



Punjab Agro Industries Corporation Limited (PAIC)

A Government of Punjab Undertaking

EXPRESSION OF INTEREST (EOI)

For Empanelment of Suppliers for Agricultural Inputs
in Punjab

Plot No. 2A, Sector 28-A, Chandigarh – 160002
Email: as.agro@punjab.gov.in | Website: www.punjabagro.gov.in

1. About PAIC

Punjab Agro Industries Corporation Limited (PAIC) is a premier Government of Punjab undertaking established in 1966 to promote and facilitate agro-industrial development in the state. It acts as a catalyst in modernizing Punjab's agriculture through input supply, infrastructure development, public-private partnerships, and extension services.

PAIC is engaged in:

- Supply and distribution of fertilizers, seeds, and agri-inputs
- Establishment of fuel stations and agri service centers
- Seed processing and grading
- Silage and forage value chain promotion
- Agri-business development and policy implementation

With its pan-Punjab presence through regional offices, retail sale centers, and a network of 500+ dealers, PAIC is now inviting **Expressions of Interest (EOI)** for **empanelment of reputed and eligible suppliers of agricultural inputs**.

2. Objective of the EOI

The primary objective of this EOI is to identify, evaluate, and empanel eligible and experienced suppliers for various categories of agricultural inputs. The empanelled entities will form a pool of qualified vendors who may be invited to participate in future tenders, procurement orders, or rate contract processes initiated by PAIC.

This empanelment will help PAIC:

- Ensure timely and cost-effective procurement
- Maintain quality and regulatory compliance
- Introduce innovative and sustainable agri-inputs
- Expand its portfolio to include bio and eco-friendly solutions
- Enhance outreach to farmers through verified suppliers

3. Product Categories

EOIs are invited for the following categories:

3.1 Soil Conditioners

- Fermented Organic Manure (FOM)
- Granular Gypsum
- Biochar and charcoal-based amendments
- Humic substances and soil microbial boosters
- Compost, Vermicompost, Zeolite-based conditioners

3.2 Fertilizers

- Conventional: Urea, DAP, MOP, NPK (19:19:19, 12:32:16, etc.)
- Customized and site-specific nutrient management solutions
- Liquid fertilizers (macro and micronutrients)
- Nano fertilizers, water-soluble fertilizers
- Bio-fertilizers including Rhizobium, Azotobacter, PSB (Phosphate Solubilizing Bacteria)

3.3 Seeds

- Certified/Truthfully Labeled (TL) seeds of cereals, pulses, oilseeds
- Hybrid seeds of maize, bajra, cotton, vegetables
- Forage seeds: Alfalfa, berseem, oat, sorghum, maize fodder, napier
- Climate-resilient, drought/flood tolerant varieties
- OPVs (Open Pollinated Varieties) or indigenous seed varieties with pedigree data

3.4 Plant Protection Products

- Chemical pesticides: insecticides, herbicides, fungicides
- Bio-pesticides and organic formulations (neem, Bt-Bacillus thuringiensis, etc.)
- IPM-compatible botanical extracts
- Eco-friendly adjuvants and spreaders
- Pest traps, lures, and non-toxic control solutions

4. Eligibility Criteria

The applicant must satisfy the following minimum requirements:

4.1 Legal & Regulatory

- Registered legal entity (Company/LLP/Proprietorship)
- Valid PAN, GST registration, incorporation certificates
- Must hold valid licenses as per FCO, Seeds Act, Insecticide Act, etc.
- Authorized dealership certificate (if applying as a distributor)

4.2 Technical

- At least **3 years of experience** in relevant agri-input category
- Must have supplied to minimum two state/government/semi-government institutions (preferred)
- Product certifications such as ISO, BIS, Organic Certification, NABL Lab Reports, etc.

4.3 Financial

- Minimum average annual turnover of ₹1 crore (last 3 FYs) for manufacturers/importers
- ₹50 lakhs for authorized distributors/dealers
- Latest audited balance sheet and IT returns must be enclosed

4.4 Performance History

- Satisfactory supply record with no blacklisting in past 5 years
- Capacity to supply within stipulated delivery timelines across Punjab
- Adequate technical and logistics infrastructure to meet PAIC requirements

5. Evaluation & Empanelment Process

5.1 Initial Scrutiny

All applications will be screened for completeness, document compliance, and adherence to eligibility criteria. Incomplete or invalid submissions will be rejected.

5.2 Technical Evaluation

The technical evaluation shall be carried out based on:

- Product range, certifications, technical specifications
- Demonstrated efficacy of product (field trial data preferred)
- Manufacturing/Import capacity
- Institutional supply history and farmer reach

5.3 Presentation/Interaction

Shortlisted firms may be invited for product presentations, discussions, and demonstrations, including:

- Product validation
- Packaging & labeling quality
- Environmental and safety standards
- Pricing insights (non-binding at this stage)

5.4 Empanelment

Empanelled firms will receive an official communication and shall be eligible to:

- Respond to future procurement tenders/RFPs
- Supply to PAIC distribution centers across Punjab
- Participate in pilot programs, farmer awareness activities, etc.

Empanelment will be valid for **3 years**, subject to periodic review and performance monitoring.

6. Submission Format & Checklist

Interested parties must submit a sealed envelope or email containing:

1. **Cover Letter** with EOI title and contact details
2. **Company Profile** with legal and registration documents
3. **Product Portfolio** with datasheets, specifications, certifications
4. **Regulatory Licenses:** FCO, Seeds Act, Insecticides Act, Organic Certification, etc.
5. **Past Experience:** List of clients, orders executed, testimonials

6. **Financial Statements:** Turnover certificate, audited balance sheet, ITR
7. **Declaration** of not being blacklisted and accepting PAIC's terms
8. **Authorized Signatory** letter and Power of Attorney (if applicable)

7. Submission Details

The complete application should be sent in a sealed envelope titled:

“EOI for Agri Inputs – [Your Company Name]”

To:

General Manager (Agri Services)
Punjab Agro Industries Corporation Limited
Plot No. 2A, Sector 28-A, Chandigarh – 160002

Alternatively, send soft copies with all attachments to:

as.agro@punjab.gov.in

Subject: ***EOI Submission – [Firm Name] – Agri Inputs***

8. Deadline

EOI should preferably reach PAIC within 30 days from advertisement date.

9. Disclaimers

- This EOI is not a tender or request for proposal (RFP).
- PAIC reserves the right to modify, cancel, or withdraw this EOI at any time.
- Submission of EOI does not guarantee empanelment or procurement.
- All costs related to submission will be borne by the applicant.
- Any false representation will lead to immediate disqualification.

10. Contact

For queries: 0172-5077762 (Agri Services Division) | Email: as.agro@punjab.gov.in

Annexure-A: Company Profile (Template)

- Legal Name:
- Year of Incorporation:
- Registered Address:
- Ownership Pattern:
- PAN / GST No.:
- Contact Person & Designation:
- Phone & Email:

Annexure-B: Product Portfolio (Template)

Provide a table/spreadsheet with the following column headings:

Product Category | Product Name | Technical Specifications | Certification/License No. |
Annual Production/Import Capacity | Clients Served | Remarks

Annexure-C: Declaration of Non-Blacklisting

I/We hereby declare that our firm has not been blacklisted or barred by any Government/State agency, PSU, Cooperative, or statutory body in India for the last five (5) years. All information provided in this EOI is true and correct to the best of our knowledge.

Date: _____

Place: _____

Signature of Authorized Signatory with Company Seal