

**Department of Agriculture  
Government of Andhra Pradesh**

Invites

**EXPRESSION OF INTEREST  
(EOI)**

For Selection of manufacturers  
towards supply of farm equipment  
under various schemes implemented by  
Agriculture Department, Government of AP  
**for the year 2019-20**

By

**Commissioner & Director of Agriculture**

**Department of Agriculture**

Old Mirchi Yard, Agricultural Marketing Compound

Chuttugunta, Guntur

January 2019

### Introduction

To increase productivity, timely and precise field work is necessary. To make it possible, agricultural machines take an important role. Various schemes 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 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. Promotes establishment of 'Custom Hiring Centres' to offset the adverse economies of scale arising due to small landholding 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	19-02-2019 1 PM
Technical Proposal opening date	19-02-2019 3.30 PM
Pre EOI meeting	06-02-2019 11 AM ( Venue – Auditorium, Lam Farm, Guntur.)
EOI Document	Free
PriceOffer	Through electronic form only through e-procurement platform only
Price offer opening	Will be communicated once the technical scrutiny of the EOI document is completed.
EOI Submission and opening at (Address)	O/o Commissioner of Agriculture, Department of Agriculture, Old Mirchi Yard , Chuttuguntacenter, Guntur

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 **superscribed 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.**

Yours faithfully,  
Sd/-  
Special Commissioner of Agriculture

## Table of Contents

Sl No	Particulars	Page Number	Remarks
1	Objective of EOI	6	
2	Terms of Reference & Eligibility criteria to manufacturers	6	
3	Selection Process	7	
4	Price offer	7	
5	Security Deposit	8	
	<b>Annexure to be enclosed</b>		
1	Expression of Interest Submission form	10	
2	Manufacturer Profile	11	To be provided by the firm
3	List of authorised valid dealers in various districts of AP		To be provided by the firm. Enclose list with validity of dealership districtwise
4	Test certificates for the models- *All tested equipment from either FMTTIs or designated Institute from DAC are only eligible for subsidy under Government assisted programme		Models proposed to be supplied under subsidy schemes
5	Location and address of manufacturing place and its area, Godown address (to enclose the registration certificate)		To be provided by the firm
6	Monthwise Electricity bill during 2018-19 till December 2018 and copy of sanctioned power capacity to the manufacturing unit.(to attach separately)		To be provided by the firm
7	Should furnish the purchase Quantity of raw material (Steel)during 2017-18, 2018-19.(Copy of the bills from where procured) (Copy of details of GST bills against purchase and claim for input subsidy) Importers should produce IGST		To be provided by the firm
8	Copy of GST returns during 2018-19		To be provided by the firm

9	Audited Balance sheet of recent one year(2017-18,and details up to III Quarter of 2018-19		To be provided by the firm
10	Details of any Previous Government orders implemented		To be provided by the firm
11	List of farm equipment under Group I	12	
12	List of Farm equipment under Group II	13	
13	List of Products under Group III	14	
14	Details of products supplied during 2018-19 till december18		To be supplied during prebid meeting

**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.
2. Only manufacturers are eligible to participate in this EOI process
3. The farm equipment which possess test certificate should only be applied by the manufacturing firm.
4. The manufacturer will have to submit detail specification for each product along with leaflet of the product
5. 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 manufacturing firm.
6. Variants which do not possess test certificates are not eligible for supplies.
7. 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.
8. 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.
9. The manufacturer should have registered on [www.agrimachinery.nic.in](http://www.agrimachinery.nic.in) portal and mention the Login id.
10. The price quoted will be valid for one year. Reduction in price is acceptable for the farm equipment any time during the year.
11. No Negotiations will be conducted after the technical scrutiny and price offered..
12. 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.
13. 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
14. The full copy (one) of the test certificate for all the models and its variants are to be furnished .
15. The farmers will get the farm equipment by applying on DBT portal designed and development by M&T Division of DAC&FW, GOI.
16. 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
17. 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
18. 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.

19. Bank Guarantee has to be furnished along with the agreement to be signed with the department for the supplies during the year 2019-20.
20. 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.
21. 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. Invalid old test certificates will be rejected.
22. 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
23. 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.
24. In case of Battery operated knapsack sprayer, authorised importer of manufacturer is also allowed to participate subject to their models are tested by FMTTI/ designated institutes in India.
25. The New Manufacturers who are registered under Start-up Scheme of any Government in India will be exempted from fulfilling the eligibility criteria of turnover and Experience but should possess test certificates for the products manufactured on their name.
26. The manufacturers interested in supply the products under Group I should be capable to supply throughout the State.
27. The manufacturers interested in supply the products under Group II should be capable to supply throughout the District.
28. The manufacturers who participate in Group II should mention the interest to supply in one / two districts only

**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 quoted under Group I Products will be for the state wide.
9. The price to be quoted for Group II is for the district wise.
10. The price to be quoted for Group III for district wise
- 11. 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 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**

12. The manufacturer who offers the lowest price on e- procurement platform for each farm equipment , its models and its variants under Group II **will be promoted by the Department as the single manufacturer/supplier for the product throughout the district by the Department. Financial Assistance to the 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**
13. In case the single supplier selected through this EOI process fails to supply then, the L2 supplier will be asked to supply at L1 price within the district.
14. Decision taken by the Department as per the directions of the Special Commissioner of Agriculture will be final and no correspondences or queries will be entertained.

#### **4. Price Offer:**

1. The price offered is inclusive of all taxes and the farm equipment should be supplied to village of farmer.
2. The price should be valid from 1<sup>st</sup> April 2019 upto 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. The manufacturer should provide atleast one tax invoice for each model/product along with the way bills which were despatched to dealers which is raised during the financial year (2018-19 after Month of September 2019).
6. 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.
7. 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 two years from the date of entering into an agreement till 30<sup>th</sup> May 2021.
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) is to be furnished for farm equipment where the unit cost of farm equipment is more than 5 Lakhs (like Tractor Manufacturers and Combine Harvesters' etc.)
7. A Bank Guarantee of RS 2.00 Lakhs (Rupees Two Lakhs Only) for other manufacturers. Who supply only single product.
8. A Bank Guarantee of Rs.5.0 Lakhs (Rupees Five Lakhs) for manufacturers who supply more than 2 products under the scheme.
9. A Bank Guarantee of Rs.5.0 Lakhs (Rupees Five Lakhs) for manufacturers who supply PVC pipes, Oil engines and Electric operated pumpsets.

**6. Payment Procedure :**

1. The beneficiary shall pay their contribution as per the calculation in DBT module for the product intended favouring the authorised dealer of the promoted supplier (who is finalized after opening of price offer online).
2. Bills shall be raised by the dealer on the name of beneficiary. The financial assistance to be provided by the farmer should be indicated in the tax invoice.
3. Uploading of invoices, receipt of beneficiary contribution to be done on DBT portal by the dealer.
4. Proceedings shall be issued by Special Commissioner of Agriculture on receipt of payment generation files on the portal for release of subsidy portion directly to the bank account of dealer through CFMS/PFMS as and when funds are released by the Government.

**EXPRESSION OF INTEREST SUBMISSION FORM**

---

(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. ROC 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 present
  - Skilled:
  - Un skilled.
10. Value of machinery in the factory
11. Industrial license certificate in case of DIC/SSI
12. Contact details of authorised person
13. PAN
14. GST details
15. Email id

Signature of authorised person

(Enclose Copy of the attachments wherever required)

List of Products under Group I

Rotovators for 36 blades, 42 Blades of(3 feet, 5 feet and 6 feet sizes),

All Multi crop threshers above 4 Tons,

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,

Power tillers(above 8 HP),

Powered Knapsack sprayer (capacity above 16lts ( > 1.0 hp engine),

Combine harvesters( Track type),

Combine harvesters(self Propelled type,

Combine Harvester(Tractor Mounted type).

List of Farm Equipment under Group II

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

Land Preparatory equipments in category of Tractor operated Below 20 HP between 20-35 and Tractor operated above 35 HP

Sowing equipment in category of Tractor operated Below 20 HP between 20-35 and Tractor operated above 35 HP

Intercultivation equipment, in category of Tractor operated Below 20 HP between 20-35 and Tractor operated above 35 HP

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 ):  
Bird Scarer

Specialised Machinery

(a) Solar operated/electric operated animal deterrent bioacoustics equipment (with solar panel)

Solar operated/electric operated Animal deterrent bioacoustics equipment (without solar panel)

Harvesting and residue management category,

Animal drawn /manually operated implements equipment etc.

Post Harvest technology equipments as in Guidelines.

**List of Equipments under Group III**

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

Electric Pumpsets, Submersible pumpsets, Monobloc Pumpsets and Submersible Monoblocks – Only 5 HP and 7.5 HP ISI models are eligible for financial assistance to farmers as per the scheme guidelines.

Oil engine Operated by Petrol /Diesel- Up to 6.5 HP only are only eligible for financial assistance to farmers as per the scheme guidelines.

PVC Pipes ISI make 4Kg/cm<sup>2</sup> of 63 mm, 75 mm, 90 mm and 110 mm sizes are only eligible for financial assistance to farmers as per the scheme guidelines.

Unit rates are to be quoted for these pipe sizes, electric pumpsets and Oilengines in price bids.