

**GOVERNMENT OF BIHAR**  
**Department of Agriculture**  
**(State Horticulture Mission)**  
**PATNA – 800 015, Bihar**

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**REQUEST FOR EXPRESSION OF INTEREST FOR RECRUITMENT OF CONSULTING FIRMS FOR TRANSACTION ADVISORY SERVICES FOR AIDIP**

1. India has applied for assistance from Asian Development Bank (ADB) towards the cost of Agribusiness Infrastructure Development Investment Project (AIDIP) in Bihar and Maharashtra. On 16 September 2010, ADB approved the provision of loans under the Multi-tranche Financing Facility (the MFF) in an aggregate principal amount not exceeding \$170 million equivalent to the Government of India for the Agribusiness Infrastructure Development Investment Program (MFF 0045--IND).
2. The MFF aims to use an integrated value chain (IVC) approach, and invest in establishment of physical and institutional links along horticultural value chains by supporting (i) site development and agribusiness infrastructure, (ii) linking infrastructure to ensure connectivity and basic services across the value chain, (iii) backward links to the production areas through contract farming and producer companies, and (iv) capacity building to strengthen technical and managerial skills along the value chain.
3. To facilitate quick implementation of AIDIP, Government of Bihar intends to utilize part of the proceeds for engaging consulting firms to provide Transaction Advisory Services to help it to take the PPP mode for establishment of IVCs. For additional information on the project please visit website: [www.horticulture.bih.nic.in](http://www.horticulture.bih.nic.in) or [www.adb.org/projects](http://www.adb.org/projects), MFF 0045-IND.
4. For the above purpose, the Project Director, AIDIP invites applications from reputed international/domestic Consultancy Firms/organizations to submit their 'Expression of Interest' containing the following documentation supporting the organizations claims:
  - (i) Brief profile of the firm.
  - (ii) Preferably 10 years professional experience in areas of PPP transaction advisory in agri business & marketing (preferred) and have completed at least 2 PPP transactions, and development and financial & policy analysis for PPP projects. Please provide details/documentary evidence of such projects and scope of work of the firm for each project along with the Expression of Interest (EOI which may be down loaded from [www.adb.org/projects](http://www.adb.org/projects), MFF0045-IND);
  - (iii) Firms should have extensive experience in developing PPP projects and or projects on BOOT/BOT models and successfully concluding agreements with private sector partners. Additional weight will be given to firms which have successfully developed and concluded PPP projects (at least 2 to 3 nos) especially those in agribusiness/IVCs/ agriculture production, etc.
  - (iv) Should be on regular service to good cliental with sound financial profile in the private sector. Please provide list of your customers and details of Services provided to each of them;
  - (v) List of current commitments, current implementation status and the tenure of these commitments.
  - (vi) The annual turnover of the firm should not be less than US\$2 million. Please submit Annual audited reports for the last three years to support declaration.
  - (vii) Provide list of relevant experts with experience in the firm and confirm availability of the proposed manpower to analyze, and successfully conclude PPP transaction under the assignment. An indicative list of up to 3 experts per listed position should

be submitted with the EOI.. The firm with the first-ranked EOI will be required to finalize the specific expert proposed for the assignment upon submission of their technical and financial proposal.

5. Short listed firms/organizations will be invited to submit their proposals and implementation plans for evaluation by Executing Agency of the project. Evaluation will be primarily based on the above parameters and others as deemed appropriate by Government for short listing appropriate firms, and in accordance with "Guidelines on the Use of Consultants by Asian Development Bank and its Borrowers" agreed between the Government of Bihar and Asian Development Bank.

6. Interested firms/organizations should submit their 'Expression of Interest' (EOI) in full along with the aforesaid supporting documents, in the below given address or [www.adb.org/Consulting.doc](http://www.adb.org/Consulting.doc). The 'Expression of Interest' in full along with supporting documents **shall reach the undersigned on or before 21 -11-2012 at 3.00 PM**. The EOIs received after the due date and time will not be considered for evaluation.

**MISSION DIRECTOR  
STATE HORTICULTURE MISSION  
DIRECTORATE OF HORTICULTURE  
BARAK NO. 13, MAIN SECRETARIAT CAMPUS  
PATNA- 800015**

[www.horticulture.bih.nic.in](http://www.horticulture.bih.nic.in)