



## CONSULTANCY DEVELOPMENT CENTRE

### Study on “Export Potential in Middle East Countries”

#### Objectives of the study

The objectives of the study are –

- To assess the potential for consultancy export in countries of Middle East Region comprising Saudi Arabia, Bahrain, UAE and Kuwait in key sectors where Indian consultants have the necessary strengths and expertise to export consultancy services.
- To suggest modalities for utilizing Indian consultancy expertise for identified consultancy needs.
- To develop linkages with government agencies, prospective client organisations, local industry associations, trade missions, consultants (individuals and firms), associations, chambers of commerce, etc.

#### Scope of study

The study will cover four countries of middle east region viz Saudi Arabia, Bahrain, UAE and Kuwait. The scope for the study is given below:

- Prioritize consultancy sector/ area in these countries in which Indian consulting organisations can provide their services.
- Study consulting capabilities within the country and perception about Indian consulting organisations.
- Interaction with the prospective clients and government authorities, departments to understand their consulting requirements. Also assess the funding by bilateral/ multilateral agencies for various projects and estimated consulting requirements.
- Assess the consultancy market size and local consulting capabilities.
- Determine gaps and suggest strategies for consultancy export from India
- Study the entry barriers and other legal requirements for establishing consulting business in these countries including market access requirements and issues related to consultancy import from India to these countries.
- Develop database of local consultants
- Database and sources of consulting assignments by client organisations (Govt./ bilateral/ multilateral/ private organisations)

#### Approach and Methodology

The approach and methodology may cover the following:

- Primary data collection from various stake holders.
- Secondary research

- Seminar/ workshop/ brain storming/ focused group discussion with various stakeholders.

The above approach and methodology is suggestive in nature and consultant may suggest their own approach and methodology in the proposal.

### **Eligibility Criteria**

The consultants must meet the following minimum eligibility criteria –

1. Should have minimum of 5 years experience in the consulting.
2. Should have executed minimum one study assignment in the last 3 years preferably assignment of similar nature or in the related sector.
3. Should have average turnover of Rs. 50 lakhs in consulting in the last three years.

### **Deliverables**

The deliverables will be as indicated below.

- a) Thrust/ priority opportunities in next 10 years.
- b) Entry barriers/ requirements for doing consulting business in the host country.
- c) List of local consultants, complete contact details (postal address, key officials & designation, email, phone, fax, website), areas of operation/ expertise.
- d) List of major sources of consulting opportunities
- e) List of major bilateral/ multilateral/ private sector projects, plan allocation/ budget, services required.
- f) List of professional bodies/ including consulting associations – contact details
- g) Incentives provided / schemes/ projects based on WTO, bilateral, multilateral agencies for consulting services.
- h) Evolve mechanisms for developing joint ventures including collaboration and business partnerships and measures to promote export of Indian consultancy services in these countries.
- i) An Action Plan indicating the role of various stakeholders (what & how) along with time lines for enhancing export of consulting services from India to these countries.

### **Time frame**

The report is to be completed within six months from the date of award of contract.

### **Date for submission of proposal**

The last date for submission of detailed proposal is **31<sup>st</sup> May 2010 by 1700 hrs.** in CDC office.

The technical and financial proposal must be submitted in two separate envelopes clearly indicating on the envelopes as “TECHNICAL PROPOSAL” and “FINANCIAL PROPOSAL”.

The Financial Proposal must give the cost break-up under various heads. The following evaluation criteria shall be used for technical evaluation.

<b>S.No.</b>	<b>Details</b>	<b>Marks Max.</b>
1.	Experience of the firm	20
2.	Methodology, work plan and understanding of TOR	35
3.	Suitability of the key personnel for the assignment	45
<b>Total</b>		<b>100 Marks</b>

Threshold for shortlisting consultants for technical evaluation will be 75 marks (seventy five marks).

The financial proposals of only technically shortlisted consultants will be opened and will be ranked in terms of their total evaluated cost. The least cost proposal will be ranked as L-1 and the next higher and so on will be ranked as L-2, L-3, etc. The least cost proposal (L-1) will be considered for award of contract.

The format of the contract to be entered between CDC and successful consultant for the assignment award shall be as per the standard form of contract available on Ministry of finance website <http://www.finmin.nic.in> (Standard Request for Proposals – Selection of Consultants).

**Respond to:**

Head (Projects)

Consultancy Development Centre

India Habitat Centre

Core-IV B, 2nd Floor, Lodhi Road, New Delhi-110003

Tel-011- 24653316(D), 24602601, 24602915, 24601533, Fax:011-24602602

Mobile:9810679980

Email:-sklalwani@cdc.org.in

Website:www.cdc.org.in