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Government of India
National Manufacturing Competitiveness Council
(Ministry of Commerce & Industry)
Vigyan Bhawan Annexe, New Delhi-110011.

NOTICE INVITING EXPRESSION OF INTEREST (EOI)
For
Consultancy Services/ surveys/studies in identified sectors for
enhancing manufacturing competitiveness

The National Manufacturing Competitiveness Council (NMCC), an apex autonomous body set up by the Government of India to provide inputs for policy making as well as to suggest and help and implement measures for enhancing the competitiveness of the Indian manufacturing industry, invites Expression of Interest from the reputed consultancy organizations/ research institutions to conduct studies in the identified priority areas.

2. Interested parties may send their Expression of Interest as per details of the subjects / areas indicated in the National Strategy for Manufacturing and as per details available at NMCC's website: www.nmcc.nic.in to Shri Rajeev Ranjan, Chief (Joint Secretary), NMCC, Room No.227, Vigyan Bhawan Annexe, New Delhi **latest by 4.00 p.m. 14th December, 2006**, in a sealed cover superscripting "Expression of Interest" along with prescribed earnest money.

(S.S. MADAN)
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Government of India
National Manufacturing Competitiveness Council
(Ministry of Commerce & Industry)

Vigyan Bhawan Annexe,
Maulana Azad Road, New Delh-110011.

Dated the 22nd November, 2006

Expression of Interest

The National Manufacturing Competitiveness Council (NMCC), an Apex Autonomous Body set up under the Ministry of Commerce & Industry to provide a continuing forum for policy dialogue to energize and sustain the growth of manufacturing industries in India and to suggest various ways and means for enhancing the competitiveness of manufacturing sector including identification of manufacturing sectors which have potential for global competitiveness; current strengths and constraints of identified sectors, and recommend National level industry/sector specific policy initiatives as may be required for augmenting the growth of manufacturing sector intends to engage nationally /internationally reputed consultancy organizations and research institutions to conduct surveys/ studies in the following subjects as per subject/sector specific Terms of Reference (TOR). To begin with the Studies/ Surveys are proposed to be conducted in the priority sectors identified by the High Level Committee on Manufacturing (HLCM), set up under the Chairmanship of the Hon'ble Prime Minister - Textiles and Garments; Food & Agro Processing; Leather and Footwear; IT Hardware and Electronics; Skills Development; and Problems of small & medium industries including cluster development. The Studies/ Surveys are to be completed within two to four months' time from the award of work (extendable by NMCC at its discretion depending upon the requirements/ justification).

Some illustrative areas could be:-

1. Lowering Cost of Manufacturing;
2. National Vocational Educational Qualification system;
3. Global Best Practices (Manufacturing Advisory Service);
4. Re-engineering Procedures (Minimizing Transaction Costs);
5. Enhancing competitiveness of Un-registered Firms (Global Best Practices);
6. Low Productivity of Labour (PSUs; Trends/Sectors);
7. Firm Level Competitiveness (Strategies & Road Map Development);
8. Lean Manufacturing (Advisory Center/Services);
9. Development of MIS for NMCC;
10. Survey of Business Climate;
11. Monitoring Frame work of Manufacturing sector;
12. Benching of standards in manufacturing sector;
13. Promoting of Innovation and R&D in manufacturing sector;
14. Institutional / Infrastructural prerequisites for manufacturing sector; and
15. State Level Reports / Industry sub-sector reports, etc.

In addition some more areas proposed to be taken up for detailed study are indicated in Annexure-I. (More areas could be added depending upon the specific requirements and dialogue with State Governments' Ministries/Agencies).

2. Submission of Expression of Interest

Nationally and internationally reputed consultants/ consulting firms and research institutions with adequate and specific expertise in conducting such assignments are invited to submit Expression of Interest for selection to Shri Rajeev Ranjan, Chief (Joint Secretary), NMCC, Room No. 227, Vigyan Bhawan Annexe, New Delhi-110011 by 1700 hours within 15 days from the date of publication of EOI, in a sealed cover superscripting “ Expression of Interest for _____” along with refundable earnest money of Rs. 20,000 (Rupees twenty thousand only) by way of demand draft in favour of “Pay & Accounts officer” DIPP/NMCC, New Delhi payable at New Delhi. NMCC reserves the sole right to accept or reject any or all Expressions of Interest without assigning any reason therefor.

Together with the Expression of Interest, the following details are to be sent: -

- (i) Full particulars of the Organisation/ Company/ Institution on their financial strength, constitution/ ownership, organizational structure, manpower (skilled and unskilled), infrastructure, offices, registration and main activities of the prospective consultant, including details of full time professionals.
- (ii) Unabridged annual reports or audited financial accounts for the last Five years alongwith latest Income Tax Clearance Certificate and solvency certification from bankers.
- (iii) Names and short CVs of the full time & part time researchers, including field of specialization of each of the proposed key personal to be deployed on the assignment (the CVs would need to be backed by written commitment of the person of availability of his service). The CVs must be accurate, complete and signed by an authorized official of the consultant/consulting firm and the individual proposed.
- (iv) Details of major assignments undertaken of a similar nature, during the last five years.
- (v) Methodology – A detailed plan indicating how it proposes to carry out each study in the specific sector/ subject/area. The Plan shall include the rationale behind the intended methodology.

3. Eligibility

Reputed consultants or consulting organizations having an experience of at least 5 years in conducting such assignments and an annual turnover of at least Rs. One Crore per year during the last three years will be eligible/ preferable. Having sector specific experience and in-house capability to manage the assignment, will be an added advantage.

4. Presentation

Eligible applicants would be required to make a presentation of their credentials and the proposal before a committee of Officers constituted by the Council. The exact date, time and venue of the presentation will be intimated separately.

5. Criteria for evaluation of the firms:

The parties will be evaluated/assessed broadly on the following criteria:

- (i) General Criteria
- (ii) Organizational structure and constitution
- (iii) Core business and duration of business
- (iv) Technical and managerial capability of the firm
- (v) Performance record of the last five years.
- (vi) Methodology and work programme for the proposed assignments;
- (vii) Experience in the field of assignment and qualification of key team members to be deployed in the work (full time & part time separately);
- (viii) Likely time period indicated to complete and submit the report for each sector/ subject.

The Council will not reimburse any of the expenses incurred by the Agency towards preparation of the EOI document, traveling cost, boarding and lodging incurred for attending any pre-bid/bid meeting or visiting the Council's Office for making the presentation. The NMCC shall, in no case, be responsible or liable for any such costs whatsoever, regardless of the outcome of the EOI process.

6. Period of validity of Bids

Bids shall remain valid for a period of not less than three months after the deadline date for bid submission. A bid valid for a shorter period shall be rejected by the Council as non-responsive. The Council may request the bidder to extend the period of validity for a specified additional period in exceptional circumstances. During this time/period the Bidders will maintain without change, the personnel proposed for the assignment and the proposed price.

7. Earnest Money Deposit

The Earnest Money Deposit (EMD) of Rs. 20,000/- as indicated in the Notice Inviting Tender should accompany the technical bid by Demand Draft drawn in favour of P&AO, NMCC/DIPP, New Delhi and payable at New Delhi. The EMD would be forfeited if the bidder withdraws his bid during the validity period.

8. Preliminary Examination

After receipt of the bids, NMCC at its discretion may invite any or all the bidders for discussions with a view to sort out any minor inconsistencies and seek clarification on the bids received.

9. No price bid, rates or cost estimate should be submitted along with the Expression of Interest (EOI).
10. The short listed parties will thereafter be asked to submit financial bids.
11. Payment terms and conditions:

Charges to be normally paid in the following manner for undertaking the study/ survey/ assignment:

Advance	20% of the contracted value (Released against the Bank Guarantee for equal amount valid for six months)
Submission of Interim Report within two months of award of work /contract	40% of the contracted value
Submission of Final Report	40% of the contracted value

12. The details about the mandate/outreach of the NMCC, National Manufacturing Strategy Paper prepared and sectors covered for analysis/study by the Council are available at its website: <http://www.nmcc.nic.in>

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Annexure-I

1. Survey of productivity/competitiveness of Indian manufacturing sector.
2. Trends in total factor productivity of the manufacturing sector in India.
3. Reasons for declining productivity in the Indian manufacturing sector.
4. Survey of literature on innovation and technology transfer issues relevant to Indian context.
5. Implications of FTAs on the competitiveness of Indian manufacturing industry.
6. Analysis of data from IMD World Competitiveness Year Book/World Investment Report/World Competitiveness Report.
7. Cross country comparisons using secondary sources about competitiveness and productivity and benchmarking of standards.
8. Labour intensity of various manufacturing sector of the Indian economy.
9. Employment potential of manufacturing sub-sectors.
10. Prioritization of interventions in the sub-sector engagement in the Indian manufacturing sector.
11. Monitoring mechanism of the growth of manufacturing sector.
12. Measuring of performance through key performance indicators both qualitative and quantitative to assess the progress of manufacturing sector.
13. Statistical base/validity/relevance of Index of Industrial Production (IIP).
14. Offset principle to be explored in the defence and other high value procurements.
15. Cluster development studies and implementation issues in consultation with all stakeholders.
16. Prioritization and matrices of manufacturing sub-sectors for medium to long term to be created.