

EXPRESSION OF INTEREST (EOI)

FOR

Agricultural Spraying and survey service through Drone.

1. Drone spray services (Seasonal crop, Horticultural Crop Sugarcane)
2. Comprehensive survey of farm.

By:-Maharashtra Agro Industries Development
Corporation Ltd. (MAIDC),

(A Govt. of Maharashtra Undertaking)



KrushiUdyog Bhavan, Dinkarrao Desai Marg, Aarey Milk Colony,
Goregaon (East), Mumbai 400 065.

Telephone :28719363, Mo No : 8888842314 Email – agroenggmaidc@gmail.com
CIN UO5000MH1965SGCO133380

CONTENTS

Background

Maharashtra Agro Industries Development Corporation Ltd. (MAIDC), Mumbai (A Govt. Maharashtra Undertaking), a Company incorporated in the year 1965 under Companies Act 1956 with its main Object of empowering the Farmers in the State of Maharashtra to achieve optimum farm productivity by adopting modern farm practices by using chemical fertilizers, pesticides and farm mechanization. MAIDC supplies vital agricultural inputs at competitive rates to the farmer of the State. It is also the object of the Company to effectively implement & support several schemes and Projects of GOI and GOM.

1. Main objectives of the Corporation

- a.To manufacture and distribute Agricultural Farm Machinery
- b.To manufacture and distribute other agricultural inputs such as Fertilizers, Pesticides, etc.
- c.To manufacture and distribute products of Dairy, Poultry, and Allied Trade.
- d.To develop agro-based industries for carrying out-processing of agriculture and to assist such industries
- e.To assist individuals, who are in the field of agriculture and allied industries in modernizing their farms and industries
- f. To promote New technology in Agri sector and act as a facilitator as well service provider

2. The MAIDC is a Government of Maharashtra undertaking, engaged in Agricultural input businesses like 'KrushiUdyog' Fertilizers, Agro-Engineering Implements, Pesticides, 'Sugras' Animal Feeds, 'Noga' Processed Food Products and Mahaagro mart app. In the past, the corporation worked as a Nodal Agency for the Government.

3. Maharashtra agriculture have different crops and cover all Maharashtra region there is huge difference in topography elevation of agriculture land there is need to use high quality technology to spray input to control attack from insects and fungicides and to improve productivity with less residue as the technology need huge investment and it is not affordable to farmer and so there is need to provide service for spraying input MAIDC has decided to spread this spraying technology in the state by providing easy access of it to every farmer.

4. Concept: -

MAIDC intends to invite Expression of Interest (EOI) for Agricultural spraying and survey service through Drone from Drone Manufacturers / FPO/ Private Drone owners / Firms self help groups having registration of with Directorate of Agriculture D.G.C.A. as well as having trained drone pilots. The interested participant should Qualified, experienced and specializing in agricultural drone spray services. We are seeking reliable and innovative partners to assist us in optimizing crop management practices through precision aerial spraying across different crops

categorized into two groups 1. Seasonal Crop. 2. - Horticulture crops, 3. Sugarcane 4) Comprehensive survey of farm, etc. **Only those Bidders that participate in the EOI process and are shortlisted based on the pre-qualification criteria will be invited for Discussion the second stage.**

Acknowledgment of Understanding of Terms & Conditions: -

By participating and submitting a response against this RFP, each bidder shall be deemed to acknowledge that it has carefully read all sections of this EOI RFP document, including all forms, schedules, terms & conditions, and annexure hereto, and has fully informed itself as to all existing conditions and limitations.

The MAIDC Ltd. may, at its discretion, extend the deadline for submission of the RFP EOI by issuing an addendum or corrigendum to be made available on the e-tendering web portal www.mahatenders.gov.in, in which case all rights and obligations of The MAIDC and the interested bidders previously subject to the original deadline, will after that, be subject to the deadline as extended.

Contact Details:-

- 1) Shri. Sunil Patil, General Manager, Agro Engineering Division, H.O. Mumbai Mob. No. 8888842306.
- 2) Shri. Suresh Sonawane, Dy. Gen. Manager, Agro Engineering Division, H.O. Mumbai Mob. No. 8888842314.

Contact address:-

The Maharashtra Agro-Industries Development Corporation Ltd., Mumbai
Agro Engineering Division, 'KrushiUdyogBhavan', Dr. Dinkarrao Desai Marg, Goregaon (E), Mumbai-400065
Official Web Portal: www.maidcmumbai.com
E-mail ID: agroenggmaidc@gmail.com

Instructions to Bidders:

1. Bidders are requested to visit <https://mahatenders.gov.in> and go through the "e-tendering Tool Kit" wherein the all basic Know-how (detailed help documents designed for bidders) of the e-tendering stages are given.
2. For any assistance, please refer to 24 X 7 helpdesk no.0120-4711508, 0120-4001002, 0120-4001005, and 0120-6277787.
3. Login ID and password to be created on the above web portal
4. Class II or class III Digital signature (e-token) with signing, verification, encryption, and decryption certificate is essential. Bidders may purchase this from any reliable sources. The bidders are required to sign the bid data using the above Class II or Class III digital signature as per the Information Technology Act, 2000. The digital signatory should be the authorized representative of the organization/bidder.
5. The various activities /stages of the RFP procedure for the bidders as well as for MAIDC are; date & time locked. Hence, bidders are requested to execute all the activities related to the bid downloading, bid preparation & bid submission strictly as per the RFP schedule (key dates)
6. This RFP is strictly online, no manual bids shall be accepted by MAIDC
7. Bids shall be opened on **21/06/2024 at 11.00 hrs.**, in the presence of bidders or their representatives
8. The offers shall be valid for 60 days. The right to accept or reject any or all bids in part or full without assigning any reasons thereof is reserved with MAIDC.

RFP TIME SCHEDULE (Key Dates):

Sr.No.	RFP Stages	Start Date and Time
1	Release of RFP Bid	31/05/2024 at 16.40 Hrs.
2	Pre Bid Meeting	13/06/2024 at 12.00 Hrs.
3	Bid Preparation, Submission & RFP Bid Closing	19/06/2024 at 11.00 Hrs.
4	RFP Technical Bid Opening	21/06/2024 at 11.00 Hrs.
5	RFP Commercial Bid Opening	25/06/2024 at 11.00 Hrs.

Information Officers:-

Name of Officers	Contact Numbers
1) <u>Shri. Sunil Patil, General Manager</u>	8888842306
2) <u>Shri. Suresh Sonawane</u> Dy. Gen. Manager	8888842314

Note: Any Addendums/corrigendum (Amendment/Corrections) in the dates and bid notice shall up loaded on the e-tendering web portal <https://mahatenders.gov.in>.

Pre-Bid Queries:

Name of the Bidder:					
Department Name: The MAIDC Limited Agro Engineering Division					
Tender Ref No. : MAIDC/AE/EOI/2024/ /----/---/2024					
Tender Name: Expression of Interest Agricultural Spraying and survey service through Drone.					
Due Date: 08/05/2024					
SR. No.	Bid Document Page No.	Document Clause No.	Clause Title	Bidders Queries	Justification by The MAIDC

General Tender Terms & Conditions:

1. E.O.I Bids: -

- a) There shall be two bids, one is the Technical Bid and the second is the Commercial Bid.
- b) The eligibility of the bidder shall be verified by opening the Technical Bid.
- c) At the MAIDC's discretion, the Commercial Bids may be opened for technically qualified bidders only.

2. Pre-E.O.I Meeting: -

There shall be a pre-bid meeting on **13/06/2024** at 'Krushiudyog' Bhavan, Aarey Milk Colony, Goregaon (E) Mumbai 400065, at the head office of the MAIDC.

3. Bid Fee & Earnest Money Deposit:-

- a) The non-refundable cost of the E.O.I. bid form shall be Rs. 10000 /-(Rs. Ten thousand only) (including GST). The Bid fee shall be paid online.
- b) The bidder shall pay online an interest-free Earnest Money Deposit of Rs. 50000/- (Rs. Fifty thousand only).
- c) The earnest money of the unsuccessful bidder shall be refunded without any interest in due course of time after the completion of the RFP's entire procedure and Allotment of Contract (AoC).
- d) The MSMEs shall be exempted from payment of Bid fee .

4. Bidders disqualification: -

- a) Bidder shall be out rightly disqualified for Incomplete/ Non-submission of any of the documents referred to in the Technical Bid and the failure of the submitted sample (One or More).
- b) Incomplete technical and commercial bids shall also be liable for disqualification.

5. Agreement Signing: -

- a) The successful bidder shall have to sign and execute an agreement for Drone spray and survey service on non-judicial bond paper and register the agreement to the appropriate authorities. The registration fees shall be paid by the bidder only.
- b) The MAIDC and bidder commit each other for Drone spray survey service.
- c) The bidder and the MAIDC shall abide by the terms and conditions mentioned herein and the agreement to be signed with the successful bidder.

6. Security Deposit: -

- a) The successful bidder shall pay an interest free refundable security deposit of Rs. 50000/- (fifty thousand only) for FPO and Rs. 500000/- (Five lacs only) for other.
- b) through RTGS NEFT/D.D.

- c) The earnest money can be adjusted into the security deposit of a successful Bidder.
- d) The security deposit shall be refunded without any interest in due course of time after satisfactory completion of contract.

7. Operation & Process :-

- a) MAIDC shall select area wise minimum two successful bidder from this E.O.I process. The Area may be grossly described as vidharbh, marathwada, Western-Maharashtra, North Maharashtra and Kokan region.
- b) The serviceable area for each successful bidder not more then 200 to 300 km peripheral
- c) For drone service the MAIDC shall indentify the interested farmer and to give the suitable service order to the nearest service provider
- d) The MAIDC shall not share any consumable costs, or operating costs at any stage of Drone service.
- e) During service of Drone spraying, Pilot and other crew member should have pre defined dress code and the dress code design will be approved by MAIDC officials.
- f) During service of Drone spraying the flying norms of D.G.C.A should be followed
- g) The bidder and the MAIDC shall jointly put their best efforts to increase awareness of Drone service within the farmers of Maharashtra

8. Payment Clause :-

- a) MAIDC shall pay within 30 days to the bidder from the date of service invoice along with the necessary documents.
- b) Bidder should submitted the taxable Invoice along with form A. B. and C. attached herewith as a tender document after completion of successful of Drone service for each service order.

9. Statutory Liabilities: -

- a) All statutory payments of workers are likely to be engaged by the bidder for Drone service like Provident Fund, Minimum Wages, E.S.I.C. and other compliance under labor laws shall be paid without any default or demur by the bidder only.
- b) The liability under the Workman Compensation Act about the employees engaged by the bidder during the period of agreement shall be entirely of the bidder in all respects.
- c) That the contract and license agreement shall and does not create any employer-employee relationship between the parties nor the MAIDC shall be construed as Principal Employer in any manner whatsoever.

10. Entries and Discipline of Employees Engaged by Bidder: -

- a) All the Officers/employees engaged by the bidder during the period of the agreement shall be required to submit valid identity proofs if required by the MAIDC.
- b) All Officers/employees likely to be engaged by the bidder during the period of the agreement, shall not be /will not be involved in any intoxicant, immoral, unethical, illegal, or criminal activities.

11. Confidentiality: -

- a) The bidder shall not disclose any such any matter to any third party or for its business practices or otherwise and shall be bound to keep as “classified and confidential” among bidder and the MAIDC.
- b) The bidder shall not indulge in any unfair trade practices in the marketing and sales jurisdiction of The MAIDC that are detrimental to the interest of the MAIDC.
- c) The bidder must adhere to and follow legal metrology for drone service as per guide line given by Department of Agriculture and Farmers welfare ministry and DGCA.
- d) The bidder shall be bound to follow the directions/orders issued by Govt. from time to time, regarding the use of Drone and Drone operations.

12. The Bidder covenants with The MAIDC as under: -

- a) That the successful bidder has to register at MAIDC Mahaagro Mart Online E- Commerce App as a service provider.
- b) The bidder shall not be permitted to enter into a third-party agreement at any time during the term of contract agreement regarding Drone service without the written permission of the MAIDC.

13. The MAIDC does with this covenant with the Bidder as follows:-

- a) The bidder in its discretion may appoint the personnel/laborers but only by abiding by the laws applicable from time to time.

14. Insurance Payments: -

Insurance Payment as applicable from time to time for Drone and Drone service and other necessary nature like third party insurance shall be born and paid by the bidder.

15. Dispute Resolution: -

- a) Any dispute, difference, or controversy of whatsoever nature howsoever arising under or out of or about this agreement (including its interpretation) between the parties and so notified in writing by either party to the other party (the “Dispute”), shall in the first instance be attempted to be resolved by the conciliation procedure.
- b) The parties agree to use their best efforts to resolve all Disputes arising under or in respect of the contract agreement and drone operations promptly equitably.

16. Arbitration: -

- a) Any Dispute that is not resolved amicably by mutual discussion shall be finally decided by reference to Arbitration by appointment of a mutually agreed arbitrator
- b) Arbitration shall be conducted as per the Indian Arbitration and Conciliation Act, 1996.
- c) The venue of Arbitration shall be at Mumbai.
- d) The language of Arbitration Proceedings shall be English.
- e) The Arbitrator shall make a reasoned award (the “Award”).
- f) Any Award made in any Arbitration held according to clause 2.1 shall be final and binding on both the parties and the parties undertake to implement such Award without delay.
- g) The agreement and the rights and obligations of the parties shall remain in full force and effect, pending the Award in any Arbitration proceedings hereunder.

16. Force Majeure:-

The Bidder and The MAIDC shall not be liable for any financial loss, damage, injury, or delay due to any cause beyond its control including (without prejudice to the generality of the foregoing expression) any act of war, external aggression, terrorism, vandalism, riot, civil commotion, sabotage, fire, flood, explosion, earthquake, pandemic, epidemic, quarantine restriction, or Other acts of God and Government (Force Majeure event).

17. Termination:- The MAIDC may terminate contract Agreement if-

- a) Bidder enters into contract with any other for Drone service in Maharashtra.
- b) Bidder fails to perform the service order of MAIDC.
- c) No party shall abruptly terminated the contract agreement within consent of either party

18. Applicable Laws & Court Jurisdiction:-

- a) The operations shall in all respects be governed by and construed following the laws in force in India.
- b) The Courts at Mumbai shall alone and exclusively have jurisdiction over the matter arising out of the leave and license operations.

19. Stamp Duty & Registration:-

- a) The stamp duty and registration charges in respect of the Agreement as may be applicable shall be paid and borne by the bidder.
- b) Each party shall bear and pay their respective Advocates and Solicitors costs and charges

20. Agreement Possession & Amendment in Terms & Conditions of the Agreement:-

- a) The MAIDC shall retain possess and store the original copy of the Agreement to be signed, in its custody.
- b) The MAIDC shall have full rights to amend, alter, modify, and change or add any terms of the, if necessary, with mutual consent of the bidder.

I / We have read and understood the terms and conditions mentioned here in the Request for Proposal for long-term leave and license of Agro Engineering Works factory at Chinchwad, Pune and I/we undertake to sign the agreement about the above with sound knowledge and health about above terms & conditions.

- 1. Name of Bidder :
- 2. Seal :
- 3. Name Authorized Signatory :
- 4. Signature :
- 5. Designation :
- 6. Contact Nos. :
- 7. Date :
- 8. Place :

Envelope "A"
Technical Bid

(To be submitted on Letter the Head of Bidder)

To,
The Dy. General Manager (A.E.)
Agro Engineering Division,
M. A. I. D. C. Ltd.
'KrushiUdyogBhavan',
Aarey Milk Colony, Goregaon (East), Mumbai-400 065.

Date:

Subject: - Agricultural spraying and survey service through Drone..

Reference: -MAIDC/AE/2024 - 25/

Date: / /

Dear Sir,

Concerning your RFP notice in the daily '-----'newspaper dated --/--/2024, we are pleased to participate in the Qualified and experienced companies / FPO / Private Drone owner / Specializing in Agricultural Drone spray services in all Maharashtra.. We have sufficient experience in Drone spray service.

Details are as under:

Sr.No	Particulars	Attested Copy Enclosures
1	Type of Firm (Company/Partnership etc.)	
2	Experience of in Agricultural drone spray service with Acreage and crops.	_____ Years.
3	Payment of RFP Bid Cost	
4	EMD payment of Rs. 50000 /- (Enclosed)	
5	GST Registration No. Copy	
6	GST/Sale Tax Return Enclosures of last 1 Years	
7	Income Tax Return Enclosures of the last 1 Years	
8	PAN Card No. Enclosures.	
9	RFP Terms and Conditions Each Page Signed by Bidder and Enclosed	
10	EMD Exemption Certificate for SSI/MSI/MSME Enclosed	
11	The undertaking of Not Blacklisted by Any Govt. Institute on Rs. 200/- non-judicial bond paper. Enclosed	
12	Type of Drone to be owned and deployed (Minimum 5 with charging vehicle) Give details separately	
13	Number of trained and certified Pilot –Give details separately with their names, address, PAN NO, DGCA Certificate (either on pay roll or contract)	
14	Details of Drone Pilot with DGCA Certificate (Minimum 5 trained pilot Please attached list with D.G.C.A Certificate) with their K.Y.C. Documents.	

Format of Participating Bidder Information

Name of the company:	
Registered office address	
Address for correspondence:	
Name of the authorized signatory	
Designation of the authorized signatory	
Mobile No. of the authorized signatory	
Name of the other contact person	
Designation of the contact person	
Mobile No of the contact person	
Landline Nos. of the company	
Fax Nos. of the company	
e-mail address of the company	
List of BIS licenses as applicable	
GST Registration No.	
PAN No. of the company	
Bank details of the company for payments by RTGS a) Beneficiary Name b) Credit account no. c) Centre (location) d) Bank Name e) Branch address f) Account type g) IFSC Code	

Also please enclose a cancelled cheque of the above account for our reference.

Name & Designation

Authorized Signature of Bidder

With seal. & Date:

To be submitted in a Letter to the Head of the bidder)

Commercial Bid

BOQ Chart:-1

Date:

To,
The Dy. General Manager (A.E.),
Agro Engineering Division,
M. A. I. D. C. Ltd.
'KrushiUdyogBhavan',
Aarey Milk Colony, Goregaon (East), Mumbai-400 065.

Subject: - Agricultural spraying and survey service through Drone.

Reference: - MAIDC/AE/ EOI 1 /2024-25/ Date: / /

Dear Sir,

I / We fulfill and abide by the terms & conditions referred to in your E.O.I document for Drone spray services in all Maharashtra.

Drone fling service fee (Including Taxes Amt in Rs.)

Sr No	Division	Rice, Cotton, Gram, Pulses, Vegetables, etc. (As per crop specific S.O.P issued by G.O.I 2023)	Horticultural Crop , Sugarcane, etc	Comprehensive survey of farm
1	Kokan Division (Mumbai suburban,Thane, Raigad, Ratnagiri, Sindudurg,Palghar.			
2	Pune Division. (Pune, Satara, Sangli, Kolhapur, Solapur)			
3	Nashik Division (Nashik, A'Nager, Jalgaon, Dhule, Nandurbar)			
4	Sh.Sambajinager Division (Ch.Sambhaginager, Jalna, Parbhani, Beed, Dharashiv, Latur, Nanded)			
5	Amravati Division (Amravati, Yavatmal, Buldhana, Akola, Washim)			
6	Nagpur Division (Nagpur, Wardha, Bhandara, Gadchiroli, Chandrapur, Gondia)			

- 1) Spraying activity :- Means an activity to spray pesticides, water soluble fertilizers, micronutrients through drone on the identified farm with the help of trained pilot.
- 2) Comprehensive Survey :- Means to conduct demonstration for pre-identification of plant disease, insect attack, weeds attack etc. as well as to identify irrigation deficiency, crop inspection on different stage etc. The detail Report of survey with suggestions handed over to farmer

We have read the General Terms & Conditions of the RFP and we accept the same. You are requested to accept our best offer.

Thanking you.

Yours faithfully,
Signature of Bidder Seal

(To be submitted on Company letter Head)

Authorisation Letter
(Non- Transferable)

I/We _____ on behalf of our
company M/s. _____ authorise to Shri
_____ for the participation, taking
decision and signature on the Expression of Interest For Selection and Registration for Drone
spraying Activity. This EOI is to be submitted to Maharashtra Agro Industries Development
Corporation Ltd. (MAIDC) Mumbai on behalf of the Company. The authorised person will
enclose his photo ID documents at annexure-V.

Signature
Competent Authority

*(To be submitted by Authorised Person)
As per annexure –I*

ID of Authorised Person for Signing EOI

Affix self signed
recent
photographs

Name of the Person :- _____

Address :- _____

:- _____

Contact No. :- _____

Photo ID Details :- _____

(PAN Card /Voter ID/Aadhar Card/
Driving licence or other Govt. ID
Proof, Enclose photocopy)

Add:- I have read all the term and condition carefully and shall be responsible for all the documentation.

Signature of
Authorised Person

अ) शेतकरी संमती पत्र(फवारणी पुर्वी शेतकऱ्याकडून घेणे -----झोन कंपनी)

मीया पत्राव्दारे संमती देतो की माझे शेतीक्षेत्र..... गट..... क्र.गाव
तालुका.....जिल्हायेथे..... असून माझ्या शेतीमध्ये पिक.....
घेण्यात आलेले आहे. या पिकावर क्षेत्रामध्ये मला झोनव्दारे किटकनाशकाची / खताची फवारणी करून घ्यायची असून
मी माझ्या जबाबदारीवर कृषी उद्योग महामंडळास या पिकक्षेत्रावर कृषी झोनव्दारे फवारणी करण्याची संमती देत आहे.
फवारणी पश्चात होणाऱ्या परिणामांची जबाबदारी माझी असेल.

(शेतकरी स्वाक्षरी)

ब) फवारणी पुर्ण झाल्याबाबतचे पत्र (फवारणी पुर्ण झाल्यानंतर शेतकऱ्यांकडून घेणे ----- ड्रोन कंपनी)

दि. _____ रोजी वेळी या कृषी ड्रोन कंपनीकडून माझ्या शेतीवर एकूण एकर _____
वर गट क्र. _____ गाव _____ तालूका _____ जिल्हा _____ कृषी ड्रोनद्वारे
फवारणी _____ या किटकनाशकांची / खताची फवारणी दरम्यान माझ्या शेतीमधील असलेली जनावर,
पाणीसाठा हा सुरक्षित आहे. त्यावर कोणत्याही प्रकारची विषबाधा झालेली नाही.

(शेतकरी स्वाक्षरी)

क) Appendix “A” (ड्रोन कंपनीने त्यांच्या फवारणी देयकाबरोबर खालील माहिती महामंडळास कळविणे)

- १) ड्रोन कंपनीचे नाव -
- २) ड्रोन पायलटचे नाव -
- ३) फवारणी वेळी एकूण किती लोक हजर होते -
- ४) किटकनाशक / खत वापर केलेले -
- ५) एकूण क्षेत्र (फवारणी केलेले) -
- ६) फवारणी सुरु केलेली वेळ / दिनांक -
- ७) फवारणी संपलेली वेळ / दिनांक -
- ८) फवारणी पश्चात साईट स्वच्छ केल्याबद्दल -
- ९) फवारणी केलेल्या साईटचा पुर्ण पत्ता -
- १०) फवारणी ज्या क्षेत्रावर केली त्या शेतकऱ्याचे नाव -
- ११) फवारणी करीता शेतकरी संमतीपत्र
- १२) फवारणी समाधान कारक रित्या पुर्ण झाल्याबाबतचे शेतकरी पत्र

(ड्रोन कंपनी प्रतीनिधीची स्वाक्षरी)