



**HARYANA AGRO INDUSTRIES CORPORATION  
LIMITED**  
(A Haryana State Undertaking)

CIN No. U51219HR1967SGC041080  
EPBX: 0172-2561317, 2560920  
Fax: 0172-2561310, 2561313  
Website: haic.co.in  
Email: haicpkl@gmail.com

**Registered Office:**  
Bays No. 15-20  
Sector - 4, Panchkula

Har-Hith/EOI/2022/001

**EXPRESSION OF INTEREST FOR REGISTRATION/ EMPANELMENT OF B2B  
AGGREGATOR FOR THE SUPPLY OF FMCG PRODUCTS (HUL, NESTLE,  
CADBURY, COLGATE, COKE, GODREJ, BRITANNIA, HIMALAYA, BAJAJ,  
PERFETTI, DABUR, PATANJALI & ETC.) TO HAICL SPECIFIED DELIVERY  
POINTS WITHIN THE STATE OF HARYANA**

Government of Haryana launched the Retail Expansion Project by Haryana Agro Industries Corporation Limited for retail outlets for Consumer Goods. Broad objective of the Organization is to provide an alternate channel to promote entrepreneurship, provide best quality products at discounted prices, help in promoting State owned MSME/NGO/SHG/FPO and other manufacturer within the state, promote retail policy of Haryana and generate employment across the State. Going forward, the organization would help generate market for innovative products across perishable & consumer goods that will further promote entrepreneurship and manufacturing efficiency in the State.

It has been proposed to set up 2000 retail stores/outlets across the 22 districts of Haryana, which will help in boosting the spirit of entrepreneurship and generating favorable employment.

For this purpose, HAICL intends to invite EOI for B2B Aggregators for the supply of fast-moving products of HAICL empaneled FMCG brands (HUL, Nestle, Cadbury, Colgate, Coke, Godrej, Britannia, Himalaya, Bajaj, Perfetti, Dabur, Patanjali & etc.) and fast-moving products of non-empaneled leading recognized brands and certain fast-moving essential commodities to specified delivery points within the state of Haryana.

The application form and other terms & conditions may be downloaded by the interested parties from HAICL website [www.haic.co.in](http://www.haic.co.in)

The interested party may send the proposal and HAICL will vet the application and empanel the party. The EOI is live in order to keep ongoing empanelment process.

1. Intending B2B Aggregator shall submit an application at [haicpkl@gmail.com](mailto:haicpkl@gmail.com) and in a sealed envelope also in the prescribed format (duly filled in) along with supporting documents.
2. HAICL reserves the right to accept or reject any or all applications without assigning any reason thereof. The issue of this document does not in any way commit or otherwise obliges HAICL to proceed with all or any part of EOI process. The EOI is not the subject of any process of contract or any contractual obligations between HAICL and prospective B2B Aggregator.

### **Introduction:**

Hon'ble Chief Minister of Haryana Launched the Retail Expansion Project of Haryana Agro Industries Corporation Limited (HAICL) under the single brand umbrella "Har-Hith" on dated 17<sup>th</sup> October, 2021. Under the brand name Har-Hith, 2000 retail outlets are to be opened in Rural & Urban areas across Haryana State. So far, **850+ Har-Hith** stores are operationalized.

HAICL invites applications from B2B Aggregator for various varieties of National Level products etc. meeting minimum eligibility as described in Para B of this document.

### **A. Scope of Work:**

#### **a. Registration on E-Portal of HAICL and supply conditions**

- i. Selected B2B Aggregator will be required to get themselves registered/Empaneled for the supply of FMCG products to HAICL. Selected party will have to deposit EMD cum Security deposit of 1 lacs.
- ii. Selected Aggregator will Supply FMCG products like HUL, Nestle, Cadbury, Colgate, Coke, Godrej, Britannia, Himalaya, Bajaj, Perfetti, Dabur, Patanjali, etc.& and certain fast-moving essential commodities to HAICL at specified delivery points within the state of Haryana
- iii. The interested Aggregators are requested to submit all the requisite documents via email and also in a sealed envelope only through courier/registered post at the HAICL office. The master envelope can be submitted at the registered office of the HAICL i.e. **Manager Procurement**, Haryana Agro Industries Corporation Limited, Bays No. 15-20, Sector-4, Pacnhkula-Haryana-134112, by hand or through courier/registered post. For further assistance kindly contact HAICL Office (0172-2561305).
- iv. Selected B2B aggregator will send monthly proposal with offers to HAICL for fast moving products of national recognised brands only. HAICL will do comparative analysis between proposals from empanelled aggregators

and also with prices already finalised with empanelled FMCG companies. HAICL will place order to that supplier only whose rates are least after comparison.

- v. In coordination with brands, Selected aggregator will provide/arrange marketing materials like vizi coolers, standees, wall cutout, carry bags, display units etc in order to promote sales at HARHITH stores.
- vi. Selected B2B aggregator will assist HAICL to seek visibility space benefits/rental from supplying brands. This is important to provide revenue to Harhith Franchisees. Selected B2B aggregator may also align HAICL with providers of best practises in order to increase revenue of Harhith franchisees.
- vii. HAICL seeks the products supplied by the aggregator should have ideally more than 50% available shelf-life for both Food/Non-food products. The aggregator will communicate to HAICL by mail for the available shelf life of Food/Non-food products before raising PO's by HAICL or before supplying the products.

**b. Penalty clause for quality or delay: -**

- i. All Aggregators are required to supply the material within 10 working days of the purchase order. Stock delivered after the due date of delivery will not be accepted.
- ii. Default in supplies either wholly or partly, post extended delivery period, on account of quality or quantity or delay in supply may result in cancellation of the contract and undelivered quantity may be sourced from other sources at risk and cost of the Aggregators.
- iii. If supplies received is not meeting the agreed quality specifications, the stock will be rejected. In the event of stock rejection at the HAICL delivery point, the Supplier will replace the rejected supplies at its own cost within 10 working days. The replacement supplies will undergo assessment and if the same are found not as per specified quality parameters then such stocks will also be rejected. If again the Supplier fails to replace the rejected stock within 3 working days, contract will be cancelled and EMD will be forfeited. On 3 consecutive stock rejections the supplier will be blacklisted and maybe debarred from further supplying to HAICL.
- iv. **Return to vendor (to be mutually agreed)** - All unsold or expired stock (not damaged) if any is left at the DC or franchisee stores, it will be returned 100% at the cost of aggregator within 10 days after the intimation of the stocks from the point it has been originally supplied that is HAICL warehouses. In case stock transferred by HAICL to its franchisees expires at the franchisees stores HAICL has to lift back those stocks & return to

the aggregator & will charge 4% cumulative cost of product cost on the ground of reverse logistics from the aggregator.

- v. **Payment:** - Payment terms for supplies shall be 07-15 days from the date of receipt of the material. In case of sample picked up for lab testing, payment shall be done after a satisfactory laboratory report about the quality of material.

- c. **Storage Unit Hygiene and Right to do Godown Visit:** - The selected B2B Aggregator should maintain the Storage Unit hygiene as per the FSSAI standards. HAICL has the right to visit aggregator's premises at any time and can also do surprise check of facilities.

## **B. Minimum Eligibility Criteria**

- i. Interested B2B Aggregator may either be a proprietorship, partnership firm, Limited Liability Partnership Firm (LLP) or a Company (registered under the relevant provisions of Companies Act of 1956 or 2013) or a joint venture where either partner or each partner should be eligible as per this document.
- ii. Interested B2B Aggregator must have following registrations and certifications and shall provide a self-attested copy of all the certificates with the application:
  - a. FSSAI registration, if required
  - b. GST registration
- iii. The total turnover of the aggregator for last 03 financial years should not be less than Rs 20 Crores. Balance sheet copies duly attested / certified by the Chartered Accountant/ any authorized person.
- iv. The interested B2B Aggregator supplying FMCG Products preferably should have more than 05 years experience in supplies, however experience should not be less 1 years. The proof may be in form of invoice/work order etc.
- v. The interested B2B Aggregator should have experience of handling and managing minimum 5 brands of A category like HUL, P& G, Tata, Nestle, Coke, Pepsi, Cadbury, Britannia, Parle, MDH, ITC, GPI etc.
- vi. The interested B2B Aggregator should have experience in managing supplies to recognized Modern trade /state or central government undertakings, stores of cooperative societies etc.

- vii. The interested B2B Aggregator should not have been prosecuted for violation of rules / laws under the Essential Commodities Act or any such other laws or orders there under in any court of law and shouldn't have been blacklisted by any State/Central Govt. body/ Public Sector Undertaking at any point of time in India.
- viii. The interested B2B Aggregator should not be involved in any major litigation that may have an impact of affecting or compromising the delivery of services as product supplier to HAICL.

**C. Documents required to get registered at e-portal:**

1. **Valid PAN and GSTIN Copy (Self attested copies to be submitted)**
2. **Copy of Cancelled Cheque**
3. **Aadhar card copy of the Authorized person/signatory/Owner.**
4. **Partnership deed copy, in case of Partnership firm**
5. **Company Incorporation certificate, MOA and AOA, in case of Company**
6. **Authority Letter/BR in the name of an Authorized person.**
7. **Any other documents required as per the eligibility clause of this document**

**Self-attested copies of all above-given Documents.**

**D. Evaluation of applications:**

All received documents are to be examined by the committee of HAICL. The committee shall evaluate details submitted by the interested B2B Aggregator and examine the documents provided vis-a-viz the requirements specified in the EOI document. HAICL reserves its right to accept or reject any or all the applications and/or ask for any additional and/or missing documents from the interested B2B Aggregator (s).

The selected B2B Aggregator will be informed regarding acceptance of their application(s) and would be eligible to supply goods to HAICL as per requirement against the PO so raised after confirmation of prices.

In case of any disputes arise in future, if any, the decision of the committee of HAICL or the Managing Director of HAICL will be final and binding on all parties and no appealer representation will be entertained in this regard.

**Application Letter**

To,  
The Managing Director,  
HAICL, Head Office  
Bays No. 15-20,  
Sector - 4, Panchkula

Ref. EOI vide no. \_\_\_\_\_

Dear Sir,

I/We have thoroughly examined and understood all the terms and conditions as contained in the EOI and agree to abide it.

I/We hereby offer to supply essential FMCG products (as directed and specified by HAICL) on the agreed prices.

Yours faithfully,

Authorized Signatory

**Registration Form**

**1. Supporting Documents**

Name of Interested manufacturer/processor/supplier	
Firm type (Private limited, LLP or Limited, Proprietorship, Partnership)	
Registered office	
Name of proprietor/partner/director	
GSTIN Number	
PAN Card Copy	
FSSAI License	
The address proof of the authorized signatory, namely, Telephone Bill/ copy of passport / electricity bill/ voter ID proof should be submitted along with the application.  The address proof in respect of the firm shall be either certificate of registration or certificate of incorporation issued by the concerned authority.	

**2. Declaration on Stamp Paper (Rs 100 denomination)**

Self-declaration for not been blacklisted by any State/Central Govt. body/ Public Sector Undertaking at any point of time in India	
Self-declaration for not been involved in any major litigation that may have an impact of affecting or compromising the delivery of product supply services to HAICL	
Self-declaration for not been prosecuted for violation rules / law under Essential Commodities Act or any such others law or orders there under in any court of law.	

Date:

Place:

**AFFIDAVIT**

1. I, the undersigned, do hereby certify that all the statements made in the required attachments are true and correct.
2. The undersigned also hereby certifies that neither our firm **M/s**\_\_\_\_\_ have abandoned any work Govt. of India/or any State or Govt. undertakings nor any contract awarded to us for such works have been **rescinded/terminated** on account of our default, during last five years prior to the date of this bid.
3. The undersigned hereby authorize(s) and request(s) any bank, person, firm or corporation to furnish pertinent information deemed necessary and requested by the Department to verify this statement or regarding my (our) competence and general reputation.
4. The undersigned understand and agrees that further qualifying information may be requested and agrees to furnish any such information at the request of the Department/ Project implementing agency.

**(Signed by an Authorized Officer of the Firm)**

**Title of Officer:-**

**Name of Firm:-**

**Date:-**