

Expression of Interest (EOI)

For Empanelment for conducting “Comprehensive study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India”

Warehousing Development and Regulatory Authority Government of India

NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg, Hauz Khas, New Delhi - 110016, Tel. No. 49536496, 49092978

December, 2025

**Warehousing Development and Regulatory Authority
Government of India**

NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg,
Hauz Khas, New Delhi - 110016, Tel. No. 49536496, 49092978

REQUEST FOR EXPRESSION OF INTEREST

WDRA hereby invites Expression of Interest (EOI) from qualified and experienced firms/companies for conducting a "Comprehensive Study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India"

The EOI Document containing the details of background, objective, scope of work, eligibility criteria, evaluation criteria, method of evaluation, selection process, submission requirement etc. can be downloaded from the website www.wdra.gov.in

Further details, if any, may be obtained from Deputy Director (SA), WDRA during working hours.

Last date for submission of EOI is 22.01.2026 up to 1800 hrs. Sealed envelope marked to the below address, containing "EOI for Comprehensive Study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India" on the top of the cover. The EOI may be submitted to:

The Deputy Director (SA)

Warehousing Development and Regulatory Authority, Government of India
NCUI Building, 4th Floor, 3, Siri institutional Area, August Kranti Marg,
Hauz Khas, New Delhi - 110016, Tel. No. 49536496, 49092978

Applicants meeting the Qualification criteria may be invited for presentation/ proposal before WDRA.

The Deputy Director (SA),
Warehousing Development & Regulatory Authority
NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg,
Hauz Khas, New Delhi - 110016, Tel. No. 49536496, 49092978

Note: The EOI is not an offer and is issued solely to receive proposals for Conducting study Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India. WDRA reserves the right to accept/ reject any or all proposals without assigning any reason whatsoever. Further, WDRA reserves the right to withdraw/ amend/ cancel /invite afresh this EOI without liability and without assigning any reason. Information provided at this stage is indicative and WDRA reserves the right to amend/add further details in the EOI at any stage.

Warehousing Development and Regulatory Authority
Government of India
NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg,
Hauz Khas, New Delhi - 110016, Tel. No. 49536496, 49092978

LETTER OF INVITATION

No. T-30015/1/2025-Technical

Dated:23.12.2025

Warehousing Development and Regulatory Authority (WDRA) invites sealed Expression of Interest (EOI) from eligible applicants for "Comprehensive Study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India".

The EOI Document containing the details of background, objective, scope of work, eligibility criteria, evaluation criteria, method of evaluation, selection process, submission requirement etc. is enclosed.

The EOI Document is also available on the WDRA website www.wdra.gov.in.

The interested parties may submit their responses in sealed envelopes in prescribed format to the undernoted address, latest by 22.01.2026 up to 18:00 hrs, at the following address: -

The Deputy Director (SA),
Warehousing Development and Regulatory Authority
NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg, Hauz Khas, New
Delhi - 110016, Tel. No. 49536496, 49092978

Queries if any may be referred in writing to Asst. Director (SA), WDRA at the above-mentioned addresses or at E- mail: - adsa.wdra@gov.in , ddsa-wdra@gov.in

1. About WDRA

The Warehousing Development and Regulatory Authority (WDRA) is a statutory body established under the Warehousing (Development and Regulation) Act, 2007, and operational since October 26, 2010, under the Department of Food and Public Distribution, Government of India, with headquarters in New Delhi. WDRA regulates the warehousing sector, promotes scientific storage practices, and facilitates a negotiable warehouse receipt (NWR) system to enable farmers and depositors to access finance against stored goods, thereby enhancing rural liquidity, improving supply chains, and ensuring higher returns through better grading and quality control. Its mission focuses on protecting depositor interests, fostering orderly growth in warehousing, and integrating electronic NWRs for efficient trading and lending.

1.1. Background

India's logistics and warehousing sector has been undergoing rapid transformation, driven by economic growth, policy reforms, technological advancements, and evolving consumer demands. Warehousing plays a critical role in the supply chain by facilitating storage, distribution, and value-added services. However, the sector continues to face structural and regulatory challenges, such as lack of standardized practices, fragmented infrastructure, capacity constraints, and insufficient data on warehousing assets and operations.

The Warehousing Development and Regulatory Authority (WDRA), in its mandate to regulate and develop the warehousing ecosystem, proposes to undertake a comprehensive study to assess the current state of warehousing in India. This study will inform future interventions, help in identifying policy and infrastructure gaps, and serve as the basis for updating or developing standards for Warehousing as required.

In this regard, a preliminary study is essential to understand the current warehousing landscape and identify the parameters that if need arises may be considered to be incorporated into the standards.

2. Objective of the Study

The primary objective of this study is to conduct a comprehensive assessment of the warehousing sector in India. It will begin by analyzing current trends and the potential for growth in the number, capacity, and types of warehouses, aligned with the Viksit Bharat Vision 2047, to meet the projected expansion in agriculture, industry, and trade in the Country. The study will further examine warehouse types, operational practices, usage patterns, regulatory frameworks, infrastructure, and technology adoption. It will also offer projections and recommendations for standardization.

3. Scope of Work

The study shall cover the following:

A. Categorization and Classification of Warehouses

- Identify and categorize existing types of warehouses (e.g., Agri-warehouses, cold storage, bonded warehouses, Distribution centers, private/public/government-owned, etc).
- Classification based on:
 - Size/capacity (small, medium, large)
 - Ownership (public/private/cooperative)
 - Usage (multi-commodity, single-commodity, specialized)
 - Commodity stored (Agricultural, Non-Agricultural, FMCG, chemicals, electronics, etc.)
- Regional distribution of warehouse types across the country viz-a-viz production of agricultural products, manufactured goods etc in the region in order to determine adequacy of right category of Warehouse.

B. Existing Practices and Operational Standards

- Study existing warehousing practices and protocols.
- Review current methods for:
 - Inventory management (manual, barcode, RFID, WMS, etc.)

- Record keeping and documentation
- Quality control and hygiene practices
- Safety and security protocols
- Fire safety and disaster resilience
- Pest and rodent control measures

C. Regulatory and Institutional Framework

- Review national and state-level policies/regulations applicable to warehouses.
- Examine WDRA's current guidelines and other applicable standards (e.g., BIS, FSSAI, APEDA).
- Identify gaps and overlaps in regulatory oversight.

D. Infrastructure and Equipment

- Assess the common types of infrastructure and equipment used:
 - Material handling equipment (labor intensive, forklifts, conveyors, etc)
 - Temperature and humidity control systems
 - Weighing and grading systems
 - Dunnage used
- Level of mechanization and automation across different types of warehouses.

E. Statistical Analysis

- Estimate number and distribution of warehouses by category.
- Market share (%) of warehouses based on:
 - Type and usage
 - Region and ownership
 - Commodity stored
- Warehouse throughput and storage turnover statistics.
- Demand and supply gap analysis.

F. Future Projections and Trends

- Forecast growth of warehousing sector over the next 15 years.
- Impact of:
 - Logistics and supply chain development
 - E-commerce growth
 - Agricultural reforms and infrastructure schemes
 - Urbanization and industrialization
- Recommendations on capacity expansion, technology adoption, and sustainability.

- Any existing/proposed government policies like World's largest grain storage scheme should be taken into account

G. Stakeholder Consultation

- Engage with:
 - Warehouse associations and operators
 - Logistics and supply chain experts
 - Related Government departments and regulators
 - Farmer Producer Organizations (FPOs), cooperatives, private companies
- Collect qualitative insights on challenges and best practices.

H. International Best Practices

- Review international standards and models (ISO, etc.)

Applicability and adaptability to Indian context.

I. Data of Warehouses

- Has to collect data of all the warehouses of each state including:
 - Identifying and contacting Warehousing license issuing authority of each state
 - Collecting the directory of such licensed warehouses
 - To get the data of type of warehouses
 - To get count/ district wise warehouse data in each state

4. Duration

The Estimated duration of the study is proposed to be 5-6 **months** from the date of award of the contract.

5. Eligibility and Experience

The eligibility of the firms applying for the said bid shall be evaluated as per the details below: -

Criteria	Sub-Criteria	Slabs	Description	Marks	Supporting Documents	Maximum Marks
A. Firm's relevant Experience	Relevant experience in logistics/warehousing/supply chain studies at National Level or Multi-state and atleast 03 similar national/state level assignments	Slab 1	Minimum requirement: 3 similar assignments in Agri, Logistic and Warehousing Sector at national/state level	10	1. Work Orders clearly mentioning scope (logistics/warehousing/supply chain) and include client name and project duration 2. Completion Certificate from the concerned department on official letter head 3. Project Reports demonstrating nature of work scale (national/multi-state), and deliverables	30
		Slab 2	More than 3 and upto 5 similar assignments at national/state level	15		
		Slab 3	More than 5 and upto 7 similar assignments at national/state level	20		

		Slab 4	More than 7 and upto 9 similar assignments at national/state level	25	4. Performance Certificate indicating satisfactory completion and outcomes of the project 5. Self-Certified List of Assignments with contact details of clients (can be verified during evaluation)	
		Slab 5	10 or more similar assignments at national/state level	30		
	Experience with national-level policy/Government assignments with Ministry, Public sector, Regulatory bodies (e.g DFPD, WDRA, FCI, CWC etc)	Slab 1	Upto 02 assignments with Govt./Ministry/Public Sector/regulatory body	10	1. Government-issued Work Orders/Agreements with name of the Ministry/Public Sector Undertaking Unit/Regulatory Body etc 2.Completion/Experience Certificates from the Client on official letterhead-signed & sealed by an authorized officer 3.Policy Documents or Reports Prepared Showing authorship or contribution by the bidder (with confidentiality managed) 4. Letters of Appreciation or Acknowledgement from ministries or regulatory bodies recognizing project contribution 5.Self-Certified Project Sheet summarizing each assignment with agency name, scope, year, and outcome	30
		Slab 2	More than 02 and Upto 04 assignments with Govt./Ministry/Public Sector/regulatory body	15		
		Slab 3	More than 04 and Upto 06 assignments with Govt./Ministry/Public Sector/regulatory body	20		
		Slab 4	More than 06 and upto 8 assignments with Govt./Ministry/Public Sector/regulatory body	25		
		Slab 5	09 or more similar assignments with Govt./Ministry/Public Sector/regulatory body	30		

B. Team Experience & Qualifications	Team should be led by professional having relevant experience, academic/professional background with knowledge of ISO/BIS/other global Warehousing Standards	Slab 1	5–6 years of relevant experience with relevant academic/professional qualifications and formal training/certification or practical application of global warehousing standards	4	1. Proof of Relevant Experience (Minimum 5 years required) Detailed CV of the proposed team lead Must clearly mention role, duration, and projects in warehousing/logistics/supply chain Employment certificates from current or past employers Work orders/engagement letters showing leadership roles in warehousing/supply chain/logistics studies Project experience certificates indicating duration and scope	10
		Slab 2	7–8 years of experience with relevant academic/professional qualifications and formal training/certification or practical application of global warehousing standards	6	2. Proof of Academic/Professional Background Degree certificates (e.g., Engineering, Supply Chain Management, Logistics, Operations, etc.) Professional qualifications (e.g., MBA in Operations, PG Diploma in Logistics/Supply Chain, etc.)	

		Slab 3	9–10 years of experience with relevant academic/professional qualifications and formal training/certification or practical application of global warehousing standards	8	3. Proof of Knowledge or Certification in Standards (ISO/BIS/Global Warehousing Standards) Training/completion certificates in: ISO 9001, ISO 14001, ISO 22000, etc. BIS warehousing guidelines Other global standards (e.g., WERC, LEED for warehousing, etc.) Certificates of participation in relevant workshops/seminars Project reports or deliverables that reflect the application of such standards Letters from clients/employers confirming implementation of standards in assignments	
		Slab 4	10+ years of experience with relevant academic/professional qualifications and formal training/certification or practical application of global warehousing standards	10	4. Self-declaration (Optional, Supporting) A self-certified declaration from the bidder stating: The qualifications and experience of the team lead The relevance of their background to warehousing standards A summary table showing experience timeline, role, and standards exposure	
	Experts in warehousing/logistics infrastructure, minimum 3 team members proposed, members should be skilled in Data analysis	Slab 1	Out of 3 members proposed; only 1 has strong domain expertise and proven advanced data analysis skills (certifications, applied use in projects)	4	1. For Domain Experience (Warehousing/Logistics Infrastructure): CVs of all 3 team members Project experience summaries showing individual roles in warehousing/logistics Work orders or assignment letters	10

		Slab 2	Out of 3 members proposed; 2 have strong domain expertise and proven advanced data analysis skills (certifications, applied use in projects)	7	showing individual contributions 2. For Data Analysis Skills: Certificates of training in tools such as: Excel (advanced), Power BI, Tableau, Python, R, SQL, SPSS, etc. Sample reports or dashboards (if non-confidential) Experience documentation in data-intensive assignments (e.g., data audits, warehouse efficiency analytics) Self-declaration or employer letter verifying skills/tools used There should be no change in the Nodal officer from the start of the project till completion of the final project report.	
		Slab 3	All 3 members with strong domain expertise and proven advanced data analysis skills (certifications, applied use in projects)	10		
	Local presence of Field researchers/stakeholder engagement specialist(s) across states having ground level consultation and data collection experience.	Slab 1	Well-established field presence in at least 4 zones (as per Indian Geography) with proven record of grassroots consultation and data collection in India	3	1. For Geographic Presence: State-wise/Zonal deployment matrix of field team members CVs or biodata showing address/location and project-based deployments Self-declared letter from the bidder confirming physical presence and field availability	5
		Slab 2	Well-established field presence in at least 4 zones (as per Indian Geography) with proven record of grassroots consultation and data collection in India	4	2. For Ground-Level Experience: Work orders or contracts related to surveys, stakeholder consultations, or field-based research	

		Slab 3	Well-established field presence in all the zones (as per Indian Geography) with proven record of grassroots consultation and data collection in India	5	Field reports, survey summaries, or consultation minutes from past projects Client feedback letters or certificates of successful field engagement In case of any change in team member, the prior approval will be required from WDRA	
C. Understanding of Subject and Context	Demonstrate understanding of warehousing sector dynamics in India, Insights/recommendations for standardization and alignment with government visions like Viksit Bharat 2047, world's largest grain storage scheme, etc	Not Applicable	A PPT to be given in front of a committee	5	PPT/white paper to be submitted along the technical proposal and will be evaluated by a designated committee Minimum Qualifying marks in this category should not be less than 4 marks	5
D. Submission of Technical Proposal	Technical proposal to be submitted by bidder. Details at Annexure-1	Not Applicable		10		10
Total Marks						100
Minimum Qualifying Marks (Total)						75

** Apart from the minimum qualifying marks, Minimum 50% marks are required to be scored in each criteria category i.e. A, B, and D separately in order to be eligible.

Annexure-1: Technical Proposal Contents
To be submitted as part of the Technical Proposal by the Bidder

1. Cover Letter

- Brief introduction of the bidder organization.
 - Confirmation of interest in undertaking the assignment.
 - Statement of acceptance of the Terms of Reference (ToR), eligibility criteria, and evaluation process.
 - Contact details of the authorized signatory.
 - Signed and stamped by the authorized representative of the bidder.
-

2. Organization Profile and Experience

- Name, year of incorporation, legal status, and registered address.
- PAN, GST registration details.
- Overview of experience in warehousing/logistics/supply chain-related studies.
- Summary of past assignments with scope and scale (national/multi-state).
- Details of assignments with Ministries, PSUs, or Regulatory bodies.

Supporting Documents:

- Work Orders and Completion Certificates.
 - Project Reports or deliverables showing national/state coverage.
 - Letters of appreciation or performance.
 - Self-certified list of relevant assignments with client details.
-

3. Team Composition and Expertise

- Proposed team structure for the assignment.
- Names, designations, and roles of each member.
- Summary of relevant qualifications and years of experience.
- Specific experience of team leader in warehousing and standards (ISO, BIS, etc.).
- Expertise in data analytics tools
- Details of field researchers/stakeholder engagement specialists.

Supporting Documents:

- CVs of all proposed team members.
 - Proof of academic qualifications and certifications.
 - Work experience letters or declarations from employers.
 - Deployment plan across Indian zones (for field researchers).
-

4. Understanding of the Assignment

- Demonstration of understanding of the warehousing sector in India.
- Challenges and gaps in warehousing infrastructure and regulations.
- Importance of standardization in alignment with government visions (e.g., Viksit Bharat 2047).
- Consideration of current government initiatives such as the grain storage scheme.

5. Proposed Approach and Methodology

- Description of methodology for data collection, analysis, and stakeholder consultations.
- Use of qualitative and quantitative methods.
- Data validation, triangulation, and quality control plan.
- Integration of international best practices and benchmarking with Indian context.

6. Work Plan and Timeline

- Activity-wise breakdown of the study.
- Timeline in weeks/months from the date of award.
- Milestone-based scheduling (Inception, Field Work, Draft Report, Final Submission).
- Team deployment schedule.

7. Deliverables

The following deliverables are expected:

- Inception Report (1 month)
- Progress Report (1 month)
- Interim Report (3 month)
- Presentation to WDRA (15 days)
- Final Report (15 days)
- Raw data files and analytical outputs (as applicable). **Collected Data will be confidential and will strictly be the property of WDRA property. Hence all related data, raw files has to be submitted to WDRA along with the report.**

8. Payment Terms (Indicative)

- 10% on approval of Inception Report.
- 20% on completion of field work and submission of progress report.
- 30% on submission of Interim Report.
- 40% on acceptance of Final Report and deliverables.

Note: Bidders may propose alternate terms but must justify the same.

9. Declarations

- Declaration of no conflict of interest.
- Declaration of not being blacklisted or debarred by any government entity.
- Self-declaration for the accuracy of submitted documents and information.

(Note- Declaration must be submitted on the letter head of the organization/firm)

10. Presentation (PPT) or White Paper

- A presentation (maximum 10 slides) outlining:
 - Understanding of sector context
 - Methodology overview
 - Innovation or insights proposed
 - Alignment with government initiatives

Compliance Checklist Table

Section No.	Description	Submitted (Yes/No)	Page No.
1	Covering Letter		
2	Organization Profile & Experience		
3	Team Composition & CVs		
4	Understanding of Assignment		
5	Methodology and Approach		
6	Work Plan and Timeline		
7	Deliverables		
8	Payment Terms		
9	Declarations		
10	Presentation / White Paper (Annexed)		

Note: Any other details/information that the bidder finds suitable for strengthening the proposal may also be submitted as annexures.

All documents to be submitted as per table at Point – 5 of the ToR.

11. SELECTION PROCESS:

- 1.1. All EOI will be screened based on eligibility and submission requirement.
- 1.2. All applicants scoring more than the minimum score would be considered for further processing for Financial aspects including pricing and payment terms would be taken up with such eligible applicants in **Limited Tender Enquiry**.
- 1.3. WDRA reserves the right to seek clarification or call applicants for a presentation/ interview.
- 1.4. Submitting an EOI or even being shortlisted/empaneled does not automatically guarantee that any work orders or contracts will be awarded. The actual awarding of work is subject to the WDRA's discretion and the availability of projects. Additionally, WDRA has the right to cancel or discontinue the entire EOI process (and subsequent tender or empanelment) at any time without providing a reason.

2. CONFLICT OF INTEREST:

2.1. WDRA will be the final arbiter in cases of potential conflicts of interest. Failure to notify WDRA of any potential conflict of interest will invalidate any verbal or written agreement.

3. CONDITION UNDER WHICH EOI IS ISSUED:

The EOI is an invitation for proposals and does not constitute a contract and is issued solely to receive proposals for conduct a "Comprehensive Study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India" as per the attached Terms of Reference. WDRA reserves the right to accept/ reject any or all proposals without assigning any reason whatsoever. Further, WDRA reserves the right to withdraw/ amend/ cancel /invite afresh this EOI without liability and without assigning any reason. Information provided at this stage is indicative and WDRA reserves the right to amend/add further details in the EOI at any time.

4. LAST DATE OF SUBMISSION OF EOI:

4.1. The last date of submission of EOI is: 22.01.2026 (18:00 Hrs.)

4.2. Prebid meeting will be conducted on 12.01.2026 (15.00 Hrs.)

4.3. All submissions must be addressed to:

The Deputy Director (SA),
Warehousing Development and Regulatory Authority
NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg, Hauz Khas, New Delhi
- 110016, Tel. No. 49536496, 49092978

4.4. Copies of the application may be submitted at adsrr-wdra@gov.in.

FORMAT – 1

APPLICANT'S EXPRESSION OF INTEREST

The Deputy Director (SA),
Warehousing Development and Regulatory Authority, Government of India
NCUI Building, 4th Floor, 3, Siri Institutional Area, August Kranti Marg,
Hauz Khas, New Delhi - 110016, Tel. No. 49536496, 49092978

Sub: Submission of Expression of Interest for conducting a "Comprehensive Study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India" as per the Terms of Reference of WDRA.

Dear Sir/Madam,

In response to the Invitation for Expressions of Interest (EOI) published on 23.12.2025 for the above purpose, we would like to express our interest to carry out the above proposed task. As instructed, we attach the following documents:

1. Organizational Details (Format-2)
2. Declaration (Format-3)
3. Authorization letter on letterhead of applicant designating the Authorized Signatory with long and short signatures of Authorized person.

Sincerely Yours,

Signature of the applicant

[Full name of applicant]

Stamp.....

Date:

Encl.: As above.

Note: This is to be furnished on the letter head of the organization.

FORMAT - 2

S.NO.	ORGANIZATIONAL CONTACT DETAILS	
1.	Name of Organization	
2.	Type of Organization (Individual, Registered firm, LLP, Company, PSU/ Corporations registered in India.)	
3.	Whether the firm has been blacklisted by any Central Govt. / State Govt./PSU/ Govt. Bodies / Autonomous? If yes, details thereof.	
4.	Address of registered office with telephone no. & fax	
5.	Authorized Person with telephone no. & e-mail ID along with authorization letter in favour of the authorized person.	

Enclose: -

1. Any document supporting proof of registration with WDRA

Signature of the applicant

Full name of the applicant

Stamp & Date

Note: This is to be furnished on the letter head of the organization.

FORMAT – 3

DECLARATION
We hereby confirm that we are interested conducting a "Comprehensive Study on Warehousing Infrastructure, Ecosystem, Practices, Opportunities and Future Directions in India" as per the Terms of Reference of WDRA. We are not insolvent, under liquidation or subject to winding up proceedings. We are not under investigation by any law enforcement agency for unfair practices or any other offence. All the information provided herewith is true and authentic to the best of my knowledge and belief. Authorized Person's Signature. Name and Designation: Date of Signature: Note: The declaration is to be furnished on the letter head of the organization.