



**KERALA STATE WAREHOUSING CORPORATION
(ESTABLISHED BY GOVERNMENT OF KERALA)
HEAD OFFICE:ERNAKULAM, WAREHOUSING CORPORATION ROAD
POST BOX NO.1727 ,KOCHI-682016**

**INVITATION OF EXPRESSION OF INTEREST
WITH COST ESTIMATE**

Kerala State Warehousing Corporation (KSWC) is planning to implement an Enterprise Resources Planning (ERP) Open source Software across its units. Now, KSWC hereby invites Expression of Interest (EOI) with Cost Estimate from ERP Solution providers/vendors so as to prepare a panel of qualifying vendors for inviting final tender for implementation of end to end Computerisation covering the entire spectrum of activities. Eligible agencies registered in Kerala are invited to submit their interest in participating in the pre-qualification exercise in the prescribed format given in the website www.kerwacor.com. The short listing will be based on compliance of prescribed criteria. Those interested in participating in the pre-qualification process may submit their offer on or before 4.00 pm on 16-08-2024 at the address above. Offers received after the last date and time prescribed will not be considered. Managing Director reserves the right to accept or reject any EOI or to cancel the EOI invitation without assigning any reason.

for

Kerala State Warehousing Corporation., Kochi-16,

Managing Director

DETAILS OF EXPRESSION OF INTEREST INVITED

I. Introduction

PROFILE OF THE KERALA STATE WAREHOUSING CORPORATION

Kerala State Warehousing Corporation came into existence on 20th February 1959 according to Government Notification No.Ag.P2- 205057 AD dated 30/01/59. It functions under the Warehousing Corporations Act 1962 (Central Act 58/1962). The Warehousing Corporations Act 1962 was passed repealing the Agricultural Produce Development and Warehousing Corporations Act 1956. KSWC is a statutory Corporation having 50% Share Capital by Central Warehousing Corporation and 50% share capital by the Govt. of Kerala. It has its Corporate Office at Ernakulam with 3 Zonal Offices, 9 Regional Offices and 55 Warehouses scattered all over the state. A container Freight Station is also operated by KSWC at Tripunithura -Ernakulam.

All types of agricultural commodities and other commodities notified by the Government from time to time are accepted for storage in a Warehouse. The idea behind the whole warehousing scheme is to give scientific storage to the agricultural produce and also to arrange easy credit and holding power to the agriculturists to enable them to get a better price for their produces. A Warehouse Receipt incorporating the quantity, quality, market value and particulars of insurance against fire, theft will be issued to the depositor.

The statutory functions of the State warehousing Corporation are detailed below.

- 1) Acquire land and build godowns and Warehouse at such Suitable places within the State.
- 2) Run Warehouses in the State for the storage of agricultural produce, seeds, manures, fertilizers, agricultural implements and notified

commodities.

- 3) Arrange facilities for the transport of agricultural produce, seeds, manures, fertilizers, agricultural implements and notified commodities to and from Warehouse.
- 4) Act as an agent of the central Warehousing Corporation or the Government for the purpose of the purchase, sale, storage and distribution of agricultural produce, seeds ,manures, fertilizers, agricultural implements and notified commodities.

II. The Proposal

KSWC is planning to implement an ERP solution covering the entire spectrum of activities covering its Head office, , Zonal offices, Regional Offices, Warehouses and CFS in the business operation of the Corporation. For this, it is proposed to select an Agency/ vendor capable of planning, designing/developing/ customizing, implementing, testing, monitoring and maintaining an integrated software application in accordance with the functional requirements of the Corporation and as may be provided in the detailed RFP document issued later.

I. Scope of Work

The scope of work of the Agency/vendor includes planning, designing, developing, testing, implementing, operating and maintaining a real-time integrated ERP Open source solution preferably on open source platform to suit the current business requirements and future requirements of the Corporation. Therefore, the system should be capable of handling the following operations of the corporation:

OBJECTIVES :-

The objective of this document is to solicit ERP Open source proposals from the prospective bidders for providing a web based end-to-end ERP

system.

Kerala State Warehousing Corporation has the following sections and offices which take care of the various centers and administrative activities of the Corporation

1. GENERAL ADMINISTRATION AND ESTABLISHMENT-MODULE
2. FINANCE (ACCOUNTS, AUDIT, PENSION) -MODULE
3. CONSTRUCTION - MODULE
4. BUSINESS (MARKETING, INSPECTION & QUALITY CONTROL)-MODULE
5. ZONAL AND REGIONAL OFFICE-MODULE
6. WAREHOUSE -MODULE
7. CFS -MODULE

It includes

- a) Total Activities and Management right from centres till reaches its destination
- b) Financial Management and Accounting
- c) Human Resources Management
- d) e-Office Management, e-file management and administration
- e) Integration with other activity oriented packages of the corporation
- f) Capability for future expansion
- g) Real time process and generation of relevant MIS Reports
- h) Any other aspects incidental or ancillary to the above matters.

Key activities to be undertaken by bidder as part of the project are:

- Design/Sourcing and Customizing an appropriate integrated ERP Solution for KSWC
- Project management and effective deployment of ERP in various departments and Warehouses of KSWC
- Training of all users for effective usage of the ERP Solution across all departments and Warehouses
- Commissioning of software for ERP usage
- Preparation and Supply of detailed process documents and user manuals for usage of ERP
- Post implementation support – onsite/ offsite support, minimum of three years of overall support, of which at least one year (First year) have to be onsite, plus two years of AMC, extendable on mutual consent.

A brief about the Corporation and the proposed work is given as **Annexure -1** for information.

Selection process

It is proposed to select the agency by following a transparent and competitive bidding process. The selection process involves firstly to short list agencies/vendors competent and willing to take up the job on turnkey basis. For short listing, an expression of interest (EOI) has to be floated, which is being done by this document. In this process, offers will be called from agencies satisfying the mandatory criteria and score at least 50% of the points specified for other listing criteria.

The criteria included are those to ensure that the agency shortlisted should be capable of doing the software development.

Those who are interested have to submit cost estimate along with this. User Requirement Specification is published in KSWC website. Any demand involving high maintenance cost in the form of annual license or AMC charges etc will be discouraged. In the cost estimation, the only criteria will be the amount quoted for the software development for implementation and maintenance as per the scope of work provided in the URS documents.

The list of mandatory criteria and listing criteria are enclosed as Annexure 2 and Annexure 3.

I. Submission of EOI

Those interested to submit their offers as per this invitation may submit their proposal to the Managing Director at the Headquarters of the Corporation in Ernakulam in sealed cover with required documents. The proposal shall be submitted in sealed cover enclosing therewith the required documents to prove, evidencing compliance of various criteria duly certified. No fee is payable for participation in EOI. A copy of this document duly signed by the chief executive or an authorized signatory shall also be enclosed, who shall sign all documents required to be signed as per this invitation. The agency/vendor intending to submit their EOI shall forward the offer along with a covering letter in their letter head as per proforma in **Appendix I** and also furnish their details as per **Appendix II**. The evaluation criteria, both mandatory and others are to be filled in as per format in **Appendix III** and **Appendix IV** respectively. The other details as per **Appendix V** shall also to be furnished. Wherever required, documentary evidences also has to be enclosed. Those who desires any written clarification on any aspect may send their query either by post or by mail at the address given in this document.

II. Evaluation of EOI

The proposals received without required documents will not be entertained and evaluated. In the case of other offers, the evaluation will be made by a competent committee of members consisting of the officers of KSWC and technical experts from our consultants or other agencies as may be decided by the Corporation. **As stated those agencies complying all the mandatory conditions and score at least 100 points out of 200 points (50%) as given in Appendix IV only will be pre-qualified.** The result of evaluation will be intimated to the agencies individually in due course.

III. Issue of RFP and Tendering

RFP document will be issued to all successful agencies who qualify in EOI process and a pre-bid conference will also be conducted to clear doubts if any and the details and time schedule will be intimated separately.

Those interested to submit offer for EOI in terms of this invitation may submit their offer containing all details and documents before 4.00 pm on 16-08-2024 in the manner prescribed at the following address superscribing the cover with '**Offer for EOI for implementation of ERPS software in KSWC**' to the following address:

Managing Director
Kerala State Warehousing Corporation
Warehousing Corporation Road,
Near South Railway Station,
Ernakulam, Kochi-16

Annexure -1**Brief Details of KSWC and the Proposal**

Organization Inviting EOI	Kerala State Warehousing Corporation
Place of availability of EOI format	Website : www.kerwacor.com Office : Kerala State Warehousing Corporation, Near South Railway station, Ernakulam, Kochi-16.
EOI Advt. Ref No	
The Contact Person	<p>1. Mr. Hari Krishnan N. Nodal Officer - Computerisation Mob No: 9446684605</p> <p>2. Mr. Shamlal S., Committee Member- Computerisation Mob No: 9847692024</p>
Name of the Project Work	Supply and Implementation of an integrated ERP Open source Solution to cover the entire spectrum of activities of KSWC for its HQ, 56 Warehouses, 9 regional offices, 3 Zonal Offices and Container Freight Station across the State of Kerala.

Mode of Submission of EOI	By Registered Post/Courier/by hand addressed to Managing Director or by direct delivery on or before 16-08-2024 4pm.
Address to send EOI	Managing Director, Kerala State Warehousing Corporation, Near South Railway Station, Ernakulam, Kochi-16.
Fee for EOI	No Fee has to be paid along with EOI
Nature of Short listing Process	Only vendors meeting 100% mandatory criteria will be considered for short listing. Those vendors who meet mandatory criteria may be invited for a presentation to assess the capability, expertise and previous experience. Based on data provided in the EOI as well as in the presentations, if any, the vendors who obtain a minimum of 100 points out of 200 points will be invited to submit the final bid for providing the software solution
EOI Evaluation Process	Mandatory Criteria : 100% compliance Preferable criteria : At least 100 points (50%)

Annexure-2**Mandatory Requirements**

The agency/vendor who meet the following criteria only need to submit their offer in response to the EOI with cost estimate invitation.

- i) It should be a public sector company/organization or a public or private company registered under Companies Act or LLP or company registered under Startup Mission of Government of Kerala.
- j) The company should be in software development/ solution business for at least Three years as on date.
- k) The company should have successfully executed at least 1 major ERP software installation costing not less than Rs.1 Crore or company should have successfully completed 2 or 3 projects costing total not less than Rs.1 Crore.
- l) The turnover of the company for preceding 3 years last ending on a date prior to 01-04-2023 should be at least Rs. 2 crore.
- m) The company should not suffer any loss for the last three years as above and the net worth must be positive.

Annexure-3**Other pre-qualification listing criteria**

For selecting the pane lists following points will be considered

- Process/ Product Certification
- Audit certification of product, in case the ERP is developed by the vendor itself
- The age and turnover of the company
- The experience in deploying IT solutions in similar Firm

Implementation of ERP at KSWC :

- Experience in deploying ERP solution in large scale sector
- Presence in Kerala
- Number and qualified and experienced manpower. Ability to converse in local language (Malayalam) will be preferable
- Training capability
- Demonstrated Technical expertise in working on multiple platforms
- References from previous installations and something likewise
- Open source Technology platform
- Customer specific developed or propriety

Appendixes

Implementation of ERP at KSWC :

FORMAT FOR SUBMISSION OF EOI***Appendix 1*****Format of Covering letter**

To

The Managing Director
Kerala State Warehousing Corporation(KSWC),
Warehousing Corporation Road, Near South Railway Station,
Ernakulam, Kochi-16.

Sub : Supply and Implementation of ERP Opensource Solution - Invitation of Expression of Interest with cost estimate - reg.

Ref : Your advertisement No. **Dated 01-08-2024**

With reference to your invitation cited, we are submitting herewith the cost estimate and interested in expressing our interest in participating in the Tendering process. Our details are enclosed.

Thank You

(Authorised Signatory) For M/s

Dated_____

Appendix II**Details of the Organisation**

Particulars	Details Offered	Remarks
Name of the Organisation with address		
Details of Contact Person with designation		
Type of Organisation/entity	Govt./ Public Ltd/ Pvt. Ltd/Pvt. LLP/Others (please specify)	Please attach certificate of incorporation/ Registration or other certificate recording the same
Year of Incorporation		
PAN Number		
TAN Number		
GST Number		

Experience in Software Business					
Turnover during last three years ending before 01/04/2023	First year Rs Second year Rs Third Year Rs (Rupees in words and figures)				Please attach the audit statement for the last 3 years
Details of Software projects undertaken during the last three years with order value and client details (Attach separate sheet, if required)	Project Name	Project Detail	Order value and Status	Name and Address	Remarks

Signature

Designation

Seal

Place

Date

Appendix III**Format for furnishing mandatory Criteria**

Eligibility Criteria	Prescribed	Actual	Qualification- Yes/No* (to be filled by KSWC)
Type of Entity	Company		
Years of Operation	3 years		
Turnover for last 3years	Not less than Rs 2 crore		
Experience in ERP Implementation –	At least 1 project of Rs 1 crore or more/ 2 or 3 projects costing total not less than Rs.1 Crore.		
Result of operation for last 3 years	Profit		
Net worth as on 31/03/2023 certified by Chartered Accountant	Positive		

Place

:Date:

Signature

Designation

Seal

Appendix IV

Format for furnishing other Short listing Criteria

Criteria	Maximum Points	Details offered	Points awarded (to be filled by KSWC)
Process Certification	10 points		
The age of the company in software business	1 point for every year above 2 years subject to a maximum of 10 points		
Experience in ERP implementation (1 crore for single order/ 2 or 3 projects costing total not less than Rs.1 Crore.)(max 10) Successful installation in similar Organisations : per installation (max 10) Large scale Process/ Batchindustry installation (max 15)	Maximum 35 points		
Experience in deployment in Multi location units	10 points		

Experience in ERP deployment in Kerala	5 points		
All over Kerala	5 points		
Number and Quality of Manpower/ Developers and Promoters (More than 70% of employees are technically qualified with BE/B.Tech/MCA/MBA or equivalent and above)	5 points		
Experience in Process Re-engineering and/or work flow redesigning in medium to large Scale Organisations	10 points		
Training Capability (In-house training capability)	10 points		
ERP Software development/ deployment methodology	10 points		
Satisfactory References from the previous installations (at least two)	10 points		
Linkage with OEM (Own Software Registered partner) (the points will be awarded depending on the rating of the vendor by the principal software provider)	10 points Up to 10points		
Special features, if any	5 points		
Proven Expertise in Process Improvement Consultancy projects	5 points		

Presence of Company-Kerala State	Nil 10 points		
The field support provided General : 2 points Specific : 10 points	Max 10 points		
The software application is developed based on ERP Open Source Technology	40 points		
Total	200 points		

Place

Date

Signature

Designation

Seal

Appendix V**Other details**

Type of ERP Proposed	Own/ Third Party	Please specify the details in case is the product is not developed by you
In case of third party product, the relationship of the vendor with software developer		
Quality Certification, if any for the organization		Please submit supporting evidence
Quality certification if any for the product		Please submit supporting evidence
Experience in deploying ERP Solutions		Specify the type of organization, nature of business, value of the order (please attach separate sheets if needed)
Experience in deploying ERP in Web based Networks, Largescale organization, if any		Give the details as above
Experience in ERP deployment in multi-location units		Give details

Experience in process Improvement Projects		Please give details
Consultancy Experience in Process re engineering and Workflow redesigning projects		Please give details
Details of Installations in Kerala		Give details
Details of offices in Kerala		Give details
Number of ERP consultants with Name, qualifications and Experience		Please indicate how many of the team members have vernacular capability
Training Capability		Please specify if you have any proven expertise in ERP training
Experience in Multiple technical platforms		Please specify the multiple OS,database and ERP capabilities
The Software Technology Platform (Proprietary or Open Source)		Please specify if the solution is developed in Free and Open source platform. Please give the technology details
References from previous installations with contact address and phone number		Please include at least three references

Post Implementation Support available		Please specify whether you have offline/ on-line/ filed support available to support KSWC in the post implementation period
ERP Deployment methodology		Please give details of the approach you would follow in development and deployment of ERP software (please attach additional sheets if required)
Tentative time period for completion of project		
Any other information you would like to provide		

Place

Date

Signature

Designation

Seal