



Government of Maharashtra

Department of Agriculture

Nanaji Deshmukh Krushi Sanjivani Prakalp

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No.NDKSP: 149/ 1085 /Procurement/2021

Date: 15/12 /2021

Notice for Request for Expression of Interest

The Government of Maharashtra has approved Project on Climate Resilient Agriculture (PoCRA) (Nanaji Deshmukh Krushi Sanjivani Prakalp) for selected districts in Maharashtra. The Project Management Unit situated at Mumbai, calls Expression of Interests for:

Appointment of Consultancy firm for preparation of Feasibility Report and REOI/RFB/RFP document as per World Banks Procurement Regulation for Climate Innovation Center Under Project on Climate Resilient Agriculture – PoCRA Maharashtra, India

The proposals of Expression of Interests are to be submitted online through the e-tendering portal www.mahatenders.gov.in only.

The details of Request for Expression of Interests and schedule for submission is available on e-tendering portal www.mahatenders.gov.in

-SD-
Project Director

REQUEST FOR EXPRESSION OF INTEREST

(CONSULTING SERVICES - FIRMS SELECTION)

1	Country	INDIA
2	Name of the Project	PROJECT ON CLIMATE RESILIENT AGRICULTURE IN MAHARASHTRA (PoCRA)
3	Project Number/ Loan Number	P160408/88290-IN
4	Assignment Title	Appointment of Consultancy firm for preparation of Feasibility Report and REOI/RFB/RFP document as per World Banks Procurement Regulation for Climate Innovation Center Under Project on Climate Resilient Agriculture – PoCRA Maharashtra, India
5	Reference No	IN-MAHAPOCRA-262876-CS-CQS

Background:

The Government of Maharashtra has received financing USD 420 million from the World Bank towards the cost of the Project on Climate Resilient Agriculture in Maharashtra (PoCRA). The project development objective is to enhance climate-resilience and profitability of smallholder farming systems in project districts of Maharashtra. The project aims to achieve the objective through promotion of climate resilient technologies and commodity value chain across approximately 4,000 drought-prone villages in 15 districts, namely, Jalgaon, Aurangabad, Jalna, Beed, Parbhani, Hingoli, Osmanabad, Latur, Nanded, Buldhana, Washim, Akola, Amravati, Yavatmal, and Wardha and approximately 1000 salinity affected villages in the basin of Purna river spread across Akola, Amravati, Buldhana and Jalgaon districts.

The Tasks of the Assignment:

Utilizing a systematic market-focused approach, the Consultant shall

- Identify the opportunities and challenges faced by growth-oriented agribusiness SMEs, developing/delivering tools /technologies, preparation of the financial proposals, capacity building, adoption of technology to promote climate-resilient agriculture/agribusiness
- Identify the stakeholders affecting and influencing the ability of a climate technology agribusiness entrepreneur and agriculture value chain development to start and grow a business
- Suggest ecosystem of the stakeholders for the development of climate-resilient technologies and adoption on the field
- Identify the needs for development of capacity of the different stakeholders to accelerate the agribusiness and developing the integrated technology for value chain development
- Prepare framework for innovation cells to strengthen the technology for the large-scale adoption and development of technology platforms for robust advisory dissemination for various stakeholders and farmers Carry out initial assessment of potential entities that could implement

the CIC including proposed structure, resources required, and suggest potential place(s) for setting up the CIC.

The scope of Assignment:

The Consultant firm to work with the PoCRA Project Management Unit and under the technical guidance of the World Bank team, to conduct a series of consultative meetings and workshops with key stakeholders of the agriculture and allied activities including agribusiness entrepreneurship ecosystem and

- a. Prepare a feasibility report for the design of a Climate Innovation Center (CIC) in Maharashtra and
- b. Preparation of REOI/RFB/RFP document as per World Bank Procurement Regulation for establishment of CIC also, assisting whole bidding process with evaluation and onboarding of agency.

The short-listing criteria are:

The short-listing criteria for the selection of Consultancy Firm for Feasibility Report for Climate Innovation Center under Project on Climate Resilient Agriculture – PoCRA will involve review of information on the following points:

- a) **Details of the Consultancy Firm:** The information related to the legal status, nature of core business of firm and a **minimum of ten years of experience** in providing support in the field of agriculture and allied sectors biotechnology, water, energy, environment, climate smart technologies, with more focus on sustainability.
- b) **Qualifications and Experience of the Consultancy Firm:** The consultancy firm should have experience of preparing feasibility study report and REOI/RFB/RFP document as per World Banks Procurement Regulation. Organization must have conducted feasibility study report especially in the field of agriculture and agribusiness sectors, watershed, precision farming, biotechnology, water, energy, environment, climate smart technologies, climate services, carbon credit. Criteria for shortlisting will be Number of Consultancy Assignments and value of consultancy assignments undertaken during last **ten years** which should include minimum **three** such consultancy assignments should have been undertaken in past ten years. Weightage will be given to the assignments which are Government, Semi Government, World Bank or externally aided projects.
- c) **Number of requisite professionals with the consultancy firm:** Availability of at least seven Professionals Staff with the firm relevant to the assignment with at least 5 years' experience in carrying out feasibility study.
- d) **Financial Capability of the Consultancy firm:** Annual Turnover, Gross Income, etc. as per Annual Reports - Average annual turnover of INR Five Crore or more in each of the preceding three financial years (FY 2018-19, FY 2019-20 and FY 2020-21). The firm shall submit audited balance sheet / CA certified turnover certificate for the same.

Supporting relevant documents regarding fulfilment of eligibility criteria should be provided by the interested firms.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's Procurement Regulation for IPF Borrowers, July 2016, revised November 2017 issued by World Bank, setting forth the World Bank's policy on conflict of interest.

(<https://policies.worldbank.org/sites/ppf3/PPFDocuments/Forms/DispPage.aspx?docid=4005&ver=current>)

Associations and joint ventures are not allowed for this assignment.

The consultancy firm will be selected in accordance with the **Selection based on Consultants Qualification (CQS) method** set out in the World Bank's Procurement Regulation issued by World Bank.

Expressions of interest must be submitted through e-procurement portal www.mahatenders.gov.in as per schedule. It is proposed to hold a pre-proposal conference on **23.12.2021** at 11.00 a.m. at below mentioned address for clarification on the above EoI.

Interested applicants would be required to register on the e-procurement portal, which is free of cost, and would be responsible for ensuring that any addenda available on the portal is also downloaded and incorporated prior to the submission of Expression of Interest (EOI). For submission of EOI online at the portal indicated above, the applicant is also required to have a Digital Signature (DSC) from one of the Government of India authorized Certifying Authorities. The list of the authorized Certifying Authorities can be found from the link <http://www.cca.gov.in>.

Sd/-

Project Director

PoCRA

Address:

**Project Director,
Project on Climate Resilient Agriculture,
30 B, Arcade, World Trade Center, Cuffe Parade,
Mumbai-400005**

Email id: procurement.pmu@mahapocra.gov.in

ANNEXURE – I

DETAILS OF FIRM TO BE ENCLOSED WITH EOI

Sr.	Particulars	Details
1	Name of the applicant	
2	Legal Status / Constitution of Applicant	
3	Address of the Head Office (incl. Tel Phone & email id)	
4	PAN of the Firm	
5	GST registration No.	
6	Registration Number from the regulatory authority under which entity operates	
7	Date of constitution of the Firm	
8	Availability of Full time Key experts as per ToR related to assignment as on 01/12/2021 i. CIC Team Leader ii. Agribusiness Expert iii. Climate Resilient Agriculture Technology Expert iv. Entrepreneurship Specialist v. Technology Transformation Expert vi. Finance Specialist vii. Procurement Expert	
9	Number of full qualified personnel Employee as on 01/12/2021	
10	Whether the Firm has experience in similar assignments for World Bank / Externally aided projects etc.	
11	Whether there any court cases/ arbitration/ any other legal case against the Firm (If yes, please provide details separately)	
12	Contact Person (Mobile No, Email address)	

Annexure II – Details of preparation of Feasibility Report relevant to assignment

(during the last ten years) Government/ Semi Government Department

Sr.	Major area of assignment	Name of the Client	Name of the Assignment	Year of assignment	Fees charged for the assignment	Nature of assignment	Documentary Evidence (Please attach)
1							
2							
3							
..							

Annexure III – Details of preparation of Feasibility Report along with preparation of REOI/RFB/RFP relevant to assignment

World Bank funded/Externally Aided Project (during the last ten years)

Sr.	Name of the Project	Funding agency (WB/Externally aided)	Year of assignment	Fees charged for the assignment	Nature of assignment	Work Order in Page No. of the Technical Proposal
1						
2						
3						
..						

Annexure IV – Format of Turnover Certificate

(To be issued in the Letter Head of CA Firm)

This is to certify that the following particular of M/s _____ are true and correct as per the information and explanation provided to us and to the best of our knowledge and belief.

Year	Gross Turnover (INR)	Turnover from Similar Activities (INR)
2018-2019		
2019-2020		
2020-2021		
Total		
Average		

Place:

Signature

Date:

Name and Regn No. of Firm

Name and Membership No.

TERMS OF REFERENCE
for
Appointment of Consultancy firm for preparation of Feasibility Report and
REOI/RFB/RFP document as per World Banks Procurement Regulation for
establishment of Climate Innovation Center Under Project on Climate
Resilient Agriculture – PoCRA Maharashtra, India

A. Introduction and Background

The Government of Maharashtra (GoM) is planning to establish Climate Innovation Center (CIC) under the Project on Climate Resilient Agriculture (PoCRA) in Maharashtra. The CIC will act as a knowledge hub, facilitate access to funding for eligible SMEs seeking to scale up innovative technologies and perform a broad range of business development services to eligible SMEs. The Center will act as a climate-resilient agriculture incubator and provide business development opportunities for SMEs. The Center will also serve as a platform for developing strategic partnerships between GoM, the private sector, and academia towards scaling up climate-resilient agriculture in Maharashtra.

The GoM, with assistance from the World Bank Group, is implementing the Maharashtra Project for Climate Resilient Agriculture which aims to enhance climate resilience and profitability of smallholder farming systems in selected districts of Maharashtra.

B. Goals of CIC:

The CIC forms a holistic country-driven approach to accelerating the development, deployment, and transfer of locally relevant climate technologies. The core goals of CIC are:

- Providing access to flexible finance at several strategic levels
- Building capacity of new and existing enterprises and facilitating the interaction of innovative ideas, technologies, and enterprises with large industry
- Enabling collaboration and supporting an ecosystem that aggregates existing partners, and
- Creating regional clusters of innovation to leverage existing resources and infrastructure

C. Roles of CIC:

- Stakeholder identification & sector mapping
- Brainstorming and networking
- Follow up quantitative analysis
- Model design
- Develop proposal with key stakeholders

- Providing climate services

D. Models in the CIC

The program of Climate Innovation Centers (CICs) as a mechanism to support innovation by offering a full suite of services to address locally relevant barriers to climate technology commercialization. In addition to supporting promising new technologies and ventures, these centers could also provide access to finance, equipment and facilities, market information, policy advocacy, and technical assistance, as well as facilitate national and international collaboration.

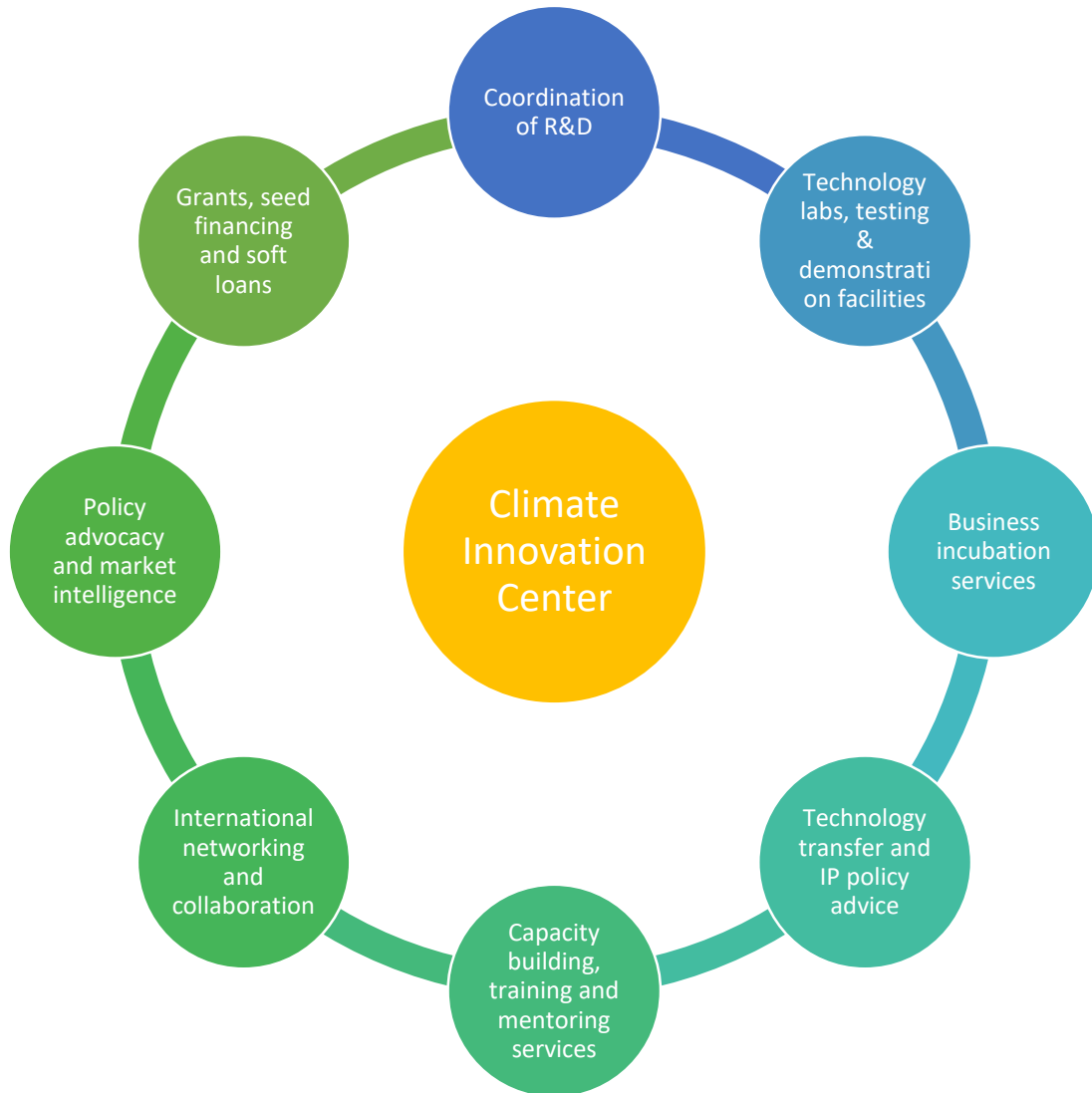


Figure 1: Components of Climate Innovation Centre

The foundation of CIC is to be developed on the following models:

1. Ecosystem development

- a. Coordinating, brokering, and funding applied R&D activities including standardizing terms between industry and domestic institutes and piloting
- b. Forming global technology partnerships through technology sourcing and international innovation center networking activities
- c. Providing and facilitating access to a range of analytical and market research products including the promotion of regulatory good practice and innovation policy advocacy

2. Innovation cell

- a. Building regional and technology-specific clusters of innovation through accrediting, leveraging, aggregating, and networking existing:
 - i. Advisory services: Professional services, incubators, and mentors
 - ii. Facilities: Labs, testing equipment, and universities/incubators
 - iii. Industry: Technology partnerships, demonstration projects, and manufacturing

3. Capacity Building

- a. Training and accrediting mentors, providing educational services and toolkits, providing events and seminars
- b. Offering hands-on mentoring by packaging advisory services via a network of accredited services providers
- c. Providing access to a specialized services fund for high-cost, high-expertise technical assistance including IPR support

4. Finance

- a. Providing risk capital through a flexible fund that offers financing at various levels including proof of concept

The existing global network of Climate Innovation Center across the globe is represented in the below image:

A GLOBAL NETWORK OF CLIMATE INNOVATION CENTERS

The global network of CICs helps innovative enterprises become more competitive in both local and international clean technology markets.

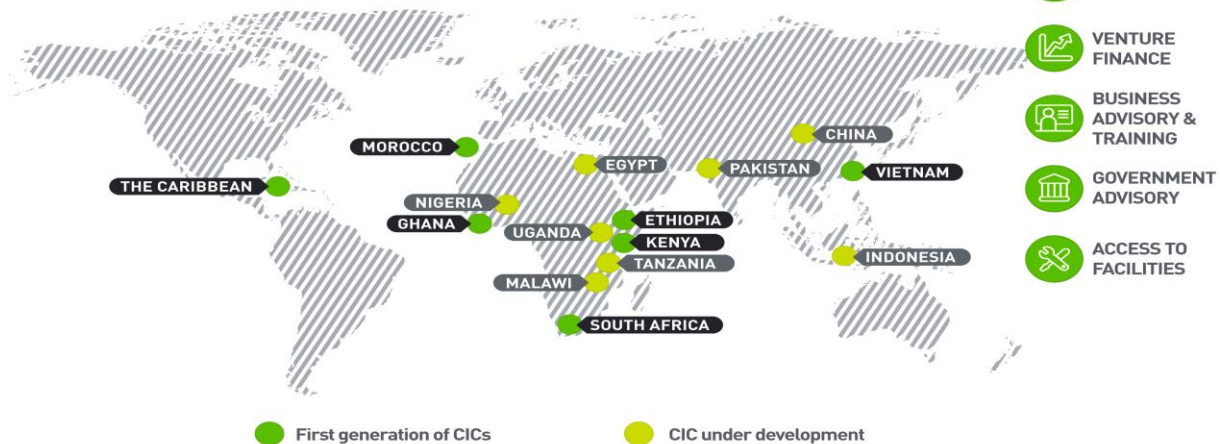


Figure 2: Current network of global CICs

E. About the assignment

Development of the agribusiness and ecosystem is the priority sector for the GoM. The WBG works in trade and competitiveness to expand market opportunities in agribusiness and agri-value chain to enable the country's private sector to develop these opportunities all along the value chain for inclusive economic growth. The GoM is seeking to foster entrepreneurial activity in conducting diagnostic, identifying opportunities for stimulating growth, reforming policies, and building the capacity of pioneering growth entrepreneurs in ICT, clean technologies, and agribusiness.

The proposed CIC for Maharashtra will become part of the World Bank/s Climate Technology Program and its existing network of CICs. This will allow the new CIC to learn from experiences of other CICs launched and operating, and to benefit from participation in the CIC network to connect all CICs and share best practices

F. Period of Assignment:

Period of the assignment will be for 1 year

G. The Tasks of the assignment

Utilizing a systematic market-focused approach, the Consultant shall

- Identify the opportunities and challenges faced by growth-oriented agribusiness SMEs, developing/delivering tools /technologies, preparation of the financial proposals, capacity building, adoption of technology to promote climate-resilient agriculture/agribusiness

- Identify the stakeholders affecting and influencing the ability of a climate technology agribusiness entrepreneur and agriculture value chain development to start and grow a business
- Suggest ecosystem of the stakeholders for the development of climate-resilient technologies and adoption on the field
- Identify the needs for development of capacity of the different stakeholders to accelerate the agribusiness and developing the integrated technology for value chain development
- Prepare framework for innovation cells to strengthen the technology for the large-scale adoption and development of technology platforms for robust advisory dissemination for various stakeholders and farmers
- Carry out initial assessment of potential entities that could implement the CIC including proposed structure, resources required, and suggest potential place(s) for setting up the CIC.

H. Scope of Work

The Consultant firm to work with the PoCRA Project Management Unit, to conduct a series of consultative meetings and workshops with key stakeholders of the agriculture and allied activities including agribusiness entrepreneurship ecosystem and

- a. Prepare a feasibility report for the design of a Climate Innovation Center (CIC) in Maharashtra and
- b. Preparation of REOI/RFP/RFB document as per World Bank SBD for establishment of CIC. Will also, assist the bidding process evaluation and onboarding of agency.

I. SME focus:

The consultant should focus on growth-oriented SMEs in the agribusiness, capacity building, ecosystem development, digital transformation sectors that are involved in technology innovation and investments to produce and deliver climate-resilient agriculture tools and technologies.

The different SME segments which are at the core of the program include:

- Stress-tolerant, or drought-tolerant, or disease-resistant, or flood-tolerant seeds.
- Efficient water use systems for farmlands/or systems,
- Rainwater harvesting for agriculture,
- Climate resilient infrastructure.
- Warehouses/silos/cold storage infrastructure.
- Weather information and Early warning systems for agriculture purpose,
- Provision and judicious use of fertilizers
- Control measures for increased disease and pest incidence in crops and livestock,
- Farm mechanization,
- Energy-efficient poultry and cattle raising systems adopted to changing climate
- Emerging technologies like the drone, GIS, satellite imagery, AI, ML, IoT, etc. in agriculture and rural development sector
- Dealers/retailers delivering climate-resilient technologies/inputs/services to farmers
- Development of digital ecosystem for the overall system monitoring and advisory dissemination to various stakeholders
- Capacity building of all the involved stakeholders
- Financial planning and reporting

This is an indicative list of SME portfolios.

J. Mapping of the stakeholders

The Consultant shall interview the following stakeholders to complete an assessment under the eight thematic pillars of the diagnostic model.

Agribusiness Entrepreneurs

Agribusiness Entrepreneurs. Developing/delivering tools/technologies/services to promote climate-resilient agribusiness

Market Representatives

Supermarkets, Distributors, Wholesalers, Farmer Organizations, Large agro firms

Business Organizations

Chamber of Commerce, Business Councils, Business Associations, Trade Promotion Agencies, Women's Associations.

Entrepreneurship/SME Support Organizations

Groups supporting entrepreneurship, including SME competitiveness funds, Small Business Development Centers, Business Incubators, Business Development Service Providers, NGOs running agribusiness entrepreneur initiatives.

Government Institutions

Compliance Agencies, Laboratories, Standards Bureaus, Business Registries, Ministries of Agriculture /Investment and Trade, SME Development Organizations, Regional Developmental Authorities

Donors/Development Partners

International Development Organizations (including IFC investment officers), Private Sector Donors focused on entrepreneurship/agribusiness., and climate change

Finance Institutions

Investment Banks, Commercial Banks, Women's Banks, Agricultural Development Banks, Development Finance Companies, Venture Capitalists, Grant Programs, Investors, and Microfinance institutions

Academia

Universities, TVET institutions, Industrial Research and Development Organizations, Technology Transfer Offices.

Digital and IT technology players

Institutions and organizations involved in the development of IT platforms and implementation of technical concepts like Artificial Intelligence, Machine Learning, IoT, Blockchain, voice bot, etc.

Agri-tech startup ecosystem

Intuitions, organizations, and groups which are listed in the start-up segment and are involved in the research and development of agri-tech and allied technologies

Consultant shall provide following details in the feasibility report:

- a. **List** of current technological innovations and investments to produce and deliver climate-resilient tools and technologies.
- b. **List** of potential service offerings by the CIC to help climate tech SMEs grow in terms of revenue and investments.
- c. The parameters on which potential entities can be measured and the critical success factors for the selection of entities.
- d. List of potential entities which may apply for the CIC initiative.

K. Consultant team

The consultant team shall have prior experience of working with the similar type of models and tools. They should understand the setup of the Climate Innovation Center and know about the details about multiple stakeholders in the ecosystem across the agriculture value chain. They should understand climate-resilient adaptive technologies. The team should include individuals who have direct, first-hand experience and understanding of entrepreneur and agribusiness market development methodologies. Additional knowledge and skills in the areas of Climate Change, SME finance, gender, facilitation, investigative interviewing, stakeholder engagement, project management, and report writing, are also critical. Key expert whose CV will be evaluated are:

Sr. No.	Specialty	Expertise	Education	Experience	Man months required
1	CIC Team Leader	<ul style="list-style-type: none">• Experience in working similar kinds of projects and assignments with central/state government with finance from an external agency• Experience in stakeholder identification, consultation, and facilitation• Understanding the need for capacity building, adaption,• Experience in working with agribusiness and technology industries• Understanding of data management, dissemination of advisories, use of APIs, and integration of data coming from multiple sources, etc.	M.Tech, M.E., MBA	10+ years of experience	12 Months

Sr. No.	Specialty	Expertise	Education	Experience	Man months required
2	Agribusiness Expert	<ul style="list-style-type: none"> • Experience in the private sector and public interventions to support sector preferred • Understanding of setup of players in Agri Business sector • Experience in creating market linkages in agriculture sector • Understanding and adoption of new technologies in value chain development 	Postgraduate in Agribusiness & Agri-entrepreneurship	8+ years of experience in agribusiness in India, preferably Maharashtra	12 Months
3	Climate – resilient agriculture technology expert	<ul style="list-style-type: none"> • Understanding of climate-resilient techniques at both the global level and potential application to local conditions in Maharashtra • Understanding of climate services including carbon credit, carbon sequestration and carbon marketing • Understanding of agri-tech products • Development of technologies under climate-resilient agriculture • Understanding of academics, agri-tech, agribusiness organizations 	M.Sc. (Agri), M.Tech. (Agri)	6+ years experience with the latest appropriate options for technologies and practices to increase climate resilience of agriculture	12 months
4	Entrepreneurship Specialist	<ul style="list-style-type: none"> • Knowledge of global best practices and application to Indian conditions preferred • Experience in handling the startup ecosystem and development of products • Designing and financial model and project reports for various stakeholders 	Post-graduate in science/ commerce/ economics with MBA	6+ years experience designing and implementing tools to support entrepreneurs	6 Months

Sr. No.	Specialty	Expertise	Education	Experience	Man months required
		<ul style="list-style-type: none"> • Stakeholder consultations and stakeholder development • Experience in facilitation techniques as desired 			
5	Technology Transformation Specialist	<ul style="list-style-type: none"> • Experience in the adoption of agri-tech technologies • Experience in understanding data adoption & advisory dissemination • Experience in designing robust technology for Agri value chain and agribusiness • Good understanding of agriculture value ecosystem 	BE, BTech, MBA in IT, Computer science, Electronics & telecom, Electronics Engineering	6+ years	6 Months
6	Finance Specialist	<ul style="list-style-type: none"> • Experience in designing the business and financial models • Development of project reports • Evaluation of the proposals • Understanding of the Agri financing 	CA, MBA-Finance	6+ years	6 Months
7	Procurement expert	<ul style="list-style-type: none"> • Experience in World Bank procurement. • Developed Bid document and have handled procurement process 	BE, BTech, MBA	6+ years	12 Months

L. Deliverables / Specific Outputs Expected from Consultant

Sr.No	Deliverables	Timeline
1	A project inception report with a detailed work plan, methodology, and timeline	15 days from date of signing of award
2	Hold 3 consultation workshops (with targeted stakeholders from the government, private sector, Agri innovators, and donor communities meant to get feedback and guidance based on presentation of CIC concept including its application in other countries, and the findings of the draft report for the local agribusiness eco-system and determine as outputs the major areas and activities the CIC could include to have the most impact.	Three months from date of signing of award

3	Report on Gap analysis of financial, technical, and business development services available to 5SMEs involved in climate-resilient agribusiness space	Four months from date of signing of award
4	Submission of draft feasibility report based on Survey conducted on multiple sites to identify an appropriate location for the CIC duly taking into consideration critical factors such as the critical mass of growth-oriented SMEs involved in climate-resilient agribusiness technologies, level of commercialization, infrastructure, internal capacity, and level of interest among SMEs to undertake support services and SMEs linkages with large firms, etc.	Five months from date of signing of award
5	Submission of Final feasibility report along with REOI/RFP/RFB documents in standard bidding format of the World Bank to select as implementation agency for a Maharashtra CIC,	Six months from date of signing of award
6	Preparation of bid evaluation reports and further assist the Procurement Committee in the entire bid process and vendor selection, contract award and final onboarding.	Twelve months from the signing of award

M. Review Committee

Review committee will review the output at each stage and provide acceptance to enable the consultant to move ahead. The review committee will comprise of following experts:

Sr. No.	Designation
1	Agribusiness Specialist
2	Agronomist
3	GIS Specialist
4	Agriculture Engineer
5	M & E Specialist
6	Environment Specialist
7	Hydrologist