



DEPARTMENT OF SCIENTIFIC & INDUSTRIAL RESEARCH(DSIR)
AND
CONSULTANCY DEVELOPMENT CENTRE(CDC)
Invites

EXPRESSION OF INTEREST (EOI) FOR SELECTION OF AGENCIES/PROFESSIONAL CONSULTANTS
FOR CONDUCTING DSIR STUDIES

Consultancy Development Centre (CDC) on behalf of Dept of Scientific and Industrial Research (DSIR), Ministry of Science & Technology, Govt of India invites Expression of Interest for Selection of Agencies/Professional Consultants to conduct six innovation related studies for DSIR.

Scope of Work of the Agency/Professional Consultant :

CDC invites expression from highly specialized and competent agencies for conducting DSIR studies(6 separate studies) to promote innovations through its resources and channelize benefits for public good.

The Scope of Work for each of the six separate studies are given at Annexure –1.

Eligibility Criteria (*)

- **Turnover:** Average Annual Turnover of **₹ 8 crore** and above during last 3 financial years (2008-09, 2009-10 & 2010-11)
- **Experience :**
 - Experience of a minimum of 5 years as an Agency/Consulting firm conducting Studies/ Assignment.
 - Experience of having completed atleast 5 studies of similar nature in the past.

**** Please provide the above details year wise***

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;

The EOI's will be evaluated based on the information provided and each shortlisted agency will be issued Request for Proposal (RFP).

The envelope containing EOI should be superscribed as **“EOI For Selection of Agencies/Professional Consultants for conducting DSIR Studies.**

Expression of Interest must be submitted **by registered post/courier**, only to the address given below by **8th July, 2011 till 1600 hours**. No other mode of submission is allowed. Please ensure attaching all necessary documents.

Communication address :

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Head (Business Development)
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Note: Responses to EOI, not accompanied with documentary evidence requested above, will be summarily rejected.



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Annexure-1

Titles of Studies :

1. Study on identification and commercialization of socially relevant innovative technologies, available nationally as well as internationally
2. Study on promotion of knowledge based enterprises in the country, based on people's innovations
3. Study on nurturing the innovative potential of technical institutions in the country
4. Study on creating an enabling environment for promoting innovation based start-ups
5. Study on promotion of innovations in export oriented SMEs for enhancing their exports
6. Study on promotion of innovations in select manufacturing industry sectors for global competitiveness

Scope of Work of Studies

Study No.1 : Study on identification and commercialization of socially relevant innovative technologies, available nationally as well as internationally

- Study the areas of social relevance for inclusive growth
- Identify the segments in each of the areas of social relevance which need innovative technologies for the inclusive growth
- Study the innovative technologies developed by industry, institutions and other agencies both nationally and internationally relevant to the social sector
- Carryout the mapping of these technologies with regard to identified areas of social sector
- Understanding Industry/SIRO/PFRI perception/ willingness to convert their socially relevant R&D results into marketable products
- SWOT analysis of present schemes of DSIR for Technology development through direct funding and fiscal incentives
- SWOT analysis of R&D projects selected/completed but could be commercialized, reasons thereof.
- Suggest business model for commercialization of the innovative socially relevant technologies which hold potential for commercialization
- Assessment of any gaps, bottlenecks in transforming the lab technology to pilot and pilot to commercial scale production in the present business model.
- Preparation of Templates for possible schemes for implementation by DSIR in the 12th Plan. Existing schemes of DSIR may be studied for this purpose.

Study No. 2: Study on promotion of knowledge based enterprises in the country, based on people's innovations

- Study the present status of knowledge based enterprises in the country based on people's innovation
- Understanding people's perception/ willingness to convert innovation into knowledge based enterprises
- SWOT analysis of projects supported through TePP Programme of DSIR
- Assessing inhibition/ bottlenecks of scaling-up of start-up innovation knowledge based enterprises.
- Study the global scenario and business models for such knowledge based enterprises
- Determine gaps in promotion of such enterprises
- Suggest Logical Frame Work including Action Plan to enhance knowledge based enterprises based on people's innovations in the country covering :
 - Strategy
 - Action required
 - Action to be taken by Stakeholder/Stakeholders
 - Time Frame
 - Estimated cost implication
 - Expected impact/ result

Study No. 3: Study on nurturing the innovative potential of technical institutions in the country

- Finalize parameters for identification and selection of innovative technical institutions.
- Based on the parameters, identify select national and international institutions.
- Detailed study through secondary sources about the institutions, their activities during last 10 years covering initiatives for promoting innovation etc.
- Visiting the institutions and a structured primary study for validating the secondary study finding and documenting the study findings not covered through secondary sources.



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- Study the mechanism of institution, industry, society linkages.
- Study the system established for carrying forward/ commercializing the R&D output achieved through innovation (excluding basic research)
- Collect the findings of studies of individual institutions to bring out combined specific study findings.
- From the study findings, design a few (s) specific interactions required from government along with the associated details.
- Develop a database of innovation groups in technical institutions in India.
- Suggest a mechanism for tracking scientific innovations in India along with the agencies suitable to do it on continuous basis.

Study No. 4 : Study on creating an enabling environment for promoting innovation based start-ups

- Define parameters for rating a venture as successful and unsuccessful innovation based start-up business.
- Identify select national and international innovation based start-up businesses with suitable mix of successes & failures. Establish the basis for identification.
- Study through secondary resources in all applicable countries, the existing mechanisms, network, system for facilitating innovation based start-up businesses.
- Draw a list of primary sources to be tapped for validation of secondary sources study along with additional study.
- Study through primary sources using appropriate tools, the process undertaken by the start-up businesses in their road to success/ failure, factors responsible/ identified, essential elements of the environment which enable the survival and success of their businesses.
- Collect the findings of secondary and primary study to bring out overall finding of the study.
- Based on the above, design suitable/ required government interventions along with adequate details, needed to fill the gaps identified or improve the effectiveness.
- To suggest incentives and policies for developing innovation eco-system.

Study No. 5 : Study on promotion of innovations in export oriented SMEs for enhancing their exports

- Identification of sectors/ products for exports.
- Identification of factors/ components for enhancement of exports such as:
 - R&D
 - Innovative Ideas
 - Technology
 - Design
 - Quality Issues
 - Cost Competitiveness
 - Marketing Strategies
 - Target Markets & Demand Analysis
 - Government Incentives, etc.
- Gap analysis and role of innovation in export oriented units.
- Study of government incentive schemes and any regulations for exports by SMEs.
- Identify standards/ benchmarks for exports in other countries.
- Role of different stakeholders such as government/ industry/ R&D institutions/ academia.
- Case studies
- Suggestions/ strategies for enhancing exports.
- Laying down the scheme for enhancing exports through innovation.

Study No. 6: Study on promotion of innovations in select manufacturing industry sectors for global competitiveness

- Selection of sectors based on innovation for global competitiveness.
- Factors responsible for attaining global competitiveness.
- Current government policies/ incentive schemes for global competitiveness.
- Role of outsourcing
- Role of different stakeholders such as government/ industry/ R&D institutions/ academia.
- Recommendations and framework for promotion of innovation in select manufacturing sectors for global competitiveness.
- Scheme for promotion of innovation in select manufacturing sectors.