

Arunachal Pradesh Industrial Development & Financial Corporation Ltd

(APIDFCL)

(A Government of Arunachal Pradesh Undertaking)

ITANAGAR – 791 111

EXPRESSION OF INTEREST (EOI)

No. APIDFCL/EOI/KBSIP/2022 Dated 12.1.2023

Expression of Interest (EOI) is hereby invited from Government Companies, Reputed Private Firms / Companies, National and International Level Organizations, Educational Institutions of Repute and Registered Societies under Central and State Government willing for Registration with APIDFCL and willing to provide their Consulting Services to APIDFCL as “KNOWLEDGE PARTNER, BUSINESS DEVELOPMENT & STRATEGY PARTNER; AND CONSULTANCY IMPLEMENTATION PARTNER”. The detailed documents are available at the APIDFCL website <https://www.apidfc.in>. The filled-in documents along with copies of supporting papers/documents, in a sealed cover duly superscripted and written on the top of envelope the EOI No. APIDFCL/EOI/KBSIP/2022 Dated 12.1.2023 must be submitted in **HARD COPY ONLY** which must reach the office of the Managing Director, Arunachal Pradesh Industrial Development & Financial Corporation Ltd (APIDFCL), Near Capital Auto Agency (Petrol Pump), C-Sector, Itanagar -791 111 (Arunachal Pradesh) on or before 3.00 PM on 2nd of February,2023.

Sd/-
(HAGE TARI) IOFS
Managing Director
APIDFCL

**The Arunachal Pradesh Industrial Development & Financial Corporation Ltd
(APIDFCL)**

(A Government of Arunachal Pradesh Undertaking)

No. APIDFCL/EOI/KBSIP/2022 Dated 12.1.2023

EXPRESSION OF INTEREST (EOI)

FOR

“KNOWLEDGE PARTNER, BUSINESS DEVELOPMENT & STRATEGY PARTNER; AND CONSULTANCY IMPLEMENTATION PARTNER”

1. INTRODUCTION

Arunachal Pradesh Industrial Development & Financial Corporation Ltd (APIDFCL), A Government of Arunachal Pradesh Undertaking was incorporated in 1978 under The Companies Act, 1956. The APIDFCL acts as the Apex Industrial Development & Financial Institution of the State for promotion of Industries and to act as catalyst for growth of Entrepreneurship, Industrialization and Employment Generation. Salient features of activities of APIDFCL are as follows:

1. Promotion of Industrial Development & Industries.
2. Industries Infrastructure and Logistics Facilities Development.
3. Finance Enterprise, Micro Finance and Financial Support to Entrepreneurs.
4. Promotion and Development of Tribal Economy.
5. Training, Capacity Building, Financial Literacy and Skill Development.
6. Invitation and Attract Investments.
7. Business Development, Associations & Collaborations.
8. Special Purpose Vehicle (SPV).
9. Joint Venture and Partnerships including Public Private Partnerships.
10. All kinds of Consultancy Support Services and Consulting Partners.

2. PURPOSE

The purpose of this EOI is to shortlist and register Government Companies, Reputed Private Firms / Companies, National and International Level Organizations, Educational Institutions of Repute and Registered Societies under Central and State Government willing for Registration with APIDFCL and willing to provide their Consulting Services to APIDFCL as “KNOWLEDGE PARTNER, BUSINESS DEVELOPMENT & STRATEGY PARTNER; AND CONSULTANCY IMPLEMENTATION PARTNER” to enhance, solidify & strengthen the Quality, Efficiency, Capacity, Monitoring & Management, Knowledge Base and Delivery Mechanism of APIDFCL in achieving its objectives including Government Flagship Programmes, Schemes and Initiatives in various areas.

3. SCOPE OF WORK

APIDFCL would like to join hands, associate, partner and work with Government Companies, Reputed Private Firms / Companies, National and International Level Organizations, Educational Institutions of Repute and Registered Societies under Central and State

Government (**hereinafter referred as applicants/entities**) for the following purpose for which initially the Registration would be done for a period of 3 (Three) years which may be extended by the Managing Director, APIDFCL for further period on application on yearly and case to case basis on the basis of performance and willingness of the partner (s) -

1. Project Conceptualization, Project Formulation, Project Development.
2. PPP Model and Multi Concept Business Model development.
3. Impact Assessment Studies with special reference to Input, Output and Outcome, Key Performance Indicators (KPI), Monitoring Framework Outlining Development of the key activities, timelines, roles and responsibility and mapping of activity outcomes.
4. Feasibility Studies including Techno-Economic Feasibility, Project Viability Studies, Aspiration Mapping and Desk Review.
5. Study and document the Government Schemes and Programmes and availing opportunities from them.
6. Development of Vision Documents, Investment Plans, Concept Notes, Detailed Project Reports (DPRs), Quality Presentations, Project Closure Reports (PCR), Mid-term surveys, Mid-term Evaluation Reports, Environment & Social Management Framework, Nature Conservation, Sustainable Development, Convergence Plans and any other need based studies and reports preparation.
7. Brainstorming Sessions, Seminar, Symposia, Workshop, Live Stations, PPTs, ICT, Multi Media, documentation etc.
8. Assist in Ease of Doing Business (EoDB), Development of Standard Operating Procedures (SoP), Process Manual, Policy Revision and Formulation for Standardization, Quality improvement etc.
9. Development of need based plans for end-to-end supply chain strengthening (forward and backward linkages) to promote the local producers in both domestic and international market.
10. Value Chain Development and Block Chain Management.
11. Livelihood Enhancement, Capacity Building (Trainings) and Employment Generation.
12. Common Facility Centres (CFCs), Training Centers, Skill Development Centres, Design Centres & Design Studios, MSME, FPO, Clusters, SHG, Cluster Federations, Innovation Hub, Industrial Parks, Technology Parks, Incubation Centre, Centre of Excellence, Research Centre, IT, ICT, Multi Media, Sports Infrastructure, Medical, Para-medical, Tourism, Hotels, Resorts, Wellness Centers, Multistory Commercial Complexes, Residential Complexes & Buildings, Restaurants, Avenues, Apartments, Transportation, Skill Development and Vocational Trainings and related works.

13. Map and partner with relevant ancillary industries for establishing market linkage of the identified high value products including packaging, branding and marketing.
14. Design a knowledge management mechanism for capturing the best practices and success stories to be showcased and replicated.
15. Formation, strengthening and promotion of Self Help Groups (SHG), Farmer Producer Companies (FPC)/ Farmer Producer Organizations (FPO), Clusters, Cluster Groups, Cluster Federations, Micro Finance Institutions and Bank Linkage for livelihood enhancement & CSR funds.
16. Develop market linkages for women, farmers, rural poor people, entrepreneurs etc. and to develop infrastructure for promotion of livelihood activities for communities.
17. Design and facilitate the revival plan of APIDFCL and develop a business development plan / model for revival.
18. Design and facilitate to implement any kind of industry set up, ware houses, industrial parks including bamboo industrial parks, rice mills, need based ware houses, all kinds of cold storages and explore and converge in developing rice mills.
19. Design and facilitate industry infrastructure and logistics development and take up turn key projects.
20. As deemed in the categories below, the selected agencies shall have to provide technical assistance in design, development, suggestions and way forward in wider term of Professional Ethics as deemed necessary from time to time.

4. CATEGORY (S)

SI No.	CATEGORY	AREA / FIELD
1	I	Industries, Industrial Infrastructure & Facilities Development, Industrial Parks, Technology Parks, Logistics and Mechanization etc.
2	II	Finance Enterprise, Entrepreneurship, Financial Literacy, MSME, Start Up, Financial Inclusion, Micro Finance, Tax, Audit & Financing etc.
3	III	Business Development, Business Strategy, Business Advisory, Investment Promotion & Opportunities, Ease of Doing Business, Innovation, Incubation, Commercial Growth, Competitive Presence, Operations & Merger, Collaboration, Export, Import E-Commerce, Collaboration etc.
4	IV	Sustainable Development, Rural Development, Bamboo, Cane, Minor Forest Produce, Natural Resources.
5	V	Handloom, Handicrafts, Skill & Vocational

		Development, Sericulture, Veterinary.
6	VI	Tourism, Ecotourism, Eco-adventure, Eco-sports, Culture & Transportation.
7	VII	Tools, Machines, Mechanization & related Infrastructure Development.
8	VIII	Livelihood, Capacity Building, Agriculture, Horticulture, Floriculture, Fisheries, Eco-system, Global Warming, Environment and Climate Change
9	IX	IT, ICT, Telecom, Multi Media, e-education, health and related Infrastructure Development
10	X	Surveillance, Security Systems, Disaster Management and related Infrastructure Development

N.B.- 1. The applicants/entities are requested to carefully go through the terms and conditions of this EOI document and submit their applications and they will be eligible to apply against a maximum number of 5 (FIVE) categories only out of the above stated ten categories. It is to mention that one application will be considered for one category only. If any organization willing to apply for more than one category then it needs to submit separate application for another category. Each individual application submitted should be accompanied with the non-refundable application fee of Rs 25,000/- in all the cases. In case of more than five applications from a single organization, the Managing Director, APIDFCL reserves the right to cancel all the applications of that organization OR the Managing Director, APIDFCL at his discretion may provide an opportunity to such organization to choose their only five categories, however in that case also the application fee shall be forfeited against the withdrawal application and in no any case the application fee shall be returned back. 2. The Managing Director, APIDFCL may at his sole discretion reserves the right to consider and approve the capable and eligible applicants / entities and such applicants / entities shall be known as Registered Government Companies, Reputed Private Firms / Companies, National and International Level Organizations, Educational Institutions of Repute and Registered Societies under Central and State Government with APIDFCL. 3. Such registered applicants / entities with APIDFCL shall prima facie be eligible for consideration for providing their Consulting Services to APIDFCL as “**KNOWLEDGE PARTNER, BUSINESS DEVELOPMENT & STRATEGY PARTNER; AND CONSULTANCY IMPLEMENTATION PARTNER**” through limited tender enquiry. 4. The above stated applicants / entities are liable to be removed from the registered list in case of their false documents, misleading information or they are blacklisted by any agency / department of State and Central Government.

5. DOCUMENTS TO BE SUBMITTED

The interested applicants/entities are required to submit the following documents :

1. Letter on their organization’s letterhead from the Head or Chief Executive Officer or any officer duly authorized clearly stating the interest / willingness for the same and mentioning the EOI advertisement number and date addressing to the Managing Director, Arunachal Pradesh Industrial Development & Financial Corporation Limited (APIDFCL) , Near Capital Auto Agency (Petrol Pump), C-Sector, Itanagar – 791 111 (Arunachal Pradesh).

2. A detailed write-up of about five pages on the activities and achievements of the organization justifying its suitability in providing services to APIDFCL as “ KNOWLEDGE PARTNER, BUSINESS DEVELOPMENT & STRATEGY PARTNER; AND CONSULTANCY IMPLEMENTATION PARTNER”.
3. Valid Registration Certificate, Incorporation Certificate, PAN, GST and other certifications viz ISO etc.
4. Present list of the Board of Directors / Partners / Governing Body etc clearly indicating the names, background / brief profiles.
5. Audited Statement of Accounts for the last three years (2019-20, 2020-21, 2021-22).
6. Separate Undertaking that the organization is not blacklisted by any State and Central Government authorities and also Non convicted.
7. An application fee of Rs 25,000/- (Rupees Twenty Five Thousand) only is must to be submitted along with the individual application for this EOI in the form of Bank Demand Draft only issued from any scheduled bank in favor of the Managing Director, APIDFCL, Itanagar, Please note that the application fee is Non Refundable. Applications received without the application fee shall not be considered in any case and liable to be summarily rejected.
8. All the above documents duly filled-in along with self attested copies of supporting papers/documents, in a sealed cover duly superscripted and written on the top of envelope the EOI No. APIDFCL/EOI/KBSIP/2022 Dated 12.1.2023 must be submitted in **HARD COPY ONLY** which must reach the office of the Managing Director, Arunachal Pradesh Industrial Development & Financial Corporation Ltd (APIDFCL), Near Capital Auto Agency (Petrol Pump), C-Sector, Itanagar -791 111 (Arunachal Pradesh) on or before 3.00PM on 2nd of February,2023.

NB: 1. A list of documents attached should also be submitted along with the application. 2. Please attach Work orders / Agreement / Letter of Association (LOA). 2 APIDFCL reserves the right to accept or reject any of the applications received without assigning any reasons thereof. 2. In addition to the above, before signing the formal Memorandum of Understanding (MOU) with APIDFCL, the successful applicants/entities, if felt necessary, may have to give a Power Point Presentation on their Vision, Plans, Suggestions and Views with regard to their Applied Category vis-a-vis Industrial & Financial Development of the State and its prospects inside and outside the State at the time and venue at the discretion of the the Managing Director, APIDFCL.

6. APPLICATION FORMAT

I	Institutional Structure / Registration Details	
a	Registered Name	
b	Legal Status of entity	

c	Date of Incorporation / Registration	
d	Registered Address	
e	Present Office Address / Locations	
f	Details of Bank Demand Draft of Rs 25,000/- only as non refundable application fee.	
g	Please mention the Category against which this application is to be considered for empanelment	i. Category - ii. Area / Field -
II	Governance Structure	
a	Name, Designation, Background / Profile / Composition of Board of Directors / Partners / Trustees / etc., and Background of Members etc	
III	Operational Profile	
a	Major Objectives:	
	Vision, Mission and Goal of the Organization	
b	Focus areas of operation	
c	Provide key projects / activities of managing large scale Program/ Project Management Consultancy (PMC)/ Program/ Project management Agency (PMA)	
d	Provide details of taken up / implemented large scale projects.	
e	Provide details of relevant projects and experience Program / Project Management Unit (PMU) / Program / Project Management Consultancy (PMC)	
f	Provide details of relevant experience of working with government department in the North Eastern region	
g	Mention key clients/ donors associated with, for project implementation along with details on the nature of association	
IV	Contact Details	
a	Name of Contact Person	

b	Designation of Contact Person	
c	Correspondence Address	
d	Contact Number	
e	Email Address	
f	Name of alternate Contact Person with designation and contact details.	

7. ELIGIBILITY CRITERIA FOR REGISTRATION

- a) The applicant /entity should have experience of carrying out detailed feasibility study / preparation of Detailed Project Reports (DPR) of at least 3 (three) numbers of projects including PPP mode projects having each project cost not less than Rs 10.00 (ten) Crores.
- b) The annual financial turnover of the applicant /entity should not be less than Rs 1.00 (one) Crore from consultancy for the last three years.
- c) The Government organizations under the Central and State Governments, Government administered organizations and all categories of Educational Institutions having Professional Courses of Repute are exempted from the a) and b) above and they may be considered and invited for consultancy services whenever required however, they are not exempted from application fee.

N.B.: Please attach copies Work orders/Agreement/Letter of Association (LOA) for therelevant experience as listed in the application format.
