

Expression of Interest (EOI)

For

**Upgradation, Operation, and Maintenance of
the Agricultural Equipment Factory, Bhilai on
Public-Private Partnership (PPP) Mode**



**Chhattisgarh State Industrial
Development Corporation Ltd.**

**Office Address: Udyog Bhawan, Ring Road No.-1, Telibandha,
Raipur, Chhattisgarh- 492006**

Table of Contents

| | |
|--|----|
| Disclaimer | 2 |
| Notice Inviting Expression of Interest | 4 |
| 1. Factsheet | 5 |
| 2. Introduction | 6 |
| 3. Background of the Agricultural Equipment Factory | 6 |
| 4. Objective of the Project | 6 |
| 5. Objective of the Assignment | 7 |
| 6. Purpose of Eol | 7 |
| 7. Scope of Work | 7 |
| 8. Special instructions | 9 |
| 9. Instructions to Applicants | 9 |
| a. Eligibility Criteria | 9 |
| b. Incentives and Support | 11 |
| c. Submission Process | 11 |
| 10. Evaluation | 12 |
| 11. Application Formats | 12 |

Disclaimer

1. The information contained in this Expression of Interest (EOI) document, or subsequently provided to the Applicant(s), whether in verbal, documentary, or any other form, by or on behalf of the Chhattisgarh State Industrial Development Corporation (CSIDC) or any of its employees or advisors, is made available to the Applicant(s) subject to the terms and conditions set forth in this EOI and any other conditions under which such information is provided.
2. The primary objective of this Expression of Interest (EOI) is to solicit suggestions and innovative approaches for the comprehensive revamping of the Agricultural Equipment Factory, Bhilai, encompassing infrastructure enhancement, operational improvements, and the formulation of a financially sustainable model that ensures mutual benefit for both the private sector partner and the government. It is expressly clarified that participation in this EOI does not confer any preferential rights or advantages in the subsequent tender process. The final tender (Request for Proposal - RFP) shall remain open to all eligible entities in accordance with the prescribed criteria and shall not be restricted to participants of this EOI. This EOI does not constitute a tender process or a commitment to award any contract.
3. This EOI is not an agreement and does not constitute an offer or invitation by CSIDC to the prospective Applicant(s) or any other party. The EOI contains various assumptions and assessments formulated by CSIDC concerning the Project. These assumptions, assessments, and statements do not claim to encompass all information required by each Applicant. CSIDC, its employees, and advisors do not assume responsibility for evaluating the financial standing, investment objectives, or specific requirements of the Applicant(s). As such, the information provided herein may not be exhaustive, complete, accurate, or adequate. Each Applicant is advised to conduct its own due diligence, verify the accuracy, adequacy, and reliability of the information contained in this EOI, and seek independent professional advice before proceeding further.
4. The information contained in this EOI spans a broad range of matters, some of which are subject to legal interpretation. The content herein should not be construed as an exhaustive representation of statutory requirements, nor should it be considered a definitive or authoritative statement of law. CSIDC assumes no liability for the accuracy or correctness of any legal interpretations or opinions expressed in this document.
5. Neither CSIDC nor its employees or advisors provide any representation, warranty, or assurance, and shall not be held liable under any law, statute, regulation, or legal principle, including those relating to tort, restitution, or unjust enrichment, for any loss, damage, cost, or expense incurred by any party because of relying on this EOI. CSIDC accepts no responsibility for the completeness, accuracy, or reliability of any information, assumptions, assessments, or statements contained in this document.
6. CSIDC disclaims any liability, whether resulting from negligence or any other cause, for any reliance placed by an Applicant on the contents of this EOI.
7. CSIDC reserves the absolute right, without any obligation, to update, modify, amend, or supplement any information, assumptions, or assessments presented in this EOI.
8. The issuance of this EOI does not imply any obligation on the part of CSIDC to select or shortlist any Applicant(s). This process is solely intended to gauge interest from potential participants. CSIDC reserves the right to accept or reject any or all Applications at its sole discretion without assigning any reason.
9. All costs incurred by the Applicant(s) in connection with the preparation and submission of the Application, including but not limited to documentation, copying,

postage, courier charges, participation in presentations or demonstrations (if required), and any other associated expenses, shall be borne solely by the Applicant. CSIDC shall not be responsible or liable in any manner whatsoever for any such costs or expenses, regardless of the outcome of the EOI process.

Notice Inviting Expression of Interest

The Chhattisgarh State Industrial Development Corporation (CSIDC) invites Expressions of Interest (EOIs) from reputed Companies/Organizations (hereinafter referred to as 'Agencies') for the Upgradation, Operation, and Maintenance of Agricultural Equipment Factory, Bhilai (as detailed in Annexure II Part A) under the Model.

This initiative is aimed at enhancing the operational efficiency, revenue and market reach of the Factory. The key project details and the broad scope of work are outlined in this document.

Interested Agencies that meet the minimum qualification criteria specified in this EOI document are invited to submit their complete proposals. Submissions must be made on or before either by post or in person, in a sealed envelope superscribed as:

“Expression of Interest for Upgradation, Operation and Maintenance of Agricultural Equipment Factory, Bhilai”

The sealed proposals should be addressed to:

The Managing Director
Chhattisgarh State Industrial Development Corporation (CSIDC)
Head Office, Udyog Bhawan, Raipur

For any queries or clarifications, interested Agencies may contact:

Mr. GK Swarnakar, EE
Mobile: 98931 25663
Email: csidc_raipur@yahoo.com

1. Factsheet

| S. No. | Particulars | Details |
|---------------|---------------------------------------|--|
| 1 | EOI Reference No. | EOI/NIT No.03/CSIDC/EE/Div-IV/2025-26 |
| 2 | Name of Issuer | Chhattisgarh State Industrial Development Corporation Ltd. |
| 3 | Date of issue of EOI | 05/05/2025 |
| 4 | Last date of receipt of queries | 30/05/2025 |
| 5 | Pre-Bid meeting | 02/06/2025 |
| 6 | Issue of Corrigendum, if any | - |
| 7 | Last date for Submission of Proposals | 04/06/2025 4:00 PM |
| 8 | Presentation by Applicants | As scheduled after receipts of proposals. |
| 9 | Details for Communication | Chhattisgarh State Industrial Development Corporation Udyog Bhawan, Ring Road No.1, Telibandha, Raipur, 492006 Chhattisgarh Tel: +91-771-6621000 Email: csidc.cg@gov.in |

2. Introduction

The Chhattisgarh State Industrial Development Corporation invites Expressions of Interest (EoI) from qualified private sector entities to upgrade, Operate, and Maintain the Agricultural Equipment Factory located at Bhilai. This initiative aims to rejuvenate the facility for fostering economic growth, employment generation, and sustainable development in the region.

The project envisions leveraging private sector expertise for efficient factory operations while creating a conducive ecosystem for MSME to thrive.

3. Background of the Agricultural Equipment Factory

The Agricultural Equipment factory, Bhilai, at Plot No.73, Industrial Estate, Bhilai, is operated by the Chhattisgarh State Industrial Development Corporation. It is operational and continuously delivering products as per received orders. The facility spans over 4.51 Acre and includes assets like workshops, machinery, tools and equipment, office space and setup. When functional in full capacity, it creates employment opportunity for about 150 people. All kinds of agricultural equipments and fabrication products are manufactured here. The factory used to supply directly to government departments across Chhattisgarh (as per the Chhattisgarh State Store Purchase Rule).

Key Features and facilities of the Furniture Factory

- **Connectivity:** The factory is located at Industrial Estate, Chhavani, Bhilai and is accessible by road. The factory is located within 05 km. from Power House railway station and NH53.
- **Land availability:** The factory is located in 4.51 Acre of land surrounded by boundary wall.
- **Availability of Machines:** The factory is equipped with electrically operated machinery consisting primarily of planer machine, drilling machine, cutting machine, shearing machine etc.
- **Availability of skilled workers:** Currently there are five regular employees in the factory. Manufacturing work is being completed on piece rate job work basis.

4. Objective of the Project

The main objectives of this project are:

- **Engagement of an experienced and professional agency for upgradation, operation and maintenance:** Considering the growing furniture market it is felt that the current infrastructure available in the Agriculture Equipment factory is inadequate to meet the demand. Further, with the changing market scenario and evolving procurement policies (like introduction of Government as E-Market place) require the factory to relook its business model. Hence, it is felt that private sector participation is required to meet these requirements.
- **Revitalization of the existing infrastructure:** Modernize the existing infrastructure to align with current industry standards and increase the production of the factory
- **Creating avenue for Employment Generation:** Enhance employment opportunities for local communities.
- **Enhancing Skill Development:** Foster skill development through training and capacity-building programs.

- **Development of a Sustainable Model of revenue generation:** Achieve a self-sustaining and profitable business model. Promote sustainable practices in agriculture equipment manufacturing.

5. Objective of the Assignment

This initiative seeks to leverage private expertise, innovation, and investment to revamp the facility into a modern, competitive manufacturing unit.

The selected agency will be responsible to partner with the State in revamping the agricultural equipment factory; maintaining and operating the factory and establish a self-sustaining profitable business. The appointed/hired agency will be engaged with CSIDC, Udyog Bhawan, Raipur/ Industries Department for the implementation of the project.

6. Purpose of Eoi

The purpose of the EOI is to obtain ideas from interested parties related to the following for revival of the Agricultural Equipment Factory:

- i. Plan for upgradation and modernization of infrastructure
- ii. Strategy for Operation & Maintenance
- iii. Model(s) of Revenue Generation
- iv. Marketing Strategy
- v. Scope for Innovation

7. Scope of Work

The agency which will be selected through the RFP stage and will have to ensure the efficient upgradation, operations, management, maintenance and growth of the Agricultural Equipment factory. The detailed responsibilities will include:

A. Conduct a comprehensive assessment of the existing infrastructure

1. Site Survey and Inspection:
 - Conduct a detailed analysis of the factory's current condition, including structural integrity, layout, utilities, and safety standards.
 - Identify areas requiring immediate repair or replacement.
2. Machinery Evaluation:
 - Assess the condition and functionality of existing machinery.
 - Document obsolete machinery for disposal and identify machinery that can be refurbished.
 - Identify requirement for new machinery
3. Utility and Resource Assessment:
 - Evaluate power, water, and other utilities.
 - Identify gaps in infrastructure to support modern manufacturing processes.
4. Detailed Reporting:
 - Submit a comprehensive report on findings, with recommendations and a cost-benefit analysis for modernization.

B. Invest in the modernization and upgradation of machinery and facilities

1. Procurement and Installation:
 - Procure advanced, energy-efficient machinery for agricultural equipments manufacturing, approved by the government.
 - Ensure proper installation, calibration, and testing of the equipment.
2. Facility Revamp:
 - Upgrade the factory floor to accommodate new machinery and improve workflow.
 - Install advanced safety systems (fire, ventilation, etc.).
3. Technology Integration:
 - Implement software solutions for production tracking, inventory management, and quality control.
4. Sustainability Measures:
 - Adopt environmentally friendly practices, including waste management systems and renewable energy solutions where possible.

C. Operate and manage the factory efficiently under agreed terms

1. Production Management:
 - Plan and execute production schedules to meet demand.
 - Ensure adherence to quality standards in manufacturing.
2. Workforce Management:
 - Hire skilled and semi-skilled workers, provide training programs, and maintain optimal workforce utilization.
 - Implement health, safety, and welfare measures for workers.
3. Financial Oversight:
 - Maintain transparent financial records and share periodic updates with the government.
4. Performance Monitoring:
 - Set Key Performance Indicators (KPIs) to ensure operational efficiency and output.
5. Risk Mitigation:
 - Develop and implement strategies to handle operational challenges such as supply chain issues or market fluctuations.

D. Develop a marketing and distribution strategy for the manufactured equipments

1. Market Research and Branding:
 - Conduct market research to identify demand trends and target markets.
 - Develop a brand identity and promote the factory's products as high-quality, indigenous agricultural equipments.
2. Distribution Network Development:
 - Partner with retail chains, online platforms, and wholesalers for product distribution.
 - Develop a robust supply chain to ensure timely delivery to customers.
3. Marketing Campaigns:
 - Launch digital and offline marketing campaigns to boost sales.
 - Leverage trade fairs, exhibitions, and government events for visibility.
4. Pricing Strategy:
 - Propose competitive pricing based on production costs and market benchmarks.

E. Ensuring regulatory compliance

1. Regulatory Adherence:
 - Ensure compliance with all environmental, safety, and labour regulations as mandated by the government.
2. Environmental Management:
 - Implement proper waste disposal mechanisms, including recycling and minimizing pollutants.
 - Conduct environmental impact assessments regularly.
3. Labor Standards:
 - Ensure adherence to minimum wage laws, working hours, and workplace safety norms.
 - Maintain employee grievance redressal systems and welfare initiatives.
4. Reporting:
 - Submit periodic compliance reports to the government.

F. Suggest innovative ideas for sustainable revenue model and marketing

8. Special instructions

The selected agency or consortium shall upgrade and operate the facility on lease hold as an independent entity complying with all applicable rules and regulations as applicable. CSIDC shall not be responsible for the activities of the selected entity related to upgradation, operation and maintenance of the property.

Branding and marketing activities shall be carried out by the selected entity under its own name and identity, and shall not use the name, logo, or branding of CSIDC in any products, promotional materials or communications.

The selected party is not entitled to claim or avail any benefits under Rule 8 and any other relevant Rules of the Chhattisgarh State Store Purchase Rules 2002 as amended from time to time, which were applicable to CSIDC specifically as a seller. The selected agency shall operate independently in all commercial transactions, and no exemptions, privileges, or procurement advantages extended to CSIDC under state regulations shall be transferable or applicable to the agency.

9. Instructions to Applicants

a. Eligibility Criteria

Interested entities must meet the following criteria:

| SI No. | Eligibility Criteria | Supporting Document |
|--------|--|--|
| 1. | Financial Capacity | |
| 1.1 | Minimum Net Worth: The Bidder should have a minimum net worth of INR 1 Crore (Rupees | Certificate from a Chartered Accountant (CA) verifying the net worth of the bidder based on the last audited |

| | | |
|----------|---|---|
| | One Crore) at the close of the preceding financial year. In case of Consortium, the combined net worth of all partners shall be considered. | financial statements. |
| 1.2 | Minimum Annual Turnover: The bidder must have a minimum average annual turnover of INR 15 Crore over the last 5 years. | Copies of the audited financial statements for the past 5 years to verify turnover and overall financial stability. |
| 1.3 | Bank Solvency Certificate A certificate from a Nationalized bank stating the solvency and credit worthiness of the bidder to prove their financial standing and ability to fund the project. | A certificate from a Nationalized bank |
| 2 | Technical Capacity | |
| 2.1 | The bidder should have a minimum 5 years of experience in the manufacturing industry. Experience in agricultural equipment manufacturing or related sector will be preferable. | Copy of Incorporation certificate or Certificate of registration or MoA/AoA, Partnership deed as applicable for parties operating manufacturing unit(s) Copies of experience certificates or project completion certificates for relevant projects where bidder has been involved in upgrading, operating and maintaining similar facilities for others. |
| 2.2 | The experience must include upgrading, operating or maintaining similar facilities or having successfully implemented PPP models in the past. In case of Consortium, the Lead partner should have relevant experience. | Copies of experience certificates or project completion certificates for relevant projects. |
| 2.3 | The Bidder should have previous experience in managing the sales and marketing of manufactured goods. In case of Consortium, at least one partner should have relevant experience in managing the sales and marketing of manufactured goods. | Copies of invoices/ purchase orders fulfilled |
| 2.4 | The Bidder should have not been barred by the [Central/ State Government, or any entity controlled by it,] from participating in any project (PPP or otherwise), and the bar subsists as on the date of | Self-Declaration |

| | | |
|-----|---|------------------|
| | Application. In case a Bidder is barred, he would not be eligible to submit an application, either individually or as member of a Consortium. | |
| 2.5 | Any Bidder including any Consortium Member or Associate should, in the last 3 (three) years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Bidder, Consortium Member or Associate, as the case may be, nor has been expelled from any project or contract by any public entry nor have had any contract terminated any public entry for breach by such Bidder, Consortium Member or Associate . | Self-Declaration |

b. Incentives and Support

The Government will provide the following support:

1. Existing land, building, and machinery on a lease basis
2. Facilitation in obtaining required clearances and permits

c. Submission Process

Interested parties are requested to submit their EoI in the prescribed format, which should include:

- Duly filled and attested Letter of Application (Form 1)
- Company Profile/ Details of the Applicant (Form 2)
- Financial Capacity (Form 3)
- Suggestions by the Applicant (Form 4)
- Proposed Plan

All submissions must be sent to:

The Managing Director

Chhattisgarh State Industrial Development Corporation
Udyog Bhawan, Ring Road No.1,
Telibandha, Raipur, 492006
Chhattisgarh

10. Evaluation

The evaluation of EOI submissions will be conducted based on:

1. All suggestions and feedback submitted by applicants will be carefully evaluated by CSIDC to identify relevant and feasible solutions for project implementation.
2. CSIDC reserves the right to incorporate, modify, or adapt the suggestions received into final Request for Proposal (RFP) document.
3. Practicality and alignment with the project's objectives.
4. Technical soundness in strategy proposed for development, operations, and revenue generation.
5. Feasibility in terms of timelines, cost-effectiveness, and scalability.
6. Financial strength and proposed plan.

Shortlisted participants will be invited for further discussions to elaborate on their proposal before submission of a detailed Request for Proposal (RFP).

11. Application Formats

Form 1: Letter of Application

(On the Letterhead of the Applicant, including full postal address, telephone, and email addresses)

To,

The Managing Director
Chhattisgarh State Industrial Development Corporation Limited
Udyog Bhawan, Ring Road No. – 1, Raipur – 492001

Subject: Submission of Expression of Interest (EOI) for the **Upgradation, Operation and Maintenance of Agricultural Equipment Factory, Bilai** under model.

Sir,

With reference to your EOI document dated, we, having thoroughly examined and understood its contents, hereby submit our application, expressing our interest in the proposed project. Our application is unconditional and unqualified.

Enclosed with this letter is the duly completed Expression of Interest (EOI) format as prescribed by Chhattisgarh State Industrial Development Corporation (CSIDC), Raipur, along with copies of original documents establishing the following:

1. Legal status of the Applicant
2. Principal place of business
3. All necessary documents as required under the EOI

We hereby authorize CSIDC and its designated representatives to conduct any inquiries, investigations, or verifications regarding the statements, documents, and information submitted as part of this application. We further authorize CSIDC to seek necessary clarifications from our bankers and clients concerning our financial and technical capabilities.

Additionally, this letter serves as an authorization for any individual or designated representative of an institution to provide the requisite information needed to verify the details submitted, including our resources, experience, and overall competence.

This application is submitted with the full understanding that:

CSIDC reserves the right to accept or reject any application, annul the process, and reject all applications at its discretion.

The undersigned hereby declare that the information provided in this application is complete, true, and accurate in all respects.

Signed:

[Authorized Signatory]

[Designation]

[Company/Organization Name]

[Date]

Form 2: Details of the Applicant

Section 1: Organization Details

- Name of the Entity:
- Type of Entity (e.g., Public/Private Company, Proprietorship Firm, Partnership):
- Country of Incorporation:
- Country/ Place of Operations:
- Address:
- Corporate Headquarter:
- Branch Office(s) in India (if any):
- Date of Incorporation/Commencement of Business:

Section 2: Organization Overview

- Brief Description:
- Overview of the organization:
- Main lines of business:

Section 3: Point of Contact

- Name:
- Designation:
- Organization:
- Address:
- Telephone Number:
- E-Mail Address:

Section 4: Previous Experience in Manufacturing and marketing of products

- Project Details:
- Nature of Project:
- Client Name:
- Project Cost:
- Strategic Tie-ups:
- Partner(s):
- Role of Each Partner:
- Location and Total Area:
- Capital Investment in Project:
- Years of Operation:
- Current Status:

Supporting Documents: Attach relevant documentation/photographs to substantiate claims including Copies of Incorporation Certificate/ Firm Registration Certificate, GST Registration, PAN Card.

Form 3: Financial Capacity

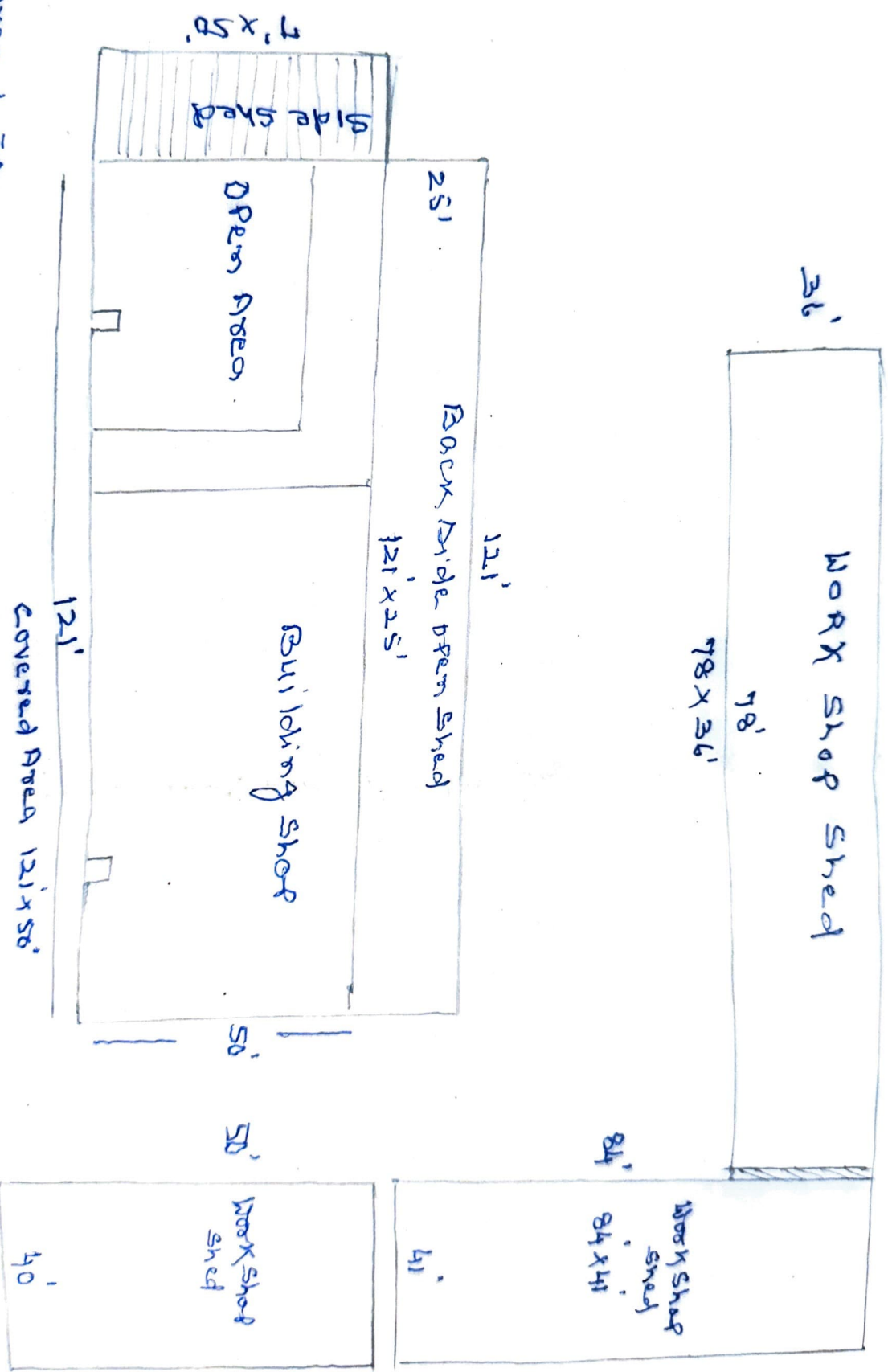
| Financial Year | Net Worth | Turnover |
|-----------------------|------------------|-----------------|
| FY 2020-21 | | |
| FY 2021-22 | | |
| FY 2022-23 | | |
| FY 2023-24 | | |
| | | |

Signed and Dated by Authorised Signatory

Name of the Entity:

Form 4: Suggestions by the Applicant

| S. No. | Particulars |
|---------------|--|
| 1 | Estimated project cost (CAPEX) |
| 2 | Project key components |
| 3 | What specific infrastructure upgrades do you suggest, considering the current facilities? |
| 4 | Suggested/ preferred PPP structure and what risk-sharing mechanisms do you propose for the PPP model? |
| 5 | Development and operations model (OPEX) |
| 6 | Broad level approach for Revenue optimization and Operations & maintenance plan for the proposed Furniture factory |
| 7 | Any other suggestion |



Total Area 4.5 Acres

Total Area = $610' \times 330' = 201300 \text{ sq ft}$
 Total Covered Area = 17677.0 sq ft

ICN/MS/MS
 9.1.2010
 SK R.P. Mishra