



Tender ID: 933468
RFP (Request for Proposal)
Through AP E-Procurement portal

FOR SELECTION OF O&M PARTNER
ON LEASE BASIS TO OPERATE AND
MAINTAINANCE

INTEGRATED PACK HOUSE & VHT SYSTEM
AT TIRUPATHI, TIRUPATHI DISTRICT,
AP, INDIA

FOR NEXT (3) YEARS i.e., 2026-2027, 2027-
2028 & 2028-2029.



Andhra Pradesh State Agro Industries
Development Corporation Limited

G1,G2,101 Prime Hill Crest,Vaddeswaram (Village),Mangalagiri (Mandal),
Guntur District - 522502

REQUEST FOR PROPOSAL

**A. P. S. AGRO INDUSTRIES DEVELOPMENT CORPN LTD
G1, G2,101 Prime Hill Crest,Vaddeswaram (Village),Mangalagiri (Mandal),
Guntur District - 522502**

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AP Agros/IPH&VHT/TPT/19-20 Dt:12.05.2026

**The APSAIDC Ltd invites
offers from reputed eligible firms for
"Selection of PARTNER /ON LEASE BASIS" to operate and maintenance
of the "Integrated Pack House and Vapour Heat Treatment System" facility
at Tirupathi , Tirupathi District ,Andhra Pradesh , India as is where is basis.**

**Request for Proposal Schedules may be obtained from
the AP E -Procurement portal and AP Agros website www.apagros.org
FROM 14/05/2026 to 28/05/2026 UPTO 12.00 Noon.
by paying a sum of Rs.25,000/- in the form of demand draft
drawn in favour of APSAIDC Limited payable at Vijayawada
between 10.00 AM to 5.30 PM
on all working days
The last date for receipt of RFP is
upto 12.00 Noon on 28/05/2026 and same
will be opened at 3.00 PM on the same day.**

Cost of tender Schedule	Submission of Bids starting and Closing Dates	Pre-Bid Meeting to be Held on	Last date and Time for Submission of Bids	Date of Technical Bids
Rs.25000	14-05-2026 to 28-05-2026	19-05-2026 at 11:00 AM	28-05-2026 upto 12:00 Noon	28-05-2026 at 3:00 PM

**Sd/-
Vice Chairman and
Managing Director**

Purpose of the Request :FOR SELECTION OF O & M PARTNER UNDER / ON LEASE BASIS TO OPERATE AND MAINTAINANCE INTEGRATED PACK HOUSE & VHT SYSTEMS ON LEASE BASIS AT TIRUPATHI, TIRUPATHI Dist.,AP STATE,INDIA .

Reference : AP Agros/IPH&VHT/TPT/19-20

1. **PREAMBLE**

1.1 Andhra Pradesh State Agro Industries Development Corporation Limited (APAGROS), an Andhra Pradesh Government Undertaking, proposes RFP (Request for Proposal) to select O & M Partner on lease basis to operate, maintain, market VHT and Pack House on lease basis at TIRUPATHI, Tirupathi district. AP state, india.

1.2 The VHT system and pack house is situated in Tirupathi of Tirupathi District of Andhra Pradesh. The Plant is easily accessible both by road as well as by rail link to all major destinations in the Country. The details of the proposed VHT & PACK HOUSE are as follows:

<u>Item</u>	<u>Detail</u>
1)Location of the INTEGRATED PACK HOUSE & VHT SYSTEM	Agriculture Market Yard, Thiruchanur Road, Tirupathi, Tirupathi Dt. of Andhra Pradesh State, India. Contact: AP AGROS District Manager,Tirupathi. Ph.No:7981957929.
2) Physical dimensions & Layout of INTEGRATED PACK HOUSE & VHT SYSTEM	As enclosed at Annexure - II
3)List of equipments in INTEGRATED PACK HOUSE & VHT SYSTEM	As enclosed at Annexure - III
4)Activities and services	Cleaning, sorting, grading, pre- cooling, ripening, Vapour Heat Treatment, cold storage.

1.3 The proposed VHT & Pack House is ready in all aspects for commercial usage.

1.4 The VHT & PACK HOUSE is a service facility which farmers, small scale food processors, exporters, importers, Government Departments and even industry can utilise on lease basis.

1.5 AP AGROS raised all the finances required to set up and complete the VHT & PACK HOUSE.

1.6 The VHT & PACK HOUSE is equipped with standard and latest technology equipment.

1.7 The VHT & PACK HOUSE requirement of power and utilities etc., are arranged by APAGROS and it will be handed over in ready to operate condition.

1.8 Water required for VHT & PACK HOUSE and also for other domestic requirements will have to be met from bore wells/ supply from tankers to be arranged in the premises at the cost of lease holder.

1.9 No harmful effluents are generated in the process. However, lease holder shall make suitable arrangements for treatment / disposal of spillages etc.,

1.10 The proposed VHT & PACK HOUSE is well connected by road to facilitate transportation and with good accommodation facilities near by.

1.11 The objective of the proposed Request for Proposal (RFP) is to lease the VHT and Pack House for Operation, Maintenance, Marketing and Management of the facility. The pack house is proposed to be operated as common facilities for export of fruits and vegetables. The ownership of the facility will rest with APAGROS.

2. Eligibility conditions for applicant

2.1 The Applicant must have at least 5 years experience in fruits and vegetables related trade / processing and must produce proof of same.

2.2 The Applicant must have annual turn over of more than Rupees one crore and shall have current net worth of at least Rs.1.50 crores and should submit copies of relevant documents in support of the above.

2.3 Preference will be given to applicants having experience in running cold rooms and VHT Systems.

2.4 The Applicant must have export registration with APEDA for export of fruits & vegetables.

2.5 The RFP will be scrutinized for eligibility and suitability of applicants to i) run the pack house (ii) run the Vapour Heat Treatment System (iii) Manage the backward & forward linkages involved in export of fruits / vegetables outside the country and in particular to Japan.

The eligible firms only will be invited to offer their prices after preliminary eligibility is confirmed.

3. instructions for submission of RFP schedule

3.1 The concerned applicant(s) must submit the complete information with all documents indicated in Annexure-I in a separate sealed cover duly superscribing "RFP" for selection of O & M partner / on lease basis to operate and maintenance integrated Pack House & VHT systems on lease Basis at Tirupathi, Tirupathi district, along with covering letter and E.M.D. draft as stipulated under item No.4.2 of the general terms & conditions.

3.2 The application shall be typed or written in indelible ink and an authorized signatory of the Applicant, as applicable, shall initial each page. The person(s) signing the application shall also initial all the alterations, omissions, additions, or any other amendments made to the application.

3.3 Applications should be submitted before due date and time, in the manner and form as detailed in this RFP.

3.4 AP AGROS may, in exceptional circumstances, and at its sole discretion, extend the above application due date by issuing an Addendum. Any Addendum thus issued will be sent in writing to all those who have purchased the Tender schedule document and would also be posted on the website.

3.5 If the applicant desires visiting the VHT & Pack House site for ascertaining the location, surroundings, or any other matter considered relevant, it will be facilitated at their cost.

3.6 AP AGROS reserves the right to inspect the premises of RFP applicant to ascertain the eligibility and suitability of applicant to run the VHT & Pack House, Tirupathi, during the RFP process or later.

3.7 The last date for submission of sealed application is from 14/05/2026 to 28/05/2026 upto 12.00 Noon at the Regd.Office of the Corporation in the presence of applicants / authorized representatives/committee members.

4. GENERAL TERMS & CONDITIONS FOR THE APPLICANT/s

4.1 Initially the agreement period will be for period of 3 years from the date of Agreement. The Agreement period may be extended based on mutual consent of both parties.

4.2 Earnest Money Deposit (EMD) of Rs.2.00 lakhs (Rupees two lakhs only) shall be paid in the form of Demand draft only drawn in favour of APSAIDC Limited payable at Vijayawada. RFP without E.M.D. will be rejected.

4.3 The E.M.D. of unsuccessful applicant(s) shall be returned on finalization of applications.

4.4 The E.M.D. of successful applicant(s) shall be retained by the Corporation and refunded only after satisfactory completion of the agreement. The E.M.D. shall be adjusted against performance guarantee for successful applicant. This deposit will not carry any interest. The performance security shall be equal to quarterly average of contract value of concerned year.

4.5 The successful applicant shall furnish 1% of the asset value i.e. **Rs.12.00 lakhs** (total asset value is Rupees twelve crores) by way of DD, issued by any Nationalized scheduled bank in favour of APSAIDC Ltd, Vijayawada.

4.6 The E.M.D. shall be forfeited or the Bank Guarantee revoked in the following cases.

- a) If the Applicant withdraws his application during the interval between the application due date and till the date of finalization of successful applicant.
- b) If the successful applicant fails to provide the performance security within the stipulated time or any extension thereof provided by AP AGROS.
- c) If any information or document furnished by the applicant turns out to be misleading or untrue in any material respect; and
- d) The 1% asset value of amount shall be adjusted in case of damage to the machinery under operation.

4.7 The applicant shall submit duly notarized declaration along with the application as per the proforma furnished under Annexure-VI on Rs.100/- non-judicial stamp paper.

4.8 The authorized person representing the applicant who is signing on the RFP. documents and also participating in the opening of RFP. shall attach a copy of authorization along with RFP. schedule from the appropriate authority of the firm as per the By-laws of the firm / Company.

4.9 The obligations of AP AGROS and O & M lease holder as furnished in Annexure IV should be adhere to.

4.10 In case of any dispute or difference arising out of the agreement between the two parties relating to any aspect of the agreement, the parties should attempt to settle the dispute through mutual and amicable discussions. If the dispute is not settled through such discussions, the matter shall be referred / settled as per provisions of Arbitration and Conciliation Act, 1996.

4.11 It is further to be agreed by both the parties that all differences and disputes if not resolved as above, shall be got resolved through the Court of Law of Vijayawada jurisdiction only.

4.12 AP AGROS at its sole discretion and without assigning any reason thereof, reserves the right to accept / reject any or all RFP applications at any stage of the process.

4.13 The notice for RFP & contract agreement shall be treated as one composite agreement in so far as the successful applicant is concerned.

4.14 RFP schedule shall be rejected if at any stage of the process it comes to our knowledge that any applicant is involved in any fraudulent practice or misrepresentation of the facts or tried to influence the selection process or indulged in any corrupt activities in competing with other firms and E.M.D. will be forfeited.

4.15 The H1 qualified bidder will only awarded the lease

4.16 5% enhancement for each year to renew for the next 2 year

ANNEXURE-I

CONDITION OF ELIGIBILITY FOR APPLICANT (ATTESTED COPIES WHEREVER RELEVANT TO BE ENCLOSED)

1. (a) Name of Applicant
- (b) Address of the office(s)
- (c) Date of incorporation and/or commencement of business
2. Brief description of the Applicant's main lines of business.
3. Name, Designation, Address and Phone Numbers of Authorised Signatory of the Applicant.

- a) Name :
- b) Designation :
- c) Company/Firm (Regd./Partnership/Pvt./Pub.) :
- d) Address :
- e) Telephone number :
- f) E-mail address :
- g) Fax number :
- h) Mobile number :
- i) GST No:- (Copy to be enclosed) :

4. Details of APEDA registration (Xerox copy to be enclosed):

5. Details of E.M.D.

6. Details of experience in fruits / vegetables related trade / processing for past 5 years, including volumes (proof to be enclosed).

Year	Variety of fruits / Vegetables		Volume (in M.tonnes)	Value in Rupees
	processed	Traded		
2014-15				
2015-16				
2016-17				
2017-18				
2018-19				

7. Profile of Organisation, including details of any / all experience as per Clause

2.5 of RFP(proof to be enclosed)

8. Details of experience as per Clause 2.3 of RFP schedule (proof to be enclosed).

S.No.	Details of Similar VHT Pack House facility	Client	Value	Time Period	Year
1.					
2.					
3.					

9. Financial Capability – Please enclose copy of audited accounts attested by Auditor for past 3 years

Financial Information in Rs. Equivalent	for year 2022-23	for year 2023-24	for year 2024-25
1. Total Assets			
2. Current Assets			
3. Total Liabilities			
4. Current Liabilities			
5. Profit before Tax			
6. Profit after Tax			
7. Annual Turn over			

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ANNEXURE-III

LIST OF EQUIPMENTS IN INTEGRATED PACK HOUSE & VHT SYSTEM

I.VHT System

a. General Specification	
1. Machine Model	MKE-5000P (Container Type)
2. Operation Capacity	5000 KG / 1 (Mangoes) per batch 12 pallets for one batch – at normal operating capacity
3. Size of Equipment	15000x5000x4000Hmm
4. Size of Chamber	14720x2438x2800Hmm
Includes:	
a. Heater	240kw (20kw x 12 sets)
b. Aux. Fan for Air Circulation	0.75kw x 12 sets
c. Air Compressor	11.0 kw
d. Pressurized Water Pulp	125w
e. Pressure Pump	3.7kwx2
f. PVC Piping	1 lot (inbuilt)
g. Exhaust Damper	1 unit (inbuilt)
h. Humidifier Unit	1 set (inbuilt)
i. Auto Transformer	1 no.
B. Control Panel	
1. Inside Temperature Control Device	Digital Type, Pt 1000
2. Humidity Control panel	Digital Type, Pt 1000
3. Temperature Recording Device and Alarm device	Digital Type, Pt 1000
4. Voltage	220V / 200V
5. Input Electric Power	300kw 3. Phase, 415 V \pm 5%
6. Frequency	50 Hz

7. Fruit Sensor	Pt: 1000x12point
C. Materials	
1. Interior walls	Stainless Steel
2. Exterior walls	Steel

D. Trays	
1. All suitable Food Grade Trays for 3 batches	
a) Size	593x393x206mm for mangoes (432 pcsX 3 SETS)
b) Material	Polypropylene
2. Pallet (12 per batch)	12 pcs X 3 sets
3. Size	1200x1200x150mm (12 pcs)
4. Material	Polyethylene – Food Grade
E. Consumables	
1 Cooling Water Quantity	720 Lt/min (2.0kg/cm ² – for mango cooling after VHT / take direct to pre-cooler

II. LIST OF EQUIPMENTS IN INTEGRATED PACK HOUSE

(A) PACKING & GRADING LINE (3 MTS/HR)

S.NO	Description	Qty in Nos
1	De-Sapping Tables	10
2	Pre-Washing Tank with Elevator	1
3	Final wash tank with elevator	1
4	Brusher Unit	1
5	Scalder/Hot water Treatment Unit	1
6	Separator Unit(Simulator)	1
7	Mechanical Weight Sizer	1
8	Cross Belts	1
9	Electrical Panel	1
10	Mango Handling crates	1000
11	Hand Pallet Trucks	2
12	Pallets	25
13	Ethylene Gas Cylinders	2
14	Electronic weighing machines	2
15	Laboratory equipments	9
16	Stainless Steel Packing Tables	3

(B) COLD STORE & RIPENING SECTION

1. PRE-COOLING CHAMBER OF 10 MTs CAPACITY.
Made up of 80 mm PUF Panels and slabs, Gas tight insulated upward sliding door with Bitzer Compressor
2. RIPENING CHAMBER – 1 No.15 MTs CAPACITY
Made up of 80 mm PUF Panels and slabs, Gas tight insulated upward sliding Door with Ethylene injector and Bitzer Refrigeration Unit.
3. COLD STORAGEES - 2 Nos. 40 MTs CAPACITY EACH
Made up of 80 mm PUF Panels and slabs, insulated with sliding door with Bitzer Refrigeration Unit.

Also includes FRP Cooling tower, Humidifiers, Pumps, condensing units, Ethylene injector and Electrical Control Panel etc.

III. ELECTRICALS

1. APSPDCL SUPPLY WITH 400 KVA TRANSFORMER & H.T. YARD
2. D.G.SETS – 2nos of 400 KVA
3. ELECTRICAL PANEL ROOM WITH PCC PANEL, STANDARD D.G.SET PANEL
& AMF PANEL
4. LIGHT AND OTHER ELE. FIXTURE INSIDE AND OUTSIDE PACK HOUSE

IV. CIVIL STRUCTURES

1	Integrated pack house with 1715 sq.mts. built up area with 5 mts width dock
2	Two RCC sumps of 25000 liters +50000 litres Capacities
3	RCC Panel Board Room
4	Generator Hard Stands (2 Nos).
5	Cooling tower pedestal
6	Compound wall
7	One bore well with pump set

V. Miscellaneous Assets

1. Office Furniture
2. Two (2) A.Cs. for VHT Panel Room and Quarantine Inspector's room
3. Change room material

RANGE OF SERVICES AND CAPACITIES AVAILABLE IN INTEGRATED PACK HOUSE & VHT SYSTEM

S. No.	Section	Capacity
1	Cleaning, Washing, Grading line	3mts/Hr
2	Pre- Cooling	10 MTs/4 hrs
3	Ripening chamber	15 MTs
4	Cold store	80 MTs
5	Vapour Heat Treatment	5MTs/batch of 4 Hrs.

INVESTMENTS IN INTEGRATED PACK HOUSE & VHT SYSTEM

Sl. No.	Particulars	Cost (Rs. In lakhs) TIRUPATHI
1	Land & Site Development	57.00
	aLand 3 acres at Tirupathi	36.00
	bDrainage Storm water/waste water	1.50
	cWater tank and sump	8.50
	dCompound wall, security, Gate etc	11.00
2	PACK HOUSE Building including change rooms, Utility rooms, loading dock etc	120.00
3	Plant & Machinery	959.47
	aVHT System and Generator	721.03
	bPack House equipment, Ripening, Cold rooms with Generator	238.44
4	Electricals	57.75
5	Miscellaneous Fixed Assets like Electronic weighing Machines, Desapping trolleys, pallet truck, pallets, crates	10.00
6	Contingencies @ 5%	54.47
7	Working Capital Margin	74.70
	Total	1333.39

ANNEXURE - IV

OPERATION (including Maintenance, Marketing) AND MANAGEMENT OF AP AGROS INTEGRATED PACK HOUSE & VHT SYSTEM ON LEASE BASIS.

I. Obligations of parties:

The **AP AGROS** will undertake following functions:

1. Establish the VHT & PACK HOUSE with all the required equipment and accessories excluding Manpower, consumables, spares, utilities, glassware, excluding the first set of consumables/spares, if any, supplied by APAGROS.
2. Unhindered access to the Private operator and his personnel during the contract period subject to the conditions of contract/agreement.
3. Assist in getting various registrations and approvals from the Govt. authorities.

The OEM **Lease holder** will undertake following functions:

1. Operate & Maintenance the VHT & PACK HOUSE as required by various laws/ accrediting institutions/ cGMP requirements and prevailing standards for exports at his own cost.
2. Generate business for the VHT & PACK HOUSE by marketing the facility to various industries/departments desirous of using the common facility for their fruits and vegetables export.
3. Provide the manpower required as per the industry norms at their own cost for Operation, Maintenance, business development, office work, maintaining of equipment, utilities, buildings, security etc.
4. The OEM Lease Holder on Lease basis can undertake any additional temporary structures with his own funds with prior written approval of A.P.AGROS. However, such structures have to be dismantled by Lease holder at the end of lease period. The APSAIDC will not bear the cost for erection or dismantling of such structures. Further, if at any time it is felt that the additional

temporary structure is causing any obstruction or problem, the Lease holder has to dismantle the same within one week of written intimation of same by AGROS.

5. Purchase and maintain required crates, pellets, supplies, gas and other consumables for regular Operation and Maintenance.
6. Meet all the finances required for operation and maintenance from the service revenue of the VHT and Pack House facility and if it is insufficient from their own sources.
7. Procure and process Fruits and vegetables, as per the national and international best practices.
8. Apply, coordinate and obtain various approvals/certifications and accreditations for the facility and production batches as required.
9. Adequately stock spares and ensures maintenance of VHT & Pack house equipment at all times such that the condition of machines are as original subject to the wear and tear due to the regular operation.
10. Hand over the premises at the time of cessation of contract/agreement with all the fixtures, fittings, and all the equipment as per inventory at the time of handing over and additions made if any as per contract in the same working condition as at the time of handing over subject to natural wear and tear.

11. **GENERAL**

1. The VHT & Pack House is to be operated as Common facility for export of fruits and vegetables.
2. The ownership of the entire VHT & Pack house remains with APAGROS.
3. Lease holder shall operate the facility with in 30 days of selection and due handing over. The bidder shall complete all formalities such as entering into agreement/contract, providing the Performance security amount for quarterly charges and security amount for 1% value of the Facility with in this time of 30 days.
4. The Lease holder shall arrange documentation of all persons, commodities, quantity, origin and other related information about the using of facility, section wise/component wise and shall provide the same to AGROS when requisitioned.
5. The Lease holder shall be able to operate the VHT & Pack house round the clock during season.
6. The Lease holder shall be responsible to pay all taxes, fee, Power charges and any other amount asked by any department/government etc.
7. AP AGROS reserves the right to terminate the agreement in the case of non availability of facility for common usage, lack of proper staff for operation and maintenance of facility, failure to pay the amounts due to APAGROS in time, and any other situation which may result in not being able to use the facility for which it is set up.
8. AP AGROS reserves the right to utilize 10% capacity of any section(s) of the Vapour Heat Treatment and Integrated Pack House facility for its own or for the farmers / farmers associations/Government Organisations & Departments at its discretion and the Lease holder shall process the same at the charges fixed as per point (5) above under "Obligations of AP AGROS"

II. BASIS

The facility will remain the AP AGROS owned facility given to private operator for fixed period for OPERATION AND MAITAINANCE on lease basis, with share on lease basis payable in monthly installments.

ANNEXURE – V

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FORMAT FOR FINANCIAL OFFER

Lease offer for operation & maintenance of Integrated Pack House & Vapour Heat Treatment facility at Tirupathi, Tirupathi District.

Pack House & Vapour Heat Treatment system:

Sl. No.	Year ending 31 st March of	Lease amount offered (in Rs.) per month along with Taxes	
		In Figures	In words
1.	2026-27		
2.	2027-28		
3.	2028-29		

ANNEXURE – VI

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DECLARATION ON Rs.100/- NON JUDICIAL STAMP PAPER

1. I/We have read and understood the terms and conditions of RFP schedule relevant to "RFP notice" dated _____ and I/We have submitted Annexure - I in accordance with the terms & conditions of above RFP schedule.
2. I / We shall not leak / misutilise the information given in Annexure II & III pertaining to the details of pack house & VHT facility.
3. The information furnished in the Annexure I is true and factual and I clearly understand that our RFP is liable for rejection, if any information furnished is found not true and factual, at any point of time.

place :
Date :

SIGNATURE OF THE APPLICANT
WITH SEAL