

**Request For Expression Of Interest (REOI) For Selection of
Consultancy Services to Assess the Performance of Farmer
Producer Companies (FPCs) Promoted and Supported under
TNIAM Project**

Country : India

**Name of the Project: Tamil Nadu Irrigated Agriculture
Modernisation Project (TNIAMP)**

Loan No: IBRD-87970

**Assignment Title: Selection of Consultancy Services to Assess the
performance of Farmer Producer Companies (FPCs) promoted and
supported under TNIAMP in Tamil Nadu**

Reference No: 37/IAMP/AGMK/Grading FPCs/ CONS/2023-24

1. The Government of Tamil Nadu through Government of India has received financing from the World Bank toward the cost of the Tamil Nadu Irrigated Agriculture Modernisation Project and intends to apply part of the proceeds for consulting services.
2. The Consulting Services (“the services”) include: develop a grading tool for determining the status of FPCs in key categories a) governance; b) management; c) financial linkages; d) business understanding and operations; and e) access to markets and linkage with private players.
3. Conduct the grading of FPC supported and promoted by the project. TNIAMP has promoted 79 New FPCs and strengthened 40 FPCs during the project. The firm should complete the grading of 65 FPCs (a mix of old and new FPCs as selected by the project) in the prescribed timeline, and train the trainers to carry out grading of the remaining FPCs.

4. Prepare a framework for analysis of FPCs which are at different lifecycle stages to differentiate between FPOs which are nascent vs emerging vs mature in terms of vintage and performance. This framework should learn from best practices in India that assures sustainability of the FPCs in the long run.
5. Conduct at least two capacity building and training sessions with the TNIAMP project team and the stakeholders of the FPOs on the framework, the grading tool, and to equip the government counterparts with the lessons and knowledge required for ensuring success and sustainability of the FPCs

The detailed Terms of Reference (ToR) for this assignment can be found at www.agrimark.tn.gov.in.

For and on behalf of Governor of Tamil Nadu, the Principal Secretary/Commissioner of Agricultural Marketing and Agri Business, Guindy, Chennai-32, now invites interested consultancy firms to indicate their interest in providing the Services indicated above. Interested Consultancy firm should provide information demonstrating that they have the required qualifications and relevant experience to perform the services brochures, description of similar assignments, experience in similar conditions, availability of appropriate skills among staff, etc.,

The short listing criteria are:

- a) Experience of the firm in a similar type of assignments, especially in externally aided projects, in India and other developing countries which are in progress or which may have been completed during the past 5 years.

- b) Availability of appropriate skills among key personnel, team composition etc.,
- c) Firm expressing interest should have an average annual turnover of INR 2.00 Crore or more in any of last 3 financial years. The firm shall submit audited balance sheet for the same.

Details of Package are as Follows:

Package Name	Number of FPOs to be assessed
37/IAMP/AGMK/Grading FPCs/CONS/2023-24 Consultancy Services to Assess the performance of Farmer Producer Companies (FPCs) promoted and supported under TNIAMP in Tamil Nadu	65
Total	65

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank’s “Procurement Regulations for IPF Borrowers” July 2016 setting forth the World Bank’s policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the Consultant Qualification Selection method (CQS) set out in the Procurement Regulations July 2016.

Further information can be obtained at the address below during office hours.

Expressions of interest must be delivered to the address below by 21.03.2024 by 3.00 PM

Mailing Address:

Principal Secretary/Commissioner of Agricultural Marketing and Agri Business,

Thiru.Vi.Ka. Industrial Estate, CIPET Road, Guindy, Chennai-32.

Electronic Mail Address: agrimarkbusinessiwm@gmail.com

Contact Person: Deputy Director of Agriculture (TNIAMP)