



Expression of Interest (EOI) Document for Shortlisting of Consultants and Consulting Services

Procurement of Consulting Services (For National Consulting Services)

EOI Notice: I/TEPC/2077/2078

Issued By:
Government of Nepal
Ministry of Industry, Commerce and Supplies
Trade and Export Promotion Centre
Pulchowk, Lalitpur

October 2020



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Expression of Interest (EOI)

Skill Development Training of Hand Knotted Woolen Carpet

Method of Consulting Service: National

Project Name : Skill Development Training of Hand Knotted Woolen
Carpet
EOI Notice no : I/TEPC/2077/2078
Office Name : Trade and Export Promotion Centre
Office Address : Pulchowk, Lalitpur
Issued on : 2077/07/02

Financing Agency: Government Budget



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Abbreviations

CV	-	Curriculum Vitae
DO	-	Development Partner
EA	-	Executive Agency
EOI	-	Expression of Interest
GON	-	Government of Nepal
PAN	-	Permanent Account Number
PPA	-	Public Procurement Act
PPR	-	Public Procurement Regulation
TOR	-	Terms of Reference
VAT	-	Value Added Tax

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A. Request for Expression of Interest

Government of Nepal
Trade and Export Promotion Centre
Pulchowk, Lalitpur

Notice No: I/TEPC/2077/2078

Date of Publication: 2077/07/02 (Oct 18, 2020)

Name of Project: Skill Development Training of Hand Knotted Woolen Carpet

1. Government of Nepal (GoN) has allocated fund for which this Expression of Interest is invited for **National Consulting Services**.
2. The **Trade and Export Promotion Centre** now invites Expression of Interest (EOI) from eligible consulting firms ("consultant") to provide the following consulting services: **Skill Development Training of Hand Knotted Woolen Carpet**.
3. Interested eligible consultants may obtain further information and EOI document free of cost at the address **Trade and Export Promotion Centre, Pulchowk, Lalitpur** during office hours on or before one months from the date of publication Or visit e-GP system www.bolpatra.gov.np/egp or visit the client's website www.tepc.gov.np.
4. Consultants may associate with other consultants to enhance their qualifications.
5. Expressions of interest shall be delivered online through e-GP system www.bolpatra.gov.np/egp **[or manually to the address Trade and Export Promotion Centre, Pulchowk, Lalitpur]** on or before one months from the date of publication.
6. In case the last date of obtaining and submission of the EOI documents happens to be a holiday, the next working day will be deemed as the due date but the time will be the same as stipulated.
7. The evaluation of EOI will be based on the format provided by the client.
8. EOI will be assessed based on **Qualification [35%], Experience [50%] and Capacity [15%]** of consulting firm and key personnel. Based on evaluation of EOI, only shortlisted firms will be invited to submit technical and financial proposal through a request for proposal.
9. Minimum score to pass the EOI is **60**.
10. Trade and Export Promotion Centre reserve the right to accept or reject fully or partially the submitted proposals.
11. Description of the training:

S.N	Name of Project	No. of Trainee	Training Area	Estimated Cost (With VAT)
1	Skill development training of Hand Knotted Woolen Carpet.	500	Sarlahi, Dhading & Surkhet	NPR.4,999,435/-



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B. Instructions for submission of Expression of Interest

1. Expression of Interest may be submitted by a sole firm/organization or a joint venture of consulting firms and the maximum number of partners in JV shall be limited to three.
2. Interested consultants must provide information indicating that they are qualified to perform the services (*descriptions, organization and employee and of the organization/firm or company, description of assignments of similar nature completed in the last 7 years and their location, experience in similar conditions, general qualifications and the key personnel to be involved in the proposed assignment*).
3. This expression of interest is open to all eligible **mentioned in the above no 2**.
4. The assignment has been scheduled for a period of **One month from the date of sign of contract**. Expected date of the completion of the assignment is end of **Jestha 2078 BS**.
5. A Consultant will be selected in accordance with the **Quality and Cost Based Selection Method (QCBS)**.
6. Expression of Interest should contain following information:
 - (i) A covering letter addressed to the representative of the client on the official letter head of organization/firm/company duly signed by authorized signatory.
 - (ii) Applicants shall provide the following information in the respective formats given in the EOI document:
 - *EOI Form: Letter of Application (Form 1)*
 - *EOI Form: Applicant's Information (Form 2)*
 - *EOI Form: Work Experience Details (Form 3(A), 3(B) & 3(C))*
 - *EOI Form: Capacity Details (Form 4)*
 - *EOI Form: Key Experts List (form 5)*.
7. Applicants may submit additional information with their application but shortlisting will be based on the evaluation of information requested and included in the formats provided in the EOI document.
8. The Expression of Interest (EOI) document must be duly completed and submitted in sealed envelope and should be clearly marked as "EOI Application for Short-listing for the **Skill development Training of Hand Knotted Woolen Carpet**. The Envelope should also clearly indicate the **name and address of the Applicant**. Alternatively, applicants can submit their EOI application through e-GP system by using the forms and instructions provided by the system.
9. The completed EOI document must be submitted on or before the date and address mentioned in the "**Request for Expression of Interest**". In case the submission falls on public holiday the submission can be made on the next working day. Any EOI Document received after the closing time for submission of proposals shall not be considered for evaluation.

C. Brief Term of Reference of Consultancy Services

I. Background:

Today's need is to develop Nepali carpet industries that have been making significant contributions to Nepal's economic development. Along with the development of human civilization, the carpet industries is the one of the best alternatives to meet the needs and to earn an income. Nepali handmade woolen carpet is also a major export item. There is old tradition of carpet weaving in the mountainous region of Nepal. Commercial carpet weaving began with the arrival of Tibetan refugees in Nepal. Carpet production in Nepal is found to have started from the year 2021 B.S. Nepal has been weaving carpets by importing wool especially from Tibet and New Zealand. 95 percent of the carpet weaving is done in Kathmandu valley and rest in other districts. Carpet of more than 80 knots are being exported from Nepal in large quantity. As Nepali carpet weaving and shaping are unique, it is preferred by foreigners and its demand is also high in the foreign markets. The market for Nepali carpets has spread to 40 countries of the world, of which Germany, USA, Belgium, Turkey, Switzerland, Japan, Spain, Canada, Italy are the major ones. Among these, Germany and the United states are seemed to be largest importers of Nepali carpets. Export increased by 4 percent from 7.08 billion in 2017-18 to 7.36 billion in 2018-19.

This industry is regularly contributing large amount of foreign currencies. By giving priority to its positive aspects and conducting trainings, it has been possible to produce the skilled manpower required for this industry. Along with the growth in this industry, export trade is also likely to be supported. Nepali hand knotted woolen carpets have been contributing to the expansion of demand in the international markets, as well as providing employment opportunities to the unemployed, uneducated and people living below the poverty line, raising their living standards and directly strengthening the Nepali economy. Nepali carpets have performed well in international fairs and exhibitions and demand has been high. The support of such vocational training will help in raising the living standards of the people living below the poverty line and also in generating income for the respective regions.

2. Objectives of the Assignment:

The main objectives of this work is to provide employment to the unemployed Nepali citizens through employment generation and entrepreneurship development. This training work aim to create potential manpower in the field of hand knotted woolen carpet by quality basis.

3. Scope of the Assignment:

The consultant/firm/organization shall be responsible to organize training and facilitates trainee for theoretical as well as practical teaching. The scope of work to be carried out by the consultant/firm/organization shall include but may not be limited to the following task:



A handwritten signature in blue ink, appearing to be the initials 'CS'.

- Should carried out skill development training on Hand knotted Woolen Carpet. Training is theoretical as well as practical class.
- Should provide high skilled trainers for training
- Provide employment to the trainee in this sector's industries.

4. Expected Output:

It should provide training for interested trainee on Hand Knotted Woolen Carpet with following expected output:

- This training should produce competent skilled manpower.
- This training should create opportunity for employment.
- This training should generate entrepreneurship in this product sector.

5. Location for Training:

Training work should be conducted in each province in the following Location.

S.N.	Provinces	District
1	Province no. 2	Sarlahi
2	Bagmati Province	Dhading
3	Karnali Province	Surkhet

6. Duration and number of trainees for each training category:

Duration, Number of Trainee for each training category in each province should be as per following table:

S.N.	Provinces	Quarter I	Quarter II	Total
		Number of Trainee	Trainee of Number	
1	Province no. 2	200		200
2	Bagmati Province		100	100
3	Karnali Province		200	200
Grand Total				500

7. Daily time duration for training:

Training duration for each trainee is two months with four hours of training session every day. The number of trainees in each class should be at most 25.

8. Eligibility and Qualification of consulting firm:



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The Consultant/firm will be a registered firm and has working as well as provided training on Rug knitting including public/private sector partnership and other basis.

Consultant/firm/organization would be eligible and consider for evaluation on EOI, if only they provide commitment for job guarantee for trainee and submit syllabus for training program. Consultant/firm/organization which have higher cost sharing in training program would get more preference for evaluation.

The Core Team of Consultant/firm will comprise of the following experience:

SN.	Description	No.	Qualification/Experience
1	Trainer	6	Minimum 3 years of specific experience in related field
2	Co-Trainer	6	Minimum 2 years of specific experience in related field
3	Training coordinator	6	Minimum Bachelor degree of any subject with 3 years or more general experience, one year of specific experience.

9. Work Schedule:

The consultancy service shall be completed within the end of Jestha, 2078 BS.

10. Self-declaration and code of ethics:

The Applicant shall submit Self Declaration as per clause 40 – 2 (e) of Public Procurement Regulation, 2064 mentioning that the consulting firm/firms/organization are not ineligible to participate in this procurement process, that the consulting firm/firms/organization does not have any conflict of interest in the proposed assignment, and that the consulting firm/firms/organization has not received any punishment while doing consulting business and litigation history (if any). In case of JV and/or association, each individual consultant/firm shall submit Self Declaration separately or they can submit the Self Deceleration jointly by signing each member of JV and/or association mentioning information requested in Self Declaration. The self-declaration letter shall be signed by an authorized person of the consulting firm/firms/organization and shall be stamped by the company's seal.

Commitment of Code of Ethics and Anti-corruption Policy



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D. Evaluation of Consultant's EOI Application

Consultant's EOI application which meets the eligibility criteria will be ranked on the basis of the Ranking Criteria.

i) Eligibility & Completeness Test	Compliance
Copy of Registration of the company/firm/organization	
VAT/PAN Registration	
Tax Clearance [FY 2075/76]/Tax Return Submission/Letter of Time Extension for Tax Return Submission [FY 2076/77]	
In case of a natural person or firm/institution/company which is already declared blacklisted and ineligible by the GoN, any other new or existing firm/institution/company owned partially or fully by such Natural person or Owner or Board of director of blacklisted firm/institution/company; shall not be eligible consultant.	
EOI Form 2: Applicant's Information Form	
EOI Form 3: Experience (3(A) and 3(B))	
EOI Form 4: Capacity	
EOI Form 5: Qualification of Key Experts	

ii) EOI Evaluation Criteria	Score [Out of 100%]
A. Qualification	
Qualification of Key Experts	35
Experience of Key Experts	
B. Experience	
General of consulting firm	50
Specific experience of consulting firm within last 7 years.	
In case of person, specific experience of the person within last 4 years.	
Similar Geographical experience of consulting firm	
C. Capacity	

<i>(Annual turnover of the Consulting Firm: General Consultancy services turnover of best three years in last 5 years should Nrs.50,00,000.00)</i>	15
<i>Infrastructure/equipment related to the proposed assignment</i>	

E. EOI Forms & Formats

- Form 1. Letter of Application
- Form 2. Applicant's information
- Form 3. Experience (*General, Specific and Geographical*)
- Form 4. Capacity
- Form 5. Qualification of Key Experts



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1. Letter of Application

(Letterhead paper of the Applicant or partner responsible for a joint venture, including full postal address, telephone no., fax and email address)

Date:

.....

To,

Full Name of Client: _____

Full Address of Client: _____

Telephone No.: _____

Fax No.: _____

Email Address: _____

Sir/Madam,

1. Being duly authorized to represent and act on behalf of (hereinafter "the Applicant"), and having reviewed and fully understood all the short-listing information provided, the undersigned hereby apply to be short-listed by **[Insert name of Client]** as Consultant for **{Insert brief description of Work/Services}**.
2. Attached to this letter are photocopies of original documents defining:
 - a) the Applicant's legal status;
 - b) the principal place of business;
3. **[Insert name of Client]** and its authorized representatives are hereby authorized to verify the statements, documents, and information submitted in connection with this application. This Letter of Application will also serve as authorization to any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and requested by yourselves to verify statements and information provided in this application, or with regard to the resources, experience, and competence of the Applicant.
4. **[Insert name of Client]** and its authorized representatives are authorized to contact any of the signatories to this letter for any further information.¹
5. All further communication concerning this Application should be addressed to the following person,

[Person]

[Company]

[Address]

[Phone, Fax, Email]
6. We declare that, we have no conflict of interest in the proposed procurement proceedings and we have not been punished for an offense relating to the concerned profession or business and our

¹ Applications by joint ventures should provide on a separate sheet, relevant information for each party to the Application.



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Company/firm has not been declared ineligible.

7. We further confirm that, if any of our experts is engaged to prepare the TOR for any ensuing assignment resulting from our work product under this assignment, our firm, JV member or sub-consultant, and the expert(s) will be disqualified from short-listing and participation in the assignment.
8. The undersigned declares that the statements made and the information provided in the duly completed application are complete, true and correct in every detail.

Signed :

Name :

For and on behalf of (name of Applicant or partner of a joint venture):



Handwritten signature or mark.

2. Applicant's Information Form

(In case of joint venture of two or more firms to be filled separately for each constituent member)

1. Name of Firm/Company/Organization:
2. Type of Constitution (*Partnership/ Pvt. Ltd/Public Ltd/ Public Sector/ NGO*)
3. Date of Registration / Commencement of Business (*Please specify*):
4. Country of Registration:
5. Registered Office/Place of Business:
6. Telephone No; Fax No; E-Mail Address
7. Name of Authorized Contact Person / Designation/ Address/Telephone:
8. Name of Authorized Local Agent /Address/Telephone:
9. Consultant's Organization:
10. Total number of staff:
11. Number of regular professional staff:

(Provide Company Profile with description of the background and organization of the Consultant and, if applicable, for each joint venture partner for this assignment.)



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3. Experience

3(A). General Work Experience

(Details of assignments undertaken. Each consultant or member of a JV must fill in this form.)

S. N.	Name of assignment	Location	Value of Contract	Year Completed	Client	Description of work carried out
1.						
2.						
3.						
4.						
5.						
6.						
7.						

3(B). Specific Experience

Details of similar assignments undertaken in the previous seven years

(In case of joint venture of two or more firms to be filled separately for each constituent member)

Assignment name:	Approx. value of the contract (in current NRs):
Location within country:	Duration of assignment (months):
Name of Client:	Total No. of person-months of the assignment:
Address:	Approx. value of the services provided by your firm under the contract (in current NRs):
Start date (month/year): Completion date (month/year):	No. of professional person-months provided by the joint venture partners or the Sub-Consultants:
Name of joint venture partner or sub-Consultants, if any:	Narrative description of Project:
Description of actual services provided in the assignment: Note: Provide highlight on similar services provided by the consultant as required by the EOI assignment.	

Firm's Name: _____



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3(C). Geographic Experience

Experience of working in similar geographic region or country

(In case of joint venture of two or more firms to be filled separately for each constituent member)

No	Name of the Project	Location (Country/ Region)	Execution Year and Duration
1.			
2.			
3.			
4.			
5.			
6.			
7.			

4. Capacity

4(A). Financial Capacity

(In case of joint venture of two or more firms to be filled separately for each constituent member)

Annual Turnover	
Year	Amount Currency

- **Average Annual Turnover of Best of 3 Fiscal Year
Of Last 7 Fiscal Years**

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(Note: Supporting documents for Average Turnover should be submitted for the above.)



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4(B). Infrastructure/equipment related to the proposed assignment²

No	Infrastructure/equipment Required	Requirements Description
1.		
2.		
3.		
4.		
5.		

² Delete this table if infrastructure/equipment for the proposed assignment is not required.



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5. Key Experts *(Include details of Key Experts only)*

(In case of joint venture of two or more firms to be filled separately for each constituent member)

SN	Name	Position	Highest Qualification	Work Experience (in year)	Specific Work Experience (in year)	Nationality
1						
2						
3						
4						
5						

(Please insert more rows as necessary)

Key Experts are:

1) **Trainer**

2) **Training Coordinator**



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