



### **Expression of Interest (Eoi)**

For selection of Key Resource Person (KRP) (Sustainable Agri-Practices) on Advisory / Retainer / Contractual (flexible based on requirement) to advise and support MAHAPREIT in actively expanding its vertical in agro processing Value Chain and Biofuels, which includes fertilizer trading business, distribution of agricultural inputs, and the promotion of organic / natural farming.

**March 30, 2026**

**MAHATMA PHULE RENEWABLE ENERGY & INFRASTRUCTURE TECHNOLOGY LTD. (MAHAPREIT),**

A Govt. of Maharashtra Undertaking

Pinnacle Corporate Park B-501, Next to Trade Center, Bandra Kurla Complex, Bandra East, Mumbai  
400051.

<https://mahapreit.in>

### Time Schedule for Eol

S. N	Particulars	Details
1	Eol No.	MAHAPREIT/Admin/Eol-03/2026
2	Project name	Eol for Selection of Key Resource Person (KRP) (Sustainable Agri-Practices) on Advisory / Retainer / Contractual (flexible based on requirement) to advise and support MAHAPREIT in actively expanding its vertical in Agro processing Value Chain and Biofuels, which includes fertilizer trading business, distribution of agricultural inputs, and the promotion of organic / natural farming.
3	Start Date for downloading the Eol	30/03/2026
4	Last date of Submission of proposals in response to Eol	10/04/2026 at 3.00 PM.
5	Time and date of Opening of Eol	10/04/2026 at 4.00 PM.
6	Contact No. in case of any queries.	Contract No. 9869504818
7	Email Id for clarification of Eol	<a href="mailto:admin@mahapreit.in">admin@mahapreit.in</a>

## Expression of Interest

### Inviting

Proposal for Selection of Key Resource Person (KRP) (Sustainable Agri-Practices) on Advisory / Retainer / Contractual (flexible based on requirement) to advise and support MAHAPREIT in actively expanding its vertical in Agro processing Value Chain and Biofuels, which includes fertilizer trading business, distribution of agricultural inputs, and the promotion of organic / natural farming.

**1) Background:-** MAHAPREIT intends to establish its vertical in Agro processing Value Chain and Biofuels, which includes fertilizer trading business, distribution of agricultural inputs, and the promotion of organic / natural farming and hence required to select experienced Key Resource Person for providing the services as Advisory / Retainer / Contractual (flexible based on requirement) basis.

### **2) MAHAPREIT Information :-**

**I. Mahatma Phule Renewable Energy and Infrastructure Technology Ltd (MAHAPREIT) -** MAHAPREIT was set up in April 2021 to venture into RE and Green technology areas and infrastructure projects as fully owned subsidiary of MPBCDC and the Govt. of Maharashtra has allowed to take up RE and Green energy, Infrastructure projects on Govt-to-Govt basis (G2G basis) vide GR dated 10th July 2023. Government of Maharashtra has set up the "Mahatma Phule Backward Classes Development Corporation on July 10, 1978 under the Companies Act, 1956 with the main objective of accelerating the economic upliftment of the economically weaker families of SC communities in the State of Maharashtra. The ratio of shareholding between State and Central Government is 51:49 % respectively having authorized share capital of Rs. 1000 Crore.

**II. MAHAPREIT having objectives to establish and carry-on business of Generating, Trading, Operating, Leasing and Renting Renewable Power Projects, mainly but not limited to Solar Power Projects including Solar Parks along with sub-stations and transmission lines on ownership and/or build, own and transfer basis. Further objects are to establish and/or carry on business in relation to Decarbonization and energy efficiency, battery storage solutions, alternative fuel cell technology and climate change issues in accordance with Ministry of New and Renewable Energy (MNRE) schemes/policies or Ministry of Power or any such department of Govt of India (GoI) and its PSU/companies and Govt of Maharashtra (GoM) Energy dept's Renewable Energy Policy as amended from time to time and all incidental and allied activities required for such business.**

### **III. NAVYUG SCHEME:-**

MAHAPREIT implements "NAVYUG SCHEME" to get the integrated, inclusive and comprehensive effects of all the input supports of MAHAPREIT company to the target beneficiaries of MPBCDC Limited as defined from time to time by Govt of Maharashtra.

MAHAPREIT undertakes such projects under different verticals like –

- i. Renewable Energy with Solar Power, hybrid and RE centric Projects,
- ii. ESCO model Energy saving Scheme for ULB & Govt of Maharashtra agencies.
- iii. Agro Processing Value Chain and Biofuels,

- iv. Affordable Housing, ARHS and schemes under MoUHA, Gol under EWS and PMAY,
- v. Highway and Infrastructure Projects,
- vi. Environment and Climate Change,
- vii. New and Emerging Technology Projects especially in Green Hydrogen, Futuristic Energy Integration Projects,
- viii. Software Technology and Application-Based Services and CSR Projects.

### **3) Key Roles and responsibilities: -**

#### **A) Role objective:-**

To advise and support MAHAPREIT in actively expanding its vertical in Agro processing Value Chain and Biofuels, which includes fertilizer trading business, distribution of agricultural inputs, and the promotion of organic / natural farming.

#### **B) Key Advisory Roles:-** The key advisory roles and responsibilities of KRP are as below :-

##### **(i) Business Establishment & Strategy:**

- (a) Develop a comprehensive roadmap for setting up MAHAPREIT's fertilizer trading vertical.
- (b) Identification of business opportunity from the perspective of trading and marketing in fertilizer sector, organic, inorganic and bio-fertilizers opportunities
- (c) Advise on market entry strategy, portfolio mix (organic, inorganic and bio-fertilizers).

##### **(ii) Regulatory Approvals & Licensing:**

- (a) Coordinate with relevant state / central Govt Authorities for obtaining licenses,
- (b) Advising implementation on state-level programs for the National Mission for Sustainable Agriculture (NMSA), focusing on Soil Health Cards and site-specific nutrient recommendations.

##### **(iii) Market Coordination:**

- (a) Identifying and empaneling manufacturers of urea, NPK, organic and bio-fertilizers to lead state wise farming initiatives.
- (b) Develop agreements to be executed with fertilizer manufacturing companies and recommend distribution and marketing of fertilizers.

##### **(iv) Government & Stakeholder Engagement:**

- (a) Coordinate with various relevant Ministries in State and Centre of Fertilizer, Farmers Cooperatives and other Farmers Bodies.
- (b) Build strategic relationships with central/state agencies and market participants.
- (c) Represent MAHAPREIT in regulatory hearings, consultations, and policy discussions.

##### **(v) Commercial & Risk Advisory:**

- (a) Advise on trading strategies including sourcing agreements of various fertilizers
- (b) Guide pricing strategies

##### **(vi) Process & Compliance Framework:**

- (a) Establishing backward and forward linkages to integrate farmers into Agro Processing Value Chain ensuring they have access to quality inputs and efficient markets.
- (b) Establish SOPs for trading operations, scheduling, settlement, and reporting.

**4) Key Deliverables :-**

- i) Empanelment / Dealership of Urea / NPK manufacturers
- ii) Empanelment of Organic / Bio-fertilizer manufacturers
- iii) Complete business plan & financial model
- iv) Develop Supply Chain models and Channel Partners
- v) First set of dealership contracts / sourcing agreements
- vi) Regulatory compliance framework

**5) Engagement Type:-**

- i) Advisory / Retainer / Contractual (flexible based on requirement)
- ii) Remuneration – flexible based on work assigned on task basis
- iii) Availability – Need base mix of at office, Digital communication and Conferencing

**6) Desired Profile :-**

- i) 20+ years of experience in dealing with Marketing / Trading / Business Development activities out of which at least 3 years Fertilizer trading and policy implementations are desirable.
- ii) Board Level experience in Fertilizer Company would be given preference.
- iii) Strong understanding of Indian fertilizer market, Fertilizer Control Orders, and related Govt implemented programs
- iv) Prior experience in dealing with Ministry of Fertilizers
- v) Proven track record in setting up or managing Fertilizer Companies
- vi) Strong stakeholder management and policy advocacy skills

**7) The KRP Shall Submit Documents in support of their profile:-**

- i. The KRP shall submit the documents in support of their profile as mentioned in clause no. 5 (**Desired profile**)
- ii. All documents required to be submitted shall be sealed and self- attested and if required, original copies shall be made available for verification in due course.

**8) Period of Engagement:-**

- i. The KRA shall be engaged initially for 12 months with MAHAPREIT from the date of empanelment which may be extended as per requirement of MAHAPREIT.
- ii. The MAHAPREIT may discontinue/modify the engagement by providing fifteen (15) days' prior written notice without stating the reason thereof.

**9) Terms and Conditions for EoI:-**

- i. The interested KRP may send their proposal to MAHAPREIT in Physical form to the office of MAHAPREIT, 5<sup>th</sup> Floor, Pinnacle Corporate Park, Near Trade Centre, BKC, Bandra (East), Mumbai.
- ii. The interested KRP may also send their queries by email on the email ID [admin@mahapreit.in](mailto:admin@mahapreit.in) / Contact No. 9869504818.
- iii. The last date of submission of proposal against this EoI is 10/04/2026 up to 3 pm.
- iv. Any disputes or differences that may arise out of or in connection with this EoI, shall have exclusive jurisdiction of Mumbai Court.
- v. MAHAPREIT reserves the right to reject any or all proposals in part or full without assigning any reasons.

#### **10) Conflict of Interest: -**

- i. The selected KRP / applicant should provide transparent, professional, objective, impartial service and hold MAHAPREIT's paramount with utmost integrity.
- ii. The selected KRP / applicant shall not deploy former contractual employees / contractual employees who have served MAHAPREIT.
- iii. The selected KRP shall not downstream or outsource any part of the scope of work from any agency or the advisors appointed by the MAHAPREIT or sublet the work assigned without MAHAPREIT prior approval in writing.
- iv. Non-disclosure of such an association will lead to termination of KRP. In view of the conflict of Interest, the KRP and its affiliates shall not engage in such consulting activities that conflict with the interest of the MAHAPREIT.

#### **11) Communications:-**

- 11.1 All communications including the submission of Proposal should be addressed to:  
**Executive Director (Admin),**  
B-501 Pinnacle Corporate Park, Next to Trade Center, BKC Bandra (East), Mumbai – 400051.
- 11.2 All communications, including the envelopes, should contain the following information, to be marked at the top in bold letters:

**Name of the Work "Expression of Interest (EoI) for Selection of Key Resource Person (KRP) (Sustainable Agri-Practices) on Advisory / Retainer / Contractual (flexible based on requirement) to advise and support MAHAPREIT in actively expanding its vertical in Agro processing Value Chain and Biofuels, which includes fertilizer trading business, distribution of agricultural inputs, and the promotion of organic / natural farming."**

#### **12) Submission of Proposal:-**

- 12.1 The KRP shall submit the Proposal in **ONLY IN HARD BOUND FORM** with all pages numbered serially and by giving an index of submissions. Each page of the submission shall be initialed by the Authorized Representative of the Applicant as per the terms of the EoI.
- 12.2 The Proposal will be sealed in an outer envelope which will bear the address of MAHAPREIT Authority, and the name and address of the KRP. It shall bear on top, the following:  
**"Do not open, except in presence of the Authorized Person of the Authority"** If the envelope is not sealed and marked as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and consequent losses, if any, suffered by the Applicant.
- 12.3 The completed Proposal must be delivered on or before the specified time on Proposal Due Date. Proposals submitted by fax, telegram or e-mail shall not be entertained.

#### **13) Financial offer:-**

MAHAPREIT will obtain the financial offer (Price Quote) from the qualified KRP Separately.

Executive Director (Admin)  
MAHAPREIT