



सत्यमेव जयते

**GOVERNMENT OF INDIA  
MINISTRY OF TEXTILES  
OFFICE OF THE TEXTILE COMMISSIONER  
NISHTHA BHAVAN, 48, NEW MARINE LINES ,  
MUMBAI-400020; TEL:022 – 2201 4446  
www.txcindia.gov.in; email : txc-otxc@nic.in**

Request for Proposals (RFP) for

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**Study-“To Promote Growth of Man Made Fibre Textile Industry in India – Roadmap to Identify Gaps and Suggest Measures”.**

**25<sup>th</sup> July, 2018**

## 1. Background

Globally Man-made fibre textiles segment has progressed to the pinnacle and India wants to occupy an increasingly larger share of MMF in the global space. Today, Indian Man-made fibre textiles industry produces almost everything, that too of very good international standard and quality and we are one of the leading exporting countries to EU and USA. We are the 2<sup>nd</sup> largest world producer in polyester and viscose. Indian Man-made fibre textiles segment has strong fundamentals and a rich base of raw-materials. We have a well integrated MMF textile value chain from Fibre to Fashion. India is also the 6<sup>th</sup> largest exporter of Man-made fibre. However, our exports have been stagnant at around US\$ 6 billion only during the last couple of years.

With this enormous potential, strong fundamentals and raw-materials, India's MMF based textile production and exports could grow dramatically if right strategies are put in place. The need of this study arises to suggest recommendations/strategy (ies) to boost both production and exports of Indian Man-made textiles. This would also mean that it would be necessary to study the challenges being faced in this sector.

The objective of the study is to prepare a long-term roadmap for next 10 years for MMF textiles in India in line with the global trends and to recommend and suggest strategies for:

- Enhancing production of the entire value chain of MMF Textiles including blends and technical textiles.
- Enhancing exports of MMF Textiles including blends and technical textiles.
- Bringing innovations to cater to consumer requirements
- Increasing investments in the MMF sector for doubling MMF production in the next Five Years.
- Improving the competitiveness of Indian MMF textiles both in domestic and export markets in terms of products and processes to match global standards.

Therefore, this study is undertaken to prepare a long term road map for the next 10 years for the MMF based textile sector in India in line with the international growth trends. This study is aimed at enhancing both production and consumption of MMF textiles including blends and technical textiles in the domestic market and also for the international markets. This study is also for the purpose of attracting investments in the MMF based textile sector and improving competitiveness in MMF textiles both in domestic and international markets.

## 2. Important dates and information

S. No	Information	Details
i.	RFP release date	25.07.2018
ii.	Last date for submission of written queries for clarifications	03.08.2018
iii.	Date of pre-bid conference	04.08.2018
iv.	Release of response to clarifications	06.08.2018
v.	Bid validity period	120 days from the last date (deadline) for submission of proposals
vi.	<b>Last date (deadline) for submission of bids</b>	<b>24.08.2018 (latest by 10.30 a.m.)</b>

vii.	Technical presentation by bidders	25.08.2018
viii.	Place, time and date of opening of financial proposals received in response to the RFP notice	25.08.2018, 11.00 A.M. Office of the Textile Commissioner, Mumbai
ix.	Contact person for queries	Shri Amar Keshav Chaphekar Assistant Director & PRO Office of the Textile Commissioner 1 <sup>st</sup> Floor, 'C' Wing, Nishtha Bhavan 48, New Marine Lines, Mumbai – 400020 Phone: 022-22014446, txc-otxc@nic.in
x.	Addressee and address at which proposal in response to RFP notice is to be submitted	<b>Textile Commissioner, Office of the Textile Commissioner, Nishtha Bhavan (New C.G.O. BLDG), 48, New Marine Lines (Vithaldas Thakarsee Marg), Mumbai – 400020</b>

### **3. Terms of Reference**

#### **3.1. Scope of the Study**

- 3.1.1 The proposed study should comprehensively analyze the entire “MMF textile value chain” from raw materials to finished products including blends thereof such as Fibres/filaments (Polyester, Viscose, Nylon, Acrylic, Polypropylene), Yarn (Spun, Filament), Fabric (Knitted, Woven and non-woven) and Made ups. It should also cover technical textiles.
- 3.1.2 The study should cover various stakeholders across the entire value chain such as fibre/filament manufacturers, organized textile mill sector and decentralized sector, importers and exporters and end users.
- 3.1.3 Analyze the mega trends shaping the global textile industry and identify major implications for the MMF value chain in India

#### **3.2 Definition**

- 3.2.1 **Man Made Fibre (MMF) Textiles:** Man Made Fibre (MMF) textiles are MMF based textiles in the entire value chain from raw materials to finished products including blends and technical textiles thereof. These include man-made fibres, man-made filaments (polyester, viscose, nylon, acrylic, polypropylene, speciality and functional fibres/filaments for example glass, carbon, gold, silver, other conductive fibres/filaments, anti-microbial, anti-fungal, fire retardant, phase changing fibres/filaments etc.), spun yarns, fabrics (knitted, woven and non-woven), made-ups and all segments of MMF based Technical Textiles.
- 3.2.2 **Segments of Technical Textiles:** Technical Textiles are used because of their specific physical and functional properties by several user industries. Depending on the product characteristics, functional requirements and end-user applications, the highly diversified range of Technical Textiles products have been currently grouped into 12 categories based on their applications:
- i. Agro Textiles (Textiles which improve the productivity and reduces input costs in Agriculture, horticulture and forestry)
  - ii. Building Textiles (Textiles which are used to strengthen the buildings and other infrastructure of construction)
  - iii. Clothing Textiles (Textiles which are used as technical components of footwear and clothings)

- iv. Protective Textiles (Textiles which are used as protection of persons working in construction projects, hazardous and other industries, defence, etc. and properties)
- v. Geo Textiles (Textiles which are used in Roads and Infrastructure buildings, Slope Stabilisation , Water Reservoir linings and other such civil Engineering projects)
- vi. Home Textiles (Textiles which are used as components of furniture, floorings, floor coverage and as other household textiles)
- vii. Industrial Textiles (Textiles which are used for filtration, cleaning and other industrial usage)
- viii. Medical Textiles (Textiles which are used for medical and hygiene purposes)
- ix. Mobile Textiles (Textiles which are used for building automobiles, aircrafts, ships, railway coaches and combat vehicles etc)
- x. Oeko Textiles (Textiles which are used for environmental protection)
- xi. Packing Textiles (Textiles which are used for packaging)
- xii. Sports Textiles (Textiles which are used for sports and leisure)

**3.2.3. Made-ups:** The “Made-ups” are defined as MMF based textiles products included mostly in Chapter “63” of ITC-HSN Code. The typical example of MMF based Made-ups may be towel, duster, scarf, bed linen, curtains, stoles, rugs, interior blinds, home linen, sacks, bags etc. These are textiles products which are ready for use (or merely needing separation by cutting dividing threads) without sewing or other working.

While hemmed fabrics are included as made-up; fabrics with cut edges of which have been prevented from unravelling by whipping or by other simple means are not included in the definition of made-ups.

### **3.3. Key Focus Areas**

#### **3.3.1 Study on Demand and Supply**

- i. As part of the Study, the successful bidder will have to disaggregate the demand and supply at different stages of the MMF value chain i.e., MMF based raw materials (fibres), intermediates (Yarns) and finished products (Fabrics, Made Ups, Technical textiles), covering both the domestic supply of MMF based textiles, imports and exports of MMF based textiles with special focus on the reference countries such as China, Indonesia, Vietnam and Bangladesh. This Study will also suggest recommendations / strategies to expand the demand and facilitate arrangements in the supply side to meet the expanded demand.
- ii. The Study will also analyze the consumption patterns of MMF textiles including blends and technical textiles in India vis-à-vis global and key competing countries, at present and in future and to suggest recommendations / strategies to expand the export basket as well as to expand consumption basket of Indian MMF based textiles.
- iii. Further, the Study will be required to analyze the global demand and supply for MMF based blends and technical textiles for major countries in terms of products (HS classification) in quantity and value and to suggest recommendations/strategies to expand the demand for Indian MMF textiles including blends and Technical Textiles and also strategies to meet their present and expanding demand.
- iv. The Study will also be required to analyze India’s trade basket of MMF textiles and made-ups including blends and technical textiles. The Study will also suggest recommendations / strategies to enhance products in the Indian export trade basket of MMF based textiles & made-ups and also suggest measures to meet the requirements for supply of these products into the export basket.

- v. The Study will also analyse and compare costing pattern of MMF textiles and made-ups including blends and technical textiles in India vis-à-vis key competing countries such as average unit price per kg/sq. mtr and suggest recommendations / strategies to economise the input costs for increasing competitiveness in exports of Indian MMF textiles, blends made-ups and technical textiles.

### **3.3.2 Analysis of Industry Structure**

The Study will be required to analyze the existing industry structure with regard to size, scale of investment, capacity, technology, plant and machinery (imported/indigenous), geographical spread, major raw materials, product range, employment and skills, support institutions, R&D, and environmental sustainability issues. The Study will also recommend / suggest strategies for optimising the size of the Indian MMF fibre textile industry, increase employment and improve efficiency to make the Indian MMF industry across value chain more efficient and competitive in line with the global trends.

### **3.3.3. Assessing Technology Level**

The Study is required to assess the technology level available in India vis-a-vis International benchmarks, across the MMF textiles manufacturing chain with regard to state of the technology, R&D, plant & machinery, productivity, product quality, technical knowhow and availability of qualified and skilled personnel with the industry. The study should also assess the capability of the indigenous textile machinery industry to meet the requirements of the MMF textile industry and identify gaps and recommend ways to plug these gaps and meet the requirements of MMF textile industry.

### **3.3.4. Global Benchmarking of MMF value chain**

- i. The Study would require to assess and benchmark the competitiveness of major sub-sectors of the Indian MMF textiles value chain including that of blends and technical textiles vis-à-vis key reference countries viz China, Taiwan, Indonesia, Vietnam, and Bangladesh. The benchmarking should cover key parameters viz., Vision and Policies, Manufacturing Cost at different stages of the value chain, Technology, Scale of Investment, level of Integration (upstream/downstream linkages), Logistics and Market access and key factors resulting in their growth in these reference countries and suggest recommendations / strategies to improve competitiveness of major sectors of Indian MMF including that of blends and technical textiles, so that Indian MMF textiles including blends and technical textiles can occupy larger and larger share in the global markets.
- ii. The Study would require to carry out a SWOT analysis of the Indian MMF textiles industry including that of blends and technical textiles vis-à-vis above reference countries and suggest the recommendation/ strategies to strengthen the Indian MMF textiles industry and utilise the opportunities available to enhance the growth of MMF textiles industry. The recommendation/ strategies should also be suggested to address the weaknesses and threats being faced by the Indian MMF textiles industry.

### **3.3.5. Analysis of Policy Framework and Suggestions / Recommendations**

- i. The Study would require to analyze the existing framework of Government Policies, Foreign Trade Policies having a significant impact on the MMF textile value chain including blends and technical textiles covering promotional and regulatory issues such as incentives, fiscal and non-fiscal policy, tariffs and non-tariff barriers, market access (FTAs, RTAs) Fibre policy, etc and to suggest recommendations on Policies.
- ii. The study should recommend / suggest policies to address any distortions and constraints in the existing policy framework being faced by the MMF textiles sector including blends and technical textiles. e.g., policies to address distortions and constraints due to various Central & State levies / taxes.
- iii. The Study should recommend / suggest policies to attract investment across the MMF textile value chain including blends and technical textiles.
- iv. The Study should recommend / suggest measures to take advantage of the shift of the global textile value chain, especially with reference to perceived space being vacated by China.
- v. The Study should recommend / suggest specific measures to boost exports of MMF textiles including blends and technical textiles.
- vi. The Study should recommend / suggest measures to boost the consumption of MMF textiles including blends and technical textiles in the domestic market.
- vii. The Study should recommend / suggest further measures to align the MMF textile industry across the value chain, in order to achieve synergy and propel it to compete fully in the global markets.
- viii. The Study should recommend / suggest capacity building measures to enhance the industry capability in the context of global trends in the textile industry.
- ix. The Study should recommend / suggest measures to address the gaps identified above to improve the competitiveness of Indian MMF industry vis-à-vis benchmark countries.

## **4. Expected deliverables**

The Consulting Agency will be expected to provide integrated study report on MMF textiles covering all the points mentioned under Terms of Reference (ToR) & Scope of Work (SoW).

## **5. Evaluation and Approval**

- a) The Committee constituted by Textile Commissioner will monitor, evaluate and approve the Study Report. The Committee may provide their comments / suggestions on the Study Report. The Consulting Agency will be expected to incorporate such comments / suggestions in the Study Report before its submission of final study report.
- b) The Committee will also evaluate the final study report and recommend for onward submission to Ministry of Textiles, Government of India for acceptance. The Report shall be treated as final only on acceptance by the Ministry of Textiles, Government of India.

## **6. Time Frame**

The Consulting Agency will be expected to complete the Study within 120 days from the date of award of contract. For any delay beyond that, appropriate penalty shall be imposed at one percent of the contract value per week for the first week and two percent per week thereafter.

## **7. Tender Submission Procedure**

- 7.1 For the purpose of selection of the successful Consultant, a two-stage bidding process will be followed, i.e. the technical proposal and financial bid.
- 7.2 Bids not supported with EMD shall be summarily rejected.
- 7.3 The interested Consulting Agencies are required to submit their RFP latest by **24.08.2018, 10.30 A.M. online** through **[www.eprocure.gov.in](http://www.eprocure.gov.in)**.
- 7.4 All participating Consulting Agencies are requested to visit **[www.eprocure.gov.in](http://www.eprocure.gov.in)** and follow the guidelines mentioned therein. For creation of login ID to participate in the response to RFP please click this link **<https://eprocure.gov.in/eprocure/app>**.
- 7.5 Since as per GFR it is mandatory that the bidding process (RFP) has to be done through e-procurement portal hence no other way of submission of tender documents can be entertained.

## **8. Short-listing Process**

### **8.1 Technical Information to be provided**

- i. The Consulting Agency should provide the details of Technical and Managerial manpower working in the firm and Organization Chart of the firm.
- ii. The Consulting Agency should provide the details of persons including their name and in what capacity they would be working, whether they would be working full time and/or part time in the project / assignment and their qualifications as well as the Designation as per the organizational hierarchy given in the Organization Chart (**Annexure-I**). In case of persons who would be working part-time, the agency should submit information on the number of hours for which these persons would be assigned for the study.

### **8.2 Other Conditions**

- i. Organization should give track record of such studies and studies in the MMF textile sector as well as their experience in the field of MMF textiles including specialty and functional fibers and MMF based Technical Textiles (**Annexure-II**).
- ii. The Consulting Agency should be capable to complete the Study within four months from the date of awarding the contract.
- iii. No Consortium or tie-ups will be permitted to the successful bidder who will be conducting the proposed Study.
- iv. While conducting the proposed Study, no outsourcing of work will be permitted.
- v. The selected Agency has to sign an Agreement with the Office of the Textile Commissioner, Ministry of Textiles for rendering satisfactory services and completion of the projects in a time bound manner. The Agreement shall include provisions for taking performance guarantee, damages for delay etc. besides other clauses as are finalized by the Office of the Textile Commissioner, Ministry of Textiles

**8.3 The Criteria for evaluating the RFP and short listing the Consulting Agency would be as follows:**

<b>Sr. No.</b>	<b>Heading</b>	<b>Description</b>	<b>Criteria for point allotment</b>	<b>Max. Points</b>
(a)	Consulting Agency's Experience	i) Minimum 10 Years of Experience conducting such studies / relevant studies preferably in Govt./ PSUs	<ul style="list-style-type: none"> <li>• &gt; 20 years experience = 10</li> <li>• 16-20 years experience = 8</li> <li>• 10-15 years experience = 5</li> </ul>	10
(b)	Presentation and Methodology	Focus on Methodology to be adopted, analytical tools to be used, sampling procedure to be adopted, CPM/ PERT chart detailing the step-wise approach and timeline for completion of each step etc.		50
(c)	Key Personnel	Qualification along with CVs. Experts in conducting such studies	<ul style="list-style-type: none"> <li>• &gt; 150 key personnel = 10</li> <li>• 131-150 key personnel = 08</li> <li>• 120-130 key personnel = 04</li> </ul>	10
			Qualification Personnel who are Graduate in Textile, Allied Engineering and Statistics, MBAs, Chartered Accountants, Cost and Management Accountants. <ul style="list-style-type: none"> <li>• &gt; 25 = 20</li> <li>• 16-25 = 15</li> <li>• 10-15 = 10</li> </ul>	30
<b>Grand Total</b>				100

**9. Cut off marks:** All Consulting Agencies, who secure the minimum required marks of **75%**, shall be shortlisted.

**10. The financial bids of shortlisted bidders would be evaluated on a Least Cost Selection (LCS) methodology inclusive of all taxes.**

The Bidding process will be carried out for pre-qualified bidders in two stages. The first stage is Technical Bid wherein the Technical Bid submitted by the Agency will be evaluated based on the documents submitted. Those Agencies who get a score of minimum 75% will be eligible for the second stage of bidding wherein their Financial Bids will be opened.



All those who scored 75% and above in the Technical Bid will be treated at par and the selection will then be based on the Financial Bid only.

#### 11. Financial Bids Format:

Financial quote for the Study expected from the Agencies in the Request for Proposal (RFP) document is INR \_\_\_\_\_ including GST (Agencies can also quote in foreign currency). The conversion rate in INR of foreign currency will be calculated at the time of opening of bid and amount will be frozen for payment. Any condition at the financial bid stage would render the offer liable for rejection.

#### 12. Payment Terms

Fee will be paid to the selected agency as per the following schedule of payment:

Payment Schedule	Amount to be released	Remarks
Advance	20% of awarded value	To be released against the Bank Guarantee for equivalent amount of release valid for three months along with 18% interest.
On submission and acceptance of Draft Report	40% of awarded value	
On acceptance of Final Report by Competent Authority	40% of awarded value	

#### 13. Bid Security – Earnest Money Deposit (EMD)

EMD of **Rs.5 lakh (Rupees Five lakh only)** in form of **Demand Draft / Pay Order in favor of Textile Commissioner Payable at Mumbai** to be furnished before the date of Bid opening. EMD in respect of unsuccessful bidders will be returned within 30days of the selection agency. If the selected agency withdraws or fails to perform the contract subsequent to their selection, the EMD will be forfeited by Office of the Textile Commissioner and the Textile Commissioner will be free to award the contract to L2 or otherwise. EMD in respect of successful bidders will be returned within 30days of submission of Bank Guarantee for equivalent amount of first release (i.e. 20% of awarded value )

#### 14. Performance Guarantee

- i. The Agency which has been awarded contract would be required to submit (and keep active for the life of the Project) a performance guarantee as per the prescribed format (by way of bank guarantee) for 5% of the contract value for successful performance of activities in the contract.

- ii. The validity of performance guarantee will be for a period of one year from the date of acceptance of the contract / agreement.

**15. Disclosure Clause:**

- i. The Consulting Agency should clearly indicate if there could be any possibility of any conflict of interest which could impact the objective performance and impartial advice of the services.
- ii. The Consulting Agency shall furnish a Declaration on its integrity and impartiality and on the correctness of the information being furnished in the RFP as per the Format for Declaration given at **Annexure-III**.

**16. Closing Time for submission of RFP**

The closing time for submission of the RFP through [www.eprocure.gov.in](http://www.eprocure.gov.in) is **24th August, 2018, 10.30 A.M.**

**17. Right to Cancel / Modify the RFP**

The Textile Commissioner reserves the right to cancel this invitation to RFP or to modify the Terms and Conditions of the RFP at any time without assigning any reason(s). The decision of The Textile Commissioner in this regard would be final.

**18. Conflict of Interest**

The Agency shall not receive any remuneration in connection with the assignment except as provided in the Contract. The Agency and its affiliates shall not engage in consulting activities that conflict with the interest of the client. An undertaking to this effect shall be furnished as per the Format of Undertaking at **Annexure-IV**.

**19. Intellectual Property Rights**

- a. The IPR of all the database, programs, source-code, reports, Formats etc. would vest in the Government.
- b. Any, website, web-space, website registration, database servers etc. developed/created for this project shall be purchased/ registered in the name of OTXC/Ministry of Textiles; and the Ministry would have full right to control the information put on the same.

**20. Other Information**

- a) Bidders may submit requests for clarification to this invitation to RFP by sending an email on the address [txc-otxc@nic.in](mailto:txc-otxc@nic.in). Clarification requests must be received by **3<sup>rd</sup> August 2018**.
- b) The Textile Commissioner may, whether on her own initiative, or in response to a query(ies) raised by any organization, modify / clarify the conditions of this invitation to RFP by way of an addendum that would be **notified on the web-site by 6<sup>th</sup> August 2018**. The Textile Commissioner at her discretion may extend the deadline for submission of RFP proposals or cancel the requirement /s in part or in whole.
- c) Contact Person for this RFP is-

Shri Amar Keshav Chaphekar  
Assistant Director & PRO  
Office of the Textile Commissioner  
1<sup>st</sup> Floor, 'C' Wing, Nishtha Bhavan  
48, New Marine Lines, Mumbai – 400020  
Phone: 022-22014446, txc-otxc@nic.in

**F1: Format for CV**

<b>SI</b>			<b>Information provided by Bidder</b>
#	Name of Person & Position proposed	Educational Qualifications	Summarize college/university and other specialized education of staff member, giving names of schools, dates attended, and degrees obtained
		Experience	Starting with present position, list in reverse order every employment held. List all positions held by staff member giving dates, names of employing organizations, titles of positions held, and locations of assignments.
		Experience in Similar assignment	Please provide a list of project brief, and position at which the personnel had worked in assignments having professional requirement similar to this project.

## Annexure - II

### **F2: Format for relevant services carried out that best illustrate qualifications**

Using the format below, provide information on relevant assignments for which your firm/entity, either individually as a corporate entity or as one of the major companies within an association, was legally contracted.

Assignment Name:		Country:
Location within Country:		Professional Staff Provided by Your Firm/Entity(profiles):
Name of Client:		N <sup>o</sup> of Staff:
Address:		N <sup>o</sup> of Staff-Months; Duration of Assignment:
Start Date (Month/Year):	Completion Date (Month/Year):	Approx. Value of Services (in Rs Lakhs):
Name of Associated Consultants, If Any:		N <sup>o</sup> of Months of Professional Staff Provided by Associated Consultants:
Name of Senior Staff (Project Director/Coordinator, Team Leader) Involved and Functions Performed:		
Narrative Description of Project:		
Description of Actual Services Provided by Your Staff:		

**DECLARATION**

*(To be submitted on the official letter head of the Agency)*

- “I declare that.....(*name of the organization*) has at no point of time been blacklisted / debarred / given a notice for Breach of any Contract or imposed penalty on any shortfall on the part of the Agency in the course of delivering the services.
- “I hereby declare that no staff in .....(*name of the organization*) was/ is engaged in any corrupt practices at any point of time and/or there is no criminal case pending against any employee of the organization and/or no person in my organization has been prosecuted for any criminal case/case of corruption.
- “I further declare that there is no conflict of interest which will be created with the present assignment and which could impact the impartial performance of the Study and which could affect impartial advice in the conduct of services.
- “I hereby declare that all the information which has been furnished in my RFP is true and correct.

(Signature & Seal of the Authorized Signatory of the Agency)

Date:

Place:

**UNDERTAKING**

(To be submitted on the official letter head of the Agency)

- I hereby undertake to ensure the purity of the Study and not receive any remuneration in connection with the assignment except as provided in the contract.
- I also furnish and undertake that I shall not undertake any Study/Assignment that could conflict with the interest of the client.

(Signature & Seal of the Authorized Signatory of the Agency)

Date:

Place: