

P1

**REQUEST FOR EXPRESSION OF INTEREST  
(SELECTION OF MANUFACTURING TECHNOLOGY PARTNER FOR  
AUTOMOTIVE SECTOR)**

**Country - India**

**PROJECT TITLE – TECHNOLOGY CENTER SYSTEMS PROGRAM (TSCP) –  
*Enhancing the Global Competitiveness of MSMEs***

**World Bank Loan No. 8330-IN**

**Assignment Title: Manufacturing Technology Partner for Automotive sector to  
support existing and new Technology Centres**

## REQUEST FOR EXPRESSIONS OF INTEREST (CONSULTING SERVICES – FIRMS SELECTION)

### INDIA

#### TECHNOLOGY CENTER SYSTEMS PROGRAM (TSCP)

Loan No./Credit No./ Grant No.:83300-001-IN

#### **Assignment Title: Manufacturing Technology Partner for Automotive sector to support existing and new Technology Centers**

The Ministry of MSME, Government of India, through the Office of the Development Commissioner, Ministry of Micro, Small and Medium Enterprises has received financing from the World Bank toward the cost of the Technology Centre Systems Program (TSCP), and intends to apply part of the proceeds for consulting services.

The Technology Centre Systems Programme will support in upgrading the existing Technology Centres (TCs) - also referred to as Tool Rooms and Technology Development Centres - and establishing up to 15 new TCs. The TCs are to be located in various parts of the Country and cater to the needs of small and medium firms in the field of training, component designing, tooling and manufacturing. For full details please visit [http://www.dcmsme.gov.in/Toolroom\\_tdc.htm](http://www.dcmsme.gov.in/Toolroom_tdc.htm).

The Office of Development Commissioner, Micro Small Medium Enterprises intends to hire consulting firms in the role of Manufacturing Technology Partner (MTP) for the automotive, general & precision manufacturing, ESDM, fragrance & flavor, footwear & leather and designer & decorative glass sectors. The following 8 packages have been designed for procurement of the MTPs to support the existing/new TCs.

Package #	MTP's focus	TC locations to be served
P1	<i>Automotive manufacturing</i>	Existing: Ahmedabad, Aurangabad, Indore, Jamshedpur New: 2-3 locations
P2	<i>ESDM</i>	Existing: Ramnagar, Mumbai, Hyderabad New: 2-3 locations
P3	<i>Precision Manufacturing and General Engineering</i>	Existing: Kolkata, , Hyderabad, Bhubaneshwar New: 2-3 locations
P4	<i>General Engineering – Foundry and Forging</i>	Existing: Kolkata, Jalandhar, Agra New: 1-2 locations
P5	<i>General Engineering</i>	Existing: Ludhiana, Guwahati, Meerut New: 3-4 locations
P6	<i>Fragrance and Flavor</i>	Existing: Kannauj New: 2-3 locations
P7	<i>Footwear and Leather</i>	Existing: Agra, Chennai New: 1-2 locations
P8	<i>Designer &amp; Decorative Glass</i>	Existing: Firozabad New: 1-2 locations

Consultants can apply for more than one package and there would be different shortlist for each package. While applying for different packages, the Team Leader and Key Staff have to be different for each package. More than two packages will not be awarded to a single consultant. Details on the evaluation process for the different packages will be defined during the RFP stage.

This request for EoI is intended at hiring a Manufacturing Technology Partner for the Automotive sector (Package P1). The consulting services ("the Services") includes providing facilitation support for each system (or sub system) of existing/new TCs focused on the automotive sector through technology development, human skill development, advisory to TCs on their technical setup and business advisory on technology matters. The hired Manufacturing Technology Partner will also be expected to advise and facilitate the improvement of the environmental health and safety standards of the TCs. The aim of the assignment is to enhance the capability and service offerings of TCs such that

they transform to become models of manufacturing excellence for MSME. The overall magnitude of the effort for the consultant is expected to be in excess of two hundred and forty six man months over a six year period.

The detailed draft terms of reference can be obtained from <http://dcmsme.gov.in/tcsp.html>

The Office of DC-MSME now invites eligible consulting firms ("Consultants") to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services. The shortlisting criteria are:

1. The consultants must be a registered legal entity and should have been in existence for at least 5 years
2. The consultants must have a minimum average annual turnover of USD 11 million over the last 3 years.
3. The consultant must have a minimum annual turnover of USD 700,000 each year from applied research projects in the automotive sector.
4. The consultants must have at least 3 relevant completed/ ongoing projects in applied research in the automotive sector in the last 5 years.
5. The consultants must have at least 3 relevant completed/on-going projects related to skill development specifically development of training programs and curriculum for the automotive industry in the last 5 years.

The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's *Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits & Grants] by World Bank Borrowers* (January 2011) ("Consultant Guidelines"), setting forth the World Bank's policy on conflict of interest.

Consultants may associate with other firms in the form of a joint venture or a subconsultancy to enhance their qualifications and they must mention the nature of association whether Joint Venture or Subconsultancy, in their EoI.

Consultants will be selected in accordance with the Quality Cost Based Selection (QCBS) method set out in the Consultant Guidelines.

Further information can be obtained at the address below during office hours: 0900 to 1700 hours.

Expressions of interest must be delivered in a written form as per the formats attached in Annexure 1 to the address below by **24<sup>th</sup> March 2015 (4.00 PM Indian Standard Time)**. Please submit 2 copies of the Expression of Interest in the same envelope, one marked as 'Original' and one marked as 'Copy'. EoI responses submitted by email will not be acceptable.

**Please Note: Expression of Interests submitted by consultants in response to the REoI released on 9<sup>th</sup> October 2014 will still be valid. In case the consultants want to submit revised EoI, they are free to do so before the above mentioned submission date.**

Office of Development Commissioner,  
Micro, Small & Medium Enterprise (MSME),  
Attn: Director (Tool Room), O/o DC, MSME  
Room No 723 (A), A Wing,  
7th Floor, Nirman Bhawan,  
Maulana Azad Road, New Delhi – 110108  
Tel: +91 11 23062561  
Fax: +91 11 23061068  
E mail: [tcsp@dcmsme.gov.in](mailto:tcsp@dcmsme.gov.in)

## Annexure 1: Format for Expression of Interest

The expression of interest must be submitted along with the following documents:

- a) FORM 1: Compliance to Eligibility Criterion
- b) FORM 2: Organization Details
- c) FORM 3: Format for Credentials / Past Experiences for all the projects cited under eligibility criterion 3 & 4
- d) FORM 4: Approach and Methodology for executing the project
- e) FORM 5: Comments and Suggestion on the Terms of Reference

### **FORM 1:** Compliance to Eligibility Criterion

Eligibility Criterion		Compliance (Yes/No)	Documentary Evidence Provided	Page number as part of Annexure
1	The consultants must be a registered legal entity and should have been in existence for at least 5 years		Copy Certificate of Incorporation issued by relevant authority in country of establishment	
2	The consultants must have a minimum average annual turnover of USD 11 million over the last 3 years.		<p>Statutory Auditor's certificate (for. FY 2012, FY 2013, FY 2014) that provides the information explicitly as per the specific requirement of the criterion OR Annual Auditor Reports(for. FY 2012, FY 2013, FY 2014) clearly indicating the turnover, certified by the authorized signatory of the EoI.</p> <p>Please note:</p> <p>a) The annual turnover quoted must be the annual turnover of the EoI Respondent and not its parent/child company</p>	
3	The consultant must have a minimum annual turnover of USD 700,000 each year from applied research projects in the automotive sector.		<p>Statutory Auditor's certificate (for. FY 2012, FY 2013, FY 2014) that provides the information explicitly as per the specific requirement of the criterion OR Declaration stating information explicitly as per the specific requirement of the criterion certified by the authorized signatory of the EoI</p> <p>Please note:</p> <p>a) The annual turnover quoted must be the annual turnover of the EoI Respondent and not its parent/child company</p>	
4	The consultants must have at least 3		For completed projects :	

	Eligibility Criterion	Compliance (Yes/No)	Documentary Evidence Provided	Page number as part of Annexure
	relevant completed/ ongoing projects in applied research in the automotive sector in the last 5 years.		<p>Copy of the Completion Certificate from the client. OR Copy of the letter from authorized client representative on company letter head and under company seal with explicit information to meet the specific requirement of the criteria OR A Self-Certified declaration by the Chief Executive Officer (CEO) or Managing Director or Authorized Signatory of the Eol with explicit information to meet the specific requirement of the criteria</p> <p>For greater than 12 months old ongoing project:</p> <p>Copy of Purchase Order / Contract copy AND Certificate from the Finance Head / Authorized Signatory of the Eol Respondent that 50% of the contract value has been received</p> <p>Please note:</p> <ul style="list-style-type: none"> <li>a) The credentials sighted under this criterion must have been executed by the Eol Respondent and not its parent/child company</li> <li>b) Maximum 5 credentials should be submitted for this criterion</li> <li>c) In the absence of the required documentary evidence the respective credential may be deemed unacceptable.</li> </ul>	
5	The consultants must have at least 3 relevant completed/on-going projects related to skill development specifically development of training programs and curriculum for the automotive industry in the last 5 years.		<p>For completed projects :</p> <p>Copy of the Completion Certificate from the client. OR Copy of the letter from authorized client representative on company letter head and under company seal with explicit information to meet the specific requirement of the criteria OR A Self-Certified declaration by the Chief Executive Officer (CEO) or Managing Director or Authorized Signatory of the Eol with explicit information to meet the</p>	

	Eligibility Criterion	Compliance (Yes/No)	Documentary Evidence Provided	Page number as part of Annexure
			<p>specific requirement of the criteria</p> <p>For greater than 12 months old ongoing project:</p> <p>Copy of Purchase Order / Contract copy AND Certificate from the Finance Head / Authorized Signatory of the EoI Respondent that 50% of the contract value has been received</p> <p>Please note:</p> <ul style="list-style-type: none"> <li>a) The credentials sighted under this criterion must have been executed by the EoI Respondent and not its parent/child company</li> <li>b) Maximum 5 credentials should be submitted for this criterion</li> <li>c) In the absence of the required documentary evidence the respective credential may be deemed unacceptable.</li> </ul>	
6	Other relevant documents		<p>Declaration that the consultant is not black-listed by any Government agencies in India</p> <p>Declaration that the consultant does not have any conflict of interest in terms of taking any assistance / support from individual / firm / consultants who have been part of the TCSP program consultancy or the bid publication process</p>	

**FORM 2:** Organization Details**Section 1: About the EOI Respondent**

I.	Name of the Organization		
II.	Details of the Organization	<ul style="list-style-type: none"> <li>• Address of the Registered Office:</li> <li>• Telephone:</li> <li>• Facsimile:</li> <li>• Website:</li> </ul>	
III.	Information about Organization	<ul style="list-style-type: none"> <li>• Year of Establishment:</li> <li>• Status of the Organization: Public Ltd./ Private Ltd.:</li> </ul>	
IV.	Name and designation of the person authorized to make commitments to the O/o DC, MSME	<ul style="list-style-type: none"> <li>• Name</li> <li>• Designation</li> <li>• E-mail</li> <li>• Contact Number</li> </ul>	
V.	Annual Turnover for the last three Financial Years	Financial Year	Annual Turnover (Million USD)
		2012	
		2013	
		2014	
VI.	Number of Personnel	<ul style="list-style-type: none"> <li>• Number of professionally qualified technical personnel on its permanent payroll working in the area of applied research in the automotive sector as on 31.12.2014</li> <li>• Total employee strengths on the payroll of the company as on 31.12.2014</li> </ul>	

**Section 2** EOI Respondent firm needs to mention its core business areas and any other relevant details / experience of the EOI Respondent firm in a descriptive format. EOI Respondent firm needs to mention its Technical and managerial capability for executing each component of the indicative scope of services including components.

**Please provide a response with details in not more than 3 pages**

**FORM 3:** Format for Credentials / Past Experiences for projects cited under eligibility criterion 4&5  
(Maximum 2 pages per credential)

Assignment name:	Country:  Location within the country
Name of Client:	Address:
Name of the Legal Entity in whose name the contract is:	Duration of assignment (months):
No. of man months of the assignment:	Start date (Month/year):  Completion date (Month/year):
Approx. value of the overall contract (in USD):	Approx. value of the services provided by your firm under the contract (in USD):
Name of associated organizations, if any:	Role of Consortium member(s):
Narrative description of the Project:	
<p>Detailed Scope of services, coverage and relevance to this project:</p> <p><i>In the addition to the above information, for shortlisting criteria 4, please specify the industry application of the research along with details of the clusters/industries where the research has been implemented.</i></p> <p><i>In the addition to the above information, for shortlisting criteria 3, please specify details of the curriculum developed in this project and no. of people trained under the program.</i></p> <p>.</p>	
Copy of Completion certificate from the client attached?	YES / NO



Copy of letter from authorized client representative with information meeting the specific requirement of the criterion attached?	YES / NO
A Self-Certified declaration by the Chief Executive Officer (CEO) or Managing Director or authorized signatory of the EoI with explicit information to meet the specific requirement of the criteria?	YES/NO

**FORM 4:** Approach and Methodology for executing the project (not exceeding more than 3 pages)

*Please note: The Approach and Methodology will not be used for evaluation at the EoI stage.*

**FORM 5:** Suggestions and Comments on the Terms of Reference, with special considerations on the scope of work to identify more activities that can be undertaken by the Manufacturing Technology Partner to help achieve the project objective, minimum team deployment etc. (not exceeding more than 4 pages)

No.	Name of EOI Respondent	Page Number, Cause Reference	Existing Clause	Query / Suggestion