

REQUEST FOR EXPRESSION OF INTEREST (EOI)
FOR OPENING OF BANK ACCOUNT UNDER
AGRICULTURE INNOVATION DEVELOPMENT ENTERPRISES (AIDE) FUND SCHEME / Matching
Grants Scheme (MGS)

Punjab Government is implementing World Bank funded project STRENGTHENING MARKETS FOR AGRICULTURE AND RURAL TRANSFORMATION IN PUNJAB PROGRAM (SMART). One of the targets under this program is providing incentives to agribusinesses for investment in value addition and agricultural technology

2. Chief Technical Advisor, Agriculture Delivery Unit, Government of Punjab, invites Expression of Interest (EOI) for hiring the banking services for opening of saving bank accounts under AIDE fund from the Interested Banks licensed by State Bank of Pakistan to offer the best interest rates / services.
3. Expression of Interest documents, (containing detailed terms and conditions, etc. are immediately available in the office of Chief Technical Advisor, Agriculture Delivery Unit, 21- Davis Road, Lahore,. EOI documents can also be downloaded from www.agripunjab.gov.pk free of cost.
4. The expression of interest, prepared in accordance with the instructions in the EOI documents, must reach the office of Chief Technical Advisor, Agriculture Delivery Unit, 21- Davis Road, Lahore, on or before 09.07.2020 (11.00 AM). The Expression of Interest will be opened on the same day at 11.30 A.M. This advertisement is also available on <http://www.agripunjab.gov.pk> and <https://www.ppra.punjab.gov.pk>.

(Rana Mehmood Akhtar)
Chief Technical Advisor,
Agriculture Delivery Unit,
Agriculture Department, Government of the Punjab,
Agriculture House, 21-Davis Road, Lahore.
042- 99205546

I. INTRODUCTION

Procuring Agency: Chief Technical Advisor, Agriculture Delivery Unit, Agriculture Department, Government of the Punjab, 21-Davis Road, Lahore.

BACKGROUND

Strengthening Markets for Agriculture and Rural Transformation (SMART Punjab) is a five years long loan arrangement between World Bank and Government of Punjab, linked with series of coherent policy changes, institutional strengthening initiatives, and reorientation of public investments in agriculture to attain fundamental improvements in the policy regime, stronger institutions in the agriculture sector, and improved post-harvest value addition through increased private investment in agribusinesses. The Performance for Results (PforR) instrument of the World Bank is used for SMART Punjab, as it appears uniquely suited for delivering this kind of package through a clearly articulated results chain, while further building the Government's capacity and helping it deepen and develop its own systems. The US\$300 million loan by the Bank provided in SMART Punjab PforR will be co-financed at a much larger Government's program of estimated US\$1.59 billion.

The loan disbursements of SMART are linked with achievement of certain milestones by the implementing departments, which includes Agriculture; Livestock and Dairy Development, Food and Irrigation. These milestones are plotted on yearly schedule against Disbursement Linked Indicators or DLIs. There are 12 DLI in SMART of which DL15 involves provision of incentives to agribusinesses for investment in value addition and agriculture technology. SMART supports an Agribusiness and Innovation Fund to be set up by the Government. The fund will award matching grants to agribusinesses, with particular consideration for women and young people, on a competitive basis. This operations manual is the instrument to provide guidelines and set rules for the matching grants scheme being established for implementation of DL15 of SMART.

The specific objectives for SMART MGS are as follows:

- Provide attractive investment incentives to agribusinesses to participate in selected value chain activities involving agriculture technology and value addition to trigger growth in the agriculture sector and increase farmers' profitability
- Promote the practical adoption of new technologies and connectivity between private sector producers and other stakeholders for productive partnerships that leads to accelerated performance in input and output markets of agriculture
- Support investments in new product development, processing and improved food safety standards in the value chains and market-oriented solutions in processing, packaging, branding, logistics and information technology
- Develop bankable business plans so that the agribusinesses can be linked with financial service providers to receive bank loans in the future
- Uplift rural communities with special consideration towards development of rural women and youth, by generating new opportunities for entrepreneurship and employment

II. SCOPE OF SERVICES / TERMS OF REFERENCE (TOR)

One of the targets under this program is providing incentives to agribusinesses for investment in value addition and agricultural technology. In this scheme Go Punjab will award matching grants from PKR 2.5 to PKR 25 million per grantee. The tentative amount of deposit shall approximately range around Rs.1200 million. Therefore, sealed offers are invited for opening of 240 Grantee's savings accounts on turnkey basis under the following conditions: -

1. All the banks under the licensing of State Bank of Pakistan are eligible to participate / give offers in following format. 6-month KIBOR +/- -----%
2. KIBOR will be reset after every six months from bid opening
3. Conditional markup offer rates and slab markup rates will not be accepted
4. Acceptance / rejection of any other conditions implied by the consortia / Banks shall be at the discretion of the committee
5. Number of accounts and the amount of deposit is subject to approval of Grant Management committee and may be reduced / enhanced / revised without any claim of the bidder
6. Agrees to open the Grantee's account, upon written request (Letter/email) of undersigned or his/her representative's
7. Debit from accounts only after obtaining written (letter/email) authorization of undersigned or his/her representative
8. Provision of account's bank statement to undersigned or his/her representative upon written request
9. Deposit the markup and unspent balance¹ into Govt's treasury within 7 days of written request by undersigned (letter/email)
10. Account opening facility for grantee's in all branches of bidder
11. Affidavit to be signed by the beneficiary that his/her account details will be shared with the undersigned and consent of undersigned will be required to withdraw any amount
12. Following documents to be attached with proposal
 - a. Account opening Procedure and forms from Bank
 - b. Documents required to open the account
 - c. Affidavit to be signed from beneficiary

Please re-produce terms and conditions from sr. no. 1 to 11 on bank's letter and submit to this office.

¹ Statement balance after completion/termination of Contract with Grantee

III. INSTRUCTIONS TO APPLICANTS

FRAUD & CORRUPTION

- i. The Agriculture Department, Government of the Punjab requires that the Applicant observes the highest standard of ethics in relation to submission of proposal/offer and further documents required and thereafter.
- ii. The Agriculture Department, Government of the Punjab will reject a proposal/offer if it determines that the Applicant has directly or through an agent, engaged in corrupt, fraudulent, collusive, coercive or obstructive practices in competing for the contract in question and will declare the applicant ineligible, either indefinitely or for a stated period of time.
- iii. Any misinformation, forged / fake documents / statements etc. will lead to disqualification in addition to any other action as per law.

LANGUAGE

Language of this EOI, Proposal/offer and subsequent all processes and correspondences shall be English.

ADVERTISEMENT

The EOI advertisement shall form an integral part of the EOI, proposal/offer Document.

CLARIFICATIONS IN RELATION TO PROPOSAL/OFFER DOCUMENTS

For clarification purposes, the Employer's address is Chief Technical Advisor (ADU), Agriculture House, 21-Davis Road, Lahore.

The procuring agency shall receive requests for clarification no later than 05.07.2020 during office hours.

AMENDMENTS IN DOCUMENTS

- i. At any time prior to the deadline for submission of EOI, Proposal/offer, The Punjab Agriculture Department may amend the Proposal/offer Document by issuing an addendum.
- ii. Any addendum issued shall be part of EOI, Proposal/offer Document.
- iii. To give Applicants reasonable time to take an addendum into account in preparing their applications, The Punjab Agriculture Department may, at its discretion, extend the deadline for the submission of applications.
- iv. No objection shall be entertained regarding the terms & conditions of this Proposal/offer Document after deadline for submission of Proposal.

CHANGE IN INFORMATION PROVIDED

The Applicant shall immediately report to the Punjab Agriculture Department in writing any change in the information provided in its EOI, Proposal/offer. Any failure to report change by the Applicant shall constitute grounds for disqualification.

COST OF APPLICATION

- i. The Applicant shall bear all costs associated with the preparation and submission of EOI, Proposal/offer. Punjab Agriculture Department will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the qualifying process.
- ii. The Punjab Agriculture Department will not be responsible for any costs or expenses incurred by the Applicant in connection with the preparation or delivery of EOI, proposals or visits to any office or site.
- iii. The Punjab Agriculture Department shall be under no obligation to return any EOI, Proposal/offer or supporting materials submitted by the Applicant.

DOCUMENTS ESTABLISHING THE ELIGIBILITY OF APPLICANT

To establish its eligibility, the Applicants shall complete all eligibility requirements as set out in this document supported by verifiable documentary evidence. Applications without complete supporting documentary evidence, as required under this EOI, Proposal/offer, shall be considered non-responsive and shall be rejected.

MANDATORY REQUIREMENTS OF APPLICANT

- i. Valid Banking Operation Certificate from State Bank of Pakistan
- ii. Have at least Long-term Credit Rating "AA" according to PACRA or JCVR.

SIGNING THE APPLICATION

- i. The Applicant shall prepare and submit the EOI, Proposal/offer as described in this document. The EOI, Proposal/offer shall be signed by a person duly authorized on behalf of the Applicant through Power of Attorney.
- ii. Original written Power of Attorney authorizing the signatory of the Application to act for and on behalf of the Applicant shall be attached with the application according to the given Annexure-II.
- iii. Every page and every form of EOI, Proposal/offer shall be signed and stamped by the Signatory of the Application.

SEALING AND IDENTIFICATION OF APPLICATION

The Applicant shall enclose ONE Original copy of its EOI, Proposal/offer in a sealed envelope that shall:

- i. Bear the name and address of the Applicant,

- ii. Be addressed to the Chief Technical Advisor, Agriculture Delivery Unit, 21 Davis Road, Lahore.
- iii. Bear the specific identification of EOI, Proposal/offer process indicated in the Proposal/offer Document and shall be clearly marked the subject title.
- iv. Each EOI, Proposal/offer shall be in English accompanied by all the supporting documents. If any original supporting document is not in English, a certified translation of the same in English shall be provided by the Applicant.
- v. Applicants are also required to state, in their EOI, proposals, the name, title, phone & fax numbers, e-mails, and addresses of their Primary Contact and Secondary Contact, through whom all communications shall be directed until the hiring process has been completed or terminated.
- vi. The Punjab Agriculture Department will accept no responsibility for not processing any envelope that was not identified as required.

DEADLINE FOR SUBMISSION OF PROPOSALS

EOI, Proposal/offer must be received by Punjab Agriculture Department no later than 11:00 AM Pakistan Standard Time on 09th July, 2020.

LATE PROPOSAL

Any EOI, proposal/offer received after the deadline for the submission of EOI, proposal/offer shall be rejected.

OPENING OF APPLICATIONS

The Punjab Agriculture Department shall open (all) application(s) on the time & date indicated in Proposal/offer advertisement.

CONFIDENTIALITY

Information relating to the evaluation of Applications, and recommendation for qualification, shall not be disclosed to the Applicants or any other persons not officially concerned with such process until the notification of award is made to selected Applicant.

PROPOSAL VALIDITY

EOI, Proposal/offer shall remain valid for a minimum of sixty (60) days after the proposal submission deadline date established by Punjab Agriculture Department. An EOI, proposal valid for a shorter period shall be rejected as non-responsive.

CLARIFICATIONS OF APPLICATIONS

- i. To assist in the evaluation of applications, The Punjab Agriculture Department may, at its discretion, ask any Applicant for a clarification of its application which shall be submitted within a stated reasonable period of time. Any request for clarification and all clarifications shall be in writing.

- ii. If an Applicant does not provide clarifications of the information requested by the deadline, the application shall be evaluated based on the information and documents available at the time of evaluation of the application. Failing to provide requisite information may lead to rejection / disqualification of application.

RESPONSIVENESS OF APPLICATIONS

All applications not responsive to the requirements of the EOI, Proposal/offer Documents shall be rejected.

EVALUATION CRITERIA

The contract will be awarded to the highest evaluated offer i.e. the bank offering highest Profit rate / Markup rate (06 month KIBOR offer +/-) (on Day End Balance Basis)

CURRENCY FOR EVALUATION

The currency of EOI, Proposal/offer shall be PKR.

AWARD CRITERIA

Punjab Agriculture Department shall award the contract to the highest evaluated offer from the eligible bank.

NOTIFICATION OF AWARD

The purpose of this EOI, Proposal/offer Document / Advertisement is to hire the bank for opening of bank account under aide fund scheme. The Punjab Agriculture Department shall promptly notify the selected Applicant after completing the process and procedure of selection.

RIGHT TO ACCEPT ANY PROPOSAL AND TO REJECT ANY OR ALL PROPOSALS

Punjab Agriculture Department reserves the right to cancel the hiring process and to reject all EOI, proposals/offers or to accept or reject any EOI, proposal/offer, at any time prior to the award of contract, without thereby incurring any liability to the affected applicant or applicants or any obligation to inform the affected applicant or applicants of the grounds for Punjab Agriculture Department's action.

INTERPRETATION & FINAL DETERMINATION

The interpretation and final determination of any matter relating to the EOI, Proposal/offer Document, all enclosed documents, sections, compliance documents etc. as well as any additional or supplementary information required by The Punjab Agriculture Department will be at hiring Agency's sole discretion which shall be final and binding on the Applicants.

USE OF INFORMATION

Permission for disclosure of information submitted by an Applicant as part of the EOI, Proposal/offer is not required for the release of information to The Punjab Agriculture Department, its governing bodies/departments, its consultants, advisors and personnel for the purpose of evaluation of application and selection.

CONFLICT OF INTEREST

The Punjab Agriculture Department may confirm the status of the Applicant for the sake of conflict of interest before completion of the selection process. For this purpose, the Applicant shall be required to provide this information in specific terms and any misrepresentation shall be made a ground for rejection. Applicants shall note that in case of their selection, any such links, if detected during the course of their contract, would be reported by The Punjab Agriculture Department to SBP for cancellation of its registration/license leading to their blacklisting.

GOVERNING LAW

The governing laws of the Project and the contract thereto shall be laws of Pakistan (where Federal laws are applicable) and laws of Punjab (where provincial laws are applicable).

TIME SCHEDULE

- Tentative duration of Contract will be until complete the SMART MG target up to 2022. The contract will be for the duration of SMART life.

COMMENTS ON TORs

- The bidders/applicants are required to offer the rates on the basis of ToRs provided by the Client in this EOI documents.
However, the bidders/applicant may provide their comments / modifications / improvements in ToRs in their respective EOI, Proposals. Such comments / modifications / improvements in ToRs will not be considered during evaluation of proposals,
- The Client may consider the comments / modifications / improvements in ToRs of the successful bidder(s) at the time of signing the contract. Such consideration shall not negatively affect the offer of the successful bidder / Contract Amount.

NOTE:

The bidder has to abide by all the requirements as mentioned in ToRs and Schedule of Requirements.

Price Schedules
(To be filled by applicant/bank)

Markup Rate Offered (on Day End Balance Basis):

Description	Estimated amount	Markup Rate (%)
Opening of 240 Grantee's savings accounts on turnkey basis	1200.00 Million (To be released gradually)	

Signature of Bidder _____ Date: _____

Bid Submission Form

Date: _____

Ref. No: _____

To

Chief Technical Advisor (ADU),

21-Davis Road, Lahore.

Having examined the bidding documents, I / we, the undersigned, offer to provide **“Offers for opening of bank account under Aide Fund Scheme”** Support in conformity with the said bidding documents, including ToRs and Schedule of Requirements, contained therein, as for the sum **as mentioned in Schedule of Prices** or such other sums as may be ascertained in accordance with the schedule of prices attached herewith and made part of this Bid.

I / We undertake that, if my / our Bid is accepted, to provide the Services in accordance with the delivery schedule specified in the Schedule of Requirements and ToRs.

If my / our Bid is accepted, I / we will obtain the **guarantee of a bank in a sum equivalent to 0% percent of the Contract Price** for the due performance of the Contract, in the form prescribed by the Purchaser.

I / We agree to abide by this Bid during the bid validity period starting from the date fixed for Bid opening under Clause 22 of the Instructions to Service Providers, and it shall remain binding upon me / us and may be accepted at any time before the expiration of that period.

Until a formal Contract is prepared and executed, this Bid, together with your written acceptance thereof and your notification of award, shall constitute a binding Contract between us.

Commissions or gratuities, if any, paid or to be paid by me / us to agents relating to this Bid, and to contract execution if I / we are awarded the contract, are listed below:

Name and address of agent	Amount and Currency	Purpose of Commission or gratuity
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(if none, state "none")

We understand that you are not bound to accept the lowest or any bid you may receive.

Dated this _____ day of _____ 20_____.

[signature]

[in the capacity of]

Duly authorized to sign Bid for and on behalf of _____

Power of Attorney (For signatory of Application)
[To be printed on a PKR 100 stamp paper]

KNOW ALL MEN BY THESE PRESENTS THAT by this Power of Attorney(“**Power of Attorney**”), _____ [Insert name firm/Consortium] having its registered office at [-----], does hereby nominate, appoint and authorize Mr. _____, having CNIC No. _____ hereinafter referred to as the “**Signatory of Application**”, to do in our name and on our behalf the following:

Sign and submit to Chief Technical Advisor (ADU) or its authorized nominee, the EOI/Tender/Bid for “**Opening of bank account under Aide Fund Scheme**”, in response to the EOI advertisement dated [---] issued by The Procuring Agency and all other documents and instruments required to submit the EOI/Tender/Bid.

- i. execute all such contracts, deeds, documents and instruments as may be considered necessary and expedient in relation to the foregoing; and
- ii. do and carry out all other actions as may be required by the Procuring Agency in connection with the EOI/Tender/Bidding process as a whole;
- iii. To immediately notify The Procuring Agency in writing of any impending or actual revocation as well as any change in the terms of this Power of Attorney.
- iv. To do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our EOI and/or Bid in response to the above referred tenders including signing and submission of all documents ,instruments and deeds (including correcting any deficiencies or mistakes therein), attending any meetings organized by the Procuring Agency (including pre-bid conference meetings and bid opening meetings)and providing information/responses to the Procuring Agency in all matters in connection with our Bid.

We, [Insert name of Firm/Consortium], do hereby ratify and confirm whatsoever the Signatory of Application shall do by virtue of these presents and further agree that whatever the Signatory of Application shall do or cause to be done pursuant to this Power of Attorney shall be binding on us.

Furthermore, each provision of this Power of Attorney is severable and distinct from the others. The invalidity, illegality or unenforceability of any one or more provisions of this Power of Attorney at any time shall not in any way affect or impair the validity, legality and enforceability of the remaining provisions hereof.

IN WITNESS WHEREOF, we have executed this **POWER OF ATTORNEY** as of [Date].

FOR: [INSERT NAME OF APPLICANT FIRM/ CONSORTIUM]

Signature: _____

Name: _____

Title: _____

CNIC/Passport No.: _____