



**Ministry of Agriculture, Agrarian Development, Irrigation, Water Supply and drainage,
Food Supply and Distribution, Trade and Cooperative Development**

Southern Province

Request for Proposals (RFP)

**Selection of reputed and established exporter for exporting embul banana associated pack
house in Hambanthota, Sri Lanka**

1. Introduction

Banana is one of major fruit crops and the highest selling fruits in Sri Lanka. Embul banana possesses a great potential in expanding the existing slot in the foreign market. Currently, some issues in embul banana export have been identified. They are; insufficient farmer's skill and knowledge, lack of appropriate technology, poor infrastructure facilities, unawareness of foreign market and lack of linkages between producers and exporters.

In this context, the Ministry of Agriculture and Plantation Industries with participation of the Southern Provincial Council implements, "Embul Banana Promotion Project" to address the gap and utilize the potential in the Hambanthota district.

Objective of the project is to increase the embul banana export. Implementation strategies of the project are; farmer training, introducing proper agronomic practices, developing infrastructure, training for post-harvest management and establishing proper linkages between foreign markets. The project is being implemented in Hambanthota district. The area was identified as a high potential of producing high quality embul banana. Climatic conditions and soil requirements in the area are mostly favorable for embul banana cultivation. Further, number of experienced farmers and skilled labors are also available in this area.

The project has promoted 200 banana farmers covering total extend of 200ac. All the farmers and service providers have been trained for the cultivation as well as post-harvest handling and export oriented production.

In addition to this number, other large, medium and small scale banana cultivating farmers are available in the district as well as adjacent areas. Currently, most of the beneficiary farmers are cultivating banana for the local market.

2. Background of the assignment

Development of export linkages is also a key task of the project. Hence, the ministry proposes to promote export of embul banana to the suitable countries.

The purpose of this RFP is to invite suitable exporters to network with the project to export their production.

3. Facilities proposed by the GOSL

Currently, following facilities are being developed;

- i. 200 farmers are trained for export quality embul banana cultivation. They cover 200ac
- ii. Capacity building program was completed for district agriculture instructors
- iii. Construction of fully pledge banana pack house/ processing center is ongoing (further, this will be completed as per the requirement of the selected exporter)
- iv. The project will facilitate the exporter to organize farmers

4. Strength and the role of the exporter

- i. Continuously purchase of the production at least 5 years' period
- ii. An agreement is to be sign with the individual farmers by the selected exporter
- iii. Expand farmer's knowledge and skills in cultivation of export quality banana
- iv. Special considerations will be given who are able to purchase the rejected banana (less quality than export) for local marketing or value addition
- v. Advance training should be given in crop production, productivity and reduce postharvest losses

5. Qualification of the Exporter/ Export Company

- The Exporter/ Export Company shall have sound track record in exporting fruits and vegetables. Please submit amount of annual exports of banana or related products
- The Exporter/ Export Company should have previous experience of working with farmers/producers
- Exporter/ Export Company shall have valid Company registration/ business registration
- Special consideration will be given for the company who are currently exporting embul banana

- 6. An outline of the expected RFP** (A comprehensive business proposals regarding embul banana export should be submitted by the intended exporters or export companies including following)

6.1 Letter of RFP

- The letter should clearly expressed the interest to participate in this project
- Following declaration has to be incorporated
“I declare that details furnished above by me are true and correct and agreed to the terms of references of this RFP”.

Authorized signature:

Name:

Seal:

Date:

6.2 Company profile

- Name of the institution
- Address of the institution
- Authorized contact person
- Name
 - Designation
 - Contact details
- Contact details
 - Telephone
 - Fax
 - email
- Business registration
 - Reg. no.
 - Date of registration
- Audited Financial Reports for the last three years
- Business Proposal (must be attached)

6.3 Experiences in similar projects

- Experience of each of the similar projects should be submitted as per the following table indicating the given criteria (please attach any documentary evidences, if available)

S/No	Item	Description
1	Nature of the Project	
2	Capacity	
3	Location	
4	Investment (USD)	
5	Date of Commencement	

6.4 Other supporting documents to show the capacity of the exporter

- Company registration
- Business registration
- Certificates obtained for fruit export
- Quality standards
- Staff profiles etc.

7. Method of shortlisting

Exporters will be shortlisted based on proposals submitted by potential exporters/export companies

Methodology, networking with farmers, special training and other facilities provided by the company to farmers, quantity expected to export, purchasing method, time duration of the purchase agreement, No. of field staff employed, financial capability, export related Certificates, Number of years in the export industry (banana or fruits)

Documentary evidences of experience in carrying out in similar projects

- Management expertise demonstrated in the past

- Financial capability

8. Proposal submission

Interested parties are invited to submit their Request for Proposals (RFP) to the Ministry of Agriculture, Agrarian Development, Irrigation, Water Supply and drainage, Food Supply and Distribution, Trade and Cooperative Development, Southern Province by registered post, courier or placed in the tender box kept at the Accounts Division of the Ministry as a hard copy along with relevant documents and information on or before 30th November 2023 at 2.00 p.m Local Time.

DISCLAIMER

The Ministry of Agriculture, Agrarian Development, Irrigation, Water Supply and drainage, Food Supply and Distribution, Trade and Cooperative Development, Southern Province may in absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this RFP.

The Secretary

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