

## **Expression of Interest**

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# Strengthening of Raitha Samparka Kendras through Computerization

The Department of Agriculture invites EOI from Companies that are qualified and interested in providing the services as outlined in the document below. Shortlisted companies from the EOI process would be eligible in participating for the actual Tender process in the future.

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## **1. Introduction**

### **1.1 Background**

The Agriculture production in the State of Karnataka is directly dependent on the timely supply of inputs and also technical knowledge to the farmers. The Department of Agriculture under Government of Karnataka serves the need of more than 78 lakh farmers spread across 5628 Gram Panchayats. The department not only provides technological support but also helps the farmer in securing critical inputs such as quality seeds, fertilizer, timely plant protection chemicals and also improved machineries and equipments, etc.

The Department faces a huge challenge in collecting and disseminating knowledge in a timely manner. At present, The Department has developed software for obtaining periodical reports from different officers up to the ADA level.

In the view of latest developments in the field of computerization by NIC and also by the development of core networking infrastructure upto Taluk level from e-Governance Department, the Agriculture Department envisages to strengthen Raitha Samparka Kendras at Hobli level through IT and qualified manpower.

### **1.2 Proposal Intent**

The Department of Agriculture, on behalf of Government of Karnataka, through this Expression of Interest (EOI) invites proposals through Boot system from interested bidders to participate in the IT infrastructure requirement, non-IT infrastructure requirements, Business model and the operation modalities for

effective delivery of agricultural services to farmers through computerization of Raitha Samparka Kendras.

The proposal outlines the background of the project, objectives of the project, the qualification criteria for the interested bidders, deliverables expected from the bidder and shortlist criteria of the potential candidates for the actual tender process.

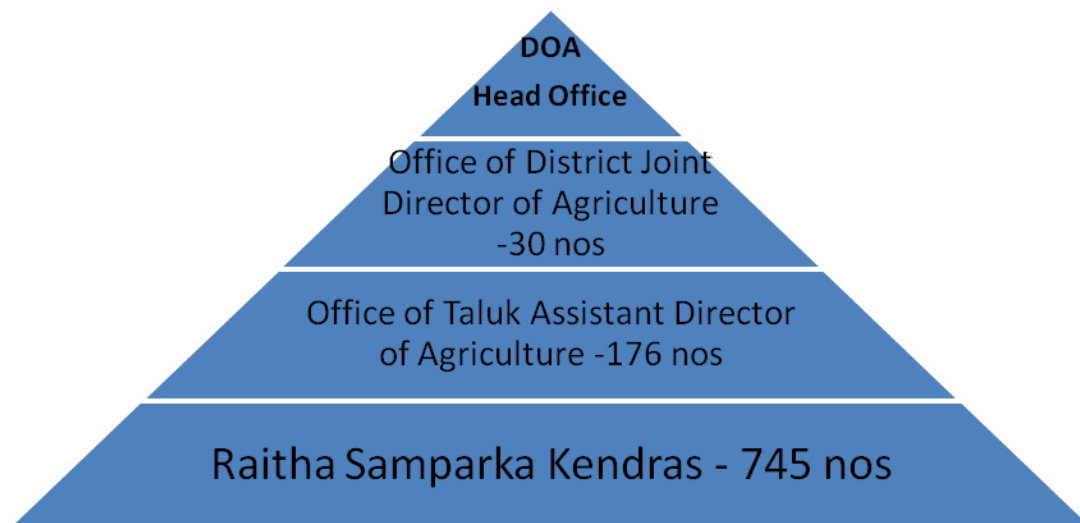
## 2. General Information

### 2.1 Issuer

The EOI is prepared and issued by the Director of Agriculture, Department of Agriculture, Government of Karnataka.

### 2.2 Organization of Department of Agriculture:

The Organizational structure of Department of Agriculture is as under. Currently networking is available between Head office and Office of Joint Director of Agriculture.



## **2.3 Important flagship schemes of Department of Agriculture implemented through Raitha Samparka Kendras (During 2009-10 with transaction taken place):**

**2.3.1 Distribution Of seeds:** Under this scheme, timely stocking of necessary seeds as per local seasonal requirement and distribution to farmers during Kharif and Rabi/ summer season at 50% subsidy under Small and Marginal Farmers, Prime Minister's Rehabilitation package and Rashtriya Krishi Vikasa Yojane is being implemented through Raitha Samparka Kendras.

During 2009-10, 6.80 lakh quintal seeds are distributed and Rs.15454.09 lakhs has been spent and 27.25 lakh beneficiaries are benefitted in Kharif and during Rabi: Summer 2.53 lakh quintal seeds are being distributed and Rs. 6079.92 lakh has been spent for 6.78 lakh facilitators. Distribution of seeds is in progress.

**2.3.2 Farm Mechanisation and Agro Processing:** During 2009-10 an amount of Rs. 11277.35 Lakhs was released to implement Farm Mechanisation scheme (State Sector, RKVY, Work Plan & District Sector). Out of this grants, Rs. 4346.33 Lakhs was spent to distribute various farm equipments like Hi-tech Agriculture Equipments, Tractors, Power tillers and other equipments like Diesel Pump sets, Plant Protection Equipments, Newly Designed Equipments, Manual/Bullock drawn Implements, and Agro Processing Units.

**2.3.3 Micro Irrigation:** During 2009-10 budgetary provision of Rs.13418.54 Lakhs has been made for distribution of Sprinkler and drip irrigation units for an area of 1.34 lakh hectares through 75% subsidy and Rs.3726.00 lakhs has been spent for distribution of micro irrigation units.

**2.3.4 Bhoochetana:** Bhoochetana is being implemented to improve the production potential of the Dry Land Agriculture in 24 dry land districts. Rs.11.48 crores has been allotted for 2009-10. In this scheme, distribution of seeds,

micronutrients, bio-pesticides, plant protection chemicals has been taken. Soil fertility cards have been issued to individual farmers. Rs.171.82 lakhs spent to implement all this programme.

**2.3.4 Assistance for Crop Loan:** Government was providing crop loans to farmers @ 7% interest till March-2009. From 2009-10 onwards crop loan is provided through commercial banks and co-operative institutions @ 3% interest rate to all the farmers opting crop loan. Remaining 4% interest is provided to concerned banks and institutions directly as subsidy from this scheme. SLBC has been nominated as Nodal agency for implementation of this program.

**2.3.5 Special Component Plan:** There are nearly 7.27 lakh families belonging to scheduled caste cultivating about 11.07 lakh hectares of land. The average land holding of this group is 1.25 hectares. To improve the economic status and for welfare of Schedule caste farmers Agricultural inputs for crop demonstrations, Hitech farm machineries, hand operated plant protection equipment, Diesel/Kerosene pumpsets, Storage bins, Power tillers and Micro irrigation equipments are distributed. During the current year Rs.2000.00 lakhs provision has been made and implementation is under progress.

**2.3.6 Tribal Sub Plan:** There are nearly 4.39 lakh families belonging to scheduled tribes cultivating about 7.25 lakh hectares of land. The average land holding of this group is 1.65 hectares. In order to improve the economic status and for welfare of Schedule tribe farmers Agricultural inputs for crop demonstrations, Hitech farm machineries, hand operated plant protection equipment, Diesel/Kerosene pumpsets, Storage bins. Power tillers and Micro irrigation equipments are distributed. During the current year provision of Rs.1000.00 lakhs has been made and programme implementation is under progress.

## 2.4 Key Dates

Sl No	Events	Dates
1.	Date of notification in leading newspaper	16-02-2010
2.	Presentation by Department and Meeting for Clarifications	23-02-2010, 11.00am Coleman Hall Commissionerate of Agriculture, # 1, Sheshadri Road, Bangalore - 560001 Karnataka.
3.	Last date for submission of Proposal * (Refer 2.5)	26-02-2010, 5.00pm
4.	Opening, Scrutiny and verification of EOI proposal	3-03-2010, 11.00am Coleman Hall Commissionerate of Agriculture, # 1, Sheshadri Road, Bangalore - 560001 Karnataka.
5.	Dates for Presentation by the Interested candidates	6-03-2010, 11.00am onwards Coleman Hall Commissionerate of Agriculture, # 1, Sheshadri Road, Bangalore - 560001 Karnataka.
6.	Final shortlist of Candidates announcement	Will be notified
7.	Request for Proposal (Technical and Commercial bids)	Will be notified

## 2.5 Contact Information for Submission of Proposal

The sealed proposal can be submitted to the following address along with **DD for Rs 250/-** in favor of **The Director of Agriculture, Department of Agriculture.**

Address	Email & Phone
Deputy Director of Agriculture, Farm Information, 2 <sup>nd</sup> Floor, 'F' Block Commissionerate of Agriculture, # 1, Sheshadri Road, Bangalore - 560001 Karnataka.	Email: agri.kar@nic.in agrisk@nic.in Phone: 080-22215096 ext.119 080 22215093 ext.119 080 22219229 Fax: 080-22294231/22212818

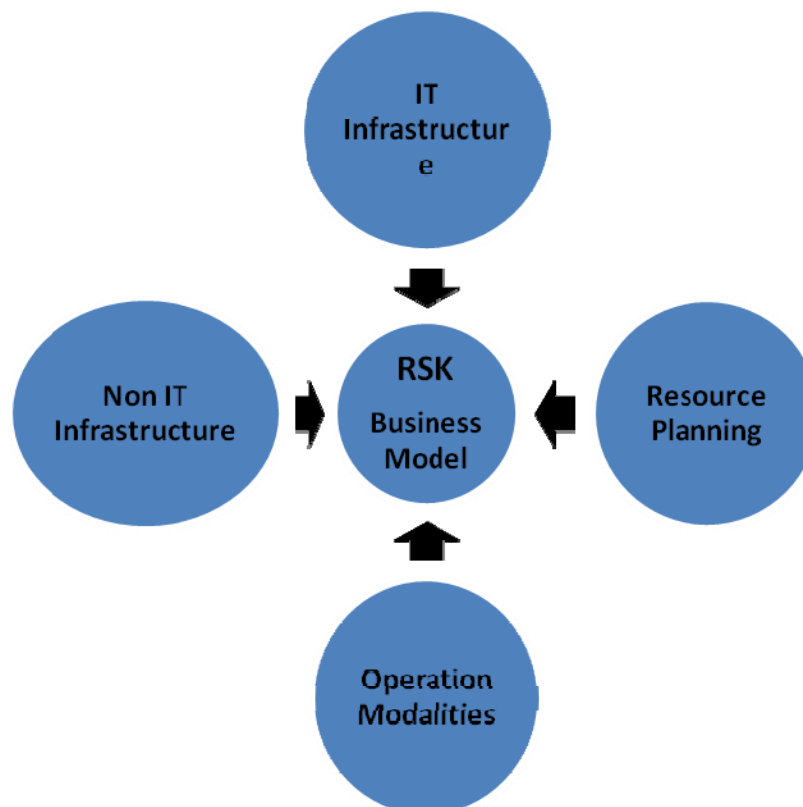
### 3. Scope of Project

#### 3.1 Objectives

- 1) To provide services of the Agriculture Department to the farmers on a regular basis through IT application.
- 2) To enable the Agriculture Department to collect necessary information in a timely manner from grass root levels
- 3) To develop Web based software for monitoring Anywhere Anytime inputs and accounts and to assimilate and analyze information gathered at various decentralized locations.
- 4) Display of information to farmers.
- 5) The mode of communication with farmers shall be in Kannada.

#### 3.2 Project Details

Department of Agriculture through interested agency intends to establish necessary IT and Non IT infrastructure, application development, customization, operation, maintenance of entire network and provide deliverables (as required by the Department of Agriculture, Government of Karnataka) from time to time for a period of 3 years which is likely to be extended further.



**IT infrastructure:**

Basic infrastructure needed to carry out day to day activities at RSK is

1. Computer with specified software
2. Printer
3. Ensure extra systems during peak season depending on the requirement.
4. Internet and Networking to all centers.

**Non-IT infrastructure:**

1. Ensure continuous supply of power during working hours (Minimum 8 hours).
2. Provision of data entry operators to all the centers.
3. Bar code readers for billing purpose.
4. Computer table and chair in all the 745 RSKs.

**Operation modalities:**

1. The data entry operators employed by the Bidder should work from 09-30 am to 6.00 pm during all working days. In addition, they should put in extra hours of work in peak season including holidays depending on the situation.
2. Additional data entry operators may be required during peak season.
3. Providing data entry operators with good computer skills and knowledge of Kannada typing (preferably Nudi software).
4. Providing Help desk at Head Office for monitoring, maintenance, consolidation etc.,
5. Disseminating information available in Departmental website to farmers like farming practices, market information, weather updates etc.

**Resource and Resource Planning:**

1. At least 1 data entry operator should work on a regular basis in RSK.
2. Additional data entry operators may be provided during peak season
3. Preparedness in terms of consumable articles and computer stationery.

4. Stand-by systems and peripherals to be made available in sufficient numbers.

### 3.3 Software Component Specifications

Sl No	Software	Functionality	Hardware Requirement
1)	Agrisnet - BELE	<p>Web based system for data collection on various activities of sub-offices up to RSK level.</p> <p>Major Modules of the system are – Monthly multi-level report, Pest Incidence, Farm Mechanization, Fertilizer Quality Control, Insecticide Quality control, Seed Quality Control, Monthly Progress Reports, Agriculture Dealer details, Natural Calamity details, Crop Area Target/Achievement details, Employee Service &amp; Training details, RSK Profile.</p>	Any system with Web browsing features & network facility.
2)	KDP – Karnataka Development Programme	Web based system to review physical progress of various schemes on monthly basis	
3)	Website	<p><a href="http://raitamitra.kar.nic.in">http://raitamitra.kar.nic.in</a> – General website of the agriculture department to publish important information related to agriculture activities to farmers</p>	

### 3.4 Future Plan of additional Software Modules

Sl No	Software	Functionality	Hardware Requirement
1)	Bhoophala – Soil Health Card System	At present this software is available as a stand-alone model. This software is used by soil health lab for recording soil health data for the samples collected by the inspectors. In future, a web based system will be developed for the same purpose.	Any system with Web browsing features & network facility.
2)	RSK Computeristaion	A web based system will be developed to cater the needs of the RSK's major activities as given below: Seed stock and sales, Fertilizer stock and sales, Pesticide stock and sales, Farm machinery and processing equipment, Quality control & accounting package etc.	

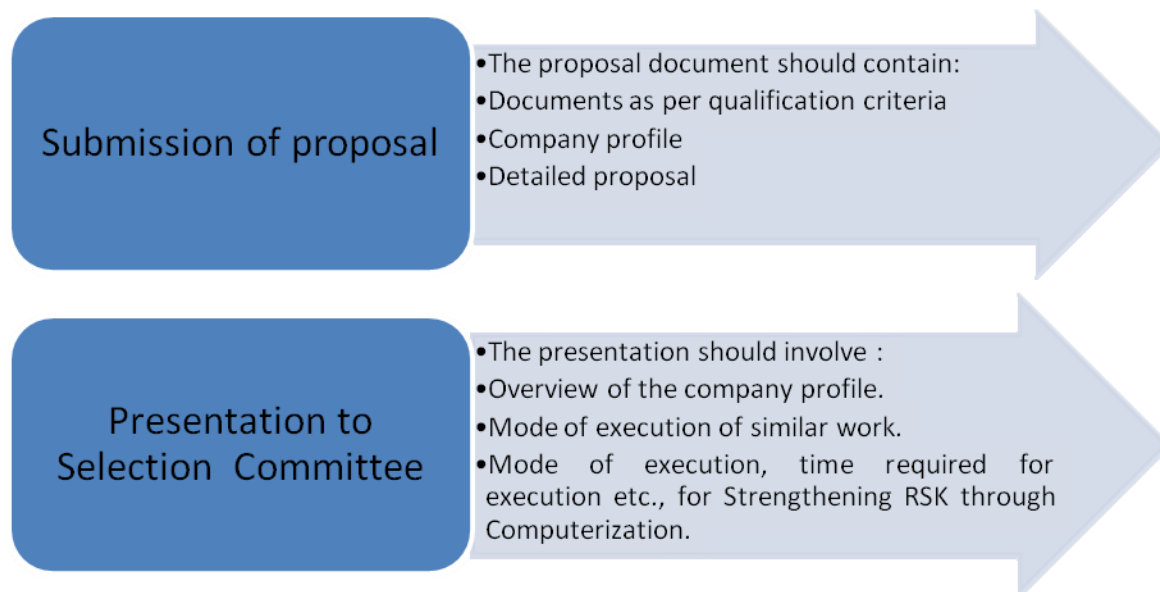
## 4. Qualification Criteria

Sl No	Criteria	Documents Required
1.	The Proposal can be submitted by an individual company or a consortium.  In case of consortium applicant, consortia shall submit a valid Memorandum of Understanding (MOU)/agreement.	“Consortium” shall mean more than one company which joins with other companies of complementing skills to undertake the scope of work defined in this EOI. In case of consortium the same shall not consist of more than three companies/ corporations, including the prime bidder.

		<p>1. Memorandum of Understanding (MOU)/agreement among the members signed by the Authorized Signatories of the companies dated prior to the submission of the proposal to be submitted in original.</p> <p>2. The MoU/agreement shall clearly specify the prime bidder, stake of each member and outline the roles and responsibilities of each member.</p>
2.	<p>The bidder (prime) should be a company registered under the Companies Act, 1956 since last five years</p> <p>In case of consortium, All the partners in the consortium should be registered under the Companies Act 1956 and should be working for the last five years.</p>	Certificate of Incorporation
3.	<p>The company should have a turnover of more than Rs 50 crores for the last three Financial Years in IT services or IT infrastructure management</p>	Audited financial results for the past 5 year financial years
4.	<p>The Company should have a presence in Karnataka</p>	Attested copy of any official document claiming the place of presence or Sale Deed or Rental Agreement/Govt. documents
5.	<p>The company should have at least 400 resources in the area of IT infrastructure management on its payroll</p>	Certification from the HR department of the company
6.	<p>The company should have done at least one project on supply, install, operate and maintain of IT/ Non-IT infrastructure</p> <p>a. Project value of at least 5 crores</p>	Work orders from the client confirming the details of the project ( The project should have been carried out to reputed organization on similar work)

	b. Project initiated in the last 3 years	
7.	The Company should have done projects for any Government body/agency in India	Work order certified from any Government body/agency

## 5. Deliverables



## 6. Check list for the Bidder:

The Bidder is expected to provide a detailed proposal comprising the following

1. IT infrastructure details
2. Non – IT infrastructure details
3. Resource Planning
4. Implementation Schedule
5. Service level parameters
6. Business model and Financials

**7. Shortlist of Candidates:**

Candidates will be shortlisted based on the Checklist and the presentation to selection committee.

**8. Tenure of the project:**

3 years. This is likely to be extended further. At the end of the project period, the IT and Non-It infrastructure provided by the bidder shall become the property of the Department of Agriculture.