

## **Notice inviting Expression of Interest**

GOVERNMENT OF ASSAM  
DIRECTORATE OF AGRICULTURE

The Government of Assam intends to engage Firm/Agency for issue of Soil Health Card to the farmers of the state. The Director of Agriculture , Assam, Khanapara , Guwahati-22 invites application for issue of Soil Health Card to the farmers of Assam as given in the detail terms of reference (TOR), which can be seen & perused at following URL [www.rkvyassam.in](http://www.rkvyassam.in) and in the Soil Health Management Cell of the Directorate of Agriculture, Krishi Bhawan, Khanapara, Guwahati-22. The interested Firm/ Agency may apply with their credential to the Director of Agriculture, Assam, Khanapara, Guwahati-22 on or before 2PM of 25/11/15. They should produce their proposed Action Plan for the said project along with the application. The allocation of the work will be made on the basis of their Action Plan, credentials and experience in dealing with such type of works. The selection of the Firm/Agency will be done by a Technical Committee constituted for the purpose.

(Dr. K. Borkakoti)  
Director of Agriculture, Assam

## Expression of Interest

### **INTRODUCTION**

Soil is a non renewable resource so every step should be taken to enrich it for maintaining the productivity in one hand and to conserve it with minimum degradation for sustaining productivity of the soil. There are about 33 lakh farm families in the state. Soil testing is a tool to get firsthand knowledge about the nutrient status of these farm holding and accordingly the nutrient management can be taken up.

In view of the above, it is proposed to implement soil testing programme in mission mode for 3 years in the form of Soil Health Card Mission by analyzing about 1 lakh soil sample based on grid per year and issuing about 10 lakh Soil Health Card to the farmers.

The main objective of the programme is –

- Issue of Soil Health Card to all farmers of Assam over a period of three years which will be repeated in every three years.
- Develop crop specific nutrient management for enhancing nutrient use efficiency.
- Promotion of Soil Test based nutrient management for higher production.

“**Contract**” means the Contract signed by the Parties, to which these Conditions of Contract are attached, together with all the documents as part of this EoI. Term ‘DoA’ means Department of Agriculture, Government of Assam and ‘Agency’ means work allotted party.

### **1. Governing Law and Jurisdiction**

This Contract, its meaning and interpretation, and the relation between the Parties shall be governed by the Applicable Law and the courts at Guwahati shall have exclusive jurisdiction over matters arising out of or relating to this Agreement.

### **2 Taxes and Duties**

Unless otherwise specified, the Agencies, Sub-Agencies and Personnel shall pay such taxes, duties, fees and other impositions as may be levied under the Applicable Law. DoA shall reimburse only service tax on production of specific proof of payment of service tax.

### **2.1 Termination of Contract for Failure to Become Effective**

If this Contract has not become effective within such time period after the date of the Contract signed by the Parties as shall be specified in the Tender, either Party may, by not

less than 15 days written notice to the other Party, declare this Contract to be null and void, and in the event of such a declaration by either Party, neither Party shall have any claim against the other Party with respect hereto

## **2.2 No Breach of Contract**

The failure of a Party to fulfill any of its obligations hereunder shall not be considered to be a breach of, or default under, this Contract insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event has taken all reasonable precautions, due care and reasonable alternative measures, all with the objective of carrying out the terms and conditions of this Contract.

## **2.3 Confidentiality**

The Agencies, their Sub-Agencies and the Personnel of either of them shall not, either during the term or within 1 (one) year after the expiry of this Contract, disclose any proprietary or confidential information relating to the Project, the Services, this Contract or the DoA's operations without the prior written consent of the DoA.

## **2.4 Agency's liability towards the DoA**

The Agencies shall, be liable to the DoA for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it. The Parties hereto agree that in case of negligence or willful misconduct on the part of the Agency or on the part of any person or firm acting on behalf of the Agency in carrying out the Services, the Agency, with respect to damage caused to the DoA's property, shall be liable to the DoA:

(i) for any indirect or consequential loss or damage. And

(ii) for any direct loss or damage DoA shall deduct the money assessed from the Agency's Bill.

(iii).the agencies shall make necessary arrangements to insure labs/lab equipments/key personals against all accidents and natural calamities. This limitation of liability shall not affect the Agency's liability, if any, for damage to Third Parties caused by the Agency or any person or firm acting on

behalf of the Agency in carrying out the Services.

## **2.5. Accuracy of Data**

The Agency shall be responsible for accuracy of the Collection of soil samples; Sample coding; Soil analysis; Generation of soil health cards; soil analysis based recommendation; ,it shall indemnify the DoA against any inaccuracy in its work which

might surface during implementation of the Project, if such inaccuracy is the result of any negligence or inadequate due diligence on part of the Agency or arises out of its failure to conform to good industry practice. The Agency shall also be responsible for promptly correcting, at its own cost and risk including any re-samples collection and analysis.

## **3 Right to Accept or Reject any of the Proposals**

**3.1** Notwithstanding anything contained in the notice, DoA reserves the right to accept or reject any Proposal or to annul the EoI process or reject all Proposals, at any time without

any liability or any obligation for such rejection or annulment, without assigning any reasons.

**3.2** DoA reserves the right to invite revised Proposals from Agency with or without amendment of tender at any stage, without liability or any obligation for such invitation and without assigning any reason.

**3.3** DoA reserves the right to reject any Proposal if:

- a). at any time, a material misrepresentation is made or discovered, or
- b). the Agency does not respond promptly and diligently to requests for supplemental information required for the evaluation of the Proposal.

**3.4** Rejection of the Proposal by DoA as aforesaid would lead to the disqualification of the Agency. If such disqualification / rejection occurs after the Proposals have been opened and the Preferred Agency gets disqualified / rejected, then DoA reserves the right to: a. either award the work to next best Agency to carry out the work

OR

b. either invite the next best Agency to match the Proposal submitted by the Preferred Bidder;

OR

c. take any such measure as may be deemed fit in the sole discretion of DoA, including annulment of the EoI process.

**3.5** Any relevant information sought by DoA as per the Terms of Reference is not being furnished, Agency will be summarily rejected.

**3.6** The DoA reserve the right to distribute the work volume to more than one qualifying Agency.

**4. Selected Agency must complete the work as per cost norms shown in the terms of reference. There may be variation of cost among components shown in the cost norms. In no case total expenditure should exceed.**

**Cost norms for Soil Sample analysis and issue of Soil Health Card (for 10,000 nos Soil sample)**

Sl No	Activities/ Component	Annual Expenditure per Soil Testing Laboratory (STL)
1	a) Cost of Sampling materials i.e. Cloth bag + metallic label + tag+ transport @ Rs. 12.00 per sample x10000	120000.00
	b) Honourium for collection of Soil Samplings @ Rs. 10.00 per Sample x10000	100000.00

2	Contractual Services for Soil analysis - Two staff @ Rs 7500.00 per month ( Rs. 7500x2x12) + One time training @ Rs 5000.00 (Rs. 5000.00x2)	190000.00
3	a) Cost of analysis of one Sample for pH, Organic Carbon, P <sub>2</sub> O <sub>5</sub> , K <sub>2</sub> O, Zn, Fe, Cu, Mn, Boron, sulfur, calcium & requirement of Lime/Gypsum and Texture - Rs. 75.00x10000	750000.00
	b) Miscellaneous Expenditure like maintenance of Laboratory equipments, Consumable like Glassware, Plastic ware etc	70000.00
4	a) Printing of Soil Health Card @ Rs. 5.00 per Card Rs. 5.00 x10cards x10,000 Soil Samples	500000.00
	b) Distribution of Soil Health Card per STL @ Rs. 500.00 per Gaon Panchayat (LS)	55000.00
5	Subsidy on inputs for demonstration in one sample grid of 10 ha	45000.000
	a) Soil amendments @ Rs 500.00 per ha x10 = Rs. 5000.00	
	b) Micronutrients @ Rs.500.00 per ha x 10 = Rs. 5000.00	
	c) Organic inputs @ Rs.500.00 per ha x 10 = Rs 5000.00	
	d) Fertilizer @ Rs.2500.00 per ha x 10 = Rs. 25000.00	
	d) Training (One day) = Rs. 5000.00	
Total Rs. 4000.00/ha = Rs. 45000.00		
6	Awareness creation to be carried out by STL through Print and Electronic media and awareness campaign about Soil Test Based Nutrient application/ Mission Management by STLs	22000.00
7	GPS ( Global Positioning System ) Equipment for bench mark Soil Samples and visiting same spot to evaluate Soil fertility status after a period of time and also for developing fertility status 5 GPS @ Rs. 6000.00/STL	30000.00
	Fund required per STL of 10000 samples analysing capacity	188200.00
	Expenditure for monitoring by the Dept. of Agriculture (1% expenditure)	18820.00
Total expenditure for 10000 sample Say		190000.00
Say Rs.190.00 per Soil sample		

## 5.Evaluation of Technical Proposals:

### Evaluation Parameters

1 The competence and capability of the Agency is proposed to be established by the following parameters (supporting information should be provided ).

.1) Experience in terms of:

- Soil testing / analyzing for Macro and Micro nutrient content.
- Man power on their pay roll

.2) Financial capability in terms of:

- Annual Turnover.(By competent Authority)

3) Availability of Key Personnel.(as per Appendix B)

**APPENDIX-A**  
**Particulars of Key Personnel**

Sl. No	Designation of Key Personnel	Name	Educational Qualification	Length of Professional Experience (soil testing)	Present Employment	
					Name of Firm	Employed Since
(1)	(2)	(3)	(4)	(5)	(6)	(7)
1	. Soil Analyst					
2	Field/lab Assistants					
3	Data entry operators					

**APPENDIX-B**  
**Qualification and experience preferred**

The bidder should provide following key personnel with respective qualification as below for analyzing the soil and is a condition of this tender.

<b>Key Personnel</b>	<b>Educational Qualification</b>	<b>Length of Experience</b>	<b>Responsibility</b>
Soil Analyst	Degree in agriculture or science with specialisation in soil science /chemistry from the recognised University.	Minimum 3 years	Shall undertake the analysis of soil samples and generate reports
Lab Assistants	Pass in PUC from recognized college	Minimum 3 years	Shall collect the samples from the field and transport it to the labs He/ she should assist the soil analyst in analyzing samples
Laboratory Status	As per Appendix- E		

Signature of the authorized signatory and designation  
with agency's seal

### **Technical Evaluation Parameters** Eligibility Criteria

<b>Parameter</b>	<b>Criteria</b>	
Applicant's Relevant Experience	Minimum 3 years experience in the soil testing Business ,along with authenticated supporting documents & Appendix-C	
Relevant Experience of Key Personnel	Qualification	Experience

Soil Analyst	Degree in agriculture or science with specialisation in soil science /chemistry from the recognised University.	Minimum 3 years
Lab Assistants	Pass in H.S.(Sc) from recognized institute	
Field Assistants	Pass in 10th Standard	
Data Entry Operators	Pass in any degree from recognized college/ university with computer knowledge	Minimum 1 years

#### 4. Qualification Criteria for Financial Capability

For the purpose of qualification, a Agency should have the Financial Capability to perform the work.

#### APPENDIX-C Qualification and experience preferred

The bidder should provide following key personnel with respective qualification as below for analyzing the soil and is a condition of this tender.

Key Personnel	Educational Qualification	Length of Experience	Responsibility
Soil Analyst	Degree in agriculture or science with specialization in	Minimum 3 years	Shall undertake the analysis of soil samples and generate reports



	soil science /chemistry from the recognized University.		
Lab Assistants	Passed in HS(sc.) from recognized institute	Minimum 3 years	Shall collect the samples from the field and transport it to the labs He/ she should assist the soil analyst in analyzing samples
Field Assistants	Pass in SSLC / 10th Standard.	Minimum 3 years	Shall collect the samples from the field and transport it to the labs
Data Entry Operators	Pass in any degree from recognized college/ university with computer knowledge	Minimum 1 years	Shall upload the soil test results in the software and generate soil health cards

### 5. Standard of Performance

The Agencies shall perform the Services and carry out their obligations hereunder with all due diligence, efficiency and economy, in accordance with generally accepted professional techniques and practices, and shall observe sound management practices, and employ appropriate advanced technology and safe and effective equipment, machinery, materials and methods" The Agencies shall always" act, in respect of any matter relating to this Contract or to the Services, as faithful advisers to the DoA, and shall at all times support and safeguard the DoA's legitimate interests in any dealings with Sub- Agencies or Third Parties.

### TERMS OF REFERENCE

**1** Soil is a non renewable living resource. Every effort must be made to enrich this natural resource for maximizing its productivity on one hand and to conserve this resource with minimal degradation for the prosperity, sustaining productivity of soil. In Assam, there are 33lakh farm holdings. Soil testing is a tool to assess the available nutrient status of a soil. Interpretation of test results and making recommendation for nutrient management may be appropriate to achieve sustainable yields on long term basis.

.2 In view of above, it is proposed to implement the soil testing programme on a mission mode for three years in the form of Soil Health Mission by analyzing the soil samples based on grid and issuing soil health cards to all the farm holdings covered under the grid with the following objective:

Ø issue soil health cards to all farmers in Assam over a period of three years, so as to provide a basis to include nutrient deficiencies in fertilizer recommendation

Ø develop crop specific nutrient management in the districts for enhancing nutrient use efficiency.

Ø promote soil test based balancing of nutrients to manage fertility related risks for higher production.

3 In pursuance of the above, theDoA has now decided to carry out a bid process for Selection of Agencies for implementation of Soil Health Mission.

The Successful Agency would be required to perform the following task:

1. Collection of soil samples
2. Sample coding
3. Soil analysis
4. Generation of soil health cards
5. Distribution of Soil Health Card.

### **Objective**

The objective of this Implementation of Soil Health Mission in the State of Assam inclusive of but not limited to Creating awareness; Collection of soil samples; Sample coding; Soil analysis; Generation of soil health cards; Providing soil analysis based recommendations.

### **Scope of Services**

The Authority will select the districtwise agency to undertake the implementation of Soil Health Card Mission. The selected agency shall extend their co-operation for the following activities to be undertaken by the department .

**a. Creating awareness:** Creating awareness among the farmers regarding methodology in collection of the samples and recommendations of crop specific nutrients based on the soil test results. The awareness programmes will be carried out at State /District /village level by the Agency through various mass media methods (using print and electronic media).

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**b Collection of soil samples:** Criteria of samples to be taken:

(i) Irrigated area – at 2.5 ha grid for marginal and small holdings.

(ii) Irrigated area – one sample each holding for semi-medium, medium & large holdings (Irrigated Area/Av.size).

(iii) Rainfed area – at 10 ha grid for marginal, small, semi-medium & medium holdings.

(iv) Rainfed area – one sample each holding for large holdings (Rainfed Area / Av.size).

(v) samples collected should represent all the farmers holdings in that grid if that grid contains more than one farmer. The sample should be collected from all 4 (four) corners and 1(one) in the centre of the grid. The Soil samples should be collected in presence of concerned farmer. GPS co-ordinates should be recorded at the time of soil collection..

(vi) Soil sample should be collected from 0-15 cm depth. The collected soil samples along with farmers inventory sheet (as per GoI MIS Format) should be transported to the respective soil testing laboratories. The districtwise and yearwise allocation of soil samples to be drawn is given in Annexure -1.

### Annexure -1.

#### *Proposed Plan for analysis of Soil Sample & issue of Soil Health Card*

(District wise)

Sl No	Name of District	Net Cropped area (Ha)	Soil Sample to be analyzed & issue of SHC				Remarks
			2015-16 to 2017-18		2015-16		
			SHC	Soil Sample	SHC	Soil Sample	
1	Dhubri	134349	134340	13434	44780	4478	
2	Goalpara	80753	80760	8076	26920	2692	
3	Barpeta	159311	150000	15000	50000	5000	
4	Morigaon	92011	90000	9000	30000	3000	
5	Nagaon	235626	225000	22500	75000	7500	
6	Sonitpur	165141	165150	16515	55050	5505	
7	Lakhimpur	100169	100170	10017	33390	3339	
8	Dhemaji	67506	80490	8049	26830	2683	
9	Tinsukia	104714	104700	10470	34900	3490	
10	Dibrugarh	139498	139500	13950	46500	4650	

11	Sibsagar	136822	136830	13683	45610	4561	
12	Jorhat	120240	120240	12024	40080	4008	
13	Golaghat	119046	119040	11904	39680	3968	
14	Karbi Anglong	126399	126390	12639	42130	4213	
15	Dima- Hasao	28171	28170	2817	9390	939	
16	Cachar	115386	115380	11538	38460	3846	
17	Karimganj	76035	76050	7605	25350	2535	
18	Hailakandi	50294	50280	5028	16760	1676	
19	Bongaigao n	67635	67650	6765	22550	2255	
20	Kamrup (R)	177254	177240	17724	59080	5908	
21	Nalbari	67730	67740	6774	22580	2258	
22	Darang	103833	103830	10383	34610	3461	
23	Chirang	46767	46770	4677	15590	1559	
24	Kamrup (M)	43317	43320	4332	14440	1444	
25	Baska	66085	66090	6609	22030	2203	
26	Udalguri	99949	100860	10086	33620	3362	
27	Kokrajhar	71068	71070	7107	23690	2369	
<b>Total</b>		<b>2795109</b>	<b>2787060</b>	<b>278706</b>	<b>929020</b>	<b>92902</b>	

Biweekly progress report should be submitted to the D.A.O.s with the following details

- 1. District**
- 2. Subdivision**
- 3. Block**
- 4 Gaonpanchayat**

## 5. Village

{ Farmers name ,Survey No, Gender, Category(SC/ST/General) details also should be included to this code by the Agency}

**c. Analysis of soil samples:** Soil samples should be analysed by following the standard procedures followed in static and Mobile soil laboratories as per as per Laboratory manual of Department of Agriculture. (Manual will be provided to the successful bidder by the DoA)

I. Qualitative parameters: pH and EC.

II. Major Nutrients: OC., Phosphorous, Potassium

III. Secondary Nutrients: Sulphur.Calcium

IV. Micronutrients : Zinc, , Iron,Copper,Manganese and Boron

After analysis of the soil samples the remaining portion of the sample should be preserved until the third party check.

e. Programme Monitoring Software : The samples are to be tracked right from the date of collection of samples, transportation to lab, analysis of soil sample, generation of soil health card and final distribution of soil health card pertaining to the sample.

**d. Providing soil health information:** After analyzing of soil samples in Soil testing labs soil health cards should be distributed to all the farmers holdings wise of that particular grid from where the soil samples are collected by the Agency.

### 3. List of Deliverables

1. Timely progress reports should be submitted in the specified formats provided by the DoA

2. Soil health cards soft copies to be submitted to the concerned District Agril. Officer within the specified time.

3. On expiry or termination of the contract, the DoA labs ,equipments or any other resources of the Authority should be handed over to the Authority in as was form. Any damages to the said properties shall attract penalties in the form of forfeiture of the PBG partially or in whole.

### 4. Schedule of payment

The Agency shall deliver the above deliverables (the “Deliverables”) during the course of the agreement period as per the formats provided by the authority . Accordingly the activity wise payments shall be as follows. All payments will be made through the DoA.

Key Date No	Description of Deliverables	Timeline	Payment
KD1	Soil sample collection(along with GPS coordinates) , coding of soil samples, packing	As per schedule submitted by the selected agency	50% of the amount as per the price finalized by DoA for the purpose of Soil sample collection ,packing , coding of

	and transportation to soil testing labs		soil samples and transportation of samples to soil testing labs will be paid within a short time after the agency submits the detailed work done report on soil sample collection , coding of soil samples, packing and transportation to soil testing labs. Remaining 50% will be paid within short time after obtaining satisfactory the verification / work Completion report.
KD2	Analysis of the soil samples as per terms, data entry & distribution of SHC to farmers	As per schedule submitted by the selected agency	50% of the amount as per the price finalized by DoA for the purpose of soil analysis will be paid within a short time after the agency submits the work done report regarding soil analysis. Remaining 50% will be paid within a short time after obtaining satisfactory verification / work Completion report.

**All the deliverables should be submitted as per the formats provided by the authority after signing of Agreement.** Further one set of hard copies and soft copies in CDs of all the final Deliverables shall be submitted to the District Agril. Officer as per key dates. Agencies should maintain backup information in electronic form to be kept separately and handed over to the department officials as per further intimation.

### 5. Completion of Services

1 All the outputs including primary data shall be compiled, classified and submitted by the Agency to the DoA in soft copy apart from the reports indicated in the Deliverables. The study outputs shall remain the property of the DoA and shall not be used for any purpose

other than that intended under these Terms of Reference without the permission of the DoA.

2 All activities as per schedule should be performed by the selected agency, if in any Case the agency concerned fails to perform and in case such activities is performed by the DoA, accordingly the payment to the agencies shall be deducted activity wise

## **How to apply?**

**(SPECIMEN COPY OF APPLICATION FORM)**

Date:

To  
The Director for Agriculture,  
Department of Agriculture, Assam  
Khanapara, Guwahati-22

**Sub: Selection of Agencies for implementation of Soil Health Card in Assam.**

Sir,

I/We have reviewed the EoI including Instructions and the Terms of Reference and agree to abide by all the terms and conditions therein. I/We hereby offer my willingness to perform the work as stated in the Instructions and the Terms of Reference.

I /We furnish all the requisite documents along with Action plan with this application.

Yours faithfully,

Signature

(Authorized signatory and designation with seal of the agency)

### **Details of Agency**

1. Name
2. Address of the office(s)
3. Date of incorporation and/or commencement of business.
4. Brief description of the Company including details of its main lines of business.
5. Name, Designation, Address and Phone Numbers of Authorized Signatory of the Bidder:
  - c. Name :
  1. Designation :
  2. Company :
  3. Address :
  4. Telephone Number :
  5. Fax Number :
  6. Mobile Number :
  7. E-Mail Address :
6. Details of individual (s) who will serve as the point of contact / communication for DoA within the Company:
  - d. Name :
  - e. Designation :
  - f. Company :
  - g. Address :
  - h. Telephone Number :
  - i. Fax Number :
  - j. Mobile Number :
  - k. E-Mail Address :

Signature, name and designation



of the authorized signatory with seal

**APPENDIX--D**

**Format for Undertaking for Soil Testing Company/ Agency  
(On the Letterhead of the Bidder)**

Date:

The Director for Agriculture,  
Department of Agriculture, Assam.  
Khanapara, Guwahati-22

**Ref: Selection of Agencies for implementation of Soil Health Mission in Assam**

Sir,

We confirm that we have been in the business of testing of Soil Samples for Macro and Micro Nutrient content.

Yours faithfully,

\_\_\_\_\_  
Authorized Signatory)

\_\_\_\_\_  
(Signature of

\_\_\_\_\_  
(Name and designation of the Authorized Person)

**Appendix-E**

***Format for No Objection Certificate regarding Capacity of Labs in collaboration***

(On the letter head of Concerned Lab)

Date:

This is to certify that I, M/s \_\_\_\_\_ [Name of the Concerned ] been engaged in Soil Testing business for Macro and Micro Nutrient content for the \_\_\_\_\_ [Provide number of years] preceding the Proposal Due and I have no objection in collaborating my

----- lab [ name and address of the lab]which has the capacity to analyze atleast \_\_\_\_\_ soil samples per year to Shri/M/s .....for the purpose of analysis of the soil samples for the project concerned..

Name of the Lab

Seal of the Lab

Signature,

( Name and Designation of the authorized signatory)

Department of Agriculture will cross check 3% of the entire work both in Field & Laboratory. They have to work under the direction of Director of Agriculture, Assam, and had to follow the Guideline & Instruction given to them from time to time. All the activities to be covered as per cost norms given above. Any increased in the cost the department of Agriculture will not be liable to pay the additional cost. The Director of Agriculture reserve the right to cancel the assign works in case of unsatisfactory performance at any time.

Director of Agriculture,

Assam,

Khanapara, Guwahati -22