

**Pakistan Agricultural Technology Transfer Activity (PATTA)**

**Expression of Interest (EOI) – Phase II  
Engagement of Supply Side Companies for Technical Assistance in  
Agriculture Technologies**

**Closing Date: Nov 12, 2018**

**NOTE: (Before submission of EOI, please carefully read and understand the instructions given in this document)**

**Introduction:** CNFA is an enterprise development organization based in Washington, D.C., dedicated to stimulating sustainable growth in the agricultural sector. CNFA specializes in fostering private sector investments in training, new technologies and marketing to increase the overall competitiveness of agricultural value chains, expand exports, and develop skills in the rural workforce. By generating higher incomes for farmers, processors, entrepreneurs, and distributors, CNFA helps to improve livelihoods and reduce poverty. CNFA is currently implementing Pakistan Agricultural Technology Transfer Activity (PATTA) project across Pakistan.

PATTA is 4 years USAID funded project and will bring to scale private sector solutions to improve agricultural productivity in Pakistan. PATTA will partner with agricultural technology companies to commercialize products and services with the potential to increase the productivity and competitiveness of small farmers while mobilizing private sector investment in agricultural technologies. PATTA's partnership will provide small farmers with broader access to affordable technologies to increase productivity and build resilience to climate change and reduce postharvest losses. In so doing, PATTA expects to achieve the following results:

- Increased capacity of agriculture technology related businesses to commercialize technologies and management practices
- Increased small farmers' access to affordable appropriate and effective agricultural technologies
- Scaled up the adoption and use of agricultural technologies

**Background:** Outdated and ineffective agricultural technologies are among the leading causes for Pakistan's agricultural productivity falling short of its potential. Scaling up the production, distribution, and adoption of agricultural technologies in Pakistan is made challenging by lack of information, difficulty in accessing credit, a wide dispersion of small farmers, and diverse set of challenges facing marginalized subsets of small farmers including the women farming community.

**Scope of Partnership:** The PATTA project will work with supply side partners (SSPs)/technology companies from across Pakistan, involved in manufacturing, assembly, supply or import of agricultural technologies (tools, implements, machinery and allied services) for horticulture and livestock sub-sectors. The project will support SSPs through provision of technical assistance to enhance their business performance in terms of resource efficiency and management, strengthening of sales and distribution channel, business planning and management, marketing plans and market expansion of products and services, market assessment for new products and linkage development with demand side partners (dealer network, distributors, organizations) to promote these technologies and to improve their productivity and profitability. Under this project, qualified supply side firms will be engaged as partners over a period of four years to receive technical assistance and to expand their businesses.

**Objective:**

- Enhance the capacity of agricultural technology related firms to market their products and services
- Enhance investment for commercialization of agriculture technologies
- Increase awareness and access of agricultural technologies among small farmers

### Application/ Qualification Criteria:

- Private Company registered with relevant authority
- Manufacturer of Ag technologies (manufacturer, fabricator, assemblers, importer and supplier of agricultural technologies - inputs, tools/machinery/implements, services)
- Possesses Active taxpayer status with Government of Pakistan
- Willing to invest in operations for scaling up of product and service, sales expansions
- Have or should have network of distributors of technologies/dealer networks

What are the characteristics important for PATTA?

- Can/will make increased investments into product and market expansion
- Potential for new job creation in the business
- Willingness to expand businesses provincially or nationwide
- Have some distribution system – A group of demand side partners.
- Trusted by farmers – positive reputation of their products and services
- Working in line with PATTA priority Ag Technology areas
- Capable of scaling up the agricultural technologies/product and services
- Already demonstrated private investments in their businesses
- Following the environmentally sound best practices including health and safety compliance
- Ag technologies are appropriate for small farmers and interested in expanding that market

### Criteria and weightage:

Relevant Experience	20
Business expansion plan	30
Dealers network and potential expansion plan	30
Geographical presence	10
Potential for women entrepreneurship	05
Environmental health and safety best practices	05
<b>Total</b>	<b>100</b>

### INSTRUCTIONS:

- 1- Use block letters for filling of attached form
- 2- Mark the applicable boxes with a tick mark
- 3- Use extra sheets where necessary
- 4- Questions regarding the technical or administrative requirements of this EOI may be submitted no later than **October 31, 2018** by email to [procurement@pakistan-patta.org](mailto:procurement@pakistan-patta.org) Questions and requests for clarification and the responses there to that CNFA believes may be of interest to other offeror will be circulated to all EOI recipients who have indicated an interest in bidding.
- 5- Applications must be submitted through email at [procurement@pakistan-patta.org](mailto:procurement@pakistan-patta.org) on or before **Nov 12, 2018** (5.00 pm Pakistan Standard Time) with subject title should be clearly marked as **“EOI – Supply Side Partners.”**

**SECTION I-GENERAL INFORMATION**

<b>Application in response to:</b> (Ad published on/Ref #):	
<b>Name of registered entity - registration number</b>	
<b>Type of entity</b>	<input type="checkbox"/> Private Ltd. <input type="checkbox"/> Partnership <input type="checkbox"/> Other, please specify _____
<b>Names of partners or directors</b>	1- _____ 2- _____ 3- _____
<b>Active tax payer status</b>	National Tax Number: _____ GST Registration Number: _____
<b>Authorized Focal person</b>	Name: _____ Email: _____ Phone Number: _____
<b>Complete business address</b>	
<b>Business phone number (Including area code)</b>	
<b>E-Mail / web address</b>	
<b>Company location (City)</b>	
<b>Type of agricultural technology firm</b>	<input type="checkbox"/> Manufacturer <input type="checkbox"/> Assembler <input type="checkbox"/> Importer <input type="checkbox"/> Supplier
<b>Types of agricultural technologies provided</b> (Please attach a separate list of products and services) if required.	Products: 1. 2. 3. Services: 1. 2. 3.
<b>Type of distribution network</b>	<input type="checkbox"/> Dealer <input type="checkbox"/> Franchise <input type="checkbox"/> Direct Sale

<b>Number of employees</b>	<input type="checkbox"/> 10-50 <input type="checkbox"/> 50-250 <input type="checkbox"/> 250 -1000 <input type="checkbox"/> +1000
<b>Geographical presence</b>	<input type="checkbox"/> Punjab <input type="checkbox"/> Sindh <input type="checkbox"/> KP <input type="checkbox"/> Baluchistan <input type="checkbox"/> Gilgit Baltistan
<b>Number of years of experience in agricultural technologies</b>	<input type="checkbox"/> More than 15 years <input type="checkbox"/> 10-15 years <input type="checkbox"/> 5 – 10 years <input type="checkbox"/> 1 – 5 years
<b>Business expansion plan (Willingness to invest in scalable products and services)</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No
<b>Previous partnership or technical assistance received from any source</b>	<input type="checkbox"/> Yes (please specify) <input type="checkbox"/> No
<b>Area of technical assistance required? Please specify</b> (Please attach a separate sheet if required).	1. 2. 3. 4. 5.

Please provide detail information related to past experience and professional staff on the attached template – annex-A

**SECTION II - CONFLICT OF INTEREST:**

Kindly inform us if you are by any means related to CNFA-PATTA staff which may influence the outcome of this assessment process. Please mention the nature of relationship with PATTA staff along with names and designations of related PATTA personnel in the space provided below:

1.	
2.	
3.	

**SECTION III- DECLARATION**

I/We hereby confirm that all the information given in this form and in attached document are true and correct to the best of my/our knowledge and belief. I/ We understand that any false information shall result in immediate disqualification.

If pre-qualified by PATTA/we shall strictly adhere to all the rules, regulations, terms and conditions as laid down by PATTA.

Particulars/Signature(s) of Authorized Representative of the Company

**Sign and Stamp** \_\_\_\_\_

**Name** \_\_\_\_\_

**Designation** \_\_\_\_\_

**CNIC No.** \_\_\_\_\_

**Date:** \_\_\_\_\_

**IMPORTANT NOTE:**

- *Submission of this application does not guarantee that the applicant shall be partnered with PATTA*
- *PATTA may ask for any further details and documents; or may physically inspect the applicant's organizational set-up / manufacturing units at any time without prior notice*
- *Please ensure to provide complete information asked for in the absence of which your application will not be considered*
- *No phone calls to PATTA office, staff. The successful companies will be informed officially*

**SECTION IV- CREDENTIALS**

**Please attach following documents and check the applicable box**

- Certificate of Incorporation/Registration
- Active National Tax Registration # and Certificate
- Sales Tax Registration # and Certificate
- Letter of Authorization by CEO or Head of the Organization
- Sales turnover for last 3 years
- CEO/President's resume and credentials
- A set of relevant attachments (optional) which further document or explain the approach and qualification, e.g. organization brochure, product catalogs, website, etc.
- Past Performance References, including company name, address, contact name, email address, and telephone number

Any other details please specify:

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**Authorized Representative's Signature and Date**

