# SELECTION OF CONSULTANTS REQUEST FOR PROPOSALS

**Selection of Consulting Services for:**

**RFP for Skill Gap Study in Farm Mechanization Sector**

## Client:

**Agriculture Skill Council of**

**India**

6th Floor, GNG Tower, Plot No-10, Sector -44, Gurgaon Haryana-122004, India

Phone No: 0124-4814659

Website – www.asci-india.com

**Issued on:10 .2.22**

**Letter of Invitation**

**RFP for Skill Gap Study in Farm Mechanization Sector**

1. Agriculture Skill Council of India (ASCI) has proposed to bring out a Skill Gap Study Document in Farm Mechanization sector. ASCI (Client) has planned to develop Skill Gap Report for providing technical support and help improve the efficiency of the rural & unemployed youth of the country.

2. The Client now invites proposals to provide the following consulting services (hereinafter called “Services”): for Development of Skill Gap Study Document. More details on the Services are provided in the Terms of Reference.

3. This Expression of Interest is open for all firms that possess the requisite qualifications and experience.

4. A firm will be selected under Best Technical Proposal and Requisite Competencies and would be required to submit a Full Technical Proposal in a format as described in this Expression of Interest.

The RFP includes

Section 1 – About ASCI

Section 2 – Terms of Reference

Section 3 – Objective of Study

Section 4 – Scope of Work & Duration

Section 5 - Evaluation Criteria

Section 6 – Consultant Expertise

Section 7 – General Information

 Yours sincerely,

Dr. Satender Arya,

Chief Executive Officer,

Agriculture Skill Council of India

Gurgaon

1. **About the Organization - ASCI**

Agriculture Skill Council of India (ASCI). Sector Skill Council in Agriculture is working under the aegis of Ministry of Skill Development & Entrepreneurship (MSDE) for skilling and capacity building of farmers, wage workers, self-employed agribusiness professional, extension workers etc. engaged in organized and unorganized segments of Agriculture & Allied sectors.

ASCI is actively working with different stakeholders in agriculture ecosystem for their capacity building and skill upgradation. Our key activities are Development on National Occupational Standards (NOS) and Labor Market Information System (LMIS), curriculum development, training of trainers and assessors, setting global best practices. In a short span of five years, we have facilitated NSQF aligned trainings and we have conducted around 3.5 lacs short term and about 6 lac Recognition of Prior Learning trainings (RPL trainings).

Indian agriculture is gradually evolving, changing its focus from subsistence agriculture to a profit-making enterprise wherein Farm Mechanization plays a crucial role as profit making, aids in value addition. The rapidly changing demand for more trained manpower for operation & management is there in the sector. Especially the skilling of human resources to effectively manage technological advances across the area within the sector to support the changing system. Considering the need ASCI has envisioned to conduct a skill gap study which shall help in overcoming the skill demand -supply mismatch.

1. **Terms of Reference**

**Expression of Interest for the Selection of Agency / Firm for Providing Services for Research, Designing, Developing and Production of Skill Gap Study Document in Farm Mechanization Sector for India.**

 **Background**

The role of farm mechanization for agricultural production as well as post-harvest operations has been well appreciated in terms of higher efficiency of resource utilization, input cost reduction, increased productivity, post-harvest loss reduction, higher farmers’ income as well higher environmental sustainability. Hence skill development in farm mechanization is a need for accelerated and sustainable growth in farm sector.

Farm power availability on Indian farms in 2018-19 stood at 2.5 kW/ha as compared to just about 1.0 kW/ha in the year 1995. There are about five tractors available for every 100-ha net cultivated land. There is still a long way to go and needs to double from the present level. Agricultural machinery in India is skewed towards tractors and usage of other machinery is picking up over a decade. While there is continued need for more efficient and more appropriate machines for agricultural mechanization in India, there is even greater need for skilled human resources for the efficient operation and maintenance of the machinery. As the pace of farm mechanization gets accelerated, appropriate and adequate skill development programs must be in place to meet the demand of skilled operators, manpower for after sales repairs/mechanics and managers. State agricultural universities, ICAR institutes, agricultural equipment and machinery manufactures/ industries, FMT&TIs, and development agencies have been conducting training and skill development programmes for quite some time. However, it is time now to take stock of the ongoing skilling efforts in terms of their inclusivity, adequacy, current gaps and future needs.

**3. Objective of the study.**

The overall objective of this is to carry out a research by way of interactions with various institutions working in the focus areas of farm mechanization and produce a credible output containing the skill gaps on the sector with critical analysis and documentation. Wherever possible include some case studies which helped reduce skill gap in India in the sector.

Specific activities would include;

**Skill & Capacity Building**

* Review of Literature in the Sector.
* Secondary level interactions with key experts in the sector.
* Interactions with key institutions working in the sector
* Interactions with key corporate industries in the sector.

**Knowledge Management**

* Arranging the information for analysis.
* Drawing the inferences with available information.
* Collating the information working to develop document.

**Research related activities**

* Research to ascertain the correctness of the information being collated.
* Analysis of Industry trends in the use of skill certified candidates
* Policy advocacy and research papers.
1. **Scope of Work & Duration**

The consultant is expected to develop the Skill Gap Study Document in Farm Mechanization based on the knowledge base available in the sector and through interactions with various stakeholders in the sector including individuals, institutions and industries.

Following are some of the Key activities.

* + Review of existing practices in the skill gap studies with future plan and requirements.
	+ Understand the requirement of skilling and identify challenges & Concept building.
	+ Define work-plan and deliverables.
	+ Develop road map for the work
	+ Deployment of team and initiation of work.
	+ Identify and suggest institutional linkages (Involvement of organization which are currently involved in skill development in farm mechanization)
	+ Development of the document
	+ Identification of key areas that require capacity building and skill development in farm mechanization.

**Tentative Areas- Skill Gap Areas within Farm Mechanization**

**Skill Gap study on Farm Mechanization & Precision Farming**

* Agriculture Machinery
* Custom Hiring Service providers
* Farm Workshops
* Greenhouse
* Harvesting Machines & Methodologies
* Irrigation Methodologies
* Micro-Irrigation
* Reaper, Thresher & Crop Residue Machinery
* Pesticides & Fertilizer application
* Farm Machinery
* Solar Pump
* Tractor
* Rice Plantation machinery
* Precision Framing
1. **Evaluation Criteria**

Agriculture Skill Council of India will evaluate the proposals / Forms on the basis of their experience, projects executed, project experience, Methodology and concept.

Technical proposals shall be evaluated on the basis of following pre-identified criteria:

* Firms General Experience in carrying out similar projects, Experience in Skill Gap Study, Complete processes and critical analysis in Skill Gap Analysis.
* Adequacy and quality of the proposed methodology and work plan in responding to the Terms of Reference (ToRs)
* Qualification and Experience of Team, SME (Subject Matter Expert)

**Note -** The Consultant’s work will be monitored and reviewed by Agriculture Skill Council of India, who reserves the right to select any consultant based on the above evaluation criteria.

1. **Expertise**

**5.1 Organization/ Consultant’s Details & Experience**

A brief description of the Consultant’s & organization and an outline of the recent experience of the Consultant that is most relevant to the RFP.

For each past assignment, the outline should indicate the names of the Consultant’s Key Experts and Sub-consultants who participated, the contract amount, and the Consultant’s role/involvement and brief description on the assignment.

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| --- | --- | --- | --- |
| Consultant Name  |  Key Experts | Description of the Assignment  | Contract Amount |
|  |  |  |  |
|  |  |  |  |

## 5.2) Subject Matter Expert Curriculum Vitae (CV)

The nature of assignments demands high specialized inputs and a futuristic view in Farm mechanization sector and in order to achieve the objectives of the assignment, we are seeking someone having at least 15 years of experience in Farm Mechanization sector.

Qualifications-B. Tech Agriculture, M. Tech Agriculture, B.Sc. Agriculture & M.sc Agriculture or MBA Agribusiness.

|  |  |
| --- | --- |
| **Position Title and No.** |  |
| **Name of Expert:** | {Insert full name} |
| **Date of Birth:** | {day/month/year} |
| **Country of Citizenship/Residence** |  |

**Education:** {List college/university or other specialized education, giving names of educational institutions, dates attended, degree(s)/diploma(s) obtained}

**Employment record relevant to the assignment:** {Starting with present position, list in reverse order. Please provide dates, name of employing organization, titles of positions held, types of activities performed and location of the assignment, and contact information of previous clients and employing organization(s) who can be contacted for references. Past employment that is not relevant to the assignment does not need to be included.}

|  |  |  |  |
| --- | --- | --- | --- |
| **Period** | **Employing organization and your title/position. Contact information for references** | **Country** | **Summary of activities performed relevant to the Assignment** |
| [e.g., May 2005-present] | [e.g., Ministry of ……, advisor/consultant to… |  |  |
|  | For references: Tel… /e-mail……; Mr. Hbbbbb, deputy minister] |
|  |  |  |  |
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**Language Skills (indicate only languages in which you can work):**

**Adequacy for the Assignment:**

|  |  |
| --- | --- |
| **Detailed Tasks Assigned on Consultant’s Team of Experts:** | **Reference to Prior Work/Assignments that Best Illustrates Capability to Handle the Assigned Tasks** |
|  |  |

**Expert’s contact information:** (e-mail…………………., phone )

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience, and I am available to undertake the assignment in case of an award. I understand that any misstatement or misrepresentation described herein may lead to my disqualification or dismissal by the Client, and/or sanctions by the Client.

Name of Expert Signature Date

Name of authorized Signature Date Representative of the Consultant

(The same who signs the Proposal)

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| **General Instructions** |
| **1.** | **Name of the Client**: Agriculture Skill Council of India **Method of selection**: Best Technical Proposal & Requisite Competencies. |
| **2.** | **The name of the assignment is**: RFP for Skill Gap Study in Farm Mechanization Sector |
| **3**. | **A pre-proposal conference will be held:****Topic: 14.02.22****Time:** 12:00 PmContact person: Chief Executive Officer Dr. Satender Arya. |
| **4.** | **The Client will provide the following inputs, project data, reports, etc. to facilitate the preparation of the Proposals**:Existing Skill Gaps of Farm mechanization in India, Identification of Training agencies, Cost analysis, Future of Farm Mechanization. Identification of core skilling areas in Farm Mechanization.  |
| **5.** | **Validity of Proposal - 90** calendar days after the proposal submission deadline. |
| **6.** | **Consultants may associate with other Consultants (JV): No** |
| **7.** |  **Consultants Eligibility** * 1. Be a registered company (under the Indian Companies Act) operating in India for at least the past 5 years. *Please attach a copy of the Registration Certificate.*

 *&*Have a Positive Net Worth for the past three audited accounting years (2018-19, 2019-20 and 2020-21). *Please attach a certificate from the Chartered Accountant.* *Or** 1. SMEs/Individual Consultant’s Having a minimum 10 years of experience
	2. Consortium allowed
	3. EMD- Not Applicable

Applying firms are required to provide documentary evidence of meeting all the above requirements. Self-certifications for the above are acceptable (except S.No.5). Eligible firm’s proposals will only be considered for technical and financial evaluation. |
| **8.** | **The Proposals must be submitted in hard copy / soft copy no later than:****Date: 28.02.22****Time: 17:00Pm****Address:**Agriculture Skill Council of India, [ASCI] 6th Floor, GNG Tower, Plot No-10, Sector -44Phone: 01244814659E-Mail: ceo@asci-india.com**Contact person:**Chief Executive Officer Dr. Satender Arya |