

**GOVERNMENT OF ARUNACHAL PRADESH
DEPARTMENT OF INDUSTRIES;; UDYOG SADAN
ITANAGAR**

On behalf of Governor of Arunachal Pradesh, the Department of Industries, Government of Arunachal Pradesh hereby invites "Expression of Interest"(EOI) in sealed envelope from a reputed Consultancy Organization (Independent Agencies / Company) having experience of 10 years in similar works/assignments to Conduct the Industrial Resources Mapping and Preparation of Road Map for Industrial Development in the State of Arunachal Pradesh.

Name of Work	
Conducting the Industrial Resources Mapping and Preparation of Road Map for Industrial Development in Arunachal Pradesh.	This is a multi-phase assignment. In the first phase Department of Industries shall give priority to the districts which are having higher industrial potential.

Once the interested parties submitted their "Expression of Interest", the evaluation of their EOI shall be done on the following parameters:

Evaluation criteria

Criteria	Marks
The competency of the Independent Agencies/ Company to the Project Objectives	15 Marks
The resources provided by the party for the Project	15 Marks
The Financial Health of the Party	30 Marks
Presence in the North East	5 Marks
Presentation done by the Company <ul style="list-style-type: none"> a. Clarity of Understanding of the Department's requirements b. Methodology c. Project Work breakdown structure. 	<div style="display: flex; align-items: center;"> <div style="margin-right: 10px;"> <div style="border-left: 1px solid black; padding-left: 5px; margin-bottom: 5px;">15 marks</div> <div style="border-left: 1px solid black; padding-left: 5px; margin-bottom: 5px;">10 Marks</div> <div style="border-left: 1px solid black; padding-left: 5px;">10 marks</div> </div> <div style="font-size: 3em; margin-right: 10px;">}</div> <div>35 Marks</div> </div>
Total	100 Marks

The proposal of the interested parties will be evaluated on QCBS (Quality-cum-Cost-Based-Selection) on 80:20 basis.

Terms & Conditions for the EOI are as follows:

The interested agencies should submit two bids (i) Technical and (ii) Financial. Both the bids should be put in two separate sealed envelope super scribed as "Technical Bids" & "Financial Bids" respectively on top of the sealed cover and then both the covers should be put into a third cover, super scribed as "EOI for Conducting Industrial Resource Mapping And Preparation of Road Map For Industrial Development In the State of Arunachal Pradesh".

The Technical Bid should cover:

- i. Experience of similar nature of work.
- ii. Capability statement with profile of Organization.
- iii. Number of years of experience in consultancy activities to Government Bodies.
- iv. Project operation strategy etc. The agencies should furnish photostate copy of documents in support of the above information, registration certificate, PAN/TAN Card, while submitting the bids. The original documents should be produced for verification, when asked for by the authority.
- v. Interested party can submit the EOI as a consortium with a maximum of Two (2) partners (1 prime interested party+1 partner).
- vi. The bids should be accompanied by a Power of Attorney in the name of the signatory of the bids.

a. The Financial proposal should cover:

- i. The price bid in lump sum basis for providing the requisite consultancy services for per district.
- ii. Party should have Memorandum of Article (MoA) in case of company.
- iii. Submission of certified copy of last 3 years of Audited Statement in case of company.
- iv. Proof of Payment of Service Tax.
- v. PAN/TAN card of the firm.

Proposal Preparation Costs

The Interested party shall be responsible for all costs incurred in connection with participation in the EOI process, including, but not limited to costs, incurred in conduct of informative and other diligence activities, participation in meetings/discussions/ presentations, preparation of proposal, in providing any additional information required by the Department of Industries to facilitate the evaluation process and in negotiation of a definitive contract or all such activities related to the EOI process. The Department of Industries will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the EOI process.

Submission of Proposals

The interested party should submit their EOI in the following manner:

- a. Technical Proposals in the following manner:
 - Technical Proposal – hard copies (1 original+2 copies+1 CD) in a sealed envelope.
- b. The Financial Proposal in the following manner:
 - Commercial/Financial Proposal-Hard copies (1 original+1 copy) in a single envelope.
- c. The EOI should be clearly marked "Response to EOI <EOI reference Number and Date>"
- d. The envelope containing the EOI should indicate clearly the Name, Address, Telephone Number, E-Mail ID and fax number of the interested party.

- e. All the pages of the proposal must be sequentially numbered and must contain the list of contents with page numbers. Any deficiency in the documentation may result in the rejection of the EOI.
- f. All pages of the EOI including the duplicate copies, shall be initialed and stamped by the authorized person.
- g. In case of any discrepancy observed/found by Department of Industries in the contents of the submitted original EOI documents with respective copies, the information furnished on original EOI document will prevail over others.

Venue and Last Date of Submission of EOI

Proposal, in its complete form in all respects as specified in the EOI, must be submitted to the below address:

**The Director of Industries
Udyog Sadan, "C"-Sector,
PO:Itanagar-791111
District: Papumpare
Arunachal Pradesh.**

For any inquiry contact **Mr. Repo Ronya, Director of Industries, Udyog Sadan Department of Industries,** PO: Itanagar, Mobile no.+919402690092, Land Phone: 03602212323, Email ID:reporonya@gmail.com.

EOI Opening Date:

The last date of submission of EOI on 19/02/2013 upto 1500 hrs. The EOI will be opened and evaluated by the Evaluation Committee on 21/02/2013 & 22/02/2013 from 1000 hrs to 1300 hours. The interested parties shall have to give power point presentation during the evaluation of their EOI on the specified date.

EOI Validity

The offer submitted by the interested party should be valid for a period of 90 days from the date of submission of EOI.

Award Criteria

Department of Industries, Government of Arunachal Pradesh, will award the contract to the successful interested party whose proposal has been determined to be substantially responsive and has been determined as the most responsive EOI as per the process outlined above.

Secondly, Department of Industries, Government of Arunachal Pradesh, reserves the right to accept or reject any proposal, and to cancel the EOI process, reject all proposals at any time prior to award of contract, without giving prior intimation.

Notification of Award

Prior to the expiration of the validity period Department of Industries will notify the successful party in writing or by Fax or email, that its proposals has been accepted. In case of delay due to administrative or any other reason for which notification of award could not be issued, Department of Industries will request the successful party to extend the validity period of the EOI.

Performance Bank Guarantee

The selected party will have to provide a performance Bank Guarantee, within 15 days from the notification of award, for a value equivalent to 20% of the total contract value. The performance bank Guarantee should be initially valid for a period of 10 months and shall be extended further for non completion of assigned work. The performance Bank Guarantee shall contain a claim period for three months from the last date of validity. The selected party shall be responsible for extending the validity date and claim period of the performance Bank Guarantee as and with it is due on account of non-completion of the project. In case the selected party fails to submit performance guarantee within the time stipulated, the Department of Industries at its discretion may cancel the order placed on the selected party without giving any notice.

The Department of Industries shall invoke the performance Bank Guarantee in case the selected party fails to discharge their contractual obligations during the period or Department of Industries, incurs any loss due to party's negligence in carrying out the project implementation as per the agreed terms & conditions.

Signing of MoU

Post submission of Performance of Bank Guarantee by the successful party, Department of Industries shall enter into a Memorandum of Understanding, incorporating all clauses of the EOI between Department of Industries and the successful party.

While signing of MoU with the successful party the Department of Industries will disclose the name of the districts which are to be undertaken for resources mapping in first phase. For awarding of second phase assignment is purely under the discretion of Department of Industries.

Failure of the successful party to agree with the Draft MoU and terms & conditions of the EOI shall constitute sufficient grounds for the annulment of the award, in which event Department of Industries may award the contract to the next best interested party or call for new proposal form the interested parties.

Terms Of Reference

Industrial Resources Mapping and Preparation of Road Map for Industrial Development in Arunachal Pradesh.

Assignment Objective

The Government of Arunachal Pradesh (GoAP) feels necessary to draw a road map of Industrial development to undertaking a macro as well as micro level investigation to map the resource availability in the State. The Department of Industries (DoI), GoAP has thus envisaged to taking resource mapping exercise for the State outlining the availability of resources in Arunachal Pradesh.

Resource mapping is aimed to identify and create a blueprint for harnessing the resources of Arunachal Pradesh. Taking the horizon year of 2025, the principal objective of the proposed study is to attain inclusive economic development of Arunachal Pradesh and economically empower the rural masses and artisans; and develop the economy of the State through growth of primary and secondary sectors. Towards this end, the key focus is on:

- 1) Determination of natural resources in terms of type, location, quality, quantity and potential usage;
- 2) Assessment of size and skill level of available human resources to harness the natural resources and to make it a value-added products;
- 3) Identification of critical issues and challenges for effective and efficient harnessing of available natural and human resources;
- 4) Drawing up strategic action plan to provide linkages for the natural resources with the industry and business; skill development; and value addition to the primary produce within the State;
- 5) Preparation of blue print for industrial development.

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Scope of Work

- **Economic Profiling of the State:** The purpose of this activity is to ascertain the current contribution of various sectors, viz., primary sector, secondary sector, and tertiary sector to Gross State Domestic Product (GSDP). Based on the above analysis, the largest contributing sectors to GSDP will be identified; and ranked in terms of contribution to GSDP. Further, Districtwise Industrial Growth of last 3 years and to projected growth rate for the next 3 years is to be ascertained.

- **Determination of Availability of Resources:** Endowments of natural resources, population, labour and location can hardly be influenced, and these inherited elements provide opportunity to a state or region for economic development. The primary competitive advantage of a state in regard to trade, commerce and industry resides in availability of resources – natural and human. The aim of this activity is to assess and determine the inherited resources of Arunachal Pradesh.
- **Identification of Priority Sectors:** the purpose of this activity is to identify the priority sectors that have the potential for accelerating growth. The thrust sectors for inclusive economic development using the inherited resources (natural and human) of the State will be identified.
- **Identification of Critical Issues and Challenges:** To sustain economic growth, the inherited resources need to be harnessed with value-addition through application of proper human resource skills and supporting infrastructure. The inherited resources can be enhanced through new factor endowments such as physical and supporting infrastructure, skilled labour, strong technology and knowledge base, and government support. It is in this context that this activity intends to identify the critical issues and challenges confronting optimum utilisation of resources available in the State so as to facilitate the policy makers to decide on the required direction for growth.
- **Blue Print for Industrial Development:** Once the critical issues for optimum utilisation of resources have been identified, the final activity would be to prepare a road map to accelerate industrial development in the State. The thrust of this activity would be to provide the policy makers with an phase wise Action Plan to take the industrialization process in the State to new heights covering:
 - Identification of critical action areas with respect to approaching and creating financing alternatives for promoting development in the identified priority sectors;
 - Determination of policy reforms for promoting private sector participation in the identified priority sectors and related supporting infrastructure;
 - Creation of an outline shelf of key projects in the identified priority sectors essential to give the economy a kick-start.

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Key Deliverables

The Consultant will prepare the following deliverables:

1. **Economic Profiling Report:** covering identification of priority economy sectors of the State critical to achieve the goal of sustainable economic development;
2. **Human Resource Development Report:** covering an assessment of the size of working population in the State and their skill level and to identify the market driven skill manpower requirement.

3. **Priority Sectors Report:** covering identification of sectors critical to sustainable inclusive economic development of the State;
4. **Critical Issues Report:** covering determination of the critical gaps and bottlenecks in infrastructure and supporting services to achieve the development in key sectors of the State's economy;
5. **Road Map for Industrial Development**

Study Duration

The total duration of the assignment is estimated to be ten (10) months.

Requirement of Key Staff

To carry out this study, the following key professionals will be required:

- 1) Team Leader cum Planning and Policy Expert
- 2) Economist
- 3) Finance Management and Business Analyst
- 4) Agronomist/Agriculture Expert
- 5) Forestry Specialist
- 6) Infrastructure Specialist
- 7) Human Resources Development Specialist
- 8) GIS Specialist

All the above specialists are required to have a minimum of 10 years of experience in their respective domain areas and hold a minimum Post-Graduate qualification in their respective disciplines. The Team Leader should have a minimum of 15 years of experience.

Familiarity of work in North East region and experience in Arunachal Pradesh will be preferable.
