

**REQUEST FOR EXPRESSIONS OF INTEREST  
(CONSULTING SERVICES – FIRMS SELECTION)**

INDIA

**Loan No:** 8751 IN

**Assignment Title:** Consultancy for Enabling and Training personnel at TTOs  
(Technology Transfer Offices)

**Reference No.** (as per Procurement Plan): 03

**1. BACKGROUND**

The Department of Biotechnology has received financing from the World Bank toward the cost of the Industry-Academia Collaborative Mission For Accelerating Early Development For Biopharmaceuticals - “Innovate in India (i3) Empowering biotech entrepreneurs & accelerating inclusive innovation” (Hereinafter referred to as i3 Program or National Biopharma Mission or NBM) and intends to apply part of the proceeds for consulting services.

The vision of the i3 Program is to enable and nurture an ecosystem for preparing India’s technological and product development capabilities in biopharmaceuticals (including vaccines, biologics, devices and diagnostics) to a level that will be globally competitive over the next decade.

**Please Note:** Also refer to the associated Terms of Reference (TOR) for details on the scope and activities, technical and financial requirements and other particulars of REOI.

**2. CONSULTING SERVICES (“THE SERVICES”) INCLUDE:**

The consultancy for “Enabling and Training personnel at TTOs” will support the PMU in fulfilling the expectation of preparation of detailed project report for setting-up of Technology Transfer Offices (TTOs), monitoring of TTOs, training of technology transfer and IP Management professionals, auditing of TTOs, provide assistance for acquisition of technologies based on the national need.

The scope of work (SoW) of the present Consulting Services include the following:

- i. **Preparation of Detailed Project Report to outline the strategy for setting-up of TTOs in key biotech clusters:**
  - a. Current status, landscaping in terms of requirement, location, model, human resources, infrastructure and other capacities required for establishing TTOs.
  - b. The social, economic and technical rationale of establishing the TTOs with specific reference to the total R&D output of Indian institutions/ organizations including universities.
  - c. Suggestion on best suited models, governing structure, scope of work and legal structures of TTOs for Indian ecosystem.
  - d. A comprehensive strategy for executing establishment of TTOs across the Country.
  - e. Highlight approximate budget requirements for the establishment of TTOs
  - f. Fundamental performance matrix to monitor the functioning of the TTOs
  - g. Policies and procedures that each TTO should have to promote for its sustenance.
  - h. Essential implementation elements including the evaluation criteria for selecting the existing or new R &D Institution, incubator, University, Regional Centers for Innovations and Entrepreneurship OR Consortium of business Organizations for setting up of TTOs along with monitoring criteria.
- ii. **Training of Technology Transfer and IP Management professionals:**

Development of intensive, certified technology transfer training modules (ATTP certified) which would provide a broad primer as well as specific advanced training module to technology transfer professionals to address the critical skill gap. To plan and hold training programs through experts so as to ensure that atleast 06, 10 and 15 technology transfer professionals are registered by the end of 01, 02 and 03 years respectively. To arrange for holding of around 04-06 training programs including awareness programs each year.
- iii. **Strategy framework for acquisition of technologies:** Based on the need of the country, the Consulting services to provide strategy framework on acquiring or in-

- licensing of technologies from International Organizations that will involve Technology Scouting; conducting stakeholder meetings and identification of niche areas for technology acquisition;
- iv. **Review and Monitoring of TTOs:** Preparation of evaluation and performance monitoring framework and Timely review and monitoring the progress of TTOs established under NBM
  - v. Any other associated activity in furtherance of effective Risk management of TTOs components under i3 progra m.
3. The BIRAC (Biotechnology Industry Research Assistance Council) implementing agency of the Program, has established a dedicated Program Management Unit (PMU). The PMU now invites eligible consulting firms to indicate their interest in providing services.
4. Interested consultants should provide information demonstrating that they have required qualification and experience for which they have to provide:
- a. Brief technical proposal (**The brief Technical Proposal should provide particulars of proponents experience related to the basic processes of the present Consultancy's SoW**) to perform the services. Please refer to the Terms of reference.
  - b. Financial documents. Please refer to the Terms of reference.
  - c. Legal documents. Please refer to the Terms of reference.

**Qualification of expected team members:**

- **Senior Technology Transfer Professional:** Life Science/ Engineering/ Pharma Post Graduates/ higher equivalent degrees with experience of atleast 6 years dealing in technology transfer and commercialization. Preference for a certified technology transfer professional.
- **Junior Technology Transfer Professional:** Life Science/ Engineering/ Pharma Post Graduates/ higher equivalent degrees with experience of atleast 2 years dealing in technology transfer and commercialization.

- **Senior IP Expert:** Life Science/ Engineering Post Graduates/ MBBS/ PhDs/ higher equivalent degrees with experience of atleast 6 years dealing in patent searches, drafting, filing, prosecution etc.
- **Junior IP Expert:** Life Science/ Engineering Post Graduates/ MBBS/ PhDs/ higher equivalent degrees with experience of atleast 2 years dealing in patent searches, drafting, filing, prosecution etc
- **Business Development/ Marketing Manager:** Life Science Graduates/ Life Science postgraduates with MBA degree and with experience of atleast 6 years in technology scouting, marketing, and liaising.
- **Financial Expert:** Chartered Accountant with MBA degree with experience of atleast 6 years in technology and IP valuation.
- **Senior Legal Expert:** LLB/ LLM/ PhD in Law with experience of atleast 8 years in preparing and reviewing the contracts, collaborative research agreements, technology license agreements, and other technology transfer related documents
- And Experience of the firm demonstrating:
  - Performing the activities mentioned above for Technology Transfer & acquisition, Technology evaluation, valuation and conducting training programs.
  - Monitoring and Management of Technology Transfer Offices.
  - At least 2 long term (minimum 6 months) projects in last 3 years providing licensing, acquisition of technologies, conducting training programmes for technology transfer professionals **and Product Commercialization consultancy to** public research institutions, the private sector, Government and/ or civil society organizations working within the space of Technology Management.

**Note:-** The attention of interested Consultants is drawn to paragraph 1.9 of the World Bank's *Guidelines: Selection and Employment of Consultants [under IBRD Loans and IDA Credits & Grants] by World Bank Borrowers* [ ("Consultant Guidelines")], setting forth the World Bank's policy on conflict of interest.

A Consultant will be selected in accordance with the FBS method set out in the Consultant Guidelines by BIRAC from among the Shortlisted EoI(s). The total available budget cannot

exceed INR 03 crores for the duration of three years (03) from the Effective Date i.e not exceeding one crore per year.

Further information can be obtained at the address below during office hours [ *i.e. 1000 to 1700 hours*].

Expressions of interest to be send as soft copy by email to the undersigned or as hard copy by 31<sup>st</sup> July 2019.

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