

Central Wool Development Board, Jodhpur

Request for Proposal

Conducting Baseline Study and Preparation of Vision 2030 for Indian Wool Sector

Central Wool Development Board (CWDB) - (and autonomous organization under the Ministry of Textiles, Government of India) invites proposals from reputed Consulting Agencies having been shortlisted vide and EOI (ref CWDB/EOI/Wool Survey/2023-24/) for Conducting Baseline Study and Preparation of Vision 2030 for Indian Wool Sector.

2. Bids are invited in two bid system through online mode only on the Central Public Procurement Portal (CPPP) for Selection of Consultant for conducting the aforementioned assignment.
3. CWDB invites online proposals from Consulting Agencies in accordance with the Terms of Reference specified in this RFP.
4. Applicants are requested to submit their online bid through CPPP only.
5. The following agencies have been shortlisted to apply for this RFP, through the above mentioned EOI process, and only the below are eligible to apply for this RFP:
 - i. Adarsh Consultancy
 - ii. Consumer Unity and Trust Society
 - iii. CRISIL Limited
 - iv. Gherzi Consulting Engineers Pvt Ltd
 - v. Grant Thornton Bharat LLP
 - vi. NABARD Consultancy Services Pvt. Ltd
 - vii. National Institute of Micro, Small and Medium Enterprises
 - viii. Pricewaterhouse Coopers Pvt Ltd
 - ix. Technopak Advisors Pvt Ltd
 - x. Wazir Advisors Pvt Ltd

Physical bids shall not be accepted.



Executive Director
Central Wool Development Board
Email: woolboard-textiles@gov.in

Central Wool Development Board
(Ministry of Textiles, Government of India)
Pali Road, JODHPUR

Request for Proposal for
Conducting Baseline Study and Preparation of Vision 2030
for Indian Wool Sector



Critical Date Sheet (Tentative)

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Request for Proposal (RFP) - Selection of Consultant for Conducting Baseline Study and Preparation of Vision 2030 for Indian Wool Sector

1. Introduction

CWDB is Nodal Agency of MOT for implementation of Wool Sector scheme namely 'Integrated Wool Development Programme' (IWDP) in all wool producing States.

The woolen industry in the country is small in size and widely scattered. It is basically located in the States of Punjab, Haryana, Rajasthan, Uttar Pradesh, Maharashtra and Gujarat. 40% of the woolen units are located in Punjab, 27% in Haryana, 10% in Rajasthan, while the rest of the States account for the remaining 23% of the units. A few of the larger units are located in Maharashtra, Punjab, Uttar Pradesh, Gujarat and West Bengal. Although India has the 3rd largest number of sheep, it depends on import of fine quality wool for application in clothing. In 2020- 21 India's production of wool was 37 million kgs and imports of raw wool and rags were 82 million kgs. The primary agro-allied segment of value chain faces several constraints such as productivity, quality and market access.

The global textile and clothing industry is characterized by major trends towards sustainability and circularity. Being a biodegradable natural fiber, wool has unique properties with versatile applications. Wool currently accounts for 1.1% of the world's global fiber production. As of 2021 about 1.2 billion sheep produced just over 1,950 million kgs of greasy wool. China, India and Australia have the largest number of sheep accounting for a quarter of the world population. The production of clean wool has been stagnant at about 1,200 million kgs. Although China remains the largest producer of woolen textiles, India has the potential to grow its share in view of sourcing shifts and cost competitiveness.

2. Scope of Work

The primary objective of the study is to conduct a comprehensive assessment of the wool sector including industry in major wool producing and wool processing states. The survey aims to gather accurate and up-to-date data on various aspects of wool production, processing, marketing, and consumption. The study should become a reference for future development of the wool industry in India and policy making.

The specific activities of the Consulting Agency for the assignment are divided into 2 interrelated modules which are detailed below:

2.1 Baseline study for mapping the Wool Sector Value Chain in India (**Deliverable Module 1**)

- i. Analyze the size and structure of the wool value chain in India encompassing the upstream agro-allied supply chain for animal fiber raw materials for wool (including but not limited to sheep, Pashmina and Angora), raw wool shearing/grading and its marketing practices along with utilization of wool locally, intermediate textile production chain comprising spinning, knitting, weaving and processing and finished goods (Made ups and readymade garments). Marketing of finished goods practices. Capacity at each segment of the value chain should be estimated
- ii. Identify major clusters (along with their high-level value chains) and identify key actors along the value chain
- iii. Analyze the market linkages for the primary wool processing sector and identify opportunities for strengthening the access to market for primary processors
- iv. Map and analyse role being played by various government agencies at field level in the wool value chain
- v. Identify the constraints and key issues faced at different segments of the value chain, especially the primary agro-allied segments

Bidders may note that carrying out primary survey is not mandated under this module, however bidders must assess the need for doing so and must propose a detailed approach to conducting this study including primary and/or secondary survey as per the need of the study in their assessment.

2.2 Preparation of Vision 2030 for Indian Wool Sector (**Deliverable Module 2**)

- i. Examine the extant policies at Central and State level that have an impact on the development of the wool sector, especially the primary processing/marketing segment of the value chain
- ii. Identify the gaps in the policies with respect to production, market linkages, role of CWDB and other relevant government agencies, need for capacity building (both at primary and at processing level) and make recommendations for interventions.
- iii. Provide an overview of the global wool value chain in terms of the structure of the value chain, major countries, mega trends
- iv. Carry out a SWOT analysis of India's major competitor economies and assess the competitiveness of India's wool sector vis-a-vis a panel of reference countries. The factors to be evaluated should include level of vertical integration, size and scale of firms, technology, factor costs of production, quality and productivity, skills and policies for sectoral development
- v. Identify various certification requirements (in major markets viz. EU, USA, Japan, Australia etc.) for the production and marketing of wool fibre and articles thereof. The list should include mandatory and voluntary requirements aimed at sustainability and traceability along the supply chain and quality standards and accreditation required by international buyers.

- vi. Analyze global trade in terms of major HS codes and benchmark India's market share vis-a-vis key countries and identify potential for penetration into the global trade in woolen textiles and garments.
 - vii. Based on the findings of the study, a Blueprint for revival of India's wool value chain should be prepared. The Vision 2030 should envision the potential to grow the sector in tandem with the aggregate textile value chain and integration into the global value chain (GVC) and should include:
 - a) Key challenges an impairment presently being faced by the Indian Wool Industry
 - b) Current policy ecosystem and challenges therein
 - c) Vision Statement and strategy for development of Indian Wool Sector in the 2030-time horizon.
 - d) Recommendations with respect to policies, capacity building, research, institutional mechanisms, market interventions etc. Focused recommendations are to be made for developing competitiveness of the primary agro-allied value chain and its sustainability & circularity.
 - e) Policy recommendations must include short to mid-term strategies including the role of public and private sector. Recommendations should include gaps in the existing policy framework and identify new initiatives to be undertaken.
 - f) Impact of the vision in terms of capacity, exports, investments and employment
- 2.3 Stakeholder Consultation Workshops
- i. At least 2 stakeholder consultation workshops are to be conducted (online, platform to be organized by the consulting agency) to take feedback/inputs from various stakeholders towards the baseline study (1st workshop) and Draft Vision Document (2nd Workshop). The consulting agency is expected to identify, reach out and engage relevant stakeholders (CWDB will provide relevant support as mutually agreed).
 - ii. As these workshops are expected to be organised on an online platform, no logistics/venue costs will be paid over and above the quoted fee to the selected consulting agency.

3. Estimated effort from consulting agency

It has been previously observed that consulting agencies tend to underestimate the effort required in such assignments, and as a result, quality of work is compromised. In order to mitigate the /same, estimated minimum effort required for this assignment is given below. It may be noted that the below estimate is only the minimum effort estimated by CWDB and the bidders are expected to make their own assessment of any additional effort required. There will be no additional fee payable to the successful bidder in case the effort to successfully deliver the 2 deliverable modules as outlined above exceed the estimated effort mentioned in this section in any case.

Sl	Role	Person month effort estimated (over contract period of 12 months)		
		Module 1	Module 2	Total
1	Project Director and Senior Economist	1 person months	2 person months	3 person months
2	Subject Matter Expert (Wool Sector)	1 person months	1 person months	2 person months
3	Project Manager and Trade Specialist	2 person months	2 person months	4 person months
4	Public Policy Specialist	-	3 person months	3 person months
5	Project Consultant-1	6 person months	-	6 person months
6	Project Consultant -2	12 person months		12 person months
7	Project Consultant -3	12 person months		12 person months
	TOTAL	42 person months*		

*The above estimate does not include survey and fieldwork required for collection of data.

4. Duration of the Consulting Agency's engagement

The Consulting Agency will have to complete the scope of work in a period of 12 months. The timelines may be extended at the sole discretion of CWDB in case a justifiable request is made by the agency. No additional fees shall be payable in such case.

5. Project Timelines and Deliverables

The project duration for the study is twelve (12) months from the date of issuance of the work order. The selected firm would be required to submit an Inception Report within 30 days and a draft report at the end of the 11th month. The Final Report is to be submitted after detailed discussions and feedback from CWDB and other relevant stakeholders by end of the 12th month. Required number of hard copies of the Final Report and a soft copy in electronic format shall be submitted by the agency at the end of the project.

#	Deliverables	Time
1	Commencement of services (post-issuance of Letter of Award and signing of contract)	T
2	Inception report containing project plan, confirmation of deliverables and approach	T + 1 month
3	Progress presentations	T + 2 months, T + 3 months, T + 4 months T + 5 months
4	Draft Baseline Study Report including completion of field study (Deliverable Module 1)	T + 6 months
5	Stakeholder consultation workshop – Round 1	T + 6 months
	Progress presentations	T + 7 months,

#	Deliverables	Time
		T + 8 months, T + 9 months T + 10 months
6	Draft Vision and Strategy Document (Deliverable Module 2)	T + 11 months
7	Stakeholder consultation workshop – Round 2	T + 11 months
9	Final set of all Deliverable Modules, incorporating feedback from CWDB and other relevant stakeholders	T + 12 months

CWDB shall own the IPR over the deliverables submitted by consulting agency for this project.

6. Payment Milestones

The Consulting Agency's payments will be linked to the satisfactory completion of contractual deliverables to be paid according to the following deliverable schedule subject to acceptance of Deliverables by Competent Authority:

	Deliverables	Payment % of contract value
1	Mobilization advance upon submission of performance bank guarantee and signing of the contract	10%
2	On submission of inception report	5%
3	On submission of progress presentation (T+4 months)	10%
4	On submission of Draft Baseline Study Report including completion of field study	25%
5	On submission of progress presentation (T+9 months)	10%
6	On submission of Draft Vision and Strategy Document	25%
7	Submission of Final set of all Deliverable Modules, incorporating feedback from CWDB and relevant stakeholders	15%

- a) Upon achievement of the above-mentioned milestones, the invoices should be submitted along with complete details of the work undertaken, supporting documents and bills (if required) as well as copies of the work/ material / produced for which the bills are submitted. With each invoice, an undertaking from authorized signatory of days spent by each resource as proposed in the workplan, must be submitted. CWDB reserves the right to seek certified copies of timesheet/s to verify the same. Any misrepresentation in this regard shall lead to immediate termination of contract and forfeiture of Performance Guarantee.
- b) The payment shall be released only after acceptance of the required work detailed in the RFP Document against the corresponding deliverable, which shall not be

unreasonably withheld. In case of non-communication of any feedback by CWDB within 10 working days, the deliverable shall be deemed as approved.

- c) First evaluation of Deliverables to be done within 1 week from the date of receipt and payment to be released within 30 days, from the date of receipt of invoice after final acceptance of deliverable. In case of any conflict between the terms specified in this RFP and payment terms and conditions defined in CPPP, the terms defined in this RFP shall prevail.
- d) The bidder has to quote the all-inclusive price including Out of Pocket Expenses and GST while making a financial offer in a bid on CPPP. However, GST shall be reimbursed at actual as per prevailing GST rates.
- e) For facilitating the electronic transfer of funds, the selected agency will be required to indicate the name of the Bank and Branch, account number (i.e., bank names, IFSC Code and Bank A/c No.) and also forward a cheque leaf duly cancelled to verify the details furnished. These details should also be furnished on the body of every bill submitted for payments by the selected agency.
- f) **Currency:** The price is payable in local currency i.e., Indian Rupees.
- g) **Liquidated Damages:** The Consulting Agency will be engaged for 12 (twelve) months to deliver the scope of work outlined in this RFP. The deliverable schedule/ timelines are already specified. In case of failure of Consulting Agency to deliver as per schedule, relevant clauses of liquidated damages as mentioned in the RFP (clause 6(h)) shall be applicable. However, Competent Authority reserves the right to waive the penalty and grant further time (hereby called a grace extension) to the Consulting Agency to complete deliverables in case the competent authority is of the opinion that the delay is not attributable to the Consulting Agency. It may be noted that no additional payment will be made whatsoever for the period of grace extension.
- h) Liquidated damages @ 0.5% of the invoice value will be deducted for delay of every week or part of the week. Total such LD will however not exceed 10% of the basic invoice value.
- i) Conditions in this Scope of Work / RFP document override other GTC / STC / ATC clauses of the CPPP.

7. Earnest Money Deposit (EMD)

7.1 Bidders will have to submit Earnest Money of Rs. 2,50,000/- (rupees two lakh fifty thousand only) in the form of an Account Payee Demand Draft/ Banker's Cheque or Bank Guarantee from any of the Scheduled Commercial Banks (signed photocopy to be uploaded with technical bid and original sent to CWDB within 5 working days of last date of bid submission) drawn in favor of Central Wool Development Board, payable at Jodhpur at the following address:

Central Wool Development Board,
123, Opposite Krishna Mandir,

Bhagat ki Kothi, Pali Road
Jodhpur – 342 001 Rajasthan INDIA

7.2 Bids not accompanied by EMD shall be rejected. The EMD of unsuccessful bidders, will be returned to them at the earliest after expiry of the final bid validity and latest on or before the 30th day after the award of the contract. EMD of those bids which are withdrawn during the validity of bids will be forfeited.

8. Performance Guarantee

8.1 The selected bidder shall be required to furnish a Performance Bank Guarantee equivalent to 10% of the contract value in the form of a Fixed Deposit Receipt from a Commercial bank in India, Bank Guarantee from a Commercial bank in India or online payment in an acceptable form, safeguarding the purchaser's interest in all respects, within seven days from the date of award of the contract. The Bank guarantee should be valid for a period of 60 days from the date of completion of all contractual obligations by the successful bidder. On submission of the Performance Bank Guarantee, the EMD of successful bidder will be returned.

8.2 The bidder may submit their application as a consortium/Joint Venture (of maximum two members), however, if the bidder fails to mention the same in the proposal, the consortium/Joint Venture will not be accepted. Conditional bids will not be accepted. The agency shall not assign, transfer, pledge or sub-contract the entire work to any other agency. Bidder submitting more than one proposal will be summarily rejected. Bidders may enter into consortium/JV with other agency which has been shortlisted in the EOI process, with prior (at least 5 days prior to the final bid submission date) intimation to CWDB vide email (such intimation is not required in case consortium/JV is with an agency which had not applied for the EOI). Bidders may not in any case, however, enter into consortium/JV with an agency who had applied for the EOI and have been rejected/not shortlisted due to any reason whatsoever.

8.3 Bid validity - Bidder's bid must remain valid for 90 days from the date of submission of the bid.

9. Right to Termination

9.1 CWDB reserves the right to terminate the Agreement (with a notice of 30 days) if it is of the opinion that the performance of the consultant is not satisfactory at any point of time during the period of the contract at the risk and cost of the agency. The bidder shall, similarly, have right to request for mutual foreclosure of contract in case client is unable to fulfill conditions of the contract, or other unforeseen, compelling circumstances, which shall be done at sole discretion of CWDB. In case of such termination, all payment

milestones which have been completed till the point of termination, and have been accepted by CWDB, will be paid within 15 working days to the agency by CWDB.

9.2 In the event of any dispute arising, the same shall be settled under the provision of the Arbitration and Conciliation Act, 1996 as amended from time to time and the rules framed there under. The arbitrator shall be appointed jointly by the bidder and Executive Director, CWDB and the jurisdiction shall be Jodhpur.

9.3 Notwithstanding anything to the contrary contained in this RFP, CWDB will reject a Proposal without being liable in any manner whatsoever to the Applicant, if it determines that the Applicant has, directly or indirectly or through its officer(s), employee(s), agent(s), representative(s) and adviser(s), engaged in corrupt, fraudulent, coercive, undesirable or restrictive practices (collectively the Prohibited Practices) in the Selection Process. In such an event, CWDB shall, without prejudice to its any other rights or remedies, forfeit and appropriate the Earnest Money Deposit, as mutually agreed genuine pre-estimated compensation and damages payable to CWDB for, inter alia, time, cost and effort of CWDB, regarding the RFP, including consideration and evaluation of such Applicant's proposal.

10. Force Majeure

The bidding agency shall not be liable to the client for any delay in or failure to perform its obligations as a result of any cause beyond its reasonable control and which cannot be prevented by the exercise of reasonable diligence, precaution or alternate measures be foreseen or prevented.

11. Limitation of Liability Clause

Subject to the terms and conditions in this Agreement, the Consultant's total aggregate liability to CWDB arising in connection with the performance under this Agreement shall be limited to an aggregate sum not exceeding the total fees paid to the consultant by CWDB.

12. Amendment of RFP Document

12.1 At any time, prior to the deadline for submission of Applications, CWDB either on its own or request of the Applicant may amend the RFP documents by issuing a corrigendum/addendum or addenda including those issued after the pre-bid conference. These addenda shall be posted on the website of CWDB and CPPP and shall be treated as a part of the RFP Documents.

12.2 CWDB may, at its discretion, extend the deadline for the submission of Bids.

13. Important Dates (Tentative)

Description	Date	Remarks
Release of RFP	08.11.2023	
Deadline for receiving queries		All interested bidders must have to submit their queries/or request clarifications for details before 1800hrs on 14.11.2023 on woolboard-textiles@gov.in
Pre-Bid Meeting		Not envisaged at present, responses to queries received as per above shall be uploaded to relevant portals as given below.
Clarification of queries		Clarifications to queries raised by bidders will be uploaded to CPPP and woolboard.nic.in
Last day for Bid Submission		All bids must be submitted on the CPPP by 1800 hrs on 30.11.2023
Opening of Technical Bid & Presentation by Bidders		All bidders must make technical presentations to obtain marks under category 4 of the Technical Bid Evaluation.
Opening of Financial Bid of Qualified Bidders		To be informed to all qualified bidders
Bid Validity Period		Bid validity period 90 days from the last date (deadline) for the submission of proposals

14. Tender Methodology

14.1 The tender will be called through online mode only on CPPP. No physical tender will be accepted. For the purpose of selection of the agency, a two-part bidding process will be followed i.e., Technical Bid and the Financial Bid. The 'Technical Proposal' will contain the exhaustive and comprehensive details of the approach, methodologies to be followed, assertions, documents, and any other collateral the Consultant would want to submit to CWDB. Quality and Cost Based Selection (QCBS) mode will be followed for the finalization of the H1 bidder.

14.2 Under this system, the Technical Bid evaluation, i.e., Part-I, shall be allotted a weightage of 80% while the Financial Bid evaluation shall be allotted a weightage of 20%. The bidder scoring the highest combined score will be declared as H-1. The detailed methodology is described below.

14.2.1 A Consultancy Evaluation Committee appointed by CWDB will carry out the technical evaluation of proposals based on the following evaluation criteria and a points system. Evaluators of Technical Proposals shall have no access to the Financial

Proposals until the technical evaluation is concluded. Each evaluated proposal will be given a technical score.

14.2.2 The minimum criteria for technical qualification would be as follows:

- Minimum qualifying technical marks to be obtained: 70 marks out of 100 marks overall as well as 10 (out of 15) marks in the Technical Presentation.
- The financial bid shall be opened for Technically qualified bidders who score 70 marks and above in overall technical evaluation as well as score 10 marks or above in the technical presentation.

For respective consulting agencies, 80% of technical marks so obtained by them shall be considered as their respective Final Technical Score (as per QCBS weightage mentioned above).

The Financial Bid shall be opened for technically qualified bidders only. The following methodology shall be adopted for the evaluation of the quoted price of Bidders who qualify in the technical bid evaluation:

Normalization of financial bid scores:

The minimum quoted price among the technically qualified bids will be taken as the base/reference rate for arriving at the evaluated financial scores for each qualified bidder. The evaluated marks for the lowest priced Bidder in Financial Bid shall be 20. The following example illustrates the proposed methodology for arriving at the Financial Score of the Bidders:

Bidder	Quoted rate (assumed)	Financial Score
A	Rs. 12 crores	$20 \times 08 / 12 = 13.3$
B	Rs. 10 crores	$20 \times 08 / 10 = 16$
C	Rs. 08 crore	$20 \times 08 / 08 = 20$

The sum of the Final Technical Score and the Final Financial Score as detailed above shall be the Total score for the bidders. The bidder with the highest Total Score (Technical + Financial Score) shall be declared H1 (successful bidder)

It may also be noted that in order to discourage inappropriately high or low financial quotes from prospective bidders, any bidder with financial quote either higher or lower by more than 25% of the estimated budget of the bids received shall be disqualified and their bids will not be considered. The assessment and decision of CWDB will be final and binding and no representation will be entertained in this case.

Further, given the urgency and nature of the assignment requiring high quality delivery, CWDB will award engagement to bidder even if only one bid is qualified as per the above process, insofar as their financial quote (excluding taxes) is within 10% of the estimated budget. CWDB also reserves the right to negotiate with such bidder to bring their bid value within this parameter.

15. Evaluation Criteria

15.1 Minimum Qualification (Eligibility) Criteria

As part of the evaluation, the Pre-Qualification Proposals submitted should fulfil the Minimum Qualification Criteria. In case an Applicant does not fulfil the Minimum Qualification Criteria, the Proposal of such an Applicant will not be evaluated further.

	Topic	Eligibility Criteria	Supporting Document
	Shortlisting in EOI	Bidder (Lead) must have been shortlisted through the EOI process (ref CWDB/EOI/Wool Survey/2023-24/)	NA
1	Registration	Bidder (Lead) should be a registered firm/company/partnership/society/trust in India	Certificate of incorporation
2	Blacklisting	Bidder should not be blacklisted by any Central /State Government/ Public Sector Undertaking in India.	Self-certification/undertaking of no blacklisting
3	Annual Turnover	The Bidder (Lead) must have an average annual revenue from Advisory/ Management Consulting services in India of Rs. 6 crore and above in the last five financial years	CA certified statement of an annual turnover from Management consulting services in India during the last five years
4	Work Experience	Minimum 10 years of advisory/ management consultancy expertise with central government/ government agency/ PSUs/state government(s)	Minimum three relevant contract/ work order/ sanction order copies with start date prior to 10 years from date of release of RFP
5	PAN & GST	The Bidder (Lead) must have a valid PAN and GST registration under relevant Acts	Copy of PAN card and GST Registration
6	Earnest Money Deposit	The Bidder (Lead) must submit Earnest Money of Rs. 2,50,000/- (Rupees two lakh fifty thousand only) in the form of a Bank Guarantee/Demand Draft/ Banker's Cheque	Earnest Money Deposit in original

	Topic	Eligibility Criteria	Supporting Document
7	Consortium/Joint Venture	The Bidder (Lead) may submit the application as a consortium/JV, however, if the bidder fails to mention the same in the proposal, the consortium will not be accepted. The selected agency may sub-contract some of the tasks assigned but may not sub-contract the entire scope. Other conditions as mentioned in clause 8.2 shall also apply.	Self-Declaration

Those agencies meeting the above-mentioned criteria may only apply.

15.2 Technical Evaluation Criteria

The evaluation committee appointed by CWDB will carry out the evaluation of proposals based on the following evaluation criteria and marking system. If required, the authority may seek specific clarifications from any or all Agency(ies) at this stage. Each evaluated Proposal will be given a technical score as detailed below. The total marks against which the bidder's submission will be evaluated is 100.

#	Criteria	Description	Marks	Maximum Marks
1.	Annual Turnover	The bidder must have an average annual revenue from Advisory/ Management Consulting services in India of Rs. 6 crore and above in the last 5 years	Average turnover from Management Consulting services in India during last 5 years • < Rs. 6 crore = 0 • Rs. 6-50 crore = 5 • Rs. >50 and <100 crore = 7 • ≥ Rs. 100 crore = 10	10
2.	Technical Capacity (20 marks)	Proven and demonstrable experience in providing management consulting services in the Textile/Wool Sector with government (central, state, local governments) in India	• 1-3 projects = 5 • > 3 projects = 10	10
		Experience of working on Projects related to conducting baseline evaluation and/or	• ≥1 project (any sector other than textiles/wool)– 5 marks	10

#	Criteria	Description	Marks	Maximum Marks
		preparation of Strategy/ Vision for various aspects of any sector in India (with central/state/local governments) – At least 1 project	<ul style="list-style-type: none"> If one of the above project is specific to textiles/wool sector – 10 marks 	
3.	Competence of key staff for the assignment (40 marks)	Project Director <ul style="list-style-type: none"> Master's degree in economics/ Trade (or equivalent degree) – 1 mark In case above qualification is from premium university/ institute (or equivalent degree from NIRF top 20 in 2023 or FT top 100 in 2022 in case of international qualification)- 2 additional marks Minimum of 12 years of overall experience and at least 5 years of experience each in economic analysis and strategy engagements – 2 marks Should have a very good understanding of trade and economic dynamics through demonstrated projects– 2.5 mark per engagement (total 5 marks) 	<ul style="list-style-type: none"> Project Director (10 marks) 	10
4.		Subject matter Expert (Wool Sector) <ul style="list-style-type: none"> Master's in business/ economics/ textile engineering (or equivalent degree) – 1 mark Minimum of 15 years of overall experience and at least 5 years of experience in wool sector– 3 marks Experience in strategy engagements/ industry experience in the wool sector – maximum 6 marks 	<ul style="list-style-type: none"> Subject matter Expert (Indian Wool Sector) = Max. 10 marks 	10
5.		Project Manager and Trade	<ul style="list-style-type: none"> Project Manager and 	10

#	Criteria	Description	Marks	Maximum Marks
		<p>Specialist</p> <ul style="list-style-type: none"> Graduate degree in management/ economics/ engineering (or equivalent degree - 2 Marks Minimum of 10 years of overall experience and at least 5 years of experience in the Trade & investment Promotion/ Economic Development Sector - 2 Marks Worked in at least 3 International/ National/ State assignments related to the Trade & Investment Promotion/ Economic Development domain – 2 marks per assignment (maximum 6 marks) 	Trade Specialist= Max. 10 marks	
6.		<p>Public Policy Specialist</p> <ul style="list-style-type: none"> Masters in public policy or related domain – 1 marks Experience in preparing policy/ strategy working with GOI/State Governments/ ULBs/Parastatals bodies in India – 2 marks per project, maximum 4 marks 	<ul style="list-style-type: none"> Public Policy Specialist – 5 marks 	5
7.		<p>Project Consultant -1</p> <ul style="list-style-type: none"> Graduate in Sciences/ Economics/ Social Work/ Management/ Engineering or any similar domain >3 years of professional experience in textile/wool sector etc. – 0.5 mark 	<ul style="list-style-type: none"> CV not to be evaluated (to be enclosed in technical proposal demonstrating compliance to requirements) 	-
8.		<p>Project Consultant -2</p> <ul style="list-style-type: none"> Graduate in Sciences/ Economics/ Social Work/ Management/ Engineering or any similar domain >1 years of professional 	<ul style="list-style-type: none"> CV not to be evaluated (to be enclosed in technical proposal demonstrating compliance to requirements) 	-

#	Criteria	Description	Marks	Maximum Marks
		experience in public policy/ government consulting		
9.		<p>Project Consultant -3</p> <ul style="list-style-type: none"> • Graduate in Sciences/ Economics/ Social Work/ Management/ Engineering or any similar domain • >1 years of professional experience in public policy/ government consulting 	<ul style="list-style-type: none"> • CV not to be evaluated (to be enclosed in technical proposal demonstrating compliance to requirements) 	-
10.	Project Methodology, Approach and Work Plan (35 marks)	Technical Approach & Methodology for the project (to be submitted as part of technical proposal)	<p>The bidder must demonstrate the following:</p> <ul style="list-style-type: none"> • Practicality and relevance of the execution approach and methodology for the current assignment addressing each scope element in this RFP • Clarity of deliverables and work-plan 	20
		Presentation on the proposal	<p>The bidder must demonstrate the following:</p> <ul style="list-style-type: none"> • Understanding of the Indian wool sector, current practices, involvement of the informal sector, etc. • Understanding of global best practices, policies, and their implications for CWDB 	15
Total				100

Note:

- i. Presentations by the bidders: To obtain marks under category 10 of the above point table, bidders must make a presentation before the Proposal Evaluation

- Committee. The purpose of such presentations would be to allow the bidders to present the salient points in their proposals.
- ii. The Project Director, Project Manager, all Subject Matter Experts and other key staff (except Project Consultants) proposed by the bidder for the project should be present during the presentation. The bidders who do not present themselves before the Proposal Evaluation Committee will not be considered.
 - iii. To demonstrate eligibility as well as to be scored against the Technical Criteria related to experience, the bidder needs to submit a copy of the contract/ work orders indicating the details of the previous assignment completed, the client, the value of the assignment/ proportionate value in use of projects/ assignment in process date and year of the award. For purposes of this aspect, credentials of affiliated firms (only those registered under laws of India) of the bidder, which have the same brand name shall also be considered.
 - iv. CVs of the personnel proposed to be deployed should be submitted in given format, duly signed by the personnel or by the bidder's authorised signatory. All personnel (except subject matter experts) to be deployed on this assignment shall mandatorily be on the payroll of the bidding firm. Furthermore, in order to ensure availability of key personnel, the proposed Project Director, Project Manager and Public Policy Specialist must be on the payrolls of the bidder at the time of bid submission, an undertaking to this regard by the authorised signatory must be submitted with the technical proposal.
 - v. Substitution of key personnel can be allowed in compelling or unavoidable situations only and the substitute shall be of equivalent or higher credentials. Such substitution may ordinarily be limited to not more than 30% of total key personnel, subject to equally, or better, qualified and experienced personnel being provided to the satisfaction of the procuring entity.
 - vi. Replacement of first 10% of key personnel will be subject to reduction of remuneration. The remuneration is to be reduced, say, by 5% of the remuneration which would have been paid to the original personnel, from the date of the replacement till completion of contract.
 - vii. In case of the next 10% replacement, the reduction in remuneration may be equal to (say) 10% (ten per cent) and for the third 10% replacement such reduction may be equal to (say) 15% (fifteen per cent).
 - viii. Please refer to Annexure I for the format of the Technical Proposal, Annexure II for the format of the Financial Proposal, and Annexure III for the format of CVs.
 - ix. The condition of prior turnover is relaxed for startups recognized by the Department of Industry & Internal Trade (DPIIT) subject to the meeting of quality & technical specifications desired in the Scope of work. Startups may be MSMEs or otherwise.

Annexure-I

Format of Technical Bid

- a) Profile of the Organization (including details such as the name of bidding entity, complete address with telephone number and e-mail, background, presence in India, services offered etc.)
- b) Details of Registration (Certificate of incorporation)
- c) Self-certification/undertaking of no blacklisting
- d) CA certified statement of turnover requirements as per eligibility criteria and technical evaluation criteria
- e) Credentials of the specific experience of Consulting Agency relevant to the scope of the RFP (with certified copies of work orders/self-certificates) as mentioned in S. No. 4 of Minimum Qualification (Eligibility) Criteria and S.No.2 of Technical Evaluation Criteria
- f) Note on proposed approach and methodology
- g) PAN Card
- h) GST Registration Certificate
- i) Details of Earnest Money Deposit (EMD)
- j) Self-certification/undertaking of Consortium/Joint Venture as mentioned in S. No. 7 of Minimum Qualification (Eligibility) Criteria
- k) Details of Key personnel as mentioned in S. No. 3-9 of Technical Evaluation Criteria
- l) Undertaking by authorised signatory for Key Personnel on rolls at time of bid submission (refer point iv in note to technical evaluation table)
- m) Self-declaration on consortium/JV – if applicable

Bidders may provide the above information in a different sequence of they so desire, a checklist may be appended at the beginning of the proposal

(Scanned copies of all requisite documents in support of the above must be uploaded along with Technical Bid)

Annexure-II

Format of Financial Bid

Financial Proposal Submission Form

To

Date:

The Executive Director
Central Wool Development Board,
Jodhpur

Dear Sir/Ma'am,

We, the undersigned, offer to provide the services for Conducting Baseline Study and Preparation of Vision 2030 for Indian Wool Sector in accordance with your Request for Proposal dated [Insert Date].

Our attached Financial Proposal is for the sum of [Insert amount(s) in words and figures]. This amount is inclusive of all out of pocket expenses, taxes and duties. We hereby confirm that the financial proposal is unconditional, and we acknowledge that any condition attached to the financial proposal shall result in the rejection of our financial proposal.

Our Financial Proposal shall be binding upon us subject to the modifications resulting from Contract negotiations and the expiration of the validity period of the Proposal as given in the said RFP.

We understand you are not bound to accept any Proposal you receive.

Yours sincerely,

Signature of Authorized signatory
Name and Title of Signatory
Name of Firm/Agency
Address

Encl: Annexure with Detailed break-up of financial proposal

DETAILED BREAK-UP OF FINANCIAL PROPOSAL

Name of the bidder/ bidding firm/ company	
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Summary of Cost:

#	Role	Estimated effort (not below that outlines in Section 3) in person months (A)	Person Month Rates (In rupees) (B)	Total fees (C=AXB) in Rupees
1	Project Director & Senior Economist			
2	Subject Matter Expert (Wool Sector)			
3	Project Manager and Trade Specialist			
4	Public Policy Specialist			
5	Project Consultant – 1			
6	Project Consultant – 2			
7	Project Consultant – 3			
8	Any other costs (Survey/ Out of pocket)	To be quoted as lump sum		
9	Taxes			
Total				

Annexure-III

Format of CV

1	Proposed position				
2	Name of Firm				
3	Name of Staff				
4	Date of Birth				
5	Nationality				
6	Education				
7	Membership of Professional Organizations				
8	Training & Publications				
9	Countries of Work Experience				
10	Languages	Language	Speaking	Reading	Writing
11	Employment Record	Name of Organization		Position Held	Duration
12	Summary of the nature of experience				
13	Work Undertaken that Best Illustrates the Required Professional Experience				
<p>Name of assignment of the project: Year: Location: Client: Main project features: Position held: Activities Performed: <i>(Please add more rows as required)</i></p>					
<p>Certification I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes myself, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged.</p> <p style="text-align: right;">Date: Day/Month/Year</p> <p><i>Signature of expert or authorized Representative of the firm</i></p>					

Annexure-IV

Format of Project Experience

<u>Assignment name:</u>	<u>Approx. value of the contract (in current INR):</u>
<u>Country:</u> <u>Location within country:</u>	<u>Duration of assignment (months):</u>
<u>Name of Client:</u>	<u>Total No. of staff-months of the assignment:</u>
<u>Address:</u>	<u>Approx. value of the services provided by your Firm under the contract (in INR):</u>
<u>Start Date:</u> <u>Completion Date:</u>	<u>No. of professional staff-months provided by associated Applicants:</u>
<u>Narrative description of Project:</u>	
<u>Description of actual services provided by your staff within the assignment:</u>	