

Expression of Interest (EOI)

For

**Empanelment of Cluster Based Business Organizations
(CBBOs)**

Under

State Sector Scheme - Aatma Nirbhar Krishak Samnvit Vikas Yojna



**Project Coordination Unit
Uttar Pradesh Diversified Agriculture Support Project
(UPDASP), Uttar Pradesh**

4th Floor, PICUP Bhawan, Vibhuti Khand, Gomti Nagar, Lucknow-226 010

Phone: 0522-2720718, Fax: 0522-2720837, Toll Free No. 1800 1800 118

Email-updasp12@gmail.com, Website: www.updasp.org

Expression of Interest for Empanelment of Cluster-Based Business Organizations (CBBOs) for Implementation of State Sector Scheme - Aatma Nirbhar Krishak Samnvit Vikas Yojna by UP Diversified Agriculture Support Project (UPDASP) in Uttar Pradesh.

1. State Government of Uttar Pradesh formulated a State Sector Scheme - "Aatma Nirbhar Krishak Samnvit Vikas Yojna". The Scheme has been launched by Department of Agriculture, of Uttar Pradesh for formation and promotion of FPOs over a period of 5 years i.e., by 2024-25. Please refer to the website of <http://etender.up.nic.in>.

"U.P. Diversified Agriculture Support Project" (UPDASP) is an independent and autonomous body under Coordination Section of Government of Uttar Pradesh and has been engaged in implementation of agriculture diversification project since 1996. It has also been nominated as a Nodal Agency to implement Agriculture Diversification Programmes in the State since 2014. In past UPDASP has successfully implemented World Bank funded "U.P. Diversified Agriculture Support Project" in 157 developmental blocks of 32 districts, RKVY supported Agriculture Diversification Scheme in 447 development block of 40 districts and formation of Panni Panchayat in "Per drop more crop-other interventions" of Minor Irrigation Department. At present UPDASP is implementing three majors Centrally Sponsored Project, in Uttar Pradesh namely;

- a) *RKVY funded "Crop Diversification scheme" in Original Green Revolution Districts.*
- b) *RKVY funded "Crop Diversification Scheme" for replacing tobacco in two districts.*
- c) *"Establishment of organic farm cluster on Ganga basin in Uttar Pradesh" under centrally sponsored Pramparagat Krishi Vikas Yojna.*
- d) *Established 50 FPOs in Central Sector "Formation & Promotion of 10000 FPOs" Scheme.*
- e) *Established 100 FPOs in State Sector "Aatmanirbhar Krishak Samnvit Vikas Yojna".*

Cluster Based Business Organizations (CBBOs) will be selected by UPDASP to form and promote FPOs. Selected CBBOs should have professional experience in formation of FPOs in Agriculture and Allied Sector and providing hand hold support to the FPOs.

UPDASP intend to empanel the CBBOs for formation and promotion of State A.K.S.V.Y. FPOs. UPDASP will promote FPOs which can be registered under either Statute such i.e. companies Act or Cooperative Societies Act.

2. UPDASP invite applications from the eligible Organizations/Agencies complying with “Minimum Eligibility Criteria” for **empanelment as Cluster-Based Business Organizations (CBBOs) for implementation of State Sector Scheme i.e. “Aatmanirbhar Krishak Samnvit Vikas Yojna” in Uttar Pradesh.** Eligible Organizations/ Agencies may download the application form from the websites of UPDASP (www.updasp.org).

The applications in prescribed format together with all necessary enclosures should be submitted online on <http://etender.up.nic.in> within the time limit as mentioned below.

Please note that corrigendum, if any, issued on the above advertisement will be published only on the e-tender portal Govt.of U.P.

Fact Sheet

Date of issue of EOI Notice	20 th November, 2024
Period of downloading of on-line EOI documents (upto 15 days from the date publish.)	20 th November , 2024 at 4.00 PM to 05 th December, 2024 at 11.00 AM
Online submission <i>start</i> date and time	20 th November , 2024at 4.00 PM
Online submission <i>end</i> date and time. (<i>After 15 days from the date publish</i>).	05 th December , 2024at 11.00 AM
Time and date of opening of EOI for evaluation	05 th December , 2024at 4.00 PM
Website for downloading and submitting documents	https://etender.up.nic.in
Place of EOI and communication address	PCU,UPDASP, 4 th floor, PICUP Bhawan, Vibhutihand, Gomti nagar, Lucknow-226010

Note:

- i. The UPDASP reserves the right to change any schedule of EOI process. Please visit website <https://etender.up.nic.in> regularly for the same. Any change, if necessary, will also be intimated through the *e-tender portal*.
- ii. Proposals that are received after the deadline will be liable to be rejected.

3. Scope of Work:

The broad scopes of work to be performed by CBBOs are as follows:

1. Assist in the implementation of FPOs under Atma Nirbhar Krishak Samanvit Vikas Yojna Programme as per the Operational Guidelines of DAC & FW and suggested by UPDASP from time to time.

2. Assist UPDASP in cluster identification and community mobilization - baseline survey, cluster finalization, value chain identification, formation of FPO in the Produce Cluster Area with the input of District Level Monitoring Committee, State Level Consultative Committee (SLCC), other Ministries/Departments of Central and State and recommendations of UPDASP and assist in their periodic meetings. **“Produce Cluster Area”** means a geographical area wherein agricultural and allied produce such as horticultural/crop produce of similar nature including organic or natural farming where an FPO can be formed and promoted for leveraging economies of scale in production and marketing.
3. To undertake feasibility study in **Produce Cluster Area** which will include diagnostic study including baseline survey to find out produce and socio-cultural similarity, existing gap and potential activity, interventions in terms of infrastructure, services, etc. required in the value chain of agricultural and horticultural produce including post-harvest management and marketing. Baseline survey should also identify current situation of farming, small, marginal and landless farmers for aggregation, to identify minimum geographical area for potential interventions etc.
4. Prepare prospective Business Plan for respective FPOs in order to establish a fit case for formation of an **economically sustainable FPO**.
5. To form and promote **FPOs with a minimum farmer-member size of 300 in selected areas**, it may provide special focus to include small, marginal, women farmers/women SHGs, SC/ST farmers, PKVY/Namami Gange Organic Cluster beneficiaries and other economically weaker categories etc. **Efforts will be made to achieve an average membership size of 500+ farmers in selected areas to make them sizable for economic sustainability and profitability.**
6. To assist FPOs to federate at District level and State level based on their need of processing, branding and marketing of produce/trading of commodities, which are essential for scaling up for survivability and growth in an era of competition.
7. **Registration of FPOs** and Training of BODs on roles, responsibilities, management, FPO compliances, auditing & accounts and also capital/ equity mobilization.
8. **Training and capacity buildings of FPOs/Farmers group** - Training needs identification, develop training modules, and conduct basic training workshops and exposure visits.
9. Encourage and promote social cohesiveness amongst members of FPOs.

- 10. Preparation and execution of Business Plans for long-term sustainability of FPO-** Business plan preparation (for different incubation services), acquiring land, mobilizing equity capital and implementation of Business Plan while assisting in input management, adoption of proper and good agricultural practices through knowledge sharing, aggregation of produce, quality management, assaying, processing, packaging, supply chain development and marketing and market linkages with buyers/processors/exporters, trading, export etc. as may be necessary to ensure long-term sustainability of FPOs.
- 11. Assist in regular interface with stakeholders like various Government Departments,** Financial Institutions, Training, Technology, Research and Development Institutions at the cluster level.
- 12. Assist FPOs in availing Equity Grant, Credit Guarantee Facility** and also assist FPOs in availing benefits under different Central/State Government Scheme/ Programme.
- 13. Providing Incubation / handholding services for sustainability of FPOs** which includes capacity building of BODs and FPOs management for sustainability, ensuring input, market linkages, credit linkages, preparing and implementing related business plans, creating pre and post-harvest infrastructure, necessary common pool production, marketing and processing infrastructure facility by the FPO, as may be necessary, to develop the business for long-term viability.
- 14. Facilitating traceability, compliance, domestic and global market connectivity.**
- 15. Facilitating FPOs/ farmers in organic certification of their producer.**
- 16. Review and monitoring of the field team during implementation as per desired outcomes.**
- 17. Dissemination of information to farmers by way of market and crop advisory. Continuously providing required technical knows have market information.**
- 18. Assist in compliance issues of FPO including their capacity building in.**
- 19. Assist UPDASP in data collection and generating MIS reports/information in the required data sheets and submit progress report on all specified target activities periodically to UPDASP /and submit data in Shakti Portal.**
- 20. Assist UPDASP to develop rating tool for FPOs.**
- 21. Assist in federating FPOs for business growth and expansion.**
- 22. Assist FPO in proper financial management, Registrar of Companies (ROC) compliance issues and timely submission of returns and certificates.**

23. Assist FPOs in distribution of share certificates from time to time.
24. Any other assignment related to implementation, management and monitoring of the project given by UPDASP from time to time during the project implementation.

4. Eligibility Criteria of Cluster Based Business Organizations (CBBOs):

4.1 Minimum Eligibility

A. Pre-Qualification:

- a. Any legal entity registered in India under the relevant Act or any institution established under any Act of Government of India or State and in existence for past 3 years shall be eligible.
- b. The agency should have a minimum average turnover/utilization of funds of INR ≥ 2 crore during the past 3 years with positive net worth.
- c. Institutions promoted by Public Sector Agricultural Universities, ICAR/ KVKs or other similar institutions of Central/State Governments shall be exempted from the above requirements.
- d. Legal entities registered in India with turnover of INR ≥ 250 crore who have been sponsoring and implementing Corporate Social Responsibility (CSR) activities directly or through their foundations/ trusts shall also be eligible & exempt from requirement mentioned at (a) above.
- e. The agency should not have been barred / blacklisted at any time by any Central Government Department/Agency/Public Sector Unit (PSU) of the Central Government or any State Government.
- f. The agency should have professionals/experts in at least 3 of the following 5 domains indicated below at the time of application:

S.No.	Designation	Required Qualification & Experience
1.	Crop Husbandry	Graduate in Agriculture from a recognized University with 5+ years of relevant experience in crop production techniques, technology intervention and working with FPOs/Large Farmers' Groups etc.
2.	Agri Marketing/ Value Addition/ Processing	MBA or equivalent from a recognized University/Institute with 5+3 years of relevant experience in Agribusiness/Agri. Marketing/ Value Chain Development including Post Harvest Management and working with FPOs/Large Farmers groups etc.

3.	Social Mobilization	Graduate in Rural Development/Social Work or Graduate with Diploma in Rural Development/Social Work from a recognized University/Institute with 5+ years relevant experience in mobilization of farmers, field demonstrations, organizing village level meetings etc.
4	Information Technology/ MIS	B.Tech/BCA in Computer Science/Information Technology or equivalent from a recognized University/Institute with 3+ years of relevant experience of handling IT related assignments, MIS development, software development etc.
5	Law/Accounts	B.Com with 5+ years/Chartered Accountant/Company Secretary with 3+ years of relevant experience in accounting, auditing, statutory compliance, legal matters, arbitration etc.

However, the agency shall give an undertaking to UPDASP to recruit experts with requisite experience from the remaining domains upon selection. UPDASP shall issue the Sanction/Approval Letter to the Agency only after ensuring that experts from all the above 5 domains are available with the agency.

B. Technical Qualification:

The agency should have technical qualification as per (a) below and any one of those contained in (b), (c) & (d) below:

- a.** The agency should have minimum 3 years of experience in Mobilization of farmers/ Formation or Promotion of Farmers Producer Organizations / Business Planning of FPOs or Large Farmers' groups*, which should be demonstrable through experience of working with Central/ State Governments/ PSUs/ National, International and Multi-lateral Organizations/ Companies/ CSR projects of Corporates/ Foundations/ Trusts/ Co-operatives/ FPOs independently promoted by the applicant (agency).
- b.** The agency should have experience in establishing Market and Credit linkages for FPOs/Large Farmers' groups*.

(OR)

- c.** The agency should have experience in providing Capacity Building Trainings, Pre and Post Harvest Trainings/Demonstrations for FPOs/Large Farmers' groups*.

(OR)

- d. The agency should have experience in facilitating establishment of Pre-harvest/ Post-harvest Infrastructure facilities viz. Seed Processing Units/ Processing Mills/Packhouses/Warehouses / Cold Storages / Ripening Chambers / Custom Hiring Centres/ Common Facility Centres/ Primary & Secondary Processing Units/ Export Oriented Infrastructure/ Cold Chain/ Supply Chain Management/ Branding/Marketing etc. for FPOs/Farmers' groups.

(Note: *Large Farmers' groups are defined as ≥ 2500 small and marginal farmers)

5. Scoring & Weightage:

S.No.	Particulars	Weightage
1.	Human Resource	25%
a.	Present Staff Strength of the Agency	
b.	Availability of Technical Experts (5)	
c.	Area of Operation	
2.	Work Experience	40%
a.	Age of the Agency	
b.	No. of FPOs Promoted	
c.	No. of FPOs/ Farmers' Groups with Value Addition, OR Market/Credit linkage created for FPOs/ Large Farmers' Groups, OR Capacity Building Trainings (Field and Classroom Trainings) for FPOs/ Large Farmers' Groups.	
3.	Financial Strength	20%
a.	Turnover in last three (3) financial years (2011-22, 2022-23, 2023-24)	
b.	Minimum Net Worth	
4.	Presentation	15%
Total		100%

Note: The Cut off marks for empanelment as CBBO will be 75%. The agency need to score a minimum 70 marks out 85 marks from the category of **Human Resource, Work Experience and Financial Strength** as mentioned above to get called for Power Point Presentation.

6. Empanelment process:

- The applications, upon receipt written the stipulated time will be subjected to a scrutiny to examine the adherence to minimum eligibility criteria, completeness of online application form, submission of necessary documentary evidences, etc. Such agencies who fulfil the minimum eligibility criteria, complete information in application form their relevant experience and expertise of providingsimilar services and documentary evidences will be shortlisted for a presentation at UPDASP Head Office in Lucknow.
- The shortlisted agencies shall make a presentation before the Selection Committee
- The committee shall examine the suitability and empanel the agencies as per the requirement on merit basis based on the following broad parameters and weightage thereof.

S. No.	Name of the Segment	Weightage
1	Human Resources	25%
2	Work Experience	40%
3	Financial Strength	20%
4	Presentation	15%
	Total	100%

- The minimum cut-off score to be secured by an applicant organization/agency to be eligible for empanelment as a CBBO is 75%.
- The CBBOs so empanelled, shall be issued a letter of empanelment by UPDASP specifying therein the names / details of the cluster(s) allocated to them, number of FPOs to be promoted during 2021-22 to 24-25, “focus” crop(s) / activities, particulars of the financial assistance to the CBBO in a given financial year. The organization/agency shall, within 10 (ten) days of the receipt of the empanelment letter, sign, and return the duplicate copy in acknowledgement thereof. UPDASP and the organization/ agency acting as a CBBO shall enter into a separate formal Agreement for the purpose of implementation of the programme.
- In all matters regarding eligibility, assessment, minimum qualifying standards and communication of result, UPDASP decision shall be final and binding on the applicants and no correspondence shall be entertained in this regard.

- UPDASP reserves the right to cancel the above empanelment as per institutional requirement without assigning any reason at any stage of empanelment process.
- The empanelled agencies will be allocated produce clusters where FPOs can be promoted. UPDASP is not bound to allot/ allocate the “entire state” or “all the clusters” to an agency as proposed by it in the application. A decision would be taken by UPDASP while considering allocation of clusters among the “empanelled” agencies. Notwithstanding the inclination of any prospective CBBO to promote FPO in specific districts/ blocks, the decision to allot specific districts/ blocks to the empanelled FPOs, solely rests with UPDASP.
- This is to be noted that the empanelment of CBBO will not be considered as any offer of employment by UPDASP, whatsoever. The CBBO will be given assignment for FPO formation and promotion work as per the requirement of UPDASP during the project implementation. The empanelled CBBO will not have any right to demand any work from UPDASP.

7. Right to verify the particulars / data furnished by the applicant agencies in the Application

UPDASP reserves the right to verify all statements, information, documents, etc. submitted by the Applicant in the application form. UPDASP may also call for necessary additional details for verification of information, documents, data, etc.

8. Period of engagement as a CBBO

The period of empanelment of CBBO is for a maximum period of 5 years or till the end of project whichever is earlier for the purpose of formation of new FPOs, for which they will continue handholding for entire relevant five years as provided in the Central Sector Scheme.

UPDASP shall review the performance of CBBOs from time to time for their continuation or otherwise. When new clusters are added in the subsequent year UPDASP, depending on satisfactory implementation, may allocate new clusters to the same CBBO or to a new CBBO, as may be necessary.

9. UPDASP may also consider calling for fresh applications for CBBOs empanelment for developing new FPOs in subsequent years, if found necessary.

10. Financial Assistance to CBBOs and disbursement of funds / installments to CBBOs will

be based on State FPO operational guidelines of the scheme and financial norms. The particulars of indicative financial assistance to CBBO for promotion of one FPO are furnished in Annexure IV of the advertisement.

11. Other Terms and Conditions

The following are some of the major terms and conditions of engaging the services of eligible agencies as CBBOs.

- Failure to comply with requirements spelt out in this document shall make the Application of any agency liable to be rejected. Similarly, incomplete applications or with no details furnished for any of the parameters in the Application are also liable to be rejected.
- If any Agency or any of its member (s) make (s) an averment regarding its orhis/their qualification, experience, or other particulars and it turns out to be false at any stage during implementation of the Programme, the Agency shall be debarred forthwith in implementing the sanctioned / approved programme as a CBBO under the State sponsored scheme SSS but also shall be debarred for any future assignments of UPDASP.
- In case it is found at any time before issue of the empanelment letter by UPDASP that, one or more of the eligibility conditions have not been met by the Agency or it has made material misrepresentation or has given any materially incorrect or false information, the Agency shall be disqualified forthwith.

12. UPDASP reserves the right to

- Relax or waive any of the conditions as deemed necessary in the best interest of the objectives and implementation of the Scheme without assigning any reasons thereof.
- Include any other items at any time in the process.
- UPDASP reserves the right to cancel the above empanelment as per institutional requirement without assigning any reason at any stage of empanelment process.

13. Dispute resolution: In case of in any dispute, the Project Coordinator UPDASP will be the sole arbitrator. The provisions of the Arbitration and Conciliation Act 1996 (duly amended from time to time) shall be applicable. The venue of arbitration shall be at Lucknow only. Also all disputes between the parties shall be subjected to the Jurisdiction at Lucknow Courts Only.

14. Application Due Date

The last date of submission of application is

15. Submission of Application: As per the point No. 2 of the EOI, alongwith Annexure I to IV.
