

Pakistan Agricultural Technology Transfer Activity (PATTA)

**Expression of Interest (EOI)
Engagement of Agricultural Technology Companies/Firms
(in Horticulture & Livestock Technologies)
For Technical Assistance Only**

Closing Date: May 15, 2018

NOTE: (Before submission of EOI, please carefully read and understand the instructions given in this document)

Introduction: CNFA is an enterprise development organization based in Washington, D.C., dedicated to stimulating sustainable growth in the agricultural sector. CNFA specializes in fostering private sector investments in training, new technologies and marketing to increase the overall competitiveness of agricultural value chains, expand exports, and develop skills in the rural workforce. By generating higher incomes for farmers, processors, entrepreneurs, and distributors, CNFA helps to improve livelihoods and reduce poverty. CNFA is currently implementing Pakistan Agricultural Technology Transfer Activity (PATTA) project in the designated areas (districts) across Pakistan.

PATTA is 4 years USAID funded project and will bring to scale private sector solutions to improve agricultural productivity in Pakistan. PATTA will partner with agricultural technology companies to commercialize products and services with the potential to increase the productivity and competitiveness of small farmers while mobilizing private sector investment in agricultural technologies. PATTA's partnership will provide small farmers with broader access to affordable technologies to increase productivity and build resilience to climate change and reduce postharvest losses. In so doing, PATTA expects to achieve the following results:

- Increased capacity of agricultural technology related businesses to commercialize technologies and management practices
- Increased small farmers' access to affordable appropriate and effective agricultural technologies
- Scaled up the adoption and use of agricultural technologies

Background: Outdated and ineffective agricultural technologies are among the leading causes for Pakistan's agricultural productivity falling short of its potential. Scaling up the production, distribution, and adoption of agricultural technologies in Pakistan is made challenging by lack of information, difficulty in accessing credit, a wide dispersion of small farmers, and diverse set of challenges facing marginalized subsets of small farmers including the women farming community.

Scope of Partnership: The PATTA project will work with Supply Side Partners (SSPs)/technology companies from across Pakistan, involved in manufacturing, assembly, supply or import of agricultural technologies (tools, implements, machinery and allied services) for horticulture and livestock sub-sectors. The project will support SSPs through provision of technical assistance to enhance their business performance in terms of resource efficiency and management, strengthening of sales and distribution channel, business planning and management, marketing plans and market expansion of products and services, market assessment for new products and linkage development with demand side partners (dealer network, distributors, organizations) to promote these technologies and to improve their productivity and profitability. Under this project, qualified supply side firms will be engaged as partners over a period of four years to receive technical assistance and to expand their businesses.

PATTA project will concentrate on agricultural technologies and related services servicing small farmers where the companies are present with their product and services in various agri-ecological zones.

Objective:

- Enhance the capacity of agricultural technology related firms to market their products and services
- Enhance investment for commercialization of agricultural technologies
- Increase awareness and access of agricultural technologies among small farmers

Application/ Qualification Criteria:

- Private Company registered with relevant authority
- Manufacturer of Ag technologies (manufacturer, assemblers, importer and supplier of agricultural technologies - inputs, tools/machinery/implements, services)
- Possesses Active taxpayer status
- Willing to invest in operations for scaling up of product and service, sales expansions
- Have or should have network of distributors of technologies/dealer networks

What are the characteristics important for PATTA?

- Can/will make increased investments into product and market expansion
- Potential for new job creation
- Willingness to expand businesses
- Have some distribution system – hopefully with a group of demand side partners.
- Trusted by farmers – positive reputation of their products and services
- They are working in a PATTA priority Ag Technology areas
- Capable of scaling up the agricultural technologies/product and services
- Already demonstrated private investments in their businesses
- Following the environmentally sound best practices including health and safety compliance
- Ag technologies are appropriate for small farmers and interested in expanding that market

INSTRUCTIONS:

- 1- Use block letters for filling of attached form
- 2- Mark the applicable boxes with a tick mark
- 3- Use extra sheets where necessary
- 4- Applications with the required information must be submitted through email at procurement@pakistan-patta.org on or before May 15th, 2018 (5.00 pm Pakistan Standard Time) with subject title should be clearly marked as **“EOI – Supply Side Partners.”**

SECTION I-GENERAL INFORMATION

Application in response to: (Ad published on/Ref #):	
Name of registered entity - registration number	
Type of entity	<input type="checkbox"/> Private Ltd. <input type="checkbox"/> Partnership <input type="checkbox"/> Other, please specify _____
Names of partners or directors	1- _____ 2- _____ 3- _____
Active tax payer status	National Tax Number: _____ GST Registration Number: _____
Authorized Focal person	Name: _____ Email: _____ Phone Number: _____
Complete business address	
Business phone number (Including area code)	
E-Mail / web address	
Company manufacturing unit/ Site location (City) – full address	
Type of agricultural technology firm	<input type="checkbox"/> Manufacturer <input type="checkbox"/> Assembler <input type="checkbox"/> Importer <input type="checkbox"/> Supplier
Types of agricultural technologies provided (Please attach a separate list of products and services) if required.	Products: 1. _____ 2. _____ 3. _____ Services: 1. _____ 2. _____ 3. _____
Type of distribution network	<input type="checkbox"/> Dealer <input type="checkbox"/> Franchise <input type="checkbox"/> Direct Sale

Number of employees with the company	<input type="checkbox"/> 10-50 <input type="checkbox"/> 50-250 <input type="checkbox"/> 250 -1000 <input type="checkbox"/> +1000
Geographical presence	<input type="checkbox"/> Punjab <input type="checkbox"/> Sindh <input type="checkbox"/> KP <input type="checkbox"/> Baluchistan <input type="checkbox"/> Gilgit Baltistan
Number of years of experience in dealing with agricultural technologies	<input type="checkbox"/> More than 15 years <input type="checkbox"/> 10-15 years <input type="checkbox"/> 5 – 10 years <input type="checkbox"/> 1 – 5 years
Business expansion plan (Willingness to invest in scalable products and services)	<input type="checkbox"/> Yes <input type="checkbox"/> No
Previous partnership or technical assistance received from any source	<input type="checkbox"/> Yes (please specify) <input type="checkbox"/> No
Area of technical assistance required? Please specify (Please attach a separate sheet with details, If required).	1. 2. 3. 4. 5.

Please provide detail information related to past experience and professional staff on the attached template – annex-A

SECTION II - CONFLICT OF INTEREST:

Kindly inform us if you are by any means related to CNFA-PATTA staff which may influence the outcome of this assessment process. Please mention the nature of relationship with PATTA staff along with names and designations of related PATTA personnel in the space provided below:

1.	
2.	
3.	

SECTION III- DECLARATION

I/We _____ hereby confirm that our company/firm is a legally registered and does not in any way defaulter of any kind of liability against us and all the information given in this form and in attached document are true and correct to the best of my/our knowledge and belief. I/ We understand that any false information provided on our part shall result in immediate disqualification at any stage.

If pre-qualified by PATTA/we shall strictly adhere to all the rules, regulations, terms and conditions as laid down by PATTA project. If selected and during the partnership, we will provide information related to PATTA project M&E section, which will be tracking the performance of the proposed TA activity including periodic monitoring, progress reporting and wider dissemination of results through various means of communications.

Particulars/Signature(s) of Authorized Representative of the Company

Sign and Stamp _____

Name _____

Designation _____

CNIC # _____

Date: _____

IMPORTANT NOTE:

- *Submission of this application for EOI does not guarantee that the applicant shall be partnered with PATTA project*
- *PATTA project may ask for any further details and documents; or may physically inspect the applicant’s organizational setup / manufacturing units at any time without prior notice*
- *Please ensure to provide complete information, in the absence of which your application will not be considered*
- *The PATTA project is funded by U.S Agency for International Development (USAID) and is subject to all applicable Federal Acquisition (FAR) and AID Acquisition Regulations (AIDAR)*
- *CNFA reserves the right, in its sole discretion, to modify the request, to alter the selection process in any way, to ask for additional information from the interested company/Firm, to reject any or all proposals and Or to modify or amend the scope of the EOI submitted.*
- *This is an EOI only and issuance of this EOI does not in any way obligate CNFA, PATTA project or USAID to make a commitment or pay for costs incurred the preparation and submission of the EOI.*
- *Please note that by submitting a response to this RFP, please understand that USAID is not a party to this solicitation and the applicant agrees that any protest hereunder must be presented in writing with full explanations to the PATTA project for consideration, as USAID will not consider protests regarding procurements carried out by implementing partners. CNFA, at its sole discretion, will make a final decision on the protest for this procurement.*
- *No phone calls to PATTA office, staff. Only the successful companies will be informed officially after fulfillment of the review process as per laid down criteria.*

SECTION IV- CREDENTIALS

Please attach following documents and check the applicable box

- Certificate of Incorporation/Registration
- Active National Tax Registration # and Certificate
- Sales Tax Registration # and Certificate
- Letter of Authorization by CEO or Head of the Organization
- Year-end financial statement for the last three years.
- CEO/President’s resume and credentials
- A set of relevant attachments (optional) which further document or explain the approach and qualification, e.g. organization brochure, product catalogs, website, etc.
- Past Performance References, including company name, address, contact name, email address, and telephone number

Any other details please specify:

Authorized Representative’s Signature and Date

Relevant Experience of the Technical/Managerial, Operational Staff with the company

Sr. #	Section	Number of staff	Area of Expertise	Qualification	Experience (Years)