

# INVITATION OF PROPOSAL

for

*Study on*

*'Technology Need Assessment for Pharmaceutical  
Sector in India'*



## CONSULTANCY DEVELOPMENT CENTRE

(Autonomous Institution of DSIR, Ministry of Science & Technology)

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## *Background*

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Technology has played a vital role in improving the economy of the underdeveloped and developing countries. After the establishment of World Trade Organization (WTO) in 1995, many opportunities have been created for developed countries to transfer technologies to the developing countries.

India has numerous things to explore as it gets into the frontline of economic powers – one of them is accelerating the technology transfer process & mechanism. Industrial & Agricultural sector has been benefitted but India is yet to gain pace in terms of technology transfer across sectors. There are abundant explored opportunities existing in India which could both promote trade as well as lead to societal development. Owing to lack of proper channels for commercialization, many stakeholders are unable to illustrate their technological competence in the National & International arena.

Poor linkage between the academia and industry leads to the development of technologies which are not in demand in the market or which may not be able to fill the lacuna in the value chain. Hence, it has become important to carry out a *Technology Need Assessment* of pertinent sectors which would be able to give a clear picture regarding the demand for specific technologies in the market and give future leads to the scientists/innovators for research and provide with market opportunities for entrepreneurs and ultimately aid in societal development.

### **Technology Sector**

For the purpose of the study, the technology sector chosen is *Pharmaceutical Sector* in India.



## ***1. Terms of Reference(TOR)***

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### **Why Technology Need Assessment is required?**

- To find out the real needs of consumers/ industry
- To evaluate and comprehend the needs of market which can aid in the identification of technology opportunities worthy of exploration by potential entrepreneurs.
- To scope out the applicability of technologies in Indian markets
- To analyze the technology gap and forecast the need of technologies to fill this gap

### **Objectives of the study**

The objectives of the study are as follows:

- To carry out a Nationwide Pharmaceutical Technology Need Assessment
- To comprehend the trend of technology consumption
- To understand the need gap for pharmaceutical technologies in the market
- To study the product pipeline of Pharmaceutical Technology Sector
- To analyze the value chain followed in current domestic & international deals of technology transfer in India.
- To review the existing technology transfer processes & recommend improvements in the same
- To scout potential partners for commercialization

### **Scope of Work for the study**

The Scope of Work for the study is given below:

- Assess the current status of technology transfer in the Pharmaceutical Technology Sector in India.
- Identify the target stakeholders for carrying out the Technology Need Assessment.



- The Technology Need Assessment in Pharmaceutical Sector
- Recommendations on prospective technologies required by pertinent stakeholders
- Recommendations on potential areas & resources for business/ research collaboration.
- Discussions with various stakeholders
- Seminar/ Workshop to create awareness about technology transfer and significance of Intellectual Property.

### **Deliverables**

The following deliverables should be suitably covered in the study:

- Documentation of the current status of technology transfer in respective sectors.
- Database of technology needs of the industry
- Recommendations to meet the technology gaps vis-à-vis the industry requirements.

This study would help the Pharmaceutical Technology companies to formulate strategies for augmenting business development efforts and identify potential technologies that would have higher survival rate and are likely to be more successful.

### **Time Frame**

The Study is to be completed strictly within a time frame of **8 Weeks** from the date of the Award of Contract.



## **2. General**

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### **Eligibility Criteria**

The consultants must meet the following minimum eligibility criteria -

- Should have minimum of 5 years' experience in consulting as on 26.12.2012.
- Should have executed minimum two (2) study assignments in the last 3 years preferably assignments of similar nature.
- Should have an average annual turnover of Rs. 50 Lakhs in the last three years (2009-10, 2010-11 & 2011-12)

Documentary Evidence for the following must be submitted:

- a) Proof of Turnover
- b) Contract/Work/Engagement orders indicating the details of assignment, client, value of assignment, date of award, etc.
- c) Certificate of Registration of the Company/Agency

### **Proposal Submission**

Each proposal should be submitted in two parts, viz.

- Technical
- Financial

The technical and financial proposal must be submitted in two separate sealed envelopes indicating clearly on envelopes as "TECHNICAL PROPOSAL" and "FINANCIAL PROPOSAL", followed by the nomenclature of the assignment, "*Technology Need Assessment for Pharmaceutical Sector in India*". Financial proposal to include a warning "DO NOT OPEN WITH THE TECHNICAL PROPOSAL." The envelopes containing the Technical and Financial Proposals shall



be placed into an outer envelope and sealed. This outer envelope shall bear the submission address.

### ***Technical Proposal Content***

Technical Proposal should be prepared considering Objectives, Scope, Approach & Methodology, Milestones & Deliverables as well as other information given in this document.

Technical Proposal must include:

a. Brief description about the Consultant/Consulting firm

b. **Consultants experience**

In addition to overall experience of the consultant, details of specific consultancy projects/studies undertaken may be provided including Assignment/job name, description of services provided, appx. value of assignment, country & location, duration of assignment, name of client, starting & completion dates, names of associates (other than employees), if any. *(Documentary evidence in support of above facts to be provided)*

c. Comments and suggestions on understanding of Terms of Reference.

d. Approach

e. Methodology

f. Work Plan and Schedule

g. Detailed profile and CV of manpower proposed to be associated with this assignment.

### ***Financial Proposal Contents***

Financial proposal should be in the form of a Lumpsum Consulting Fee + Service Tax as applicable.

The lumpsum consulting fee should be inclusive of all expenses which consultant may incur while executing the assignment including travel, boarding and lodging within India including visits to CDC, as required.



Financial Proposal, should also, include a breakup of the lumpsum quote under various heads envisaged by the consultant.

### Evaluation of Proposals

An agency/consultant will be selected under the **Combined Quality cum Cost Based System** method (CQCCBS) with weightages of 70:30 (70% for technical proposal and 30% for financial proposal) and procedures described in this Proposal.

The following evaluation criteria shall be used for technical evaluation.

Sr. No	Description	Break up
1	Past Experience in work of similar nature in last 3 years	20 Marks
1.1	Past experience of similar nature in terms of no. of assignments <b>No of Assignments</b> <ul style="list-style-type: none"><li>o No assignments =2</li><li>o No assignments &gt;2 and &lt;=5</li><li>o No of Assignments = 5 &amp; above</li></ul> Based on work order of assignments enclosed along with the Technical proposal, marks will be assigned.	10 15 20
2	Methodology, Work Plan and Understanding of TOR	50 Marks
2.1	Understanding of TOR	10
2.2	Approach and Methodology	30
2.3	Work Plan + Time Schedule	10
3	Infrastructure & Other details	20 Marks
3.1	Personnel including skills & competencies	20
4	Average Turnover of the Agency in last three financial years (2009-10, 2010-11, 2011-12)	10 Marks
4.1	Turnover <ul style="list-style-type: none"><li>o =&gt;50 lakhs &lt;1crores</li><li>o 1-5 crores</li><li>o 5 crores and above</li></ul>	5 Marks 7 Marks 10 Marks
<b>Total</b>		<b>100 Marks</b>

**Threshold** for shortlisting consultants for technical evaluation will be 70 marks (seventy marks). CDC shall short list all the Agencies who secure the minimum cut off of 70 % (Seventy Percent).



### **Evaluation as per Combined Quality cum Cost Based System (CQCCBS)**

- The financial proposals of only technically shortlisted consultants will be opened and will be ranked in terms of their total evaluated cost.
- Based on the criteria and the total score, the Technical Scores will have a weightage of 70%. The Financial Proposals will be allotted a weightage of 30%.
- The proposal with the lowest cost shall be given a financial score of 100 and other proposals given financial scores that are inversely proportional to their prices. The total score shall be obtained by weighing the quality and cost scores and adding them up.
- On the basis of combined weighted score for quality and cost, the agency shall be ranked in terms of total score obtained. The proposal obtaining the highest total combined score in evaluation of quality and cost will be ranked as H-1 followed by the proposals securing lesser marks as H2, H3, etc.,. The firm securing the highest combined marks will be considered for award of the contract. Total Score = (Technical Score × 0.70 + Financial Score × 0.30)

*Evaluations will be based on documentary evidence submitted by the applicant with respect to evaluation / selection criteria.*

*The evaluation will be based on the basis of the total lump sum fee (exclusive of taxes)*

**Note:** The following documentary evidence should be provided along with the proposal:

- Proof of Turnover
- Contract/Work/Engagement orders indicating the details of assignment, client, value of assignment, date of award, etc.
- Certificate of registration of the Company/ Agency
- Details of Key Personnel for the project

**(Proposals which are not accompanied by the corresponding supporting documents as requested above, may be summarily rejected and no further clarifications will be sought in this regard)**





## Payment Terms

Payment Terms	Milestones
25%	<ul style="list-style-type: none"><li>- On acceptance of proposal &amp; Signing of Contract Agreement</li><li>- Submission of Performance Security</li><li>- Submission of Inception Report</li></ul>
50%	On Submission of Draft Report
25%	On Submission and Acceptance of Final Report

### Amendment of Invitation of Proposal document

- a) At any time prior to the deadline for submission of proposals, CDC may, for any reason whether its own violation or in response to clarifications requested by bidders, modify the invitation of Proposal document by issuance of an Addendum/Corrigendum.
- b) Any Addendum/Corrigendum will be uploaded in the website of CDC one week prior to last date of submission and bidders are advised to see the website. The addendum/Corrigendum then issued will be a part of the Invitation of Proposal and any bid without Addendum/Corrigendum, if any, will not be considered.

### Date for submission of proposal

The Proposals must be sent to CDC office on or before **10<sup>th</sup> January, 2013 by 1600 hrs.** The proposals have to be sent only in hard copy by post/courier/by-hand. Emails will not be considered. The proposals will be opened on **10<sup>th</sup> January, 2013 at 1630 hrs.**

### Please submit your proposals to:

Mr. S.K.Sharma  
Head (Business Development)  
Consultancy Development Centre  
Core 4B 2<sup>nd</sup> Floor, India Habitat Centre, Lodhi Road  
New Delhi - 110 003  
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