



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**

Expression of Interest

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**Invitation for Expression of Interest (EOI) for Selection of an Agency for the Study ;“To Promote Growth of Man Made Fibre Textile Industry in India – Roadmap to Identify Gaps and Suggest Measures”.**

**11<sup>th</sup> April, 2018**

## Invitation for EOI

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F. No.43(25)RMG-2018/MMF/

Dated 11<sup>th</sup> April, 2018

### **Invitation for Expression of Interest (EOI)**

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

The Textile Commissioner (TxC), Ministry of Textiles, Government of India in association with The Synthetic & Rayon Textiles Export Promotion Council (SRTEPC) invites EOI from the reputed Agencies for the **Study “To Promote Growth of Man Made Fibre Textile Industry in India – Roadmap to Identify Gaps and Suggest Measures”**. The EOI is being called as a first step to the tendering process of this study. Only those bidders who have been shortlisted on the basis of requirement met by them in the EOI would be issued the Request for Proposal (RFP). Thereafter, the RFP would be a two bid process (separate technical and financial bids).

The details of the eligibility criteria and Terms of Reference of the EOI are enclosed herewith. Interested Agencies should submit their EOI proposal online on e-portal of Govt. of India through the portal **www.eprocure.gov.in** to the Textile Commissioner, Ministry of Textiles, Government of India by 1<sup>st</sup> May 2018, **10.30 A.M.**

Dr. Kavita Gupta  
Textile Commissioner  
Ministry of Textiles, Government of India

## 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	Particulars	Information
i.	Issue of EOI date	11.04.2018
ii.	Last date for obtaining clarifications.	17.04.2018
iii.	Date of pre-bid meeting	18.04.2018 (11.00 A.M.)
iv.	Release of response to clarifications	23.04.2018
v.	<b>Last date (deadline) for submission of bids through e-procurement web portal (www.eprocure.gov.in)</b>	<b>01.05.2018, 10.30 A.M.</b>
vi.	Opening of EOIs	<b>02.05.2018, 11.00 A.M.</b>
vii.	Presentation by Applicants	<b>02.05.2018, 2.00 – 5.00 P.M.</b>

viii.	Place of opening of EOIs	<b>Office of the Textile Commissioner, 1<sup>st</sup> Floor, Conference Hall, Nishtha Bhavan, 48, New Marine Lines, Mumbai – 400020</b>
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All communications/ queries related to this EOI shall be addressed to:

The Textile Commissioner  
Ministry of Textiles, Government of India  
Office of the Textile Commissioner  
1<sup>st</sup> Floor, ‘C’ Wing, Nishtha Bhavan  
48, New Marine Lines, Mumbai – 400 020  
Phone: 022-2201 4446; Email: [txc-otxc@nic.in](mailto:txc-otxc@nic.in)

### **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, Bangladesh and Cambodia. 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.

#### 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, Indonesia, Vietnam, Bangladesh and Cambodia. 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 The interested Consulting Agencies are required to submit their EOI latest by **01/05/2018, 10.30 A.M. online** through **[www.eprocure.gov.in](http://www.eprocure.gov.in)**.
- 7.2 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 EOI please click this link **<https://eprocure.gov.in/eprocure/app>**.
- 7.3 **It may be noted that tender documents submitted on paper manually or sent by post will not be entertained.**

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

### **8.1 Pre-qualification Criteria:**

- i. The Consulting Agency should be registered or incorporated under Companies Act 2013 / LLP Act 2008 / Society Act or any other relevant Act of the respective country and should have presence in atleast 3 countries which are dominant in manufacturing of MMF based textiles e.g., China, Taiwan, EU, USA, Indonesia, Vietnam etc.
- ii. The Consulting Agency should have prior experience in successfully conducting atleast 3 major studies of more than Rs. 50 lakh each in textiles. The studies in MMF sector and/or Technical Textile Sector would be desirable. (These Studies which have been conducted should be supported by Authentic Documents or Evidence)
- iii. The Consulting Agency should have been incorporated atleast 15 years before the date of issue of this EOI and should have atleast 10 years of experience (The Agency should submit a Self Declaration, declaring Authenticity in respect of all information given above.)
- iv. The Annual Turnover of the Consulting Agency should be of minimum Rs. 25 crore per annum during last three years.
- v. Minimum strength of Key Personnel of the Consulting Agencies should be 120 persons on roll.

### **8.2 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 person who 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. 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.

### **8.3 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 fibres and MMF based Technical Textiles.
- 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 Consulting Agency should not submit any financial bid along with the EOI.



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

Sr. No.	Heading	Description	Criteria for point allotment	Max. Points
(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
		ii) Successful Studies in MMF or Technical Textiles	<ul style="list-style-type: none"> <li>• &gt; 6 studies = 20</li> <li>• 4-6 studies = 15</li> <li>• 3 studies = 10</li> </ul>	20
		iii) Studies on MMF textiles or Technical Textiles carried out in the countries having major MMF textiles presence.	<ul style="list-style-type: none"> <li>• Studies in &gt; 6 countries having major MMF textiles presence = 10</li> <li>• Studies in 4 – 6 countries having major MMF textiles presence = 8</li> <li>• Studies in 3 countries having major MMF textiles presence = 6</li> </ul>	10
(b)	Presentation	Presentation of the EOI (presentation will have to be on the previous major successful studies conducted. It should focus on Methodology adopted, analytical tools used, outcomes, etc. of the previous Studies conducted by the Consulting Agency.	Based on the analysis of the EOI submitted by various agencies, selected agencies will be asked to make a detailed presentation to the Evaluation Committee.	20
(c)	Key Personnel	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 = 10</li> <li>• 16-25 = 07</li> <li>• 10-15 = 05</li> </ul>	10

Sr. No.	Heading	Description	Criteria for point allotment	Max. Points
(d)	Overall Financial Strength of the Consultant in terms of turnover, profitability and cash flow (liquid assets) situation. This should be supported with last 2 consecutive years annual report.	i) Turnover of the company	Average turnover during last 3 years <ul style="list-style-type: none"> <li>&gt; 100 Crores = 8</li> <li>+ 75-100 Crores = 6</li> <li>+ 50-75 crores = 4</li> <li>25-50 Crores = 2</li> </ul>	8
		ii) Net Profit / Surplus Figure for last three years.	<ul style="list-style-type: none"> <li>&gt;20 Crore = 7</li> <li>+15-20 Crore = 6</li> <li>+10-15 Crore = 5</li> <li>+5-10 Crore = 4</li> <li>3-5 Crore = 2</li> </ul>	7
(e)	Agency presence in India & Abroad	Agency presence in abroad countries such as China, Indonesia, Vietnam, Bangladesh and Cambodia.	<ul style="list-style-type: none"> <li>Presence in 5 countries &amp; above = 5</li> <li>Presence in 4 countries = 4</li> <li>Presence in 3 countries = 3</li> </ul>	5
<b>Grand Total</b>				<b>100</b>

**9. Cut off marks:** All Consulting Agencies, who secure the minimum required marks of **65%**, shall be shortlisted

**10. 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 EOI as per the Format for Declaration given at **Annexure-I**.

**11. EOI Processing Fee**

A non-refundable EOI Processing Fee is required to be paid for an amount of **Rs. 15000/-** (Rupees Fifteen Thousand only) in the form of Demand Draft in favour of the Textile

Commissioner payable at Mumbai. The Demand Draft has to be personally submitted by the Bidding / Consulting Agency before the opening of bid on 02<sup>nd</sup> May, 2018 at 11.00 A.M. to the Textile Commissioner. If the Demand Draft is not be submitted, the Consulting Agency will automatically be disqualified for opening of its EOI.

**12. Closing Time for submission of EOI**

The closing time for submission of the EOI through [www.eprocure.gov.in](http://www.eprocure.gov.in) is **01<sup>st</sup> May, 2018, 10.30 A.M.**

**13. Right to Cancel / Modify the EOI**

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

**14. 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-II.**

**15. Other Information**

- a) Bidders may submit requests for clarification to this invitation to EOI by sending an email on the address [txc-otxc@nic.in](mailto:txc-otxc@nic.in). Clarification requests must be received by **17<sup>th</sup> April 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 EOI by way of an addendum that would be **notified on the web-site by 23<sup>rd</sup> April 2018.** The Textile Commissioner at her discretion may extend the deadline for submission of EOI proposals or cancel the requirement /s in part or in whole.
- c) Contact Person for this EOI 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](mailto:txc-otxc@nic.in)

**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 advise in the conduct of services.
- “ I hereby declare that all the information which has been furnished in my EOI 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: