

THE PLANTATION CORPORATION OF KERALA LTD

(An ISO 9001:2015 Certified Company under Government of Kerala)

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Inviting Consultancy Service from professional Consulting Agencies

Plantation Corporation of Kerala Ltd. (PCKL), Kottayam invites financial bids from professional Consulting Agencies to evaluate its non/under-performing/under-utilized assets and propose ways to maximize revenue from them.

Summary

Plantation Corporation of Kerala Ltd., (PCKL) Kottayam, invites financial bids from eligible (see below for eligibility criteria) and competent professional Consulting Agencies to evaluate the functioning of some of its under-performing/non-performing/under-utilized assets (see below for details of assets) and propose possible ways and means to improve revenue from the same.

The selected Consultant is expected to conceptualize and propose revenue generating activities and concepts, including various commercial enterprises or changing the present ways of asset utilization etc. and make specific recommendations to PCKL. Once such concepts/activities identified and recommended by the Consultant are approved by PCKL, a suitable partner will be selected by PCKL through a competitive and transparent bidding process (with the help of the Consultant) to implement/operationalize the recommendations. The selected Consultant will be expected to prepare documents for inviting Expression of Interest (EOI)/ technical bids and financial bids from prospective bidders, evaluate the EOI/bids and help PCKL select the most suitable bidder.

Introduction

Plantation Corporation of Kerala Ltd. (PCKL) is a Public Sector Undertaking under the Department of Agriculture, Government of Kerala. Established in 1962, PCKL is registered as

a Private Limited Company, fully owned by the State Government. The primary business of PCKL is running plantations of rubber, oil palm and cashew. The Articles of Association of the Company allow it to take up any type of commercial activities in addition to cultivation of plantation crops. Presently the company has an annual turnover of around Rs.84 cr.

PCKL holds a total of 14,135 ha of plantations (estates) in different parts of Kerala. Most of the land is leased from the Forest Department and Revenue Department. PCKL also has more than 2500 ha of own land in Kasaragod district which is mostly under cashew cultivation.

Considerable extent of PCKL's land in Kasaragod estate in Kasaragod district is non-arable because of hard laterite rocky surface. Such lands are mostly plain areas situated adjacent to national or state highways. These lands may be ideal for setting up various types of commercial enterprises. There are also similarly uncultivable lands in the hilly, interior areas close to water bodies inside Kasaragod estate which may have potential for starting tourism related activities. Presently, PCKL gets little revenue from these non-arable lands.

PCKL runs a commercial tourism resort (Plantation Valley Farm Resort) that is situated in a very scenic location inside its Oil Palm Estate close downstream of the Adirappilly waterfalls, on the banks of the Chalakkudy river near reserve forests. Compared to other similar resorts, PCKL's resort is seriously under-performing. PCKL owns about 2.5 ha (at Vadavathoor near Kottayam town) and nearly 0.2 ha in Calicut city center which are prime real estate properties, but presently these properties are largely lying under-utilized.

Realising that these under-utilised/unutilized/nonperforming, but highly valuable assets are not earning any significant revenue or not performing their full potential and that their better/more efficient monetizing is extremely important for the financial wellbeing of PCKL, the Board of Directors of PCKL has decided to identify a competent Consultancy Agency that can make a comprehensive assessment of their commercial potentials and advise PCKL on how to go forward. As PCKL has serious financial and HR deficiency, it will require partners to execute such activities/projects/concepts identified by the Consultant.

Objective and Scope of Work by the Consultant

The objective of PCKL engaging a Consultant is to study the present status of its currently under-utilized/under-performing/non-performing assets and recommend how best to monetize/improve revenue from them. The assets that will come under the ambit of the present study by the Consultant include, the non-arable lands inside Kasaragod estate which are now making a loss or generate practically no revenue as of now, properties in Vadavathoor (Kottayam) and Calicut city, the real estate potential of which remains entirely unutilized, and the Plantation Valley Farm Resort near Adirapally waterfalls that is seriously under-performing its potential worth.

The scope of the work by the Consultant will be

- (i) to study the current performance/functioning of the above assets and recommend to PCKL possible ways and means by which the above assets can be better monetized by improving efficiency, implementing new projects, suggesting new strategies etc. and
- (ii) (ii) Help PCKL prepare bidding documents and select the most suitable bidder to implement the recommendations accepted by PCKL.

Prospective Consultants meeting the eligibility criteria may submit their financial bids for taking up the study as per the scope described above. Before submitting the financial bids, PCKL strongly recommends that the Consultants inspect the assets/sites to make a critical study of their past and present performance. The selected Consultants should recommend to PCKL ways and means to improve revenue from these assets by implementing different types of commercial projects or improving the present way PCKL is conducting its business with respect to these assets. The Consultant is not expected to make any DPRs, but shall make specific project ideas/concepts, strategies etc. to improve revenue from these assets.

The selected Consultant will be expected to recommend possible commercial projects/activities, mode of their implementation and advise PCKL on the best way to proceed to achieve its objective of improving revenue from these under-utilized/under-performing/non-performing assets. The selected Consultant will be expected to help PCKL prepare the documents for inviting EOIs and technical and financial bids, evaluate the bids and help PCKL select the most suitable bidder to implement the projects/activities.

Eligibility Criteria for the Consulting Agency

Consultants who have previous experience in consultancy work aligning within the objective/scope stated above are eligible to participate in this bidding process. Kindly enclose proof of such experience along with the financial bid.

Procedure for Submitting Financial Bids

Prospective bidders may inspect the assets and sites mentioned above before they submit their financial bids through eTender portal <https://etenders.kerala.gov.in> ,to conduct the proposed study. To arrange the visits, bidders may contact PCKL at the earliest. Typically, but not necessarily, the lowest bidder will be selected who will be required to take up the study of the performance of the assets mentioned above and submit detailed proposals for monetizing the same.

Last date for submitting financial bids for the consultancy work is 15.01.2025 5 P.M

Bid opening Date: 17.01.2025 3 P.M

For further information may contact :

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