

DIRECTORATE OF FISHERIES

DEPARTMENT OF FISHERIES AND ANIMAL RESOURCES
DEVELOPMENT, GOVERNMENT OF ODISHA, JOBRA, CUTTACK

REQUEST FOR EXPRESSION OF INTEREST

TO ENGAGE A CONSULTANCY FIRM TO PREPARE A DETAILED
REPORT INCLUSIVE OF AN ACTION PLAN AND ROADMAP TO
ACHIEVE SEAFOOD EXPORTS WORTH Rs. 20,000 CRORES PER ANNUM
FROM ODISHA.

EOI. No. 01/BW-IV-EXPRO-CELL 17/2016

Date: 07 December, 2016

PART-I: EXPRESSION OF INTEREST (EOI)

1. INTRODUCTION:

1. The Government of Odisha (hereinafter called "Borrower") through the Directorate of Fisheries, Department of Fisheries and Animal Resources Development, intends to hire and engage a Consultancy Firm to prepare a roadmap and action plan to achieve seafood exports worth Rs.20,000 Crores per annum from Odisha. This Expression of Interest (EOI) is therefore issued by the Director of Fisheries, Odisha.

2. The consulting services include preparation of an action plan and road map for the Directorate to be carried out by the consultancy firm appointed through this assignment. The consultancy firm will provide services for a systematic and objective assessment of the resources and data available and prepare a detailed report inclusive of an action plan and road map for implementation by the Department. This assignment of detailing an action plan and road map shall be by providing quality information that is credible and useful which will enable incorporation of lessons for decision making process by the Department and Directorate.

2. DETAILS OF THE EOI:

Sl. No	Subject	Particulars
1	Project title	Preparation of a detailed report inclusive of an action plan and road map to achieve seafood exports of worth Rs 20,000 Crores per annum from the State of Odisha
2.	Implementing Agency	Directorate of Fisheries, Odisha Dry Dock, Jobra,Cuttack - 753007
3	Implementing Department	Fisheries and ARD Department , Government of Odisha, Bhubaneswar, India
4	Contact Person	Sri Sadananda Mahapatra Deputy Director of Fisheries (BW) Directorate of Fisheries, Odisha,Cuttack Telephone-0671 2415061 Mob:+919437154598 email: director.odifish@gmail.com Fax-0671 2410521
5	Validity of proposal	Technical and Financial proposals to be valid up to 3 months
6	Website	www.odishafisheries.com/ www.fardodisha.gov.in

3. TENTATIVE CALENDAR OF EVENTS:

The following table gives details of important milestones and timelines for completion of bidding process and activities:

Sl. No.	Particulars of Milestones	Date and time (dd-mm-yyyy; hrs)
1	Release of Expression of Interest(EOI)	10.12.2016
2.	Bidders Conference	24.12.2016
3	Last date for submission of written questions by bidders	26.12.2016
4	Response to the Queries	29.12.2016
5	Last date for Submission of EOI Response	10.01.2017 2.00 P.M.
6	Opening of EOI Responses	10.01.2017 3.00 P.M
7	Opening of Financial Bid	16.01.2016
8	Declaration of Short listed Firms	16.01.2016

4. AVAILABILITY OF THE EOI DOCUMENTS:

EOI documents can also be downloaded from website addresses as given above: <http://www.odishafisheries.com>; www.fardodisha.gov.in. The participants are expected to examine all instructions, forms, terms, project requirements and other details as in the EOI document. Failure to furnish complete information as mentioned in the EOI documents or submission of a proposal not substantially responsive to the EOI documents in every respect will be at the Bidder's risk and may result in rejection of the proposal.

5. BIDDERS' CONFERENCE:

Director of Fisheries, Odisha, will host a Bidder's Conference in the Directorate of Fisheries, at Cuttack, Odisha. The conference is tentatively scheduled as per the schedule given in Para -3 above. The representatives of the interested organizations (restricted to two persons) may attend the bidders' conference at their own cost. The purpose of the conference is to provide bidders with any clarifications regarding the EOI. It will also provide each bidder with an opportunity to seek clarifications regarding any aspect of the EOI and the project.

6. EOI PROCESSING FEES:

A refundable (except the successful bidder) processing fee for Rs..... (Rupees.....only) in the form of a Demand Draft drawn in favour of "Director of Fisheries, Odisha" and payable at Cuttack, Odisha has to be submitted along with the proposal. Bids received without or with inadequate processing fee shall be liable to get rejected.

7. VENUE & DEADLINE FOR SUBMISSION OF PROPOSALS:

Proposals in its complete form in all respects as specified above shall be submitted to the Directorate of Fisheries, Cuttack, Odisha as specified in Para 2 above. Director of Fisheries, Odisha, Cuttack in exceptional circumstances and at his discretion, can extend the deadline for submission of proposals by issuing, an addendum to be made available on the website, in which case all rights and obligations of Director of Fisheries and the bidders previously submitted to the original deadline will thereafter be subject to the deadline as extended.

PART-II: SCOPE OF CONSULTANCY SERVICES

8. GENERAL BACKGROUND:

The maritime state of Odisha, ranking sixth in the country in total fish production also, has gained importance as a major seafood exporter of the country as well in the last 3-4 years contributing significantly to the export basket. Seafood exports have emerged as one of the fastest growing and important segment of the total exports of Odisha. It is the fourth important item of exports from Odisha and ranks 1st among agricultural commodities. There is ample scope and opportunity to increase the marine products exports further from the state on account of the significant resource potential available for increasing production and thereof seafood export items. The total quantity of marine products exported from Odisha during 2014-15 was about 34,767 MT valued at Rs.2, 069 Crores (equivalent to US \$350 Million). This shows a growth of 12.26% in quantity and 14% in value in comparison with previous year. During the year 2015-16 although the quantity of seafood exported was about 35,630 MT in volume, the value decreased to Rs 1,788 Crore due to various reasons.

Exports can be further enhanced by augmenting production through capture and culture fisheries and also by diversification of markets and adding value to the products. Aquaculture can be expanded through horizontally and vertically including diversification. There is ample scope for technological upgradation in fish production and processing. The State government has notified a progressive Fisheries Policy (Fisheries Policy 2015), which is 1st of its kind in the country and envisages increase in production, productivity and exports besides addressing several other important measures on management and conservation of resources, ensuring livelihoods, nutritional security etc. The state also has an investor friendly Export Policy issued under MSME department and encourages entrepreneurs in setting up infrastructure for food processing and export units by availing the various incentives from Central and state government schemes including from that of Food Processing Ministry. Export is a priority sector among various promotional programmes of the Government.