

## **EXPRESSION OF INTEREST (EOI)**

Mahatma Phule Krishi Vidyapeeth, Rahuri, (MPKV) invites EOI from qualified and experienced training partners to provide support to the establishment and operation of remote pilot training organization (RPTO) at MPKV.

The experienced registered firm will be responsible for timely and quality technical support to preparation of proposal for submission to DGCA, management, monitoring, reporting and evaluation activities as per the plan.

Monitoring Organization: Mahatma Phule Krishi Vidyapeeth, Rahuri, Maharashtra

Expression of Interest must be submitted in hard copies to the address given below by 09/12/2021 till 18.00 hours latest.

Further enquiries regarding above project may be obtained from MPKV by writing to **sm.nalawade@gov.in**

Annexure: Details of terms and conditions for the training partner for RPTO

Training partner will be based on Least Cost Based Selection of technically sound proposals.
The firm must have at least five years of experience and should have professional background related to the work being offered as stated at Sr. No. 3, of Annexure – 1
The period of this contract will be up to three years initially from the date of award of the contract. The contract can be further extended for another one year after satisfactory performance.
The training partner will be reimbursed upon satisfactory completion of the approval from DGCA for RPTO and the production of invoice (Refer Annexure — 2)
Those interested may submit EOI by providing the information on the following address without fail, please refer detailed RFP (Request for Proposal) for submission of EOI.

## LETTER OF INVITATION

Dear Sir/Madam,

Subject: The submission of proposals for Training partner for the establishment of remote pilot training organization (RPTO)at MPKV Rahuri.

1. You are hereby invited to submit technical and financial proposals for working as training partner for **the establishment and operation of remote pilot training organization (RPTO)at MPKV Rahuri** Wherein timely and quality technical support to preparation of proposal submission to DGCA, New Delhi and necessary approvals from authorities, management, monitoring, reporting and evaluation activities, which could form the basis for contract between you and MPKV, Rahuri.
2. The purpose of this assignment is:
  - (a) To provide support for the establishment and operation of remote pilot training organization, management, monitoring, reporting and evaluation activities as per project plan. **(Refer Terms of Reference (ToR) provided in Annexure 1 and 2 for detailed activities to be carried out, description of work, and experience)**
3. The following documents are enclosed to enable you to submit your proposal:
  - (a) Terms of reference (TOR) (Annexure 1).
  - (b) Supplementary information for training partner, including a suggested format (Annexure 2); and
  - (c) A sample form of contract under which the training partnering activities will be performed (Annexure 3).
4. To obtain firsthand information on the assignment and the local conditions, it is considered desirable that **you visit or contact office of MPKV, Rahuri**, before the proposal is submitted. You may meet the following official:

**Dr. S. M. Nalawade,**

Head Department of Farm Machinery and Power Engineering

& Team Member, MPKV, MPKV, Rahuri

Mobile No: 9422382049

Email Id: [smnalawade1975@gmail.com](mailto:smnalawade1975@gmail.com)

Please ensure that advance intimation regarding your visit shall be sent to make appropriate arrangements.

5. **The Submission of Proposals:** The proposals shall be submitted in two parts, viz., Technical and Financial and should follow the form given in the "Supplementary Information." (Annexure 2)
6. The "**Technical**" and "**Financial**" proposals must be submitted in two separate sealed envelopes (with respective marking in bold letters) following the formats/schedules given in the supplementary information for training partners. The first envelope marked "**Technical Proposal**" should include your general experience in the field of assignment and competency for the assignment and the proposed work plan, methodology and approach in response to suggested terms of reference (ToR) i.e. (Forms F-2, F-3 and F-4). The first envelope **should not contain any cost information whatsoever.** The second envelope marked "**Financial Proposal**" must also be sealed with sealing wax and initialed twice across the seal and should contain the detailed price offer for the consultancy services.

You will provide detailed breakdown of costs and fees as follows:

- Preparation of proposal
- Approval from DGCA and other authorities
- Establishment of RPTO
- Operation of RPTO
- Any other (please mention the details)

Both the sealed envelopes should again be placed in a sealed cover superscribed as Bid for "**Training partner for providing support to the establishment and operation of remote pilot training organization (RPTO) at MPKV**" which will be received in the office of the "Principal Investigator, Centre for Advanced Agricultural Science and Technology for Climate Smart Agriculture and Water Management (CAAST-CSAWM), Mahatma Phule Krishi Vidyapeeth, Rahuri, (MS) 413 722 up to 1800 hours on or **before 09<sup>th</sup> Dec 2021**"

#### 7. **Opening of proposal**

The proposals (first envelope containing technical proposal only) will be opened by the committee formed under the chairmanship of **the Principal Investigator** or his authorized representative or the university personnel nominated by the competent authority in CAAST-CSAWM office at **11.00 hours on 13<sup>th</sup> Dec 2021**. It may please be noted that the second envelope containing the detailed price offer will not be opened until technical evaluation has been completed and the result approved and notified to all training partner.

#### 8. **Evaluation**

1. A two-stage procedure will be adopted in evaluating the proposals with the technical evaluation being completed prior to any financial proposals being opened. The technical proposals will be evaluated using the following criteria:
  - (i) The firms having relevant experience for the assignment; (in terms of number of years assignments/projects handled in scope of work as outlined in clause 3 of

Annexure 1). Please **refer form F-3**.

(ii) The quality of the methodology proposed. You are requested to provide information on the methodology that you propose, infrastructure available with you, access to different organizations and their infrastructure and networking. **Please refer form F-4**.

(iii) The experience of the firm. **Please refer form F-2**.

2. Details of the firm for assessing the experience (item no. iii **Please refer form F-2**) should be included with the proposal (in the suitable format). You will be rated in accordance with:

(a) General qualifications of Promoter

(b) Adequacy for the project (suitability to perform the duties for this assignment. These include education and training, length of experience on fields like those required as per terms of reference, number of assignments/projects completed successfully etc.)

(c) Involvement in skills transfer program and training ability in terms of training delivered, technology.

#### **9. Deciding Award of Contract**

Quality and competence of the consulting service shall be considered as the paramount requirement. The decision of the award of the contract would be as under:

(a) Technical proposals scoring not less than 70 % of the total point will only be considered for financial evaluation. Firms whose proposals did not meet the minimum qualifying mark or were considered non-responsive to the Letter of Invitation and Terms of Reference, indicating that their Financial Proposals will be returned unopened after completing the selection process. The training partner who has secured the minimum qualifying mark will be notified by electronic mail indicating the date and time set for opening of Financial Proposals.

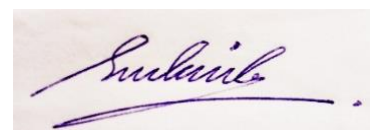
(b) The Financial Proposals will be opened by the committee formed under the chairmanship of the Principal Investigator, CAAST-CSAWM or his authorized representative or the university personnel nominated by the competent authority in MPKV office at **11.00 hours on 13<sup>th</sup> Dec 2021**. The name of the firm, the technical scores, and the proposed prices will be recorded, and comparative statement will be prepared.

(c) The evaluation committee will determine whether the Financial Proposals are complete. **The committee will select technically qualified individual quoting least cost for the job on hand.**

10. Please note that MPKV, Rahuri is not bound to select any of the training partner submitting proposals.

11. You are requested to hold your proposal valid for 60 days from the date of submission without change the personnel proposed for the assignment and your proposed price. Officers of MPKV, Rahuri will make its best efforts to select a training partner within this period.
12. Please note that the cost of preparing a proposal and of negotiating a contract including visits to office of the MPKV, MPKV, Rahuri, if any, is not reimbursable as adirect cost of the assignment.
13. Assuming that the contract can be satisfactorily concluded in **Dec 2024**, you will be expected to take-up/commence with the assignment from **Jan 2022**.
14. Tax Liability  
Please note that the remuneration which you receive from this contract will be subject to the normal tax liability in India and the concern training partner will be responsible for the payment of income tax as specified by Gol/State Government or any other government authorities. Kindly contact the concerned tax authorities for further information in this regard, if required.
15. The Training partner is for short term assignment and on contract basis. Any person engaged/recruited for this assignment cannot claim for the permanency of any kind by virtue of his/her contractual appointment.
16. We would appreciate if you inform us by mail/Email:
  - Your acknowledgment of the receipt of this letter of invitation; and
  - Whether or not you will be submitting a proposal.

**Yours faithfully,**



**Member Secretary,  
High level committee for  
establishment of RPTO,  
MPKV Rahuri**

**Enclosure:**

1. Terms of Reference (ToR).
2. Supplementary Information to Training partners.
3. Draft letter of agreement under which service will be performed.

**No. CAAST-project/1313/2021  
MPKV Rahuri dated 23/11/2021**

## Annexure - 1

### **Terms of Reference**

#### **Background**

Agriculture is one of the fastest-growing sectors in the world. Agriculture is the most important sector of Indian Economy. Major issue with the Indian agriculture is to fight against environmental degradation, water scarcity and pollution, while sustaining the productivity and profitability. The effective solution for this is to know the biotic and abiotic stresses, environmental parameters and precise application of inputs. The usage of Unmanned aerial vehicles (UAVs) in agriculture guarantees a sustainable solution for data acquisition and input applications.

UAVs are remote controlled aircraft with no human pilot on-board. UAVs in agriculture can ignite a big change in improving the efficiency of agriculture. Use of UAVs with sensors can detect crop health issues in real time, accurately assess losses after a major weather event, and even generate variable rate prescriptions that can save some money by application with limited use of labor and resources. But all these systems can work only under strict supervision of human operator (remote pilot). The skilled remote pilot is utmost important similar to on board human pilot. Remote pilot is equally responsible for areal system.

Mahatma Phule Krishi Vidyapeeth aims to start Remote pilot training organization with the following major objectives:

- To develop the trained human resource for operations of drones in agriculture.
- To enhance the employment and placement rate; and business and entrepreneurship opportunities in the field of drone applications.
- To develop infrastructure for research in agricultural drones

#### **1. Outline of the tasks to be carried out**

The following activities will be undertaken to achieve above stated objectives

- Preparation of detail project for 'Remote Pilot Training Organization'.
- Submission of the proposal to DGCA for approval.
- Establishment of RPTO at MPKV Rahuri
- Development of the learning module for Students.
- Development of infrastructure as per the norms of DGCA.
- Approvals of DGCA, MOCA, MHA etc. for UAVs to be used for training purpose.
- Support for operation of RPTO i.e., arrangement of experts, trainers, office support etc.

The organization of various related activities and the procurement of material/items will be undertaken to achieve above tasks following the guidelines ascribed by the MPKV Rahuri.

## **2. Work Experience required**

The firms should have following work description and experience:

The applicant should have experience of documentation, monitoring of management, monitoring, reporting and evaluation activities of RPTO. Create, update, and maintain comprehensive documentation of RPTO and liaison with MoCA and other authorities.

## **3. Outcomes and deliverables**

The training partner will have the responsibility of timely establishment of RPTO at MPKV, Rahuri. While accomplishing the above work, training partner will exercise all checks / scrutiny to ensure that the information / reports submitted to the project authorities.

## **4. Duration of the assignment**

The position is based at MPKV office, MPKV, Rahuri, Ahmednagar (Maharashtra) initially for three years from commissioning of RPTO and can be extended further on the same terms and conditions depending upon the satisfactory performance of the work assessed depending on the functionality of RPTO.

## **5. Data, services, personnel, and facilities to be provided by the project**

The MPKV, Rahuri will provide office space, communications and other resources required for smooth implementation of the task. Further administrative approvals/clearances will be provided wherever necessary.

## **6. Composition of review committee to monitor training partners' work**

A review committee will be formed from MPKV side under the chairmanship of Vice Chancellor, MPKV, Rahuri or his/her representative and this committee will review all assigned work and suggest any modifications/changes considered necessary within stipulated period of time.

## **7. Other terms and conditions**

**A) Modifications or Variations:** Any modification or variation of the terms and conditions of the assignment, including any modification or variation of the scope of the services, may only be made by written permission the Chairman of the committee. However, each Party shall give due consideration to any proposals for modification or variation made by the other

**B) Force Majeure** for the purposes of this assignment, "Force Majeure" means an event which is beyond the reasonable control of a party and which makes a party's performance of its obligations under the assignment impossible or so impractical as to be considered impossible under the circumstances.

**1) Extension of Time:** The requirement is short term and extension will be considered upon the satisfactory work.

### **C) Termination**

**1) Termination by the Client:** The training partner may terminate this contract in case of any of the events specified in following paragraphs

(a) If the training partner does not remedy a failure in the performance of their

obligations under the work order, within fifteen (15) days after being notified or within any further period as the client may have subsequently approved in writing.

- (b) If the training partner becomes insolvent or bankrupt.
- (c) If the training partner, in the judgment of the client has engaged in corrupt or fraudulent practices in competing for or in executing the assignment.
- (d) If, as the result of Force Majeure, the training partner is unable to perform a material portion of the services for a period of not less than forty-five (45) days.
- (e) If the MPKV, in its sole discretion and for any reason whatsoever, decides to terminate this work order.

**2) Termination by the Firm:** The training partner may terminate this work order, by not less than thirty (30) days written notice to the client, such notice to be given after the occurrence of any of the events specified in following paragraphs

- (a) If, the client fails to pay any money due to the training partner pursuant to this assignment.
- (b) If, as the result of Force Majeure, MPKV is unable to perform a material portion of the services for a period of not less than ninety (90) days.
- (c) If, the client fails to comply with any final decision reached because of arbitration.

**3. Payment upon Termination:** Upon termination of this work order the client shall make the following payments to the training partner:

- (a) the remaining payment for services satisfactorily performed only prior to the effective date of termination.

**D) Conflict of Interests:** The training partner shall hold the client's interest's paramount, without any consideration for future work, and strictly avoid conflict with other assignments or their own corporate interests. The training partner shall not except for their own benefit any trade: commission, discount or similar payment in connection with activities pursuant to the work order or to the services or in the discharge of their obligations under the work order, and the training partner shall use their best efforts to ensure that the personnel, any sub-training partners, and agents of thither of them similarly shall not receive any such additional payment. The training partner shall not engage, and shall cause their personnel as well as their sub-training partners and their personnel not to engage, either directly or indirectly, in any business or professional activities which would conflict with the activities assigned to them under this assignment.

**E) Confidentiality:** Except with the prior written consent of the client, the training partner and the personnel shall not at any time communicate to any person or entity any confidential information acquired in the course of the services, nor shall the training partner and the personnel make public the recommendations formulated in the course



of or as a result of the services.

**F) Ownership:** Any technology, techniques, process, data, software system, program or product or anything of similar type will be the property of MPKV and should be handed over to the person designated by the MPKV. Training partner will not have any IPR, patent and copyright on the output generated out of this assignment. The training partner should have all the infrastructure including systems, software and hardware required for executing this assignment.

**G) Arbitration:** It is hereby agreed between the two parties that ToR shall be executed in manner and form outlined in this Agreement. Any dispute, controversy, difference of any kind whatsoever or claim arising out of or in relation to this agreement, or the breach, termination, or invalidity thereof, shall be settled amicably by negotiation between the parties. If no amicable resolution or settlement is reached within a period of thirty (30) days from date on which above- mentioned dispute or difference arose, such dispute or difference shall be referred to an arbitrator, appointed by mutual consent of both the parties herein. If the parties cannot agree on the appointment of an arbitrator within a period of two months from the notification by the party to the other of existence of such dispute, then the arbitrator shall be appointed by MPKV, Rahuri. The seat of arbitration shall be MPKV, Rahuri and arbitration shall be conducted in English language. The arbitration will be carried out in accordance with the provisions of Indian Arbitration and Conciliation Act of 1996 or of any modifications or re-enactments thereof. The arbitral award will be final and binding, subject to legal remedies available under the law. Existence of any dispute or difference or initiation or continuance of arbitral proceedings shall not postpone or delay performance by parties of their respective obligations under or pursuant to this agreement. Further, this agreement shall remain subsisting and operative during the arbitral proceedings and no payment due and payable to either party shall be withheld except payment in dispute, if any. This agreement shall be governed by, construed, and enforced in accordance with the prevailing laws of India.

## Annexure – 2

### Supplementary Information for Training Partner

#### **Proposals**

1. Proposals should include the following information:

(a) **Technical Proposals**

- (i) Details of training partner (F-2)
- (ii) An outline of recent experience on assignments/projects of similar nature executed during the last three years in the format given in form (F-3).
- (iii) Any comments or suggestions of the training partner on the Terms of Reference (ToR).
- (iv) A description of the way training partner would plan to execute the work. Work plan time schedule in form (F-4) and approach or methodology proposed for carrying out the required work. (For the evaluation of 25 points as per 8(ii) of letter of invitation)

(b) **Financial Proposals**

The financial proposals should be given in the form of summary of contract estimate in form (F-5).

1. **Two copies** of the proposals should be submitted to the Principal Investigator, CAAST-CSAWM, Mahatma Phule Krishi Vidyapeeth, 413722.
2. The training partner(s) should note that the contract for this assignment will be with MPKV, Rahuri. Payments to the training partner(s) will be made in accordance with an agreed estimated schedule and invoices with relevant supporting documents submitted for approval on a timely basis. The payment will be made after submission of the reports in respect of completed task and invoice thereof in specified format.
3. Review of reports  
A review committee will be formed from project side under the chairmanship of The Vice Chancellor, MPKV, Rahuri or his/her representative and this committee will review all reports of training partners and suggest any modifications/changes considered necessary within stipulated period of time.

**FORM NO. (F-1)**

From

To

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

To,  
Principal Investigator,  
CAAST-CSAWM,  
MPKV, Rahuri

Sir,

Training partner services for .....

I / We \_\_\_\_\_ Training partner/Consultancy firm  
herewithenclose Technical and Financial Proposals for the selection as training partner for -  
\_\_\_\_\_

I / We undertake that, in competing for (and, if the award is made to us, in executing) the  
above contract, I / We will strictly observe the laws against fraud and corruption in force in India  
namely “Prevention of Corruption Act 1988”.

I / We hereby certify that steps have taken to ensure that no person acting for us or on our  
behalf will engage in bribery.

Yours faithfully,

Signature: \_\_\_\_\_  
Full name \_\_\_\_\_  
and address: \_\_\_\_\_

**FORM (F-2)**

**Suggested Format of Details Information for Training Partner**

1. Name:
2. Profession/Present Designation:
3. Years with Firm/Organization:
4. Area of Specialization:
5. Experience:

(Under this heading, list all positions held, giving dates, names of employing organization, title of positions held and location of assignments. For experience in last ten years, also give types of activities performed and client references, where appropriate).

**Signature of Training partner**

**Date:**

**FORM (F-3)**

**Assignments of Similar Nature Successfully Completed**

1. **Recent experience on assignments of similar nature completed successfully:**

**Note:** Please attach certificates from the client by way of documentary proof.

**FORM F-4**

**Work Plan Time Schedule**

<b>Sr No.</b>	<b>Name of the Task</b>	<b>Expected time to complete</b>
<b>1</b>	Preparation of detail project for 'Remote Pilot Training Organization'.	
<b>2</b>	Submission of the proposal to DGCA for approval.	
<b>3</b>	Establishment of RPTO at MPKV Rahuri	
<b>4</b>	Development of the learning module for Students.	
<b>5</b>	Development of infrastructure as per the norms of DGCA.	
<b>6</b>	Approvals of DGCA, MOCA, MHA etc. for UAVs to be used for training purpose.	

1. short note on the line of approach and methodology outlining various steps for performing the assignment.
2. Comments or suggestions on "Terms of Reference."

### Annexure 3

#### **Draft Letter of Agreement for Assignments of Training partner(s)**

**Subject:** (Name of Assignment)

(Name of Training partner(s))

We herewith confirm your consulting appointment to carry out the above-mentioned assignment specified in the attached Terms of Reference.

For administrative purposes (Name of responsible staff of Borrower) has been assigned to administer the assignment and to provide the training partner with all relevant information needed to carry out the assignment. The services will be required in for about \_\_\_\_\_ days/months, during the period from \_\_\_\_\_ to \_\_\_\_\_. These dates are estimates and (Name of Borrower) may find it necessary to postpone or cancel the assignment and/or shorten or extend its duration. However, every effort will be made to give you, as early as possible, notice of any such changes. In the event of termination, the (Name of Training partners) shall be paid for the services rendered for carrying out the assignment to the date of termination, and will provide the (Name of Borrower) with any reports or parts thereof, or any other information and documentation gathered under this Agreement prior to the date of termination.

This Agreement, its meaning and interpretation and the relations between the parties shall be governed by the law of union of India.

Set out below are the terms and conditions under which you have agreed to carry out the assignment for the (Name of Borrower). The services to be performed, the estimated time to be spent, and the reports to be submitted will be in accordance with the attached Terms of Reference.

This Agreement will become effective upon confirmation of this letter by you and will terminate on \_\_\_\_\_, or such other date as mutually agreed.

Payments for the services will not exceed the total amount indicated in the attached cost estimate for the assignment.

All materials produced or acquired under the terms of this Agreement written, graphic, film, magnetic tape or other format or otherwise shall remain the property of the (Name of Client). The (Name of Client) retains the exclusive right to publish or disseminate reports arising from such materials. The rights and duties provided for in this paragraph shall continue, notwithstanding the termination of this Agreement or the execution of its other provisions.