



Ahmedabad Textile Industry' s Research Association

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Dr. A.K.Sharma
Director

Invitation for Expression of Interest (Eoi) for Implementing the Centre of Excellence for Technical Textiles Project

Submission of proposals:

The Bidders should submit Technical and Financial offers in two separate envelopes, duly sealed and signed. Both envelops should be put in a bigger envelop, duly sealed and signed.

Important Dates:

Last date for obtaining Clarification, Explanation from ATIRA : 25th May 10
Last date for submission of offers : 25th June 10

Schedule for Individual meetings and interview post-evaluation will be intimated to each Bidder.

Invitation for Expression of Interest (Eoi) for Implementing the Centre of Excellence for Technical Textiles Project

1. **Background and Objective:**

Technical textiles sector has been recognized as a thrust area and Government of India has also launched National Technology Mission on Technical Textiles. But India is still majorly dependent on import for technical textile products and entrepreneurs are yet to invest significantly in this sector. The major hindrances for investment in this sector include - comparatively high initial investment for research & development, lack of required skilled manpower, lack of testing facilities and insufficient source of market information. This initiated the thinking process for a Centre of Excellence exclusively for technical textiles products. This centre will support the existing and future technical textile industries of India by providing them required resources in terms of technology, information, skilled manpower and quality. **A project report outlining the services, infrastructure, project cost, implementation road-map etc. has already been prepared. It is envisaged that the cost of the project may be around INR 2500 Millions.**

This center will be established and run by a Special Purpose Vehicle, which will be formed by ATIRA and Government of Gujarat (iNDEXTb). **ATIRA is an autonomous non-profit association for textile research. It is the largest of its kind in India for textile and allied industries. The ATIRA campus, located at Ahmedabad, is surrounded by other major educational institutions such as Gujarat University, PRL, L.D. Engineering College, IIM and AMA.**

The project will be funded by Government of India (GOI), Government of Gujarat (GOG), ATIRA and industry partners. **While GOI & GOG will majorly play the role of facilitator by funding this project, its representatives will be on the Board of Directors to oversee the implementation work at macro level.** Once established, the centre would provide following support services to the technical textile industry of India:

- a) Knowledge and Information service
- b) Research and Development
- c) Testing and Certification
- d) Education and training
- e) Market & Market Research

With this background, ATIRA invites Expression of Interest (Eoi) from the professional agencies having relevant experience, to implement the proposed project.

2. Eligibility criteria for submission of EoI:

- Reputed consultants / consulting firms / other relevant professional agencies (hereby referred to as “Consultant”) with national and international exposure and preferably experience to handle similar type of assignment may submit EoI for this project.
- The Consultant should be a company registered under the Companies Act or a registered firm or a consortium with at least 10 years of experience either of the consultant or their promoters with proven track record in offering such advisory services in the field of textiles.
- The experience and knowledge of Consultant in carrying out projects related to Technical Textiles would be an added qualification.
- It is desirable that the Consultant has experience of carrying out similar projects in the field of research/applied research institute or similar knowledge based activity.
- **The Consultant should have a minimum turnover of Rs. 25 Crores during each of the last three years (Financial year 2006-07, 2007-08, 2008-09) from consulting activities. Audited accounts along with the Certificate of Company’s turnover from the authorized signatory of the company need to be submitted along with the response.**
- The Consultant should have team strength of at least 10 consulting professionals. The members proposed for the project should include Textile Engineers, Engineers, and Management Graduates/CAs from recognized institutes with experience and track record.
- The Consultant / Promoters / Members of Consortium should have proven and demonstrable experience, expertise and resources in providing consultancy services for Strategy, Project Conceptualization, Acting as a nodal agency for implementation work, facilitating fund mobilization, attracting investments and supporting marketing activities. The Consultant should preferably have working relationship / liaison with relevant departments of Govt. of India, research bodies and Subject Matter Experts for Technical Textiles. The Consultant should have worked with reputed National and International firms in strategy and implementation projects. Relevant case studies summarizing the nature of work done for national and international clients of repute in Textile & Apparel sector & Education sector should be submitted with the EOI.

3. Scope of the Project: The assignment will cover following activities:

A. Preliminary work

- a) Finalizing composition of SPV and Board of Directors
- b) Finalizing project concept and operating model
- c) Detailing of the infrastructure and implementation plan

B. Formation of advisory board and tying up with strategic partners

- a) Identifying potential experts for advisory board and strategic partners
- b) Preparation of approach document for both categories and fixing up meetings with them
- c) Assisting the SPV in forming the advisory board and tying up with strategic partners

C. Assistance in Fund Raising

- a) Short-listing the potential sources of funding
- b) Preparing approach document and fixing up appointment with interested Govt. departments and Private organizations
- c) Assisting SPV in raising funds from Govt. and private sources

D. HR related Assistance

- a) Finalizing organization structure, job description and assisting SPV in recruitment of top management
- b) Assisting SPV in recruitment of other human resource

E. Approvals, affiliations and agency selection

- a) Coordinating for various approvals and affiliations
- b) Assisting SPV for selecting various agencies /vendors etc

F. Marketing related assistance

- a) Formulation of marketing strategy
- b) Coordination of marketing activities

4. Timeframe:

The agency needs to complete the implementation work within 24 months. A detailed implementation timeframe needs to be submitted by the agency in their technical proposal.

5. Submission of proposals:

The interested parties should submit sealed technical and financial offers in separate envelopes. Both the envelopes should be put in a bigger envelope duly sealed for submission:

**To,
The Chairman,
Ahmedabad Textile Industry's Research Association (ATIRA),
P.O. Ambawadi Vistar,
Ahmedabad - 380015.
India**

**TeleFax : +91-79-26301969
Email : anil2005sharma@gmail.com
Website : www.atira-rnd-tex.org**

The envelope should be clearly marked as 'Proposal for Implementing the Centre of Excellence for Technical Textiles'. The offer should reach ATIRA before 25th June 2010.

5.1 Technical Proposal

The Technical Proposal should give following Information

1. Project approach & detailed methodology to be followed
2. Project implementation schedule with detailed timelines
3. Brief Profile of the Organization
4. Experience of conducting projects in technical textile sector in last 3 years
5. Experience of consultancy project with research institutes / education sector
6. Experience of assisting client in fund raising / bringing investment
7. Experience of assisting client in organizing marketing events
8. Experience of working as nodal agency for large implementation projects
9. Brief CVs of relevant professionals
10. Unabridged annual reports or audited financial accounts for the last three years

5.2 Financial Proposal

The financial proposal may contain:

- a) Retainer-ship fee (Rs. / Month) in lump sum excluding travel expenses and applicable Govt. taxes. Travel expenses will be paid in actual. Terms and conditions for the same will be mutually agreed with the selected agency. Retainer-ship fee will be paid in advance.
- b) Success fee (in percentage format) on raising funds from Govt. and private sources.

6. Rights of ATIRA

ATIRA reserves the right to accept / reject the offers received without assigning any reasons whatsoever, or may call for any additional information /clarification, if so required.

7. Evaluation Criteria

A Techno-financial evaluation of the submitted proposals will be carried out on a relative basis. Technical score will be given 70% weightage, whereas the financial score will carry 30% weightage.

8. Other terms and conditions:

1. Confidentiality of the data provided by the ATIRA and various other agencies – Government and/or otherwise, to the Consultant should be maintained.
2. The report will be sole property of ATIRA; any portion or part of the report should not be produced / published or sold to others.
3. The report would be treated as final only after its approval by ATIRA.
4. All disputes/interpretation and other matters if any, concerning this agreement in any manner whatsoever shall be subject to final decision of ATIRA.
5. Governing Law and Jurisdiction: This agreement shall be governed by the laws in India.

9. Force Majeure:

Both the parties shall bear with the force majeure, which could not be reasonably foreseen.

10. Agreement cancellation:

In the event of Consultant willfully not commencing the work within 30 working days after the stipulated period, the agreement shall stand cancelled and the Consultant shall refund the advance payments within 10 days along with a penal interest @ 18% p.a.

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