

## Expression of Interest (EoI)

For

### Hiring an Agency for Technical Support Agency (TSA) for developing fishery value chain with 12000 women SHG members in 6 project districts of Tripura under TRLM

Tripura Rural Livelihood Mission (TRLM) invites Expression of Interest (EoI) from reputed Agencies for providing technical support for developing fishery value chain with 12,000 women SHG members in 6 project districts of Tripura

The EoI should be submitted in envelop marking as “Technical Proposal” and “EoI for Hiring an Agency for Technical Support Agency (TSA) for developing fishery value chain with 12000 women SHG members in 6 project districts of Tripura under TRLM” on or before 24/05/2022 up to 5:30 PM.

The details are stated as under:-

EoI No	<del>TRLM</del> F.No. 2(16)RD/TRLM/2014/P4/1215-18
EoI on	Hiring a Technical Support Agency (TSA) for providing technical support for developing fishery value chain with 12000 women SHG members in 6 project districts of Tripura
Issued by	Tripura Rural Livelihoods Mission (TRLM)
Contact person details	Amitabha Roychaudhuri, State Mission Manager (Livelihood & Marketing) Phone No:09436569337 Email ID-smm.lhf.trlm@gmail.com
Issue Date	10/05/2022
Submission Last Date	24/05/2022

Date: 10/05/22

#### \*Note:

\*The agency may submit the EoI through courier (hard copy) or through e-mail to the contact person within the stipulated time period.

\*No EoI will be entertained, if does not reach this office before the last date & time. EoI received after the last date & time will be duly rejected by this end.



**Other mandatory requirement:**

Sr. No.	Shortlisting Criteria	Supporting Documents
1	The Agency must be incorporated & registered in India, under the Indian Companies Act /Societies Registration Act/Trust Act/any other Act in India and should be in operations in India for minimum of 5 years  Joint Venture/Consortium are not allowed	Certificate of Incorporation / Registration certificate/Trust Deed/ Firm registration Certificate along with PAN, GST registration certificate

5. TRLM will not entertain any agency with Joint ventures/ Consortium to compete in bidding process
6. Based on the EoI, agency/ society/ organization scored in top 7 (seven) as per the above criteria shall shortlisted for next round i.e. called for RFP.
7. The EoI should submit on or before 24/05/2022 upto 5:30 PM.

*Vishal*

**Chief Executive Officer  
Tripura Rural Livelihood Mission (TRLM)**

**Copy To:**

1. The Director, Directorate of Information & Technology with a request to upload the EOI in the website of Tripura State Portal ([www.tripura.gov.in](http://www.tripura.gov.in)) Rural Development Department ([www.rural.tripura.gov.in](http://www.rural.tripura.gov.in)) and Tripura Rural Livelihood Mission ([www.trlm.tripura.gov.in](http://www.trlm.tripura.gov.in))
2. The Director, Department of ICA for information. He is also requested to arrange for publication of the said abridge notice of EOI in 3 (three) leading local and National daily newspaper.
3. The Accounts Section, SMMU, TRLM for information & necessary action.
4. Notice board, SMMU. TRLM, Agartala.



**Government of Tripura  
State Mission Management Unit  
Tripura Rural Livelihood Mission  
Rural Development Department  
[smmu.trlm@gmail.com](mailto:smmu.trlm@gmail.com)  
Phone no- 0381-2976146**

**Expression of Interest (EOI)**

Title: "Hiring of Technical Support Agency (TSA) for **developing fishery value chain with 12000 women SHG members in 6 project districts of Tripura under TRLM**"

1. Tripura Rural Livelihood Mission (TRLM) intends to hire a Technical Support Agency (TSA) for **developing fishery value chain with 12000 women SHG members in 6 project districts of Tripura under TRLM.**
2. The duration of contract period will be for 3 years effective from date of signing the contract which may further renew depending upon the requirement of TRLM and performance of the agency
3. The ToR of the proposed assignment is provided in the website <https://trlm.tripura.gov.in> as ready reference
4. The Shortlist Criteria for EOI stage includes

SN	Criteria	Weightage	
	Sub-criteria	Criteria Total	Sub-criteria
1	Past experience of the consultant (track record)		
	<ul style="list-style-type: none"> <li>• 5 years experience in Value Chain Development.</li> <li>• Past experience of promotion of 25 profit earning Producer Groups.</li> <li>• Past experience of promotion of 5 profit earning FPOs.</li> <li>• Past Experience in branding and packaging of post-harvest Agri. / Allied Products.</li> <li>• Experience in successful promotion of FPO with Government organizations/ Govt. Schemes/ externally funded programmes.</li> </ul>	60%	20% 20% 20% 20% 20%
2	General profile of qualification, experience and number of key staff (not individual CVs)	25%	
	Qualifications (As per ToR)		30 %
	Relevant Experience (As per ToR)		70%
3	Overall financial strength of the consultant in terms of turnover, profitability and cash flow (liquid assets) situation	15%	50%
	Turnover figure for last three years (Rs. 1 Cr.)		50%
	<b>Total</b>	<b>100%</b>	



## **Terms of References for Hiring of Technical Support Agency (TSA) for developing fishery value chain with 12000 women SHG members in 6 project districts of Tripura under TRLM**

### **1.0 Background**

Fishery occupies a unique place in the socio-economic life of the people in Tripura. It is not only an important source of protein but also generating income and employment for the poor people. 95% population of the state is fish eaters. Tripura is known to be highest per capita consumer of fish among all inland states of the country. Realizing the importance of the sector, the department of Fisheries of Govt. of Tripura has implemented nos. of schemes for providing required support and assistance to fish farmers and progressive entrepreneurs. The total fish production of the state has increased to **61,259 tons** at the end of **2013 -14 with per capita availability of 16.81 Kg from local production.**

However, as compared to the developments in agriculture and livestock/poultry, fish farming still continues to be practiced on low levels of technology, resulting in poor productivity and production. **Lack of capital, redundant extension services, lack of improved technologies** and shortage of vital inputs such as **quality seed and cost-effective and efficient feed**, and poor post-harvest infrastructure are the main reasons for the low levels of productivity in the state. Keeping in view and limited resources for capture fisheries in the state, thrust are being laid by Govt. in both vertical (increase in productivity) and horizontal (increase in area for aquaculture) expansion of aquaculture through implementation of various beneficiary oriented programmes, demonstration of technology coupled with capacity building and training etc. but these are yet to reach needy fisher people at large.

In this backdrop, considering the present productivity of fish **2581 Kg/Hac/Yr** against the potential of **5000-6000 Kg/Hac/Yr**, High demand for the commodity and experience of poor community in the activity( fishery sub sector) there is ample scope for enhancing livelihood of fisher community in Tripura by increasing productivity of fishery.

Aquaculture provides a **cheap source of protein and generates income and employment to the people engaged in this sector.** More importantly this is one of the sectors that directly concern the poor people of the state since a large population of rural masses occupies a unique place in the socio economic life of the people in Tripura. It is not only an important are involved in this sector but also fish is one of the most important constituents of the diet of people of Tripura. But the local production is in-sufficient to provide for demand in the state. A lot of potentiality has to be realized to meet this demand.

The economy of the state of Tripura is primarily agrarian, 85% of the total population and 95% of the tribal population are engaged in farming as small and marginal farmers using very traditional means of cultivation. Agriculture as the primary sector contributes about 64% of total employment in the state and about 48% of the State Domestic Product (SDP). The level of industrialization in the state has remained low so far, despite the vast potential. The secondary sector contributes only about 5% of total employment and about 7% of the total income (SDP) of the state at present. Whereas the contribution from both manufacturing sector, organized and un-organized sector combined together was 3.01 percent in 2012-13, which shows a low level of industrialization. Considering the slow pace of industrialization in the area, the scopes for generating additional income becomes very limited. There are very less number of avenues available for supplementing the income of the community.



The Fishery Department of the Government is actively supporting the community under the ambit of its several schemes. These schemes include providing the low cost input technology, pilots on feed based intensive fish culture, formation of institutions for the fish farmers. However, it was felt that there is still under utilization of the capacities and the available resources of the community. Beside, being underutilized the outreach of the Government schemes has also remained less. The price of inputs like feed for the fish is quite high, due to limited availability of feed stores. The fish farmers do not have sufficient capital to buy the inputs for the activity. The demand for quality fingerling remains very high. The price of fingerling is also high at the same time.

## **2.0 Scope of Work:**

- To Increase fish production of 12000 small holder fish farmers in existing pond and tanks involving local community to enhance current production practices and increase by production of farmers by minimum 30 percent of present production. This will enhance the income of the fish farming families by 30 percent of their present income from fishery.
- Build capacity of all livelihood coordinators of TRLM on fishery so that they could further build the capacity of more than 200 CRPs working on fishery
- Build capacity of more than 200 CRPs on fishery so that they can provide support to farmers on improve fish rearing
- Promote at least 120 new nursery entrepreneurs to provide quality fingerlings to grow out farmers
- 4 Producer Companies registration and business promotion including strengthen of 2 existing FPO in six project districts to support input and output marketing of fishery producers in the area
- Promote a common brand for inputs (Feeds, lime etc.) produced by the Farmer Producer Companies and ensure proper marketing of the same.
- Provide average minimum turnover of 20 Lakh, 50 Lakhs and 1.0 Cores in 1st, 2nd and 3rd years of the producers companies
- Strengthen producer groups at the ground level.

## **3.0 Duration of the Assignment**

The duration of the assignment will be for a period of Three (3) Years. The assignment may be further extended depending upon satisfactory performance of Agency & requirement of TRLM.

## **4.0 Project Support**

TRLM will provide available necessary information, data, reports and other documents required for accomplishing the objective of the assignment. However, the professionals of the agency will have to visit field operations for collection of additional information. TRLM would provide necessary liaison with BMMUs and DMM Us to facilitate the work smoothly.



## 5.0 Key Deliverables

3 months	<ul style="list-style-type: none"><li>- inception report with detail action plan</li><li>- Mobilization and placement of team of professionals</li><li>- Conduct initial workshop with TRLM concern district and block team</li></ul>
6 months	<ul style="list-style-type: none"><li>- Prepare business plan for the 6 FPOs and registration</li><li>- Conduct training program of the FPOs regarding business plan and prepare detail FPO level business implementation plan</li><li>- Conduct baseline study of 5% of the project farmers and prepare baseline report</li><li>- Conduct initial training of CRPs on improve fish farming</li><li>- Training of GB members FPOs on FPO management</li></ul>
12 months	<ul style="list-style-type: none"><li>- 20 Lakhs average yearly turnover of each FPOs</li><li>- Market linkages for input and output</li><li>- 1st round of training programme of all Producer Group on business development and fishery technical extension</li><li>- Capacity building training to FPO staff and exposure visit</li><li>- Capacity building training of 6000 fishery farmers</li></ul>
18 months	<ul style="list-style-type: none"><li>- Brand development and trade mark registration</li><li>- Capacity building of 6000 fishery farmers</li><li>- Training of GB members of FPOs on market linkage and financial management</li><li>- Grading of Producer groups</li><li>- Health monitoring of FPO and system setting</li></ul>
24 months	<ul style="list-style-type: none"><li>- 50 lakh average turnover of each FPO</li><li>- Refresher training to CRPs</li><li>- Convergence with departments and other agencies</li><li>- Revision of business plan of FPOs and accordingly set targets</li><li>- Action plan for next year for FPOs and PGs</li></ul>
30 months	<ul style="list-style-type: none"><li>- Capacity building of 12000 fishery farmers</li><li>- Capacity building training to FPO staff/ GB members and arrange exposure visit</li></ul>
36 months	<ul style="list-style-type: none"><li>- Average 1 crore annual turnover to eat FPOs and achieve financial sustainability of those FPOs</li><li>- Impact assessment report of 12000 fish farmers</li><li>- learning event</li></ul>

## 6.0 Proposed Team:

The consultant is required to deploy following key professionals for undertaking the assignment.

### Key Personals

**Team Leader (1):** The team leader should have an experience of minimum 5 (Five) years in the field of fishery and fishery value chain development work and having working experience in Tripura. Should be M.Sc. in Fishery or Agri & allied



**Value Chain Expert (1):** Should have minimum 3 years of experience in the field of agribusiness marketing and value chain development in agriculture and fishery. Should be MBA/PGDM/M.Sc. (fishery/agriculture)

**Subject Matter Specialist (6):** Should have minimum 2 years of experience in the field of fishery/fishery value chain promotion. Should have B.Sc/ Msc in fishery.

Non-Key personals

**Community coordinators (26):** Should be HS passed and having 1 years of experience in community mobilization in agriculture or fishery sector.

### 7.0 Key Eligibility, Evaluation & Selection Criteria

Eligibility Criteria: Firms which do not meet the following qualifying criteria will be rejected at the first stage:

SN	Criteria	Weightage	
	Sub-criteria	Criteria Total	Sub-criteria
1	Past experience of the consultant (track record)		
	<ul style="list-style-type: none"> <li>• 5 year's experience in Value Chain Development.</li> <li>• Past experience of promotion of 25 profit earning Producer Groups.</li> <li>• Past experience of promotion of 5 profit earning FPOs.</li> <li>• Past Experience in branding and packaging of post-harvest Agri. / Allied Products.</li> <li>• Experience in successful promotion of FPO with Government organizations.</li> </ul>	60%	20% 20% 20% 20%
2	General profile of qualification, experience and number of key staff (not individual CVs)	25%	
	Qualifications (As required)		30 %
	Relevant Experience (As required)		70%
3	Overall financial strength of the consultant in terms of turnover, profitability and cash flow (liquid assets) situation	15%	50%
	Turnover figure for last three years (Rs. 1 Cr.)		50%
	<b>Total</b>	<b>100%</b>	

#### Other mandatory requirement:

Sr. No.	Shortlisting Criteria	Supporting Documents
1	The Agency must be incorporated & registered in India, under the Indian Companies Act /Societies Registration Act/Trust Act/any other Act in India and should be in operations in	Certificate of Incorporation / Registration certificate/Trust Deed/ Firm registration Certificate along with PAN, GST registration



Sr. No.	Shortlisting Criteria	Supporting Documents
	India for minimum of 5 years Joint Venture/Consortium are not allowed	certificate

- 8.0 TRLM will not entertain any agency with Joint ventures/ Consortium to compete in bidding process
- 9.0 Based on the EoI, agency/ society/ organization scored in top 7 (seven) as per the above criteria shall shortlisted for next round i.e. called for RFP.
- 10.0 The EoI should submit on or before 24/05/2022 upto 5:30 PM.

*Vis L D*  
*10/5/22*

**Chief Executive Officer**  
**Tripura Rural Livelihood Mission (TRLM)**



**ANNEXURE-I (COVERING LETTER) (IN BRIDDER'S LETTER HEAD)**

To

**The Chief Executive Officer (CEO)**  
Tripura Rural Livelihood Mission  
State Mission Management Unit  
Bholagiri, Opposite of EPF office  
West Tripura, Pin-799006

Subject: Expression of interest for hiring Technical support Agency (TSA) for developing fishery value chain with 12000 women SHG members in 6 districts of Tripura under TRLM.

Sir,

I submit herewith the Expression of interest for hiring Technical support Agency (TSA) for developing fishery value chain with 12000 women SHG members in 6 districts of Tripura under TRLM in accordance with your Eoi dated ..... as advertised on.....

We attach hereto the response as required by the EOI, which constitute our proposal.

The details of the contact person on behalf of the application are given below

Name	
Designation	
Name of the Organization and Address	
Contact details	
Email	

*This is to declare that all the information and statement made in the proposal are true and correct. It is understood that any misrepresentation of the facts and figures contained in the proposal may lead to disqualification of the agency for consideration for the said proposal.*

Signature \_\_\_\_\_ (In the capacity of:  
\_\_\_\_\_ Authorized signature for and on behalf of the organization



## ANNEXURE-II (Application Form)

Application for hiring Technical support Agency (TSA) for developing fishery value chain with 12000 women SHG members in 6 districts of Tripura under TRLM.

Sl	Pre-Qualification Criteria	Details
1	<b>Organization:</b> a. Name and Address b. Establishment date and year of incorporation including Govt. registration details. c. Contact person: d. Phone No: e. Email Address: f. Website:	
2	<b>Work Experience:</b> a. Number of years for which the organization has done similar work. b. Details of previous experience of similar work:	
3	<b>Available Manpower:</b> Number of employees on rolls of the organization a. Full time b. Part time	
4	<b>Financial information:</b> Financial Turn Over (in INR Lakh) a. 2018-19 b. 2019-20 c. 2020-21	
5	<b>PAN Number</b>	
6	<b>GST Registration</b>	

### Mandatory Supporting documents:

- Certificate of incorporation of the Bidder
- Copy of PAN Number
- Copy of Service Tax Registration Certificate (if applicable)
- Copy of Up to date IT Clearance Certificate for last 2 years
- Under taking for not have been blacklisted by any Central / State Govt. Organizations during the recent past.

*We understand that if the details given in Expression of Interest (EoI) submitted by us and the support of claims made above are found to be untrue/ untenable or unverifiable or both, our application may be rejected without any reference to us.*

Authorized Signatory  
Name and seal of the organization