

Government of Orissa
Department of Public Enterprises

Inviting Expression of Interest (EoI) for Engagement of Managing Agent/ Consultants

The Government of Orissa (GoO), Department of Public Enterprise (DPE), will recruit a Managing Agent / Consultants, not exceeding 5 (five) years, for providing Technical Assistance under DFID assisted Orissa Public Enterprises Reform Programme Phase-II.

Companies wishing to make known their interest in providing services should do so through an Expression of Interest (EoI) with a clear Capability Statement in 10 A4-size papers. For Principal Tasks & criteria for short-listing Managing Agent/Consultants and other details, please visit our website: <http://orissagov.nic.in/PE/pemain.htm>.

The hard copy of the completed EoI should be submitted in a sealed cover to the address below, within 37 days from the date of publication of this advertisement. Only shortlisted agencies will be contacted.

Principal Secretary to Government
Department of Public Enterprises
Orissa Secretariat
Bhubaneswar- 751001
Phone: 0674- 2536623
Fax: 0674- 2413281
E-mail - dpesec@ori.nic.in

Details of the Advertisement

Advertisement for a Call for Expression of Interest

The Government of Orissa (GoO), Department of Public Enterprise (DPE), is looking to recruit a Managing Agents / Consultants, for a period not exceeding 5(five) years, to assist them to reform a number of Public Sector Undertakings (PSUs).

As a continuation of the Orissa Public Enterprise Reform Programme (OPERP) that commenced in 1999, DFID will continue to fund and support the second phase otherwise known as OPERP II. As part of this programme the Government of Orissa will initiate and work towards closure / privatisation / restructuring (including commissioning of reform plans) for approximately 25 public enterprises.

The Government of Orissa signed a MoU with Government of India to pursue the Public Enterprise Reform (PER) programme in October 2001. Accordingly, GoO has drawn up a phase-wise schedule for disinvestment and restructuring of Public and Co-operative Enterprises for the OPERP II. In order to execute the PER programme, DFID has agreed to extend financial and technical support to continue the programme during OPERP- II.

Department of Public Enterprises (DPE), Government of Orissa is the " Nodal Department" for implementing decision relating to Privatization/ Restructuring of State Public Sector Undertakings. Managing Agent/ consultants will be appointed to assist DPE in undertaking the following Principal tasks under OPERP-II.

Principal task of Managing Agents / Consultants

The Managing Agents / Consultants will be required to undertake the following tasks:

1. Advise the DPE on the overall strategy of implementation as well as monitoring of overall Public Sector Enterprise Reforms as well as OPERP II during 2004-07.
2. Support introduction of good governance practices, guidelines and measures to meet the aims set out in the White Paper on Public Enterprise Reform (April 2002).
3. In particular, prepare detailed action plans for each PSU to be covered under OPERP II. In case of enterprises to be restructured, the reform plan should suggest appropriate financial, organizational and business process restructuring and develop a suitable business model to ensure commercial viability, post-restructuring. The action plan should also contain the projected business plan for the enterprise over a period of 5 years. The sequence of restructuring and timetable for implementation of the reform plan should be clearly laid down with monitorable quarterly milestones.
4. In case of enterprises to be divested, the Managing Agent / Consultants will suggest necessary restructuring which should precede sale. Further the Managing Agents/ Consultant will suggest the appropriate method of divestment after conducting appropriate options study and also lay down a clear timetable for divestment. The Managing Agents / Consultants will assist DPE in selection of Advisors for individual transactions, wherever necessary.
5. The Managing Agent / Consultants will facilitate the asset sale and closure of defunct units. This will include conducting liquidation procedures for individual enterprises and assisting the DPE in broader institutional reform to ensure an efficient.
6. The Managing Agent / Consultants will work with specialist advisers appointed by DPE to provide special skills e.g. expertise on labour or legal issues, brought in by the DPE on direct hire.
7. The Managing Agent / Consultants will assist the DPE in administering VRS in the enterprises selected. For this purpose, they will be required to identify surplus manpower in these enterprises and prepare a time-phased action plan for separating the surplus employees. The Managing Agents / Consultants will help develop a suitable procedure for disbursement of the VRS claims within 60 days

of acceptance of VRS, and monitor the time taken in processing claims, identifying and facilitating the ironing out the causes of delay. It will be the responsibility of the Managing Agents / Consultants to arrange audit of VRS claims through a panel of short listed local Chartered Accountant firms.

8. The Managing Agent / Consultants will assist the DPE in planning, designing and administering the Social Safety-Net Programme (SSNP). They will assist DPE in selecting suitable Nodal Agencies for providing counselling, retraining and redeployment (CRR) services to the employees taking voluntary retirement. The Managing Agents / Consultants will enter into sub-contracts with the Nodal Agencies for implementation of SSNP. They will be required to supervise and monitor the performance of the Nodal Agencies. Disbursement of funds to the Nodal Agencies will be based on the certification of the Managing Agents / Consultants.
9. The Managing Agents / Consultants will assess and quantify the benefits resulting from the reform process and provide information that assists GoO-DFID in monitoring outputs and impact committed in the log frame relating to the programme. The Managing Agents / Consultants will also facilitate a baseline of the social and economic background of employees to be separated and monitor impact of separation.
10. The Managing Agent / Consultants will advise the DPE on Social and environmental impact assessment and other relevant matters arising in the course of implementation of OPERP II such as legal, regulatory and financial / accounting issues.

Interested Companies

Companies wishing to make known their interest in providing Management Consultancy services should do so through an Expression of Interest (EOI) in the prescribed formats given below. In addition, they are required to submit a clear Capability Statement in 10 A4 size papers.

EXPRESSION OF INTEREST

(To be forwarded on the letterhead of the interested companies submitting the EOI)

Reference No. _____ Date ____

To,
The Principal Secretary to Government
Department of Public Enterprises
Orissa Secretariat
Bhubaneswar- 751001

Sub: EOI for engagement as Management Agent/ Consultants for DPE under OPERP – phase II.

Sir,

This is with reference to your advertisement dated _____ inviting EOI for engagement as Managing Agent / Consultants for DPE under DFID, OPERP – phase II.

We have read and understood the details of the tasks and are desirous of performing in the above assignment, and for this purpose:

We propose to submit our EOI in capacity as _____ (insert name of the Company)

Our company satisfies the eligibility criteria set out in relevant sections of the advertisement issued and certify that we have not been convicted by a Court of law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to provide such service.

We further certify that no investigation is pending either against us or against our sister concerns or against our CEO or any of our Directors/Managers/ employees.

The Statement of Legal Capacity and Request for Qualification as per formats indicated hereinafter, duly signed by us are enclosed.

We shall be glad to receive further communication on the subject.

Yours faithfully,

Authorised Signatory
(For and on behalf of the Company)

Enclosure:

1. Statement of Legal Capacity
2. Request for Qualification

STATEMENT OF LEGAL CAPACITY

(To be forwarded on the letterhead of the interested Company submitting the EOI).

Reference No. _____

Date _____

To,

The Principal Secretary to Government
Department of Public Enterprises
Orissa Secretariat
Bhubaneswar- 751001

Sub: Invitation Of Expressions Of Interest For Acting As Management Agent/ Consultants For Department of Public Enterprises Under Orissa Public Enterprises Reform Programme.

Sir,

This is with reference to the advertisement dated _____ inviting Expression of Interest for acting as Management Agent / Consultants for Department for Public Enterprises under DFID assisted Orissa Public Enterprises Reform Programme. We have read and understood the contents of the advertisement and pursuant to this hereby confirm that we satisfy the eligibility criteria laid out in the advertisement.

Yours faithfully,

Authorised Signatory
(For and on behalf of the Company)

Request For Qualification

(To be submitted in respect of interested Companies)

Name of the interested Company: _____

1. Constitution (Tick, wherever applicable)
 - i) Public Limited Company
 - ii) Private Limited Company
 - iii) Others, if any (Please specify)
2. Sector (Tick, wherever applicable)
 - i) Public Sector
 - ii) Private Sector
3. Details of Shareholding
4. Nature of business :
5. Date of commencement of business :
6. Full address including phone No./fax No. :
 - i) Registered Office :
 - ii) Head Office :
7. Address for correspondence :
8. Turnover achieved for the last three years :
9. Basis of eligibility for participation in the process (Please mention details of your eligibility) as under:

Please attach most recent Audited Statement of Accounts/Annual Report. Additionally, please provide a chartered account/auditor certificate certifying the Turnover and Net Worth as defined in the Eligibility criteria.

10. Contact Person(s):
 - i) Name:
 - ii) Designation:
 - iii) Phone No.:
 - iv) Mobile No.:
 - v) Fax No.:
 - vi) Email:

Yours faithfully,

Authorised Signatory
(For and on behalf of the Company)

Place :

Date :

Note: Please follow the order adopted in the Format provided. If the interested party is unable to respond to a particular question/ request, the relevant number must be nonetheless be set out with the words " No response given" against it.

Criteria for shortlisting Managing Agents / consultants

1. Experience in undertaking at least five similar tasks for **large institutions including government institutions;**
2. Experience in similar works **in whole of India, preferably some work done in Orissa state;**
3. Availability of qualified professionals to undertake the **work (include brief and relevant profile of at least five professionals).**

Non-refundable fee

Bank draft of Rs. 10,000/- (Rupees Ten thousand only) should be submitted along with the EoI, payable at Bhubaneswar in the name of the Principal Secretary, Department of Public Enterprises, Government of Orissa.

Submission of EoI

Five hard copies of the completed EoI should be submitted in a sealed cover to the address below, within 37 days from the date of publication of this advertisement. Only short listed agencies will be contacted.

The Government of Orissa reserves the right to reject EoI, subsequent proposal or any bid or offer without assigning any reason thereof at any stage of the process.

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