

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

1. BACKGROUND

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) The vision of the 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.

Loan No: 8751 IN

Assignment Title: Technical Knowledge Partner (TKP)

Reference No. (as per Procurement Plan): 01

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 implementing agency of the Program, Biotechnology Industry Research Assistance Council (BIRAC) now invites eligible consulting firms (“Consultants”) to indicate their interest in providing the Services. Interested Consultants should provide information demonstrating that they have the required qualifications and relevant experience to perform the Services.

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:

Technical

- i.** Knowledge partner should be able to leverage in-house scientific capabilities derived from different domains to strategically analyse the available knowledge and expert views to identify needs and potential barriers in product development continuum for development of vaccines and bio therapeutics followed by three stages: i) **Preclinical development** (includes accurate assessment of candidate suitability and product characterization including proof of concept establishment, immunogenicity/safety/stability studies etc. ii) **Clinical Stages** (target population identification, assays requires for clinical evaluation etc. iii) **Regulatory pathway clarity**.
- ii.** Recommend initiatives that would guide thinking for strengthening and enhancing capacity within current ecosystem (setting up accessible and suitable facility like training required by staff, technologies/infrastructure needs, global and Indian linkages to be formed).
- iii.** Provide candid, non-biased, experience-based partner insights. Arrange for meeting and discussions with experts
- iv.** Provide well-researched, thoroughly analysed structured evidence including the market opportunity, industry analytics and competitive intelligence to aid in making appropriate and timely knowledge based strategic decisions.
- v.** Provide support to the PMU and assist TAG and SAG in generation and application of knowledge towards ensuring quality and effectiveness of the program

Project management

- vi. Support PMU in identifying experts for various proposals to review progress and provide mentoring.
- vii. Support includes Organizing meetings/ conferences/ working group meeting / brainstorming sessions with identified area experts. Preparing materials for arranging the meeting, developing synopsis / minutes of brainstorming sessions. and inputs from these meetings.
- viii. Establishment of Product development Units as per the need.
- ix. Preparation of project management and monitoring tools

Impact Analysis

- x. Studying financial and biopharma environment Impact of i3 program under various activities of i3 and preparing appropriate communication material.

3. SELECTION PROCESS

The selection process will be done in two stages:

1. Stage 1:- Shortlisting of EOI (Express of Interest)
2. Stage 2:- RFP (Request for Proposal) from shortlisted consultants.

Stage 1:- Shortlisting of EOI

- A. The interested consultants have to submit the Expression of Interest which includes:
 - Technical proposal and Financial proposal (must be in INR).
- B. Based on the above, BIRAC will shortlist the received bids, for which the criteria is:
 - Fixed Budget Selection (FBS) (Proposals exceeding the total available budget will be rejected).

Stage 2:- Proposal based on RFP from shortlisted Consultants:-

Once the shortlisting process is done, BIRAC will communicate to minimum five and maximum eight shortlisted Consultants further to provide RFP, which will include the following:

- Evidence showing experience in conceptualization and coordination of innovative programs and partnerships in India across the spectrum of product development other than BIRAC.
- Evidence showing implementing and managing multisectoral, multidisciplinary and multiregional collaborations to bridge systemic gaps across academia-industry, clinic-lab, research-programs in partnership with the government of india,scientific and research institutions, industry partners and global centers of excellence other than BIRAC.
- Evidence showing experience of atleast 2 long term (minimum 6 months) projects in last 3 years as lead Consultant/consultant/Knowledge Partner for Central/State Government or their agencies other than BIRAC.
- Organization/Team should have active linkages and engaged as partners with public research institutions, the private sector, Government and/or civil society organizations working within the vaccines, biotherapeutics development and implementation space.
- Engaged with or as a Product Development Partnership(PDP)(within vaccines, biotherapeutics and has know-how required to structure and manage a PDP.
- The Proponent should not have incurred any loss during the preceding two financial years (2015-2016 & 2016-2017).

Evaluation of the responses received through RFP:

S. No.	Criteria	Weightage (Total 100%)
1.	<p>Technical Capacity Criteria:</p> <ul style="list-style-type: none"> • experience in conceptualization and coordination of innovative programs and partnerships in India across the spectrum of product development. • experience of atleast 2 long term (minimum 6 months) projects in last 3 years as lead <p>Consultant/consultant/Knowledge Partner for Central/State Government or their agencies</p> <ul style="list-style-type: none"> • In house Manpower Structure & Professional Competence of the team members 	<p>100%</p> <p>30%</p> <p>30%</p> <p>40%</p>

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.

Consultants may associate with other firms in the form of a joint venture or a sub-consultancy to enhance their qualifications but are subject to the following eligibility criteria:

- The Company should be legal entity (Company or LLP incorporated or a JV having legal entity as members).
- The Bank permits consultants (firms, including Joint Ventures and their individual members) from all countries to offer consulting services for Bank-financed projects

- Furthermore, it is the Consultant's responsibility to ensure that its Experts, joint venture members, service providers, suppliers and/or their employees meet the eligibility requirements as established by the Bank in the Applicable Guidelines.

A Consultant will be selected in accordance with the FBS method set out in the Consultant Guidelines.

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

Expressions of interest must be delivered in a written form to the address below and soft copy by email by 31st July 2018.

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Mission Director

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