schemes

AP State transacts the supplies of farm equipment to farmers through DBT mode through the software application designed and developed by Department of Agriculture and Cooperation and Farmers' welfare introduced by GOI.

The Department of Agriculture, AP on behalf of farmers invites best price offer from the manufacturers of various farm equipment as per the terms and conditions given in this schedule. Proposal in the form of EOI formats calling technical details are requested through sealed covers along with attachments and **the price offer through e- Procurement platform only**. Only those manufacturers who are successful at the end of this exercise will be able to supply farm implements/equipment mentioned in this document to the farmers who want to avail financial assistance under any scheme implemented by Department of Agriculture AP for the year 2019-20.

### Schedule of invitation of EOI

Issue of EOI	31-01-2019
Last date for submission-(Hard Copy of Technical Bids only)	11-03-2019 3.00 PM
Technical Proposal opening date (Opening of sealed covers)	11-03-2019 4.30 PM
Pre EOI meeting	27-02-2019 4.00 PM , Venue O/o CDA, Guntur
EOI Document	Free
Price Offer	Through electronic form only through e-procurement platform only (eprocurement.gov.in)
Eligibility for Price offer	Firms which qualify in technical bid will be communicated to offer the price Online.
EOI Submission and opening at (Address)	O/o Commissioner of Agriculture, Department of Agriculture, Old Mirchi Yard , Chuttugunta center, Guntur.
<b>EMD/ BID Security Bank Guarantee submission date</b>	<b>Along with Technical Bid or before 15-03-2018</b>
<b>Price BID on</b>	<b>At 3.00 PM on 22.03.2019</b>

Note: Please address all queries and correspondence to the Director of Agriculture, Guntur.  
email: [agrlenggwing.ap@gmail.com](mailto:agrlenggwing.ap@gmail.com). If the office happens to be closed on the day of receipt of EOI as specified, EOI will be received and opened on the next working day of the office at the same time and at same venue

**General Instructions**

- 1. The manufacturer can down load the EOI document at free of cost from [www.apagrisnet.gov.in/](http://www.apagrisnet.gov.in/) and submit technical details in sealed covers only.**
- 2. The covers are to be super scribed with due date, time and the details of the EOI – for Farm Equipment supplies during - 2019-20**
- 3. All the pages of the document are to signed by authorised signatory.**
- 4. The manufacturer has to furnish the lowest offered price in electronic form only. No offer in physical form will be accepted. And any such offer received will be rejected.**

Special Commissioner of Agriculture

AP, Guntur.

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- All the pages enclosed in the sealed cover are to be signed including all pages of test certificates. If found missed on few pages the model will be rejected and the bid will be considered as ineligible and will be disqualified. No correspondence will be entertained in this regard.
- The authorized person representing the firm who is signing on the EOI documents and also participating in the EOI opening shall invariably attach a copy of authorization from the competent authority of the firm as per the Bye-laws of the firm / Company.

**1. Objective of EOI**

1. to make available the qualitative (Tested) farm equipment at reasonable price to farmers of the State through manufacturers.
2. To ascertain post sale service to the farm equipment supplied.
3. To enable the farmers to get the benefit of financial assistance provided by the Government on purchase of farm equipment through Government schemes.

**2. Terms of Reference & Eligibility criteria for manufacturers**

1. The Price offer is for the year 2019-20. This is accepted only from technically qualified bidders.
2. "Only manufacturing firms/ Authorised dealers are eligible to participate in this EOI process".
  - (2.1) "If both manufacturer and Authorised dealer participate in the bid to Offer price for the same models/brand the offer given by dealer will be rejected".
  - (2.2) the manufacturer should submit the Authorization letter mentioning the details of the dealer authorized to participate in the Price bid, to Commissioner of Agriculture, AP in the Technical Bid Cover only.
3. EMD is to be enclosed in the Technical Bid. EOI Schedule without EMD will be rejected.
4. Only in cases where the successful bidder refuse to sign the contract and fails to submit the security deposit, the EMD is forfeited. EMD instrument is returned back to all unsuccessful bidders once the evaluation is completed and the contract is signed by the successful bidder.
5. In case of successful bidder, EMD is exchanged by Security Deposit (around 10% of the bid price).
6. Earnest Money Deposit (EMD) for an amount of Rs.100000/- (Rupees Lakh only) shall be paid in the form of Bank guarantee along with a covering letter.
7. SSI units are exempted from payment of EMD as per the G.O.Ms.No.1020, dated 30.11.1976 of Government of Andhra Pradesh.
8. The Offerer(s) shall submit duly notarized declaration along with Technical quotation, as per the proforma furnished under Annexure-, here to on Rs.100/- Non-Judicial stamp paper.
9. The farm equipment which posses test certificate should only be applied by the manufacturing firm.
10. If the implement is given for testing and waiting for Test certificate , in case of Land Preparatory equipment manufacturers are also eligible to participate provided they enclose the acknowledgement of the FMTTI /Institute and submit the copy of the test certificate within 6 months in 2019-20. Else the amount paid will be invoked from the Bank guarantee furnished to Department. This has to be noted by all SSI units manufacturers in AP.
11. The manufacturer will have to submit Copy of the test certificate for each product along with leaflet

12. The manufacturer will have to submit one photograph of 6\*4 inches for each product they are offering in EOI. One photograph of the manufacturing unit with the name of the name of manufacturing firm.
13. Variants which do not possess test certificates are not eligible for supplies under subsidy scheme.
14. The imported items which possess valid test certificate issued by designated Institute from DAC are only eligible for subsidy. The importer will be considered as a authorised importer/on behalf of manufacturer to the tested product. The importer should have after sale service facility in the districts. They should furnish the letter from principle manufacturer for selling the products in India and authorised to sell in AP.
15. The manufacturers should attach the list of dealers, address and their period of validity of dealership along with the contact details and any other information.
16. The manufacturer should have registered on [www.agrimachinery.nic.in](http://www.agrimachinery.nic.in) portal and mention the Login id.
17. The price quoted will be valid for one year.
18. No Negotiations will be conducted after the technical scrutiny
19. The authority (Special Commissioner of Agriculture) has the discretion to call for negotiations after of price bid for a few products, if necessary, and may finalise the procedure.
20. The farm implement/equipment supplied must be covered with warranty for one year from the date of supply against any defective manufacture/workmanship, etc. The repairs/replacements shall be attended free of cost within the warranty period.
21. The Authority may levy a penalty on the manufacturer if found that supplied component are not conforming to quality parameter as stipulated in test certificate. The cost of such product/s would be recovered from the bank guarantee submitted by the manufacturer.
22. The full copy (one) of the test certificate for all the models and its variants are to be furnished.
23. The farmers will get the farm equipment by applying on DBT portal designed and development by M&T Division of DAC &FW, GOI.
24. The manufacturer whose product is in testing process are eligible to participate in EOI but should produce the test certificate before the supply in the financial year 2019-20.
25. The manufacturer will submit their price offer only for the product for which they have submitted the specification and applicable valid BIS certificate/quality parameter.
26. The Department has right to discontinue the procurement from the manufacturer, if found that product supplied by manufacturer is not as per the minimum specified IS standard and/or specification or its IS certification/applicable registration and the loss incurred will be invoked from bank guarantee.

27. Bank Guarantee has to be furnished along with the agreement to be signed with the department for the supplies during the year 2019-20.
28. The department has every right to check/ engage a agency to verify the quality of the products supplied during any part of the year at any district during the year.
29. The test certificates validity should be verified by the manufacturer with the testing Institutes as per the present norms as on the date of participation in EOI.
30. If the interested manufacturer will be backed out at any stage of this exercise, the manufacturer will become ineligible to participate in any such exercise to be carried out by the department in future.
31. The department may conduct site visit of manufacturing facility to ascertain the manufacturer status and manufacturing facility of the manufacturer. In case if the authority finds during the site visit that applicant is not a manufacturer, its proposal shall be cancelled with immediate effect and the full bank guarantee shall be invoked.
32. The manufacturers interested in supply the products under Group I should be capable to supply throughout the State.
33. The manufacturers interested in supply the products under Group II should be capable to supply throughout the District.
34. The manufacturers who participate in Group II should mention the interest to supply in two/ three districts only. The Authority shall have the discretion to finalise the districts to the bidders in case of conflict arise.

### **3. Selection Process :**

1. Interested manufacturer shall submit the technical proposal of EOI as in annexures Incomplete information will lead to disqualification.
2. The manufacturers should furnish the list of models, variants along with copy of test certificates for scrutiny. They shall quote the price only for those models, variants.
3. All the technical details furnished by interested manufacturers will be scrutinised by the Technical committee constituted, with the permission of the Special Commissioner of Agriculture, Department of agriculture AP. after the release of EOI schedule.
4. The details of sites of the units, manufacturing units called for in the annexures will be verified by the Department.
5. The manufacturers who do not qualify in technical bids will be intimated and they shall not participate in Price bid.
6. The manufacturers who qualify the technical bid will be intimated to offer the price on e- procurement platform. They shall obtain necessary digital signatures accordingly.
7. The price is to be offered online only on e- procurement platform. The list will be enabled on e procurement platform after the pre bid meeting.
8. The price bid is not required from the manufacturers who participated in supply of Land Preparatory and seed bed preparation equipment and sowing equipment i.e., seed cum fertiliser drill during 2018-19 through DBT process in AP. They should

submit technical bid only. And willingness letter to supply at the same rates quoted during 2018-19 for the year 2019-20 also.

9. The price quoted under Group I Products will be for the state wide.
10. The price to be quoted for Group II is for the district wise.
11. The price to be quoted for Group III for district wise.
12. The manufacturer who offers the lowest price on e- procurement platform for each farm equipment, its models and its variants under Group I **will be the promoted by the Department as the single manufacturer/supplier for the product throughout the State by the Department. Financial Assistance to the applicants/ farmer beneficiaries will be provided only when they procure the farm equipment from the promoted manufacturer during the year 2019-20 under all FM schemes implemented by the Department. The Authority(Special Commissioner of Agriculture) has the discretion to negotiate on the price quoted for a few products , in case of need.**
13. The manufacturer who offers the lowest price on e- procurement platform for the each farm equipment, its models and its variants under Group II **will be the promoted by the Department as the single manufacturer/supplier for the product throughout the district by the Department. Financial Assistance to the applicants/ farmer beneficiaries will be provided only when they procure the farm equipment from the promoted manufacturer during the year 2019-20 under all FM schemes implemented by the Department. The Authority (Special Commissioner of Agriculture) has the discretion to negotiate on the price quoted for a few products, in case of need.**
14. Decision taken by the Department as per the directions of the Special Commissioner of Agriculture, AP authority will be final and no correspondences or queries will be entertained.

#### 4. Price Offer:

1. The price offered is inclusive of all taxes, transport and the farm equipment should be supplied to Mandal Agricultural office.
2. The price should be valid from 1<sup>st</sup> April 2019 not less than 31<sup>st</sup> March 2020.
3. The price should be offered online as in format by the manufacturer only. Dealers are not allowed. Distributors are not allowed, C&F agents are not allowed to participate in Price offer.
4. Any mention of price offer in the physical form of EOI along with technical details documents, will be liable for rejection of entire EOI.
5. Any effort by manufacturer or manufacturer's agent/ dealer/consultant howsoever described to influence the Department staff in any way concerning scrutiny/ consideration/ evaluation/ comparison of the EOI or decision concerning finalising the supplier shall entail rejection of EOI.
6. Department of Agriculture reserves the right to seek clarification/ justification/negotiation from the manufacturer on the price offered in case

Departmental authority deems it necessary. Based on justification provided by the manufacturer, if the Department feels that the price offer is unrealistic/unfeasible for the product of this nature, the Authority reserves the right to reject the said offer. In such case the manufacturer shall obey the decision of the authority of the Department.

#### **5. Security Deposit**

1. The security deposit in the form of Bank Guarantee should be furnished by the manufacturer at the time of entering into an agreement for supplies with the Department of Agriculture, AP.
2. The security deposit shall be appropriated against the breach of terms and condition of EOI document.
3. The Security deposit shall be invoked whenever the supplies are not made within 30 days by the supplier after receiving the beneficiary contribution towards the supplies of the farm equipment/ product from the date of confirmation of purchase through DBT portal.
4. Bank Guarantee should be for a period of 15 months from the date of entering into an agreement.
5. If the bank gets merged due to Government policy a new Bank Guarantee should be furnished by the manufacturer within 30 days of merger.
6. A bank Guarantee of RS 20 Lakhs (Rupees Twenty Lakhs only) is to be furnished for farm equipment for Tractors, Combine Harvesters
7. A Bank Guarantee of RS 20.00 Lakhs (Rupees Twenty Lakhs Only) for Power tiller manufacturers, Rotavator Manufacturers, Pumpset manufacturers, PVC Pipes manufacturers.
8. A Bank Guarantee of Rs.5.0 Lakhs (Rupees Five Lakhs only) for manufacturers who supply more than 2 products under the scheme and turnover is more than RS 3.00 Crores.
9. A Bank Guarantee of Rs.2.0 Lakhs (Rupees Five Lakhs only) for manufacturers who supply one products under the scheme and cost is less than Rs 50000/-.(or) the turnover is less than Rs.3.00 Crores.

#### **Payment against supplies**

Department of Agriculture will release subsidy payment directly to the bank accounts of the dealers/ manufacturers based on the invoice claimed, once the funds are received from the Government through CFMS (treasury system)of the State.

#### **Information on the sale of products during 2018-19**

Information is made available on departmental website to have idea of sales happened and to forecast for the sale during 2019-20.



**Check List of documents to be enclosed – for technical details-**

Expression of Interest Submission form	
Manufacturer Profile	To be provided by the firm
List of authorised valid dealers in various districts of AP	To be provided by the firm. Enclose list with validity of dealership District wise
Test certificates for the models and variants- * tested equipment from either FMTTIs or designated Institute from DAC are only eligible for subsidy under Government assisted programme	Models , variants proposed to be supplied under subsidy schemes
Location and address of manufacturing place and its area, Godown address (to enclose the registration certificate)	To be provided by the firm
<b>Electricity bill details - consolidated statement (on one/two pages only) (showing details of bill amount and paid amount and receipt number) during 2018-19 till December 2018 and copy of sanctioned power capacity to the manufacturing unit.(to attach separately and it is mandatory)for SSI Units only. For all local Manufacturers of AP who sell land preparatory equipment's and seed cum fertiliser drills</b>	To be provided by the firm  Firms applying under Group I list of Products need not enclose the statement
Should furnish the purchase Quantity of raw material (Steel)during 2017-18, 2018-19.(Consolidated statement of bills from where procured and details of its consumption in fabrication)- This is for SSI Units Only	To be provided by the firm  This is for SSI Units Only
Audited Balance sheet, Profit and Loss statement of last three years	To be provided by the firm
Details of any Previous Government orders implemented- As per details called in the EOI	To be provided by the firm
Photograph of the products, Manufacturing Unit	
Earnest Money Deposit- Bank Guarantee Letter	
Authorisation Letter (if applicable)	
Declaration on RS 100/- Non Judicial Stamp Paper- Notarised	

**EXPRESSION OF INTEREST SUBMISSION FORM**

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(To Be submitted by the manufacturing firm who participates in EOI)

{Location, Date}

To:

*[Name and address of Department]*

Dear Sirs:

We, the undersigned, express our interest to provide the details required for technical scrutiny towards the supply of farm equipment under Group I/ Group II/ Group III , various schemes of the Department of Agriculture, AP with your Request for Expression of Interest dated *[Insert Date]* and hereby are submitting required documents for evaluation.

We hereby declare that if our Eoi is qualified, we may be intimated to furnish the price offer online as mentioned in EOI. We will make our own arrangements to place our offer online on e- procurement platform.

We understand that the Special Commissioner of Agriculture, Department of Agriculture, AP Guntur is not bound to accept our Expression of Interest that the Department receives.

We remain,

Yours sincerely,

Authorized Signature {In full and initials}: \_\_\_\_\_

Name and Title of Signatory: \_\_\_\_\_

Name of Manufacturing Firm (company's name): \_\_\_\_\_

In the capacity of: \_\_\_\_\_

Address: \_\_\_\_\_

Contact information (phone and e-mail): \_\_\_\_\_

**Manufacturer Profile**

1. Name
2. Year of establishment
3. Registration Certificate details
4. Manufacturing Unit Address
5. Number of products manufactured
6. Products proposed to be supplied under subsidy
7. Yearly production/ capacity
8. Turnover of the Company
9. Number of the employees
10. Industrial license certificate in case of DIC/SSI
11. Contact details of authorised person
12. PAN
13. GST details
14. Email id
15. Mobile Nos, Land Line Number

Signature of authorised person

(Enclose Copy of the attachments wherever required)

List of Products under Group I

Tractors (8-20) PTO HP, both 2 WD and 4 WD models,  
Tractors (20-40) PTO HP, both 2 WD and 4 WD models,  
Tractors (40-70) PTO HP, both 2 WD and 4 WD models,  
Combine harvesters(Track type),  
Combine harvesters(self Propelled type,  
Combine Harvester(Tractor Mounted type).  
Power tillers(above 8 HP),  
Renovators for 36 blades, 42 Blades of(3 feet, 5 feet and 6 feet sizes),  
Multi crop threshers above 4 Tons,  
Multi crop Threshers upto 4 Tons  
Powered Knapsack sprayer (capacity above 16lts ( > 1.0 hp engine),  
Power weeders  
Brush Cutters  
Rice Transplanters

List of Farm Equipment under Group II

**Equipment grouped under SMAM Guidelines as in Annexure 3 other than products mentioned in Group 1(mentioned above)**

Plant Protection,- Battery Operated sprayers, Knapsack sprayers (Manual)  
Powered Knapsack sprayer/Power Operated sprayer (capacity above 12- 16 lts): ( > 0.75 to 1.00 hp engine)  
Powered Knapsack Mist blower sprayer cum Duster (> 1.0 hp engine)  
Tractor Operated Sprayer (air carrier/assisted)  
Tractor Operated Sprayer (boom type ):  
Specialised Machinery  
(a) Solar operated/electric operated animal deterrent bioacoustics equipment (with solar panel)  
Post Harvest technology equipments as in Guidelines

**List of Equipments under Group III**

Financial assistance is allowed under PMKSY, NFSM schemes for only. Only ISI Makes are eligible for subsidy

Effective Head Up to 500 Feet only (80% of total head)

Electric Pumpsets –

Submersible pumpsets

Monobloc Pumpsets

Submersible Monblocks

Oil engine, with Pump on trolley - Operated by Petrol /Diesel- Up to 6.5 HP Only

PVC Pipes 4 Kg/Cm<sup>2</sup>, ISI Make, CIPET Certified

63 mm, 75 mm, 90 mm and

110 mm Unit rates are to be quoted for these pipe sizes in price bids

(TO BE NOTARISED)

DECLARATION

(ON Rs.100/- NON JUDICIAL STAMP PAPER)

I/ We have read and understood the Terms and Conditions of EOI Schedule relevant to “EOI notice” dated:31-01-2019 and I / we have submitted the document copies in accordance with the Terms and Conditions of above EOI Schedule.

The information furnished in is true and factual and I clearly understand that our EOI schedule is liable for rejection, if any information furnished is found not true and Factual, at any point of time.

PLACE:

Date

SIGNATURE of Manufacturer