

RFE for Empanelment of Consultancy Firms for Evaluation of Technologies in the Public R&D Institutions

Pre-Bid Clarifications

Held via Video Conference on 18th March 2020

Category: Evaluation Criteria and Empanelment, Pre-qualification Criteria:

Q1. Sr. No. 1: Can Startups incorporated after Feb 2017 qualified to apply?

Yes, the requirement for the Startup to be a registered company would still hold true. However, an exemption will be applied regarding the period of applicability for startups. Considering the exemption, startups incorporated after 2017 would be eligible to apply. Invest India will release a corrigendum to this effect.

Q2. Would a Registered Society under the Indian Society Act also be considered eligible?

Yes, . Society/Trust/LLP/Partnership can also apply as long as they fulfil the pre-qualification criteria. There is no objection for societies to participate if they demonstrate capabilities, but for any society that has a conflict of interest, this must be disclosed for proper and impartial allocation of technologies.

Q3. Under Technical Evaluation, what kind of work would be considered relevant

Consultancy related to similar work will be considered as relevant. Similar work may include any project which included a component on evaluation of technologies, critical to the project.

Q4. Instead of work orders will letters of certification from organizations work or Project Sanction letters?

Yes. it should be on the letter head of the company and signed. In any event, formal documentation that can be used as evidence of the work allotted and completed must be provided.

Category: Scope of work

Q1. Which 10 technologies are to be evaluated?

In case the agency has a specific technology expertise in one or more sectors, that will be taken into consideration during the allocation of technologies for evaluation. The technologies compiled for each firm will take into consideration the technicality of the innovation and the lists will consist of a balance of technically more complex and simpler innovations.

Q2. Objective

The objective of the project is to provide commercial readiness level of the innovations based on insights and conclusions derived from target market assessment, competitive landscape, patent analysis, cost analysis, regulatory scenario and R&D efforts. However, it must be noted that the questions in Annexure II are only indicative of the data we expect the firms to collate. Firms are free to devise their own methods, to include more research questions or replace where deemed necessary. The three essential components of the project are: (1) the firm must arrive at a CRL for the innovation (2) the manner in which the CRL has been arrived at must be explained for transparency (3) the Annexure may be used as an indication of the factors we think are critical to assess CRLs.

Q3. What would be the major domains of the innovations? (sectors including Telecom, Chemical, Automotive, etc.)

AGNIi is sector agnostic and thus the technologies may cover a broad spectrum ranging from IoT to simple design innovations, and also include defence, security, food processing, waste etc. More than the sectors, the focus of the putting an Assignment together will be to balance technologies that require heavy evaluation with ones that are comparatively require lesser assessment

Key areas include: Agriculture, Plastics, Water, Food Processing, Livelihood/ Rural, Energy, EVs, Security, Infrastructure and Defence, Digital and IoT, Education, Chemicals, Healthcare. As a reference point, the CSIR compendium of technologies may be looked at.

Q4. Is there any specific geography that needs to be targeted or will the assignments have a global scope?

The targeting will not be specific to any particular geography. Consulting Firms may elaborate on scope of commercialisation anywhere in India or similar geographies anywhere in the world, where the innovation would hold relevance.

Q5. What accounts as “Out-of-Pocket” expenses and if this includes travel and research databases.

If the firm has proposed a methodology wherein travel for interviews and evaluation is involved, it will be counted as out of pocket expense and this must be built into the bid proposal and be taken into account for the lump sum cost proposed.

Q6. Let us know if there is any specific database that need to be considered for the study.

The consultancy firm is free to use any of the databases. If the firm wishes to purchase access to a specific database only for the purpose of technology evaluation related to this project, please build that into the lump sum cost. Please note however that all expenses must be justified in the value they add to the exercise and how the firm wishes to use any added expense as an integral tool to arrive at the CRL using the methodology proposed.

Q7. What is meant by evidence of interest shown in the innovation under evaluation.

This is to understand if there are any potential adopters that have expressed interest in the technology and if any record exists to show customer inclination to adopt.

Q8. In market assessment section, do we require to predict market values and growth rate for both secondary and primary markets?

The addressable market question is to assess the scalability potential of an innovation. Prediction of market values and growth of secondary markets may be used an indication for potential for scale, where this assessment is seen as optimum.

Q9. Regarding competitive intelligence, is there a requirement to profile the competitors in detail. If yes, how many companies are we targeting for this section.

Detailed profiling is not needed. The objective of this question is to understand market elasticity. In case a competitor already exists in the market and there are strong reasons to believe that the customers largely remain loyal to a particular player in the market, it will adversely impact the potential for easy uptake of that technology. The importance of this question in assessing CRL is then to judge the ease of adoption

Q10. What is Invest India’s role in facilitating conversations with the Innovators?

The details of the technologies shared will largely depend on the Public R&D institute these belong to. AGNIi being the National Tech Commercialization Program will assist in getting access to the labs, the

innovators in question. AGNI will provide a list of the labs and points of contact in each of these. We will also facilitate contact where necessary.

Also, set out below is an indicative list of the Public R&D Institutions. The list is only *indicative* of the kinds of Institutes from which the technologies for Assignment allocation will be taken:

1. CSIR
2. DST
3. MeITY
4. IITs
5. BARC
6. NIFTEM etc.

Project Delivery

Q1. What is the preferred option for the project delivery (power point or word document)?

We don't have a preferred method. However, the same format must be followed for each Assignment.

Q2. For commercial readiness level (CRL) assessment and scoring, is there any pre-decided standard framework or consulting agency need to prepare their own framework? If consulting agency prepares framework, will it need to generalize with a standard framework across innovations, or they can customize basis the innovation type.

The Consulting Firms are free to devise their own assessment and scoring. The indicative framework given as Annexure may be used to estimate the factors that we think could be needed to accurately assess the CRLs. Even though the firm is free to customise it as per projects, a general framework must be provided so that we can predict the quality of the work and if the firm has enough resources to match the methodology outlined.

Q3. Will there be a single compendium with CRL score of 10 different innovations separately? At what format (digital/print copy, ppt/report) the compendium needs to be submitted?

We expect to get one compendium per 10 technologies. Each of these 10 technologies will have a separate CRL. Digital format of the Compendium will be sufficient for this purpose.

Q4. Is there a defined criterion on which performance of consultancy firms will be assessed by the designated committee to allocate further assignments after the first assignment?

The criteria for assessing performance for future projects will be driven by the quality of the Compendium and whether the project delivery was in line with what had been promised by the Firm. It will also be judged on the accuracy and the authenticity of the data collected.

Input on empanelment process

Q1. Detail terms and conditions has not been provided. Will there be additional T&C in the Work Order or contract stage subsequently?

Yes, the contract signed at a later stage will contain further terms and conditions. Draft Contract will be shared for your reference and comments.

Q2. Please clarify, how the contract value to be assessed? Will it be at each work order level? We understand bank guarantee will be 10% of contract value

Invest India's default approach would be lump sum amount agreed as price per Assignment will be considered as the contract price and PBG be provided at the signing of each new contract. It will be

renewed with each Assignment granted along with the PBG. The exact mechanism of the above will be determined at a later stage, when contract is provided.

Q3. Please clarify about the Invoicing / Payment terms detail

These are usually made in a staggered fashion with specific milestones tied to specific consideration paid on the achievement of each milestone with fixed percentage on signing and balance on submission of Compendium.

Q4. In case of unforeseen / unavoidable situations beyond control of agency or delay on part of data/information providers in govt departments which may impact timeline, will the penalty clauses for delay still apply?

An exemption on force majeure has been included to take care of this. Evidence must be provided of all reasonable efforts made by the Consultancy Firm and the delay must have been caused despite all efforts by the Consultancy firm.

Q5. Is a bid by a consortium is allowed?

Consortiums are not allowed. Please see section III sub clause 3.1.13

Q6. The RFE criteria does not specify how Invest India will provide marks for project manager and other resources from a qualification and experience perspective. Kindly clarify, with regard to team structure and positioning.

This criterion shall be examined in a similar manner as the other resources - to check whether the persons in charge are qualified enough to meet the requirements of the strategy proposed by the Firm.

Q7. What accounts for confidential information and to what extent is this applicable to larger firms with multiple ongoing projects?

information in public domain by definition is not confidential. Other exceptions under law are statutory in nature for example, information summoned by courts of law. However, all proprietary information or information not in the public domain is to regard as completely confidential and procedure regarding these must be followed as mentioned in the RFE.

Q8. In case of termination of empanelment by client, will the Consulting agency to be paid for services rendered up-to the effective date of termination.

In such cases, Invest India may consider making payment for the past satisfactorily performed on the basis of Quantum Merit as assessed by it, if such part is of economic utility to Invest India.