



**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 Startup Ecosystem Development in the State of Uttarakhand**

EoI Reference No.:

Date:

Directorate of Industries, Government of Uttarakhand, nodal agency for developing Startup Ecosystem in the State. In the second ever States' Start-up ranking 2021 announced by DPIIT, Uttarakhand was listed in the “Leaders” category. The State aims to further improve its Start-up ranking. Directorate of Industries invites expression of interest from reputed consultancy firms of national and international repute for supporting the State of Uttarakhand in startup ecosystem Development.

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 REOI 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, Industrial Area, Patel Nagar, Dehradun.

## **2 Background**

### **2.1 About Uttarakhand**

Uttarakhand was formed on 9<sup>th</sup> 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 the largest city in the region and is also well connected to rest of the country via rail, road and air ways.

The State is rich in natural resources such as forests, glaciers, rivers etc. and 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 catalyse growth in Innovative industrial sector which aims to utilize resources available in Uttarakhand and which can generate employment for local inhabitants.

In the third ever States' Start-up ranking 2021 announced by DPIIT, Uttarakhand was listed in the "Leaders" category. The State aims to further improve its Start-up ranking.

### **2.2 Objective**

Directorate of Industries, Government of Uttarakhand which is nodal department for developing Startup Ecosystem in the State. In the third ever States' Start-up ranking 2021 announced by DPIIT, Uttarakhand was listed in the "Leaders" category. The State aims to further improve its Start-up ranking. Directorate of Industries invites expression of interest from reputed consultancy firms of national and international repute for supporting the State of Uttarakhand in startup ecosystem Development.

In this regard, Directorate of Industries (which is the nodal department) intends to on-board an agency, for a period of two years, to assist and support State Government in improving the Startup Ecosystem in the State.

Startup Cell has been set up in the Directorate which needs to be further strengthened.

### **2.3 Scope of Work**

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

- a) Knowledge support for the development of Startup Ecosystem in the State.
- b) Policy development, implementation and regulatory support.
- c) Ecosystem and Stakeholders Analysis.
- d) Operationalization of the Startup Cell.
- e) Awareness and Outreach.

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 service 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 service for assisting Directorate of Industries in 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:

S.No.	Criteria	Requirements	Documentary Evidence
1-	Legal Entity	The bidder should be a single Business Entity. ( <b>JV/consortium may be allowed</b> ). 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, 2021.	Certificates of Registration / Incorporation.
2-	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</b>	Certificate from statutory auditor /audited financial statements for the three previous financial years (FY 2018-2019, FY 2019-2020, FY 2020-2021)
3-	Turnover from Government Consulting Services	The bidder should have a minimum <b>average turnover of INR 05 Crore from Government/ Public Sector consulting services in India in last 3 financial years</b>	Certificate from CA/ statutory auditor
4-	Bidder Experience	Experience in Startup Ecosystem Development.	Letter of Award or Completion Certificate
5-	Employee Strength	Minimum <b>30 employees</b> in consulting division in India	Self-certification
6-	India Presence	Should have offices in a minimum of 4 Cities in India.	Self-certification letter with office locations clearly specified
7-	Blacklisting	The bidder should not have been blacklisted/ banned/ debarred under investigation by any State/Central Government entity/PSU in last <b>Three years</b>	Self certification. Falsification and non disclosure will lead to disqualification from the evaluation process.

#### **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 "Startup Ecosystem Development" in last 3 financial years as <b>PMU/ PIU/ PMA</b> 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.	Non Blacklisting Certificate					
11.	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.