



REQUEST FOR EXPRESSION OF INTEREST (REOI)
FOR
“COST BENEFIT ANALYSIS OF NTFP ENTERPRISE”
(MAHUA BAKERY ENTERPRISE) UNDER ESIP
TREATMENT AREAS IN 3 DIVISIONS (SEHORE, NORTH
BETUL & HOSHANGABAD) IN SELECTED LANDSCAPE OF
MADHYA PRADESH.

JULY 2022

Ecosystem Services Improvement Project (ESIP)
State Project Implementation Unit
Office of the Addl. Principal Chief Conservator of Forest
Green India Mission
Satpura Bhawan, Bhopal (M.P.)-462004
Phone:- 0755-2552401, E-Mail apccfgim@mp.gov.in

REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES– FIRM SELECTION)

Project – ECOSYSTEM SERVICES IMPROVEMENT PROJECT (Project # 133803)

Project Agreement No. – TF-A3990-IN

EoI Date:/07/2022

Reference No.....

ASSIGNMENT TITLE:

“COST BENEFIT ANALYSIS OF NTFP ENTERPRISE” (MAHUA BAKERY ENTERPRISE) UNDER ESIP TREATMENT AREAS IN 3 DIVISIONS (SEHORE, NORTH BETUL & HOSHANGABAD) IN SELECTED LANDSCAPE OF MADHYA PRADESH.

1. The Madhya Pradesh Forest Department, through the Government of India, Ministry of Environment, Forest & Climate Change (MoEF&CC) and World Bank, has received grant-in-aid from the World Bank towards the cost of the ECOSYSTEM SERVICES IMPROVEMENT PROJECT (ESIP), and intends to apply part of the proceeds toward consulting services for this assignment.
2. The consulting services (“Services”) are for **“COST BENEFIT ANALYSIS OF NTFP ENTERPRISE” (MAHUA BAKERY ENTERPRISE) UNDER ESIP TREATMENT AREAS IN 3 DIVISIONS (SEHORE, NORTH BETUL & HOSHANGABAD) IN SELECTED LANDSCAPE OF MADHYA PRADESH.** Details of the assignment are provided in Terms of Reference, uploaded at www.mpforest.gov.in. All updates regarding the procurement will be available on the website only.

3. The objective of the assignment:

In order to achieve the project objectives, Green India Mission (GIM), Madhya Pradesh Forest Department, State Project Implementation Unit (SPIU) proposes to select an independent and external firm with the requisite skills and proven experience in Economics and Finance Cost Benefit Analysis of NTFP enterprise" (Mahua Bakery Enterprise) under ESIP treatment areas in 3 divisions (Sehore, North Betul & Hoshangabad) in selected landscape of Madhya Pradesh

4. Contract Period:

The selected firm will initially be offered a Contract for a period of 04 months; renewal for any additional period is subject to satisfactory performance in the initial contract period and further requirements (if any) by O/o Addl. P.C.C.F., GIM & National Project Director, ESIP, M.P. Forest Department, Bhopal (M.P.).

5. The scope of services will include:

Following is the scope of work for the proposed assignment:

1. Resource availability to set up a sustainable rural business enterprise.
 2. Evaluate Project input Costs and Payback Period.
 3. Analyse the Market Potential of the enterprise.
 4. Identify future demand of the industry.
 5. Role of Mahua Bakery Unit Entrepreneurs in rural economic development.
6. ESIP-SPIU Madhya Pradesh now invites eligible consulting firms (Consultants) to indicate their interest in providing these services. Interested Firms should provide information demonstrating that they have the required qualifications, skills, expertise, and experience to perform the desired services.

The EOI document shall be available from the advertisement date till the due date on the website of State Forest Department, Madhya Pradesh at www.mpforest.gov.in , which can be obtained by the firms by way of downloading from the website.

Firms are advised to submit their EOI in the appropriate formats specified in this document. At any time before the submission of proposals, O/o Green India Mission, ESIP-SPIU may, for any reasons, whether at its own initiative or in response to a clarification requested by a



consulting firm modify the document by amendment. The amendment will be notified in the website aforesaid and revised documents / clarification if any shall also be uploaded on the website.

Preparation of EoI Proposal: Firms are requested to submit the EoI's as per the attached formats only. The proposals, which are not submitted in the required format, are liable to be rejected by the O/o Green India Mission, ESIP-SPIU.

The requirements of information to be provided by the Firm are described in Annexure-1 of this document. Firms are requested to go through the EoI document carefully before preparing and submitting their proposal.

7. The Firms may be disqualified, if complete information sought in the EoI is not provided.
8. Any proposals containing vague and indefinite expressions will not be considered.
9. Shortlisting Criteria:

The Expression of Interest should include the following information, which will form part of the short-listing criteria (please provide the information in annexure 1).

- The firm should be in business for at least the last 03 years holding a valid Permanent Account Number (PAN)/TAN and GST Registration Number.
 - The agency should have an average annual turnover of Rs. 20.00 Lakh or above for the past 03 financial years (2019 – 2020; 2020-2021, 2021-22).
 - Experience of the firm's nature of work with similar types of requisite experience and capabilities in doing Feasibility Study (Cost Benefit), Economic and Financial Analysis for setting up forest based or small-scale rural enterprise preferably in the state of Madhya Pradesh in India.
 - Ability to work closely with Government Departments and coordinate with diverse government, non-governmental, and autonomous-governmental agencies.
 - Availability of qualified experts in fields relevant to lead the proposed work.
 - The agency should not have any unsatisfactory track record resulting in adverse action taken by any Government in India (an undertaking must be submitted).
10. The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits



& Grants] by World Bank Borrowers [January 2011, revised July 2014] ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

11. Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their technical qualifications. The submission should clearly state the type of association, including whether it is a joint venture or a sub-consultancy.
12. The final selection of the Consultant for "Feasibility Study of Mahua Bakery Enterprise in ESIP landscapes (Sehore, North Betul & Hoshangabad) of Madhya Pradesh" will be in accordance with the Selection Based on the Consultants' Qualifications (CQS) method set out in the paragraph 3.7 of the World Bank's Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits & Grants] by World Bank Borrowers [January 2011, revised July 2014].
13. A committee constituted by the O/o A.P.C.C.F., Green India Mission, M.P. State Forest Department will complete the evaluation and selection of the firm.
14. Interested Consultants may obtain further information at the address below during office hours i.e., 1000 to 1730 hours on all working days.
15. Expressions of Interest must be delivered in written form and should include the firm's demonstrated capacity to provide the required expertise. Expressions of Interest must be delivered to the address below through registered post/speed post/ by hand as hard copy and soft copy (CD) latest by 10th August 2022 till 1730 hours.

Address for Correspondence:-

Additional Principal Chief Conservator of Forest

Green India Mission

Upper Basement 'B' Wing, Satpura Bhawan.

Bhopal, Madhya Pradesh 462004.

Tele: 0755-2552401

Email: apccfgim@mp.gov.in Website: <https://www.mpforest.gov.in/>



Annexure – I

Prescribed format for applying for

SELECTION OF A FIRM FOR COST BENEFIT ANALYSIS OF NTFP ENTERPRISE” (MAHUA BAKERY ENTERPRISE) UNDER ESIP TREATMENT AREAS IN 3 DIVISIONS (SEHORE, NORTH BETUL & HOSHANGABAD) IN SELECTED LANDSCAPE OF MADHYA PRADESH

I) Organizational Profile

A – Firm’s Profile (Maximum 2 pages)				
1.	Name of the Organization			
2.	Postal Address			
3.	Telephone: Mobile / Fax / E-mail			
4.	Contact Person Name and Designation with contact details			
5.	Registration Details: Registered on (Date) No. of Completed Years	Provide copy of the Registration Certificate and indicate whether Society/Trust/company/Others		
6.	Financial Average Turnover: Annual turnover should be at least Rs. 20.00 Lakh during the last three financial years required (Enclose Audited Balance Sheet)	Provide turnover of the Organization (on the basis of the audited account) in the last three Financial years in Indian Rupees.		
		2019-20	2020-21	2021-22
B – Firm’s Experience				
1.	The firm should be in business for at least the last three years holding a valid Permanent Account Number (PAN)/ TAN and Service Tax Registration / GST Number or equivalent Registration in case of foreign applicants.			
2.	Evidence of the firm’s experience with similar types of requisite experience and capabilities in Feasibility Study (Cost Benefit), Economic and Financial Analysis for setting up forest based or small-scale rural enterprise in the state of M.P. and in India.			
3.	Proven ability to work closely with Government Departments and coordinate with diverse government, non-governmental, and autonomous-governmental agencies.			
4.	The agency should not have unsatisfactory track record resulting in adverse action taken by Central/State Governments in India (an undertaking must be submitted).			

II) EOIs will be evaluated based on the short-listing criteria listed below.

S.No	Shortlisting Criteria	Criteria	Documents to be submitted	Proposed Scoring Criteria
1	2	3	4	5
1	The organization should be in business for at least the last three years holding a valid Permanent Account Number (PAN)/TAN and GST Registration Number.	Must Meet	Registration certificate, Copies of PAN, TAN and GST registration	-
2	The organization should have an average annual turnover of Rs. 20.00 Lakhs or above for the past 3 financial years (2019 – 2020; 2020 – 2021; 2021-2022).	Must Meet	Statutory Audit report to be attached	-
3	Evidence of the firm's experience with similar types of requisite experience and capabilities in Feasibility Study (Cost Benefit), Economic and Financial Analysis for setting up forest based or small-scale rural enterprise and related assignments.	10 marks each for completed project in the field	Enclose list of relevant assignments, including evidence of conducting similar exercises in the development sector etc. with customer name and address, contact details, order value, completion certificates and performance Certificates if any. Annexure-II	40 (Max)
4	Proven ability to work closely with Government Departments and coordinate with diverse government, non-governmental, and autonomous-governmental agencies.	10 marks each for projects done for Govt./Semi-govt./PSU	Relevant orders, certificates, completion orders, etc. should be provided as evidence.	20 (Max)
5	Availability of qualified experts in fields relevant to lead the proposed work.	10 marks for each expert having desirable qualification mentioned in the TOR and 5 marks each for support staff	Consent document of the proposed expert.	40 (Max)
6	The firm should not have any unsatisfactory track record resulting in adverse action taken by any Government in India (an undertaking must be submitted)	Must Meet	As per format provided at	-
	Total Score			100

Green India Mission Madhya Pradesh

Ecosystem Services Improvement Project

Tabulation Sheet: Evaluation Criteria for Consultants' Qualifications Selection (CQS) Method

Recruitment of Consulting Firm for consultancy- Evaluation of Expressions of Interest (EOI)

	Shortlisting Criteria 3		Shortlisting Criteria 4		Shortlisting Criteria 5
	Evidence of the firm's experience with similar types of requisite experience and capabilities in related domains. (Total Score = 40)		Proven ability to work closely with Government Departments and coordinate with diverse government, non-governmental, and autonomous-governmental agencies. (Total Score = 20)		Availability of qualified experts in fields relevant to lead the proposed work. 30 marks for experts & 5 marks each for support staff. (Total Score=40)
Evaluation Criteria's	10 marks each for completed project in the field		10 marks each for projects done for Govt./Semi-govt./PSU		10 marks for each expert having desirable qualification mentioned in the TOR and 5 marks each for support staff.
Name of Consultant Agency					

Annexure-II

FIRMS'S EXPERIENCE – FORMAT

Assignment name:	Country: Location within country:
Name of Client:	Address:
Duration of assignment (months): Start date (month/year): Completion date (month/year):	Total No. of staff-months of the assignment:
Approx. value of the contract (in current INR):	
Name of associated Firms, if any:	
Name of associated consultants/Team Members:	Name of senior professional staff of your firm involved and functions performed (indicate most significant profiles such as Project Director/Coordinator, Team Leader etc):
Narrative description of Project:	
Description of actual services provided by your staff within the assignment:	

(On the letter head of the agency/firm)

Declaration

Date:.....

To whomsoever it may concern

I/We hereby solemnly take oath that I/We am/are an authorized signatory in the Firm/Society/ Company/Trust and hereby declare that "Our Firm does not face any sanction or any pending disciplinary action from any authority." Further, it is also certified that our firm does not have any unsatisfactory track record resulting in adverse action taken by any Government in India. In case of any further changes which effect this declaration at a later date, we would inform the O/o Addl. P.C.C.F, Madhya Pradesh Forest Department, Green India Mission accordingly.



Authorized Signatory

(with seal)

Ecosystem Services Improvement Project

Terms of Reference

**Selection of a firm for “Cost Benefit Analysis of NTFP Enterprise” (Mahua Bakery Enterprise)
Under ESIP treatment areas in 3 divisions (Sehore, Hoshangabad & North Betul) in
selected landscape of Madhya Pradesh.**

1. Background and Context:

The Government of Madhya Pradesh is implementing the Ecosystem Services Improvement Project (ESIP), which is a World Bank/GEF grant in support of the Green India Mission. The project development objective (PDO) is to analyze and monitor the forest cover change and plantation for the purpose of land management in selected landscapes in Madhya Pradesh. The current TOR is only for the part of the project being implemented in Madhya Pradesh. The project is being managed by the Additional Principal Chief Conservator of Forests (APCCF), Green India Mission in the State Forest Department. The project envisages to apply part of the grant proceeds for “Economic Feasibility Study of Mahua Bakery Enterprise in ESIP landscapes (Sehore, North Betul & Hoshangabad) divisions of Madhya Pradesh”.

2. Objective of the Assignment:

Mahua flowers and fruits are important non-timber forest products (NTFPs) for locals. While its flowers and fruit are edible, traditionally its flowers are fermented and processed into country liquor. The villagers of ESIP landscapes earn a substantial part of their income from sale of Mahua flower, which they were collecting using traditionally practice (hand picking from ground) by setting the ground on fire which had been a major cause of forest fire resulting into depletion of ground flora and natural regeneration which ultimately impact adversely the growing stock.

To get rid of such traditional mal practice, villagers were promoted to use nets for collection of mahua (*Madhuca latifolia*) flowers. Distribution of Mahua Nets was a systematic approach for using synthetic nets for its collection across the forest landscapes of ESIP in the state of Madhya Pradesh has resulted into positive impacts on the quantity and quality of the Mahua flowers leading to higher financial gains to the collectors.

The community mobilization saw a behavioral shift and a noticeable reduction in forest fire incidences leading to improved natural regeneration of the forest. The market became buoyant following growth in business volumes. The better quality mahua has prospects of opening up the

export markets as well as processing and value addition at local level through various bakery products.

The aim of this assignment is to assess the economic feasibility of setting up Mahua bakery unit and to evaluate the project input cost and compare the total value of benefits (tangible) of the bakery enterprise.

3. Scope of Work:

Following is the scope of work for the proposed assignment:

1. Resource availability to set up a sustainable rural business enterprise.
2. Evaluate Project input Costs and Payback Period.
3. Analyse the Market Potential of the enterprise.
4. Identify the good future demand of the industry.
5. Role of Mahua Bakery Unit Entrepreneurs in rural economic development

The selected consultant agency will undertake the following specific tasks as part of the assignment. Please note, a few additional tasks may be required, if identified, during the course of implementing the assignment, which may not have been identified at this stage.

4. Duration of the Assignment

The total duration of the assignment is 04 months from the signing of the contract.

5. Deliverables and Payment Schedule

S. No.	Deliverable	Timeline – Months from Signing of Contract	Payment - % of Contract Value
1.	Inception Report	15 days	10%
2.	Resource availability and Market potential of bakery products	1.5 Month	15%
3.	Economics (cost & benefit) of setting up of Bakery Unit	2.5 Month	20%
4.	Draft report presentation & submission	3 Month	15%
5.	Final Report Submission (incorporating suggestions)	4 Months	40%

6. Team Composition

The consultants/Consultancy firm should have technical and other human resources as may be required; however, the following personnel are necessary to be deployed during the course of the assignment:



S. No.	Position/Title	Qualifications	Minimum Experience
1.	Economics/Financial Expert (1)	M.Com/PG in Economics/MBA Finance or equivalent.	5 Years
2.	Marketing/ Enterprise Expert (1)	MBA Marketing/ Specialization in Enterprise or equivalent.	4 Years
3.	Social Development Expert (1)	MBA Rural development or equivalent.	3 Years
4.	Support Team (2-5)	Work experience in the area of feasibility study (cost benefit), economic and financial analysis of enterprises.	3 Years

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