

EXPRESSION OF INTEREST (EOI)

For Prequalification of Consultant for Feasibility Study / Business Plan on VHT Mango Treatment Plant

Trade development Authority of Pakistan (TDAP) intends to set up a project of VHT Mango Treatment Plant for Pakistani Mangoes with the objective of targeting the major export markets of Japan, USA and any other potential market. The facility is needed to meet the Phyto-sanitary requirements/International compliances. This project is considered to be implemented on PPP model. For launching the Project, TDAP requires the services of local or foreign consultancy firm/Company of International background and reputation, for conducting both Technical and financial feasibility study on VHT Mango Treatment Plant.

In the 2nd Stage, the approved Consultant may be reired to provide technical support for installation of HVT Plant and setting up of entire facility after consultation with Stakeholders at the time of commencement of the project, if considered necessary, however; no cost estimates are required to be submitted on this account at this point in time.

The scope of Feasibility Study and the Core Expertise/ qualification required is as follows:

The Feasibility Study must cover:

- I. General Description of the project i.e. aims and objectives, need assessment, Market analysis, Production and Export constraints of Mango including International Benchmarking and best practices for such facility.
- II. Identification of suitable machinery/plant and technology for mango treatment in order to meet sanitary and phyto-sanitary/Food safety requirements of markets. Like USA, Japan and any other potential market supported by comparison of best practices and International Benchmarking of existing VHT Machinery, Plant and Technology currently in use by major global exporters.
- III. Cost benefits analysis and recommendations on the basis of above comparisons must be included.
- IV. Mango characteristics including brick level, water content etc. of various mangoes available in the world may be included as general requirement.
- V. Categorization of different varieties of mangoes produced in the world and comparison/positioning of different varieties of Pakistani mangoes with the rest of the world.
- VI. Develop PPP Business model for establishment of the project and its sustenance over a period of time.
- VII. Define Project Relationship with Stakeholders etc.

VIII. Expected budgetary requirements, possible source of funding and possible avenues of support in terms of technology/expertise.

IX. Expected B/S & P/L sheets for the period, minimum 5 years after commencing the project.

X. The approved Consultants would be required to submit first draft within (45) days whereas the final feasibility report will have to be submitted within (60) days (maximum) from the date of award of contract.

Core Expertise/ Qualification required:

- At-least 5 years' experience of conducting trade related studies in relation with their construction model as well, preferably for PPP.
- Having sound knowledge and understanding of mango fruit, it's types and trade volume in International Markets and export potential of Pakistani Mangoes.
- Having knowledge of VHT technology and required machinery/accessories.
- A company which is financially sound and with demonstrable sources of appropriate expertise, local and international experience and knowledge is required to undertake the assignment.
- Experience in Pakistan or Partnership with local Pakistan consultancy firm, especially for developing feasibility reports, will be a strong positive attribute.
- Should have qualified staff in the relevant field.

Consultants / firms, local/International interested in the above mentioned project may forward their Expression of Interest (EOI) along with their Credentials and the terms of Reference (TOR) that they perceive Emerging from this Expression of Interest (EOI) not later than 15th March 2011. (The prequalification documents may be obtained online by interested firms/Companies from TDAP's website)

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