

**Request for Expression of Interest (REOI) for
Selection of Knowledge Partner for Investment Promotion and Investor
Facilitation Support to Government of Uttarakhand**

Eoi Reference No.: 27

Date: 25.04.2018

Directorate of Industries, Department of MSME, Government of Uttarakhand invites expression of interest from reputed management consultancy firms of national and international repute for supporting the State of Uttarakhand in investment promotion and investor facilitation support.

The document can be downloaded from the website <https://www.doiuk.gov.in> or <http://uktenders.gov.in>. Response to this Request for Expression of Interest (REOI) shall be deemed to have been done after careful study and examination of this document with full understanding of its implications.

The last date of submission of Eoi is 10 May, 2018, 5.00pm through online submission at <http://uktenders.gov.in>

Issuer

Director
Directorate of Industries,
Department of MSME
Government of Uttarakhand
Patel Nagar, Dehradun
Uttarakhand, India

1 Invitation

The information contained in this Request for Expression of Interest (hereinafter referred to as "REOI") document provided to the Bidders, by Directorate of Industries, Department of MSME, Government of Uttarakhand (hereinafter referred to as the "DEPARTMENT"), or any of their employees or advisors, is provided to the Bidder(s) on the terms and conditions set out in this REOI document and all other terms and conditions subject to which such information is provided.

Sr.No.	Particulars	
1.	REOI Document Availability (Zero Date)	26.Apirl. 2018
2.	Last date for receiving queries	02 May, 2018
3.	Date of Pre-Bidding Meeting	05 May, 2018
4.	Response to queries	08 May, 2018
5.	Eoi Submission Due Date - Online	10 May, 2018
6.	Eoi Opening	14 May, 2018
7.	Website for Tender Documents	www.doiuk.org/http://uktenders.gov.in
8.	Contact Details	Directorate of Industries, Department of MSME, Government of Uttarakhand, Patel Nagar, Dehradun, Uttarakhand, India. ph. NO-+ 91-1352728227 Fax+ 91-1352728226 Email ifc.uttarakhand@gmail.com .

Note:

1. The DEPARTMENT reserves the right to change any schedule of bidding process. Please visit the DEPARTMENT website mentioned in document regularly for the same.
2. Proposals must be received not later than time, date and venue mentioned in the Fact Sheet. Proposals that are received after the deadline WILL NOT be considered in this procurement process.

2 Background

2.1 About Uttarakhand

Uttarakhand was formed on 9th November 2000 as the 27th State of India, when it was carved out of northern Uttar Pradesh. Located at the foothills of the Himalayan mountain ranges, it is largely a hilly State, having international boundaries with China (Tibet) in the north and Nepal in the east. On its north-west lies Himachal Pradesh, while on the south is Uttar Pradesh. The state is divided into two divisions, Kumaon and Garhwal, with 13 districts. The capital of Uttarakhand is Dehradun, which is also a railhead and the largest city in the region.

The State is rich in natural resources especially water and forests with many glaciers, rivers, dense forests and snow-clad mountain peaks. Besides, the State is also gifted with almost all major climatic zones, good rainfall, good rail and road communication, technical educational facilities, research laboratories, management institutes, etc.

With a view to inculcate rapid growth in industrial sector, such industries which aim to utilities natural resources available in Uttarakhand and which can generate employment for local inhabitants are being classified as thrust area. The state has identified focus areas, viz. Food Processing, Horticulture, Herbal & Aromatic, Tourism & Hospitality, Wellness & AYUSH, Pharmaceuticals, Automobiles, Sericulture & Natural

Fibres, IT, Renewable Energy, Biotechnology, Film Shooting, for expediting industrial development in the state.

2.2 Objectives

Directorate of Industries, Department of MSME, Uttarakhand in its endeavour to promote industrial activity in the State and establish Uttarakhand as one of the prime investment destinations, has concrete plans to create awareness among existing and prospective entrepreneurs about the current incentives and facilities being offered by Government of Uttarakhand for facilitating Investment. In this backdrop, the state has plans to participate in and organize events, conferences, seminars, road shows, business development meets, G2B meets etc.

In addition, the department wants to exploit the investment potential created through recent single window clearance and ease of Doing Business initiatives of State Government into actual investment in the state and management of the existing and proposed projects.

2.3 Scope of Work

The Scope of Work for the proposed engagement will primarily consist of the following modules:

- a) Module 1: Multi-sectoral Global Investor Summit
- b) Module 2: Investment Promotion
- c) Module 3: Investment Monitoring and Management

The detailed scope, team composition and project duration would be defined in the RFP stage.

3 Criteria for Shortlisting

The bidder must possess the requisite experience, strength and capability in providing the services necessary to meet the requirements as described in the tender documents. The bidder must also possess the technical know-how and the financial wherewithal that would be required to successfully provide the services for “Knowledge Partner for Investment Promotion and Investor Facilitation Support to Government of Uttarakhand” and support services sought by the Directorate of Industries, Department of MSME, Uttarakhand, for the entire period of the contract. The invitation to this REOI is open to all bidders who qualify the eligibility criteria as given below:

Criteria	Requirements	Documentary Evidence
Legal Entity	The bidder should be a single Business Entity.(Any kind of consortium is not allowed). For the purpose of this Invitation for RFP document, a Business Entity shall mean a company registered in India under the Companies Act 1956, or a partnership firm registered under the Limited Liability Partnership Act of 2008, and operating for the last 10 years in Business Consulting as of March 31, 2018.	Certificates of Registration/ Incorporation.
Financial Capacity	The bidder should have a minimum annual turnover of INR 100 crore from Indian operations in business consulting services in each of the previous three financial years	Certificate from statutory auditor /audited financial statements for the three previous

Criteria	Requirements	Documentary Evidence
		financial years.
Turnover from Government Consulting Services	The bidder should have a minimum annual turnover of INR 10 Crore from Government/Public Sector consulting services in India in each of the last 3 financial years	Certificate from statutory auditor
Bidder Experience	Experience of conducting at least two Global Investment Summits in India in last 3 years as Lead Consultant/Knowledge Partner involving Investment Promotion Program for a State Government	Letter of Award and Completion Certificate
Employee Strength	Minimum 500 employees in consulting division in India	Self-certification
India Presence	Should have offices in a minimum of 8 Cities in India.	Self-certification letter with office locations clearly specified
Consortia/Tie Ups/JVs/ Subcontracting of any kind	Not permitted	Would lead to automatic disqualification

4 Evaluation Process

- i. The DEPARTMENT will constitute a Proposal Evaluation Committee to evaluate the responses of the bidders.
- ii. The Proposal Evaluation Committee constituted by the DEPARTMENT shall evaluate the responses to the REOI and all supporting documents / documentary evidence. Inability to submit requisite supporting documents / documentary evidence, may lead to rejection.
- iii. The decision of the Proposal Evaluation Committee in the evaluation of responses to the REOI shall be final. No correspondence will be entertained outside the process of evaluation with the Committee.

5 Instruction to the Bidders

5.1 Submission of REOI Responses

Eoi shall be submitted online on <http://uktenders.gov.in> with clearly specifying details required as per Annexure – 1 on Criteria for Shortlisting. The evaluation will be done by the Evaluation Committee based on the documents so submitted online.

5.2 Eoi Preparation Costs

The bidder shall be responsible for all costs incurred in connection with participation in the REOI process, including, but not limited to, costs incurred in conduct of informative and other diligence activities, participation in meetings/discussions/presentations, preparation of Eoi, in providing any additional information required by the DEPARTMENT to facilitate the evaluation process and other costs related to the bid process. The DEPARTMENT will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

5.3 Language

The Proposal should be filled by the bidders in English language only. If any supporting documents

submitted are in any language other than English, translation of the same in English language is to be duly attested by the Bidders. For purposes of interpretation of the documents, the English translation shall govern.

5.4 Late Submissions

- i. Hard copy of EoIs received after the due date and the specified time (including the extended period if any) for any reason whatsoever, will not be entertained and will be returned unopened.
- ii. The EoI submitted by telex/telegram/fax/e-mail etc. shall not be considered. No correspondence will be entertained on this matter.
- iii. The DEPARTMENT reserves the right to modify and amend any of the above-stipulated condition/criterion depending upon project priorities vis-à-vis urgent commitments.

6 Other Terms:

- i. The DEPARTMENT, their employees and advisors make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the REOI document.
- ii. The DEPARTMENT will issue the Request for Proposal (RFP) document only to the shortlisted bidders, as would be shortlisted based on this REOI document. The detailed technical evaluation would be specified in the RFP document.
- iii. Right to reject any or all Expressions of Interest - Notwithstanding anything contained in this document, the Authority reserves the right to accept or reject any EOI and to annul the Selection Process and reject all EOIs, at any time without any liability or any obligation for such acceptance, rejection or cancellation.
- iv. The Authority reserves the right to reject any Expression of Interest, if
 - a. At any time, a material misrepresentation is made or uncovered, or
 - b. The Consultant does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Expressions of Interest.
- v. At any time before the submission of Expression of Interest, the Authority may, whether at its own initiative or in response to a clarification requested by a potential Consultant, amend the EOI by issuing an Addendum / Corrigendum, which shall be uploaded on website www.uktenders.gov.in & www.doiuk.gov.in only and also may extend the deadline for submission of Expressions of Interest.

7 Annexure 1: Format of Criteria for Shortlisting

(Use additional sheets, as appropriate, to provide sufficient information about shortlisting criteria)

1.	Name and Address of the Organization:					
2.	Telephone No.:	Fax No :			Website:	
3.	Contact Person, Contact Details and E-mail ID:					
	Type of Legal Entity:				Company or LLP?	
4.	Year of Establishment:					
5.	Financial Capacity (as per the audited statements):					
	Year		FY1	FY2	FY3	
	Total Turnover					
	Turnover from Government Consulting Services					
6.	Details of Eligible Projects: Global Investment Summits in India in last 3 years as Lead Consultant/Knowledge Partner involving Investment Promotion Program for a State Government					
7	Sr.	Name of Investors Meet	Name of Client& State	Brief Scope	Start & End Date	Consultancy Fee (Rs Lakhs)
8	Employee Strength – in consulting division					
9	Presence in India			Location and address of offices		
10.	Any other details in support of your fulfilling Qualification Criteria:					

(Attach the necessary Documentary Evidence, as per para 4 of this REOI document)