

KERALA AGRO MACHINERY CORPORATION LTD

ATHANI – 683 585, ERNAKULAM DISTRICT

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TENDER NO:KAMCO/MTLS/EOI/24-25/16

Dated 06-12-2024

EXPRESSION OF INTEREST (EOI)

FOR

**Strategic Import Partnerships in Affordable Agricultural
Machinery for the KAMCO lite Brand**

DISCLAIMER

The information contained in this Expression of Interest (EOI) document (the "EOI") or subsequently provided to Applicant(s), whether verbally, in documentary form, or any other medium, by or on behalf of Kerala Agro Machinery Corporation Limited (KAMCO), Athani-683585, Kerala, India, or any of its employees or advisors, is provided to Applicant(s) subject to the terms and conditions set out in this EOI and any other terms and conditions applicable to such information.

This EOI is not an agreement, nor is it an offer or an invitation by KAMCO to the prospective Applicant(s) or any other person. The purpose of this EOI is solely to provide interested parties with information that may assist them in formulating their application for qualification pursuant to this EOI.

KAMCO accepts no liability of any kind, whether arising from negligence or otherwise, for any loss or damage resulting from reliance by any Applicant(s) upon the information provided in this EOI. The issue of this EOI does not obligate KAMCO to select or shortlist any Applicant(s) for further stages, nor does it commit KAMCO to enter into any agreements with shortlisted Applicant(s).

Participation in this EOI is voluntary, and KAMCO reserves the right to withdraw or amend any part of this EOI at its sole discretion, without prior notice or explanation.

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EXPRESSION OF INTEREST (EOI)

Expression of Interest for Strategic Import Partnerships in Affordable Agricultural Machinery for the KAMCO-lite Brand

Last Date for Submission:23-12-2024, 4:00 PM

Pre Submission Meeting Date:13-12-2024, 11:00 AM

1. INTRODUCTION:

Kerala Agro Machinery Corporation Ltd. (KAMCO) is a leading Public Sector Undertaking under the Government of Kerala, specializing in agricultural machinery. KAMCO aims to introduce the 'KAMCO-lite' brand, which will focus on affordable agricultural machinery to cater to small and medium-scale farmers. To achieve this, we seek partnerships with global manufacturers/agencies to import high-quality, cost-effective machinery offering competitive pricing.

2. COMPANY BACKGROUND:

Founded in 1973, Kerala Agro Machinery Corporation Ltd. (KAMCO) is a Public Sector Undertaking (PSU) under the Department of Agriculture, Government of Kerala. KAMCO has established itself as a trusted manufacturer of high-quality agricultural machinery including Power Tillers, Power Reapers, and other essential farming equipment. With a strong focus on innovation, reliability, and affordability, KAMCO is committed to supporting farmers across India, promoting sustainable agricultural practices through advanced mechanization solutions.

3. PROJECT OVERVIEW:

KAMCO is renowned as a leading producer of 100% Indian-manufactured Power Tillers, Power Reapers and other premium Agricultural machinery tested and approved by various government agencies and eligible for subsidy under several Central and State government schemes. KAMCO holds ISO 9001:2015 certification, ensuring high-quality manufacturing standards.

KAMCO has been at the forefront of developing innovative agricultural machinery tailored to the specific needs of Indian farmers. The company's team of engineers and technicians possesses extensive expertise in advanced agricultural machineries including agricultural drones.

As part of its strategic expansion, KAMCO is launching a new brand, 'KAMCO-lite,' to meet the growing demands for affordable agricultural machinery. This project seeks to import cost-effective machinery that aligns with the needs of smallholder and medium-scale farmers. The selected suppliers will help fulfill

KAMCO-lite's mission to offer high-quality, budget-friendly machinery, thereby enabling KAMCO to diversify its product portfolio and reach underserved market segments.

4. KEY FEATURES:

1. **Affordability:** Machinery under the KAMCO-lite brand is priced competitively to suit small and medium-scale farmers' budgets.
2. **Reliability:** Each product will meet stringent quality and performance standards to ensure durability and efficiency.
3. **Adaptability:** The imported machinery will be tailored to local agricultural needs, ensuring ease of operation and maintenance.
4. **Market Reach:** Products will leverage KAMCO's established distribution network, expanding accessibility to remote areas.

5. BENEFITS FOR THE MANUFACTURER/AGENCY/IMPORTERS:

Partnering with KAMCO for the KAMCO-lite initiative offers several advantages to manufacturers/agencies, including:

1. **Collaboration and Strong Business Relationship** with a reputable PSU in the agricultural sector with a strong market presence.
2. **Opportunity to tap into India's vast agricultural machinery market**, especially in price-sensitive segments.
3. **Access to KAMCO's extensive distribution and service networks**, supporting product promotion and after-sales service.
4. **Long-term partnership potential** with one of India's leading providers of agricultural machinery.

6. SCOPE OF THE EOI:

This EOI is intended to identify qualified manufacturers / agencies / importers capable of supplying a range of agricultural machinery that meets the specifications and quality standards for 'KAMCO-lite.' The list of machineries we looking forward is attached in the **Annexure 1**. Technical and Financial support is also envisaged. Selected suppliers will work closely with KAMCO to ensure product affordability, reliability, and compliance with Indian agricultural machinery standards.

7. ELIGIBILITY CRITERIA:

Interested manufacturers/agencies must meet the following criteria:

1. **Proven experience in manufacturing and exporting/importing agricultural machinery.**
2. **Adequate production capacity to supply large volumes of machinery as required.**
3. **Compliance with relevant safety and quality certifications, including ISO standards.**

4. Ability to provide after-sales support, including maintenance and spare parts availability.
5. Financial stability, supported by financial documentation for review.

8. REQUIRED DOCUMENTATION FOR SUBMISSION:

1. Company Profile, including years of experience and major projects.
2. Import Export License and relevant quality and safety certifications.
3. Financial statements (last 3 years) and proof of production capacity.
4. Details of machinery offered, including technical specifications and pricing.
5. Past performance records in international imports and exports or similar projects.

9. SUBMISSION INSTRUCTIONS:

Interested applicants are required to submit their detailed credentials. Each page of the submitted document must be numbered, stamped, and signed to ensure completeness and authenticity. Incomplete submissions or documents not meeting these criteria may not be considered. Interested parties must submit the complete proposal, labeled as **Expression of Interest for Strategic Import Partnerships in Affordable Agricultural Machinery for the KAMCO-lite Brand** ' to the Managing Director, KAMCO, Athani, Kerala.

10. EVALUATION AND SELECTION PROCESS:

The submissions will be evaluated based on experience, technical capability, compliance with standards, and alignment with KAMCO's objectives for 'KAMCO-lite.' Shortlisted applicants will be contacted for further discussions.

11. MODE & LAST DATE OF SUBMISSION OF EOI

The EOI should be submitted either **e-mail to tenders@kamcoindia.com** or through **<https://etenders.kerala.gov.in>**

EOI Release Date: 06-12-2024

Last Date of Submission: 23.12.2024

KAMCO reserves the right to extend the date for expression of interest on its discretion. Any EOI received after the last date and time will not be considered for empanelment.

It is mandatory for empanelled agencies, after the EOI evaluation process, to register and provide their Kerala Government e-tender portal user ID before proceeding to the competitive limited tender. Any party failing to provide their user ID within the specified timeframe will not be eligible to participate in the limited tender process.

Applicants are advised to regularly visit KAMCO website www.kamcoindia.com for updates about the same.

12. OWNERSHIP OF EOI DOCUMENTS AND INFORMATION THERE IN

All Expression of Interest documents will become the property of KAMCO upon submission. Where the Applicant believes that information provided in response to this EOI is, or should be kept confidential; or disclosure of this information would unreasonably affect the opponent's business affairs, notice is to be given at the time of delivery of the information or documents by clearly marking such information 'Confidential', In so far as is practicable, KAMCO will give effect to the Applicant' Stated wishes, subject to relevant laws.

13. NO CONTRACTUAL OBLIGATION.

KAMCO is not bound contractually or in any other way to any Applicant to this Expression of Interest. KAMCO is not liable for any costs or compensation in relation to the consideration of the Expression of Interest or any Expression of Interest by the Applicants to this Expression of Interest whether or not KAMCO terminates, varies, or suspends the Expression of Interest process or takes any other action permitted under this Expression of Interest, including consideration of concepts proposed in future developments. KAMCO may from time to time, engage new agencies to meet specific requirements apart from empanelled business associates.

14. DISCLAIMER:

This EOI does not constitute a binding agreement. KAMCO reserves the right to accept or reject any or all submissions without prior notice or obligation. Participation in this EOI is entirely voluntary, and KAMCO may withdraw or amend any part of this EOI at its sole discretion.

15. DISPUTE RESOLUTION

Dispute if any shall be settled by the Managing Director, KAMCO Limited or his authorized representative and his decision would be final and binding in all matters. If any legal issues arise out of this EOI, the JURISDICTION shall only be in the courts in Ernakulam District, Kerala State.

MANAGING DIRECTOR

LIST OF AGRICULTURAL MACHINERIES

1. Brush Cutters
2. Tea Leaf Harvester
3. Paddy Weeder
4. Inter cultivator/Power Weeder (Diesel, Petrol)
5. Point Blades (2 point, 3 point)
6. Hoe Cutter
7. Plough
8. Potato Digger
9. Ridger
10. Tyre
11. Sprayers (Battery, Power sprayer etc)
12. Drip Joints
13. Drip Tapes
14. Sprinkler
15. Pressure Watering Can
16. Lawn Mower
17. Portable Power Sprayer
18. Pruning Saw
19. Sheep Shear
20. Centrifugal Water Pump
21. Chaff Cutter (No motor, with 3 hp motor)
22. Chainsaw (Electric, Petrol)
23. Cold Fogging Sprayer
24. Engine (Petrol, Diesel, kerosene)
25. Electric Motor
26. Hedge Trimmer
27. Leaf Blower
28. Manual Seeder
29. Pole Pruner
30. Post Hole Digger
31. Pressure Washer (carbon brush, copper type, induction motor)
32. Rakes & Shovel
33. Seeder Cum Fertilizer
34. Seeder Single Barrel
35. Seedling Transplanter
36. Power Reaper (short crop, tall crop) - Petrol, Diesel
37. Stubble Mower
38. Thermal Fogger
39. Water Pump
40. Wood Shredder
41. Fruit Picker

42. Mist Dust Sprayer
43. Auger Bits
44. Dehusker (Maize / Corn, etc)
45. Harvester (Maize / Corn, etc)
46. Sheller (Maize / Corn, etc)
47. Rice Mill/ Rice Mill with Grinder
48. Palm Harvester
49. Seeder
50. Inter cultivator/Power Weeder Blade
51. Orchard Sprayer
52. Tea Pruner
53. Rotavator Blade
54. Paddy Transplanter
55. Water Pumps (Kerosene, Petrol, Diesel, Electric) - Self priming, Monoblock ,Open Well Submersible etc.
56. Axle Gun
57. Cleaning Gun
58. Horizontal Triple Piston Sprayer Set (Electric, Petrol, Trolley type, etc)
59. Air Compressor
60. Angle Grinder
61. Arc Welding Machine
62. Circular Saw
63. Concrete Vibrator
64. Cut-Off Machine
65. Demolition Hammer
66. Electric Blower & Vacuum
67. Electric Jig Saw
68. Electric Router
69. Electric Vacuum Cleaner
70. Impact Drill
71. Marble Cutter
72. Mixture Drill
73. Rotary Hammer