



**Directorate of Industries, Uttarakhand**  
**Industrial Area, Patel Nagar, Dehradun.**  
Tele No– 0135-2728227, 2728272  
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**Request for Expression of Interest (REOI)**  
**for Selection of Consultant for assisting Directorate of Industries in**  
**Investment Promotion in the State of Uttarakhand**

EoI Reference No.:

Date: .2022

Directorate of Industries, Government of Uttarakhand, nodal agency for promoting investment and implementing Business Reforms Action Plan of DPIIT, Govt. of India, invites expression of interest from reputed consultancy firms of national and international repute for supporting the State of Uttarakhand in Investment Promotion.

The document can be downloaded from the website <https://www.doiuk.org> 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 through <http://uktenders.gov.in> is 17 September, 2022 upto 5:00 PM.

Issuer

Director Industries

## 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 "DIRECTORATE"), 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.

### Fact Sheet

Sr.No.	Particulars	
1.	REOI Document Availability	01 September, 2022 from 10:00 PM
2.	Last date for receiving queries	08 September, 2022 upto 05:00 PM
3.	Date of Pre-Bidding Meeting	09 September, 2022 at 11:00 AM
4.	Response to queries	09 September, 2022 upto 5:00 PM
5.	EoI Submission Due Date - Online	17 September, 2022 upto 5:00 PM
6.	EoI Opening	19 September, 2022 at 11:00 AM
7.	Website for Tender Documents	<a href="http://www.doiuk.org">www.doiuk.org</a> <a href="http://uktenders.gov.in">http://uktenders.gov.in</a>
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: <a href="mailto:mpr@doiuk.org">mpr@doiuk.org</a>

### Note:

1. The DIRECTORATE reserves the right to change any schedule of bidding process. Please visit the DIRECTORATE 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.
3. Pre-Bid meeting will be held on 09 September, 2022 at 11:00 AM at Directorate of Industries, Patel Nagar, Dehradun, Uttarakhand.

## **2 Background**

Uttarakhand has an emerging economy with a growing industrial base both in public and private sector and a vibrant entrepreneurial culture that thrives on creativity, nimbleness and strong business acumen. Industries remain an integral component of the State's economy, with capabilities in the entire manufacturing value chain, from R&D and to design and development to marketing and sales. The state is building successful partnerships with foreign firms, strengthening domestic capabilities and forging strategic linkages. State government has been proactively working to create a conducive investment climate through creation of requisite infrastructure, rationalization of the rules and regulations, development of the conducive policies for the investment promotion, general facilitation to facilitate investment, foster innovation and entrepreneurship environment in the state.

Apart from the natural flora and fauna, the state has an unbeatable combination of world-famous educational institutes providing highly skilled manpower, Good Law and Order, Access to a huge market due to proximity to the National Capital region, World Class Industrial & Social Infrastructure and some of the most picturesque places in the World. All of these factors along with the commitment of the state government to the Industry sector makes Uttarakhand a highly sought-after Investment Destination. In addition, the State has large resource potential to attract investments from variety of industries such as manufacturing, infrastructure and tourism.

Directorate of Industries, Government of Uttarakhand is the State Nodal Agency responsible for implementing the policies and programmes for industrial development in the state. The core objective of Directorate of Industries is to provide a comprehensive framework to enable handholding and facilitating, enable investor friendly environment for the rapid and sustainable industrial development across the state along with generation of new employment opportunities and wealth creation to bring about significant increase in the State Domestic Product. The Directorate of Industries operates across the state through District Industries Centres (DIC) at district level for the effective implementation of the key initiatives of the state government. The state government has also established Investor Promotion Facilitation Centre at Directorate to provide handholding support and guidance to the entrepreneurs.

In order to harness the huge potential for the industrial development and investment promotion having considered the availability of the resources in the state, the Directorate of Industries intends to on-board professional agency, for a period of two years, to assist and support the State Nodal Agency in improving the investment climate and economic environment in the state by developing a robust strategy for the industrial development and investment promotion.

Directorate of Industries proposes to invite proposals from consultancy firms having similar experience.

### **2.2 Scope of Work**

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

- a) Dedicated Team for Investment Promotion.

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 resources that would be required to successfully provide the services for assisting Directorate of Industries in EODB, Single window and startup ecosystem Development in the State of Uttarakhand. 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, 2022.	Certificates of Registration / Incorporation.
Financial Capacity	The bidder should have a minimum <b>average turnover of INR 15 Crore from Indian operations in business consulting services in last three financial years (FY 2018-2019, FY 2019-2020, FY 2020-2021 )</b>	Certificate from statutory auditor /audited financial statements for the three previous financial years (FY 2018-2019, FY 2019-2020, FY 2020-2021 )
Turnover from Government Consulting Services	The bidder should have a minimum <b>average turnover of INR 05 Crore from Government/ Public Sector consulting services</b>	Certificate from CA/ statutory auditor

	<b>in India in last 3 financial years</b> (FY 2018-2019, FY 2019-2020, FY 2020-2021 )	
Bidder Experience	Experience in Investment Promotion.	Letter of Award or Completion Certificate
Employee Strength	Minimum <b>100 employees</b> in consulting division in India	Self-certification
India Presence	Should have offices in a minimum of 4 Cities in India.	Self-certification letter with office locations clearly specified
Blacklisting	The bidder should not have been blacklisted/banned/debarred under investigation by any State/Central Government entity/PSU in last five years	Self certification. Falsification and non disclosure will lead to disqualification from the evaluation process.

**Note:** With reference to the Uttarakhand Procurement (Amendment) Rules, 2017 and as amended in 2019 vide 126/XXVII/(7)32/2007 TC /2019 and Purchase Preference Policy vide 1542/VII/-3-19/143/Udhyog/2003, all startups incorporated in Uttarakhand and recognized by Department of Promotion of Industry and Internal Trade, Government of India or startups recognized by Uttarakhand Startup Council or any Micro and Small Enterprises of Uttarakhand shall be given relaxation subject to meeting of quality and technical specification in accordance with the relevant provisions for procurement.

The Startups, Micro and Small Enterprises participating in the tender shall be given:

1. Free Tender Form
2. Relaxation in Prior Turnover requirement
3. Relaxation in Prior Experience requirement
4. Relaxation in Earnest Money Deposit

If the quotes of the participating startups are higher than the L1 rates and if the quotes of the startups are within 10% range of L1 rates for plain\* area or within 15% range of L1 rates for hilly areas\*, the startups & Micro and Small Enterprises of Uttarakhand shall be given an opportunity to supply minimum 25% of the Total Supply at L1 rates.

\* Areas has been define under MSME policy 2015.

#### **4 Evaluation Process**

- i. The DIRECTORATE will constitute a Proposal Evaluation Committee to evaluate the responses of the bidders.
- ii. The Proposal Evaluation Committee constituted by the DIRECTORATE 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 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 DIRECTORATE to facilitate the evaluation process and other costs related to the bid process. The DIRECTORATE will in no case be responsible or liable for those costs, regardless of the conduct or outcome of the bidding process.

### **5.2 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.

## 6 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:					
4.	Type of Legal Entity:					
5.	Year of Establishment:					
6.	Financial Capacity (as per the audited statements):					
	Year	FY1	FY2	FY3		
	Total Turnover					
	Turnover from Government Consulting Services					
7.	Details of Eligible Projects: Handling “Investment Promotion” in last 5 years as Program Management Consultants for Central/ State Governments					
	Sr.	Name of Project	Name of Client	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 3 of this REOI document)

Director Industries  
Directorate of Industries  
Uttarakhand, Dehradun.