

## **Expression of Interest (EoI) for Consultancy Services**

*Procurement of Logistics System and Strategy Development Consultancy Services for the state of Himachal Pradesh under Himachal Pradesh State Roads Transformation Project*

### **HIMACHAL PRADESH STATE ROADS TRANSFORMATION PROJECT (HPSRTP)**

**REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES)**

**INDIA  
HIMACHAL PRADESH STATE ROADS TRANSFORMATION PROJECT (HPSRTP)  
Loan No. 9066-IN**

**Assignment Title:** Procurement of Logistics System and Strategy Development Consultancy Services for the state of Himachal Pradesh under Himachal Pradesh State Roads Transformation Project ( Loan No. 9066-IN)

**Reference No.:** IN-HPRIDC -242759-CS-QCBS

The Government of Himachal Pradesh has received financing from the World Bank toward the cost of the Himachal Pradesh State Roads Transformation Project (HPSRTP), and intends to apply part of the proceeds for consulting services.

The consulting services (the Services) include:-

- (i) Provide strategy and roadmap for augmentation of road transport logistics efficiency to facilitate growth of all three sectors of primary, secondary and tertiary; to meet the socio-economic development needs of the state and to eradicate poverty.
- (ii) Improve market accessibility to promote integration with value chains of large markets with a specific focus of reducing transport and logistics time and costs.
- (iii) To improve understanding on the current situation of local/regional logistics and to explore ways to enhance engagement and competitiveness of local/ regional logistics providers in the state.
- (iv) Develop a robust Freight Transport Strategy (FTS) for the state of Himachal Pradesh. The Freight Transport Strategy shall aim to provide cost-effective and seamless freight services in response to demand.
- (v) Identify potential location(s) for development of inter-modal transport facilities including warehouses, cold storage, container depots and dry ports/MMLPs.
- (vi) Strengthening the regulatory framework and the operating environment through creating enabling environment for trade and logistics promotion.
- (vii) Develop detailed value chain specific recommendations to facilitate the process to upgrade the selected value chains and maximize productivity, price realization, value creation and employment and social well being of participants.

The objective of the assignment is also to ensure that these processes and outputs are in line with all applicable World Bank safeguard policies.

The indicative Terms of Reference (ToR) subject to modification & finalization before issuing of Request for Proposal (RFP), for the assignment are available at the following websites/URL:- <http://himachalservices.nic.in/hpridc/HPSRTP.html> .

The Himachal Pradesh Road and Other Infrastructure Development Corporation Limited (HPRIDC) now invites eligible consulting firms (öConsultantsö), to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The short listing criteria are given in the Expression of Interest (EoI). The EoI includes the following documents:-

- (i) Section I- Instructions for submission of Expression of Interest and Guidelines for preparation of EoI.
- (ii) Section-II Eligibility and short listing Criteria including Annexure-I to VI.

The attention of interested Consultants is drawn to Section III, paragraphs, 3.14, 3.16, and 3.17 of the World Bank's öProcurement Regulations for IPF Borrowersö Fourth Edition ,November 2020 and its latest revision (öProcurement Regulationsö), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms to enhance their qualifications, but should indicate clearly whether the association is in the form of a joint venture and/or a sub-consultancy. In the case of a joint venture, all the partners in the joint venture shall be jointly and severally liable for the entire contract, if selected.

A Consultant will be selected in accordance with the QCBS method set out in the Procurement Regulations.

The detailed öRequest for Expression of Interestö can be downloaded from any of the following websites/URL:- <http://himachalservices.nic.in/hpridc/HPSRTP.html> .

Further information can be obtained at the address below during office hours i.e. 10:00 to 17:00 hours Indian Standard Time (IST) on working day.

Expressions of interest must be delivered in a written form to the address below (in person, or by post) by **August 24, 2021** at 15:00 hours (IST).

Dated: - July 22, 2021

-sd-

Chief Engineer-cum-Project Director  
State Roads Project, HPRIDCL,  
Nirman Bhawan, Nigam Vihar,  
Shimla-171002(H.P)  
Tel:+91-177-2627602,Fax: +91-177-2620663  
E-mail: [pdsrp-hp@nic.in](mailto:pdsrp-hp@nic.in)

Note: - The REoI Notice has already been published in the World Bank's external website . Any further addendums/Corrigendum to this Request for Expression of Interest (REoI) Notice/ Request for Expression of Interest (REoI) documents shall be available to all interested consulting firms on official web site of HPRIDC under <http://himachalservices.nic.in/hpridc/HPSRTP.html>. link.

<b>Section-I</b>	
<b>Instructions for submission of Expression of Interest:</b>	
1.	Consultant shall go through the guidelines given below and in section II before preparing EoI proposal.
2.	Consultant who meets short listing criteria given in section II shall prepare EoI as per the guidelines. If the Consultant feels to submit certain information not covered in the guidelines it would be in his interest, he may submit such information
3.	Accomplished Expression of Interest (Application) must be submitted together with a Letter of Intent not later than <b>15:00 hours (IST) on August 24, 2021</b> . Documents in support of all qualification information shall be submitted with application. Proposal of EoI with qualification information shall be furnished on/before the due date of submission at the address shown under para 12 here below.
4.	The Section-II: Eligibility and short listing Criteria shall be basis of drawing up a shortlist of eligible consultants who will be invited to submit proposal for services required.
5.	Power of attorney (on stamp paper duly notarized) of the person submitting the Expression of Interest on behalf of the Applicant shall be attached. Joint Venture (JV)/ Association shall not have more than 2 members. One of the members should be a Lead Member.
6.	The Consultant (including the individual members of any Joint Venture/Association) shall submit only one Proposal, either in its own name or as part of a Joint Venture /Association member in another Proposal, if a Consultant, including any Joint Venture/Assocaition member, submits or participates in more than one proposal, all such proposals shall be disqualified and rejected.
7.	The Application and all related correspondence and documents should be written in the English language. Supporting documents and printed literature furnished by Applicant with the Application may be in any other language provided that they are accompanied with translations in the English language. Supporting materials, which are not translated into English, may not be considered. For the purpose of interpretation and evaluation of the Application, the English language translation shall prevail.
8.	HPRIDC reserves the right to reject any Application, without assigning any reasons thereof.
9.	The Applicant shall provide all the information sought under this REoI Document. HPRIDC would evaluate only those Applications that are received in the required format and complete in all respects. Incomplete and / or conditional Applications shall be liable to rejection.
10.	No claims whatsoever will be entertained if submission is not received by due date and time.
11.	Any submission must be addressed to the following: <i>Office of the Chief Engineer-cum-Project Director, State Roads Project, HPRIDC, Nirman Bhawan, Nigam Vihar, Shimla (H.P.), India PIN-171002</i>
12.	The Proposal of EoI must be submitted no later than: <b>Date: August 24, 2021 Time: 15:00 hours (IST)</b> Opening of the EoI Proposal, The opening shall take place at: <i>Office of the Chief Engineer-cum-Project Director, State Roads Project, HPRIDC, Nirman Bhawan,</i>

	<i>Nigam Vihar, Shimla (H.P.), India PIN-171002</i> <b>Date: August 24, 2021 Time: 15:30 hours (IST)</b>
13.	The Consultant shall submit a signed and complete EoI comprising the documents and forms in accordance with EoI documents.
14.	An authorized representative of the Consultant shall sign the original submission letters in the required format for EoI submission and shall initial all pages. The authorization shall be in the form of a written power of attorney attached to the EoI Proposal.
15.	The signed EoI shall be marked "ORIGINAL", and its <b>two copies</b> marked "COPY-1 & COPY-2" as appropriate. Copies shall be made from the signed original. If there are discrepancies between the original and the copies, the original shall prevail.
16.	The original and the copies of the EoI submission shall be placed inside of a sealed envelope clearly marked "EoI PROPOSAL", to provide Consultancy Services for Logistics System and Strategy Development Consultancy Services for the state of Himachal Pradesh under Himachal Pradesh State Roads Transformation Project reference number, name and address of the Consultant, and with a warning "DO NOT OPEN UNTIL August 24, 2021 at 15:30 HOURS (IST)".
17.	The sealed envelopes containing the EoI submission original and copies shall be placed into one outer envelope and sealed. This outer envelope shall bear the submission address, reference number, the name of the assignment, Consultant's name and the address, and shall be clearly marked "DO NOT OPEN BEFORE DATE August 24, 2021, Time 15:30 HOURS (IST)".
18.	If the envelopes and packages with the EoI are not sealed and marked as required, the Client will assume no responsibility for the misplacement, loss, or premature opening of the EoI.

<b>Guidelines for Preparation of Expression of Interest</b>	
	Following information shall be submitted using given formats and where no formats are specified, free format can be used.
1.	Complete name of firm, date of establishment and type of organization whether individual, proprietorship, partnership, private limited company, public limited company etc. ( <b>Annexure I</b> ).
2.	Exact and complete corporate/registered/home office address, business address, telephone numbers, fax numbers, E-mail and cable address. For consultant of foreign registry, indicate if there is any branch office (s) established in India with details in aforesaid manner. Information is to be furnished by sole applicant or members of JV / Association individually ( <b>Annexure I</b> ).
3.	If present firm is the successor to or outgrowth of one or more predecessor firms, fresh name(s) of former entity (ties) and year(s) of their original establishment with details in aforesaid manner. Information is to be furnished by sole applicant or members of JV / Association individually ( <b>Annexure I</b> ).
4.	Present a brief narrative description of the firms. Information is to be furnished by sole applicant or members of JV /Association individually ( <b>Annexure I</b> ).
5.	List of not more than two (2) principals who may be contacted by this Office.  Listed principals must be empowered to speak for him or for the firm on policy and contractual matters. Information is to be furnished by sole applicant or members of JV / Association individually . ( <b>Annexure I</b> )
6.	Under this item, indicate financial figures from consultancy business for past 5 (five) financial years. ( <b>Annexure II</b> )
7.	Organizational strength of consultant and its constituents for both single entity and joint venture JV / Association members shall be given. ( <b>Annexure III</b> )
8.	Consultant's experience shall be given under five categories (a) Logistics System and Strategy Development consultant stimulating horticultural , tourism ,green industries sector and economic activities (b) Transport strategy & planning / Transport infrastructure planning/ multimodal transport planning for pharmaceuticals/ Tourism/freight/ specialized services/ economic activities (c) Agricultural/horticultural and MSMEs Supply chain analysis/ digital supply chain solution.(d) Experience of working in hilly region (e)Experience in Externally Aided Projects .In case of JV/Association applicant, each member has to likewise give above information. Only those works which are done as prime consultant need to be reported.( <b>Annexure IV</b> )
9.	As many references from employers as the consultant (for each member in case of JV/Association) may choose shall be submitted.
10.	An undertaking for supply of true information shall be given as per ( <b>Annexure VI</b> ).

## **Section - II**

### **Short Listing Criteria**

#### **A. Annual Turn Over**

- (i) Annual turnover of any one of the last five financial years i.e. from 2015 -2016 to 2019-2020 updated to the current financial year shall be more than Rs. 5 crores. In case of JV/Association, the lead member shall have more than Rs. 4 crores of annual turnover (updated) of any one of the last five financial years. This threshold for each other member of JV/Association shall be more than Rs. 3 crores.
- (ii) For arriving at updated value, turnover of any financial year shall be multiplied by the enhancement/updating factor corresponding to that year given in the **Annexure-II**.

#### **B. Experience**

The Consultant must have experience as follows:

- (a) At Least 3 similar assignments of equal to or more than 2 Crores each, as Logistics System and Strategy Development consultant stimulating horticultural , tourism ,green industries sector and economic activities. For JV/association, qualifying value for lead member would be 2 similar assignments of equal to or more than 2 crore each and for other partner it would be 1 similar assignments of equal to or more than 2 crore each . Such work must have been completed within last ten calendar years including 2020.
- (b) At Least 3 Project of Transport strategy & planning / Transport infrastructure planning/ multimodal transport planning for pharmaceuticals/ Tourism/freight/ specialized services/ economic activities .For JV/Association, qualifying value for lead member would be 2 Projects and for other partner/s it would be 1 Project. Such work must have been completed within last ten calendar years including 2020.
- (c) At least 3 Project of Agricultural/horticultural and MSMEs Supply chain analysis/ digital supply chain solution. For JV/Association, qualifying value for lead member would be 2 Project and for other partner/s it would be 1 Project. Such work must have been completed within last ten calendar years including 2020.
- (d) Experience of working in hilly region shall be given preference.
- (e) Experience in Externally Aided Projects shall be given preference.

#### **C.ORGANISATIONAL STRUCTURE & PERMANENT STAFFING:**

- (a) At least 5 years in the business of Logistics System and Strategy Development Consultancy stimulating horticultural, tourism, green industries sector and economic activities with minimum 2 years in Hill experience.
- (b) Permanent Key-Staff for the consultancy services as per Annexure III.

Consultant must satisfy A, B and C for becoming eligible for short-listing.

**Annexure-I**

**Expression of Interest Form for Consulting Firm or Joint Venture/ Association (To be filled up by each of the constituent in case of a Joint Venture/Association)**

<b>Consultant</b>	<b>Date of Establishment</b>	<b>Country</b>	<b>Type of organization</b>			
			Individual	Partnership	Corporation	Other
Name						

1. Corporate/ registered Office/ Business Address/ Telephone Nos./ Cable Address/ email address of consultant and its branch offices for consultant (including members in case of JV/Association).
2. Consultant's former name and year of establishment (including that of members in case of JV/association).
3. Narrative description of Consultant firms if any (Use other sheet, if necessary).
4. Name of, not more than two (2) principals who may be contacted with title, telephone number/fax number, E-mail address.



## Annexure-II

### Financial Statement of the last five financial years

		Rupees in Crore						
Sr. No.	Particulars		2019-20	2018-19	2017-18	2016-17	2015-16	
1	Annual turnover from Consulting business	Lead Member						
		Other member						
2	Net Profit	Lead Member						
		Other member						

**Notes:**

- i. Values should be duly certified by statutory body like Chartered Accountant or Independent Auditors who are competent to do so as recognized by the State/ Central Govt. concerned.
- ii. The amount shall be stated in Indian Rupees (INR).
- iii. For the purpose of short listing, conversion to Indian Rupees shall be based average of the buying and selling rates of Reserve Bank of India as on the EoI Proposal submission date.
- iv. In case the exchange rate for any currency is not available as per the provision of this section, then HPRIDC reserves the right to use the rate available from an alternative source at its sole discretion.
- v. Enhancement/Updating Factor:-

Sr. No.	Year	Enhancement/ Updating factor
1	2019-20	1.0
2	2018-19	1.1
3	2017-18	1.21
4	2016-17	1.331
5	2015-16	1.4641

**Annexure-III**

**Organizational strength:**

Name	Total Strength	Engineers/ Specialist / Key and institutional expert continuously on payroll and having equal to and more than 10 years experience	Engineers/ Specialist / Key and institutional expert continuously on payroll and having equal to and more than 7 years experience	Engineers/ Specialist/ Key and institutional expert continuously on payroll and having equal to and more than 5 years experience	Engineers/Specialist / Key and institutional expert having				Remarks
					Doctorates	Post Graduates		Graduates	
						MBA	OTHERS		

Annexure-IV

**Details of Experience:**

Sr No.	Projects Name/Year	Type of services rendered including ((a),(b) and (c))	Cost of the assignment of category (a) (Rs. in Crore)	Cost of the assignment of category (b) (Rs. in Crore)	Cost of the assignment of category (c) (Rs. in Crore)	Client (With complete address, contact person, telephone No. Fax No. and E-mail address)	Fee in INR (Applicant's share in case of JV/Association)	Duration in months	International Funding Agency	%age completion of assignment as on December 31, 2020
1	2	3	4	5	6	7	8	9	10	11
1	<b>Sole Consultant or for each of the members in case of JV/Association</b>									
	(a) Funded by World Bank									
	(b) Funded by Multi Donor bank (other than WB)									
	(c) India									
	(d) Others									

Note: **only those assignments shall be considered for which consultant has provided services as lead member in case that work is done by a JV/Association.**

Each assignment shall be supported by following details:-

Name of Overall assignment: \_\_\_\_\_  
 Location of Overall assignment: \_\_\_\_\_  
 Owner's Name and Address: \_\_\_\_\_  
 Completion (Actual/Estimated vis-à-vis Stipulated): \_\_\_\_\_  
 Description of assignment: \_\_\_\_\_  
 Description of Services provided by the firm: \_\_\_\_\_

Authorized Signatory  
Name of Client

**Annexure-V**

**Permanent Key-Staff for the Consultancy Services**

- É Team Leader
- É Transportation Expert
- É Senior Logistics Specialist
- É Mark Assessment Expert
- É Financial Expert
- É Digital Technology Expert
- É Tourism Sector expert

(Note: - Brief CVs of above Key Professionals are required to be submitted with EoI Proposals as per the requirement of Indicative terms of reference)

## **Annexure-VI**

### **Undertaking**

I certify that the information in the above Expression of Interest forms is true to the best of my knowledge. I also understand that any misleading or wrong information will disqualify this application straightway.