

## REQUEST FOR PROPOSAL

### SELECTION OF CONSULTANT FOR STUDYING GLOBAL PRACTICES FOLLOWED BY EXPORT CREDIT AGENCIES FOR RAISING FINANCES FOR OPERATION

#### ECGC –Formation and Mandate given by the Government:

ECGC Ltd. (Formerly Export Credit Guarantee Corporation of India Ltd.), wholly owned by Government of India, was set up in 1957 with the objective of promoting exports from the country by providing Credit Risk Insurance and related services for exports. It functions under the administrative control of the Ministry of Commerce & Industry, and is managed by a Board of Directors comprising representatives of the Government, Reserve Bank of India, banking, and insurance and exporting community. Over the years it has designed different export credit risk insurance products to suit the requirements of Indian exporters and commercial banks extending export credit.

ECGC is essentially an export promotion organisation, seeking to improve the competitiveness of the Indian exporters by providing them with credit insurance covers. ECGC keeps its premium rates at the optimal level.

#### Proposal:

This Request For Proposal (RFP) is floated to appoint a Consultant to undertake the following study in respect of Export Credit Agencies (extending pure credit) (ECAs):

1. The study should highlight the funding models adopted by various ECAs (extending pure cover) for raising resources for their insurance needs and effectiveness of the same.
2. The study should explore various funding options for raising finances by ECAs. It should clearly bring out how the ECAs are able to perform according to the mandate given by their government/s in spite of their commitments towards various stakeholders.



3. The study is expected to advise the best possible method of raising funds in the Indian context for increasing the operations of ECGC and it should provide a suitable roadmap along with pros and cons for the same.

**Note: The words, "Export Credit Agencies (extending pure credit)" are used to denote government backed export credit agencies offering only insurance and do not include private export credit agencies.**

**Eligibility Criteria:**

To be eligible to work as Consultant, the entity-concerned should have the following qualifications:

1. The entity should have thorough knowledge of the working of ECAs.
2. The entity should be well conversant with regulatory requirements of the countries for which the study of funding models would be undertaken.
3. The entity should have a minimum turnover of Rs. Fifteen crore per annum in the last three immediately preceding financial years.
4. Any past assignment in respect of funding requirements of Public Financial Institutions, Insurance Companies, Infrastructure Agencies, Government departments, Multilateral Agencies etc., assignment related to funding needs of ECAs, if any.
5. The entity should have a track record of undertaking research work over the years.
6. The entity should not have been debarred from operating by any of the regulatory bodies.
7. Date of incorporation and form of the entity (preferably the entity should be an incorporated company).
8. Audited Financial Statements for the last three financial years.
9. Details of the Promoters, their background, qualification, experience etc.
10. The entity should have an office in India.



11. Should be adequately staffed and supported by latest technology.

**Proposal Format:**

Interested firms are requested to submit their proposal in the format given below:

**A. Experience and Capability in handling studies of such nature (Weight for evaluation 30/100)**

1. Profile of the Organisation
2. Capabilities, capacity and previous experience of the entity and expertise in handling such assignments
3. Details of related research studies handled

**B. Infrastructure & Manpower (Weight for evaluation 20/100)**

1. Details of infrastructure facilities like office, manpower etc.
2. Detailed profile of the core and support teams (CVs of each team member detailing qualification and relevant experience) that will be deployed on the assignment in the event of selection
3. Area of the work site

**C. Understanding the working of respective ECAs and Government/Regulatory framework (Weight for evaluation 20/100)**

1. Understanding of the local policy, regulatory and procedural issues in working of ECAs is desirable.
2. Indicate your expertise in handling the regulatory requirements and coordinating with the Government and the Regulator

**D. Indicative Timeline (Weighted for evaluation 15/100)**

1. The transaction is proposed to be completed in the current financial year. Demonstrate your ability to deliver in accordance with tight timetable requirements and ability to commit key personnel for the entire duration of the transaction





## **E. Strategy for the funding requirements (Weight for evaluation 15/100)**

### **Submission of Proposal:**

The proposals are required to be submitted in two envelopes:

The proposals are required to be submitted in two sealed envelopes as per the following:

The proposal (both technical as well as financial envelopes) can be submitted latest by 1700 hours on or before 22<sup>nd</sup> December, 2017 to The Executive Director, (Policy Matters), ECGC Limited, Express Towers, 10<sup>th</sup> Floor, Backbay Reclamation, Nariman Point, Mumbai 400 021.

**a) Envelope 1:** Containing the technical bid (with self-certification/supporting documents) as per format and eligibility criteria mentioned above to be opened in the presence of internal committee members on 27<sup>th</sup> December, 2017 at the Registered Office of the Company at "Express Towers ", 10<sup>th</sup> Floor, Backbay Reclamation, Nariman Point, Mumbai 400 021.

**b) Envelope 2:** Containing the Financial Bid, to be opened only after the opening of technical bids and of only those parties who qualify in technical bid. The bids will be opened in the presence of bidders (who are technically qualified). Bids with conditionality will be summarily rejected.

**ECGC reserves the sole right to accept or reject any or all proposal/s thus received without assigning any reason thereof.**

### **Requirements of Financial Bids:**

The lumpsum 'fee quoted' should not be less than Re. 1/- and should be in the multiple of Re. 1/- thereafter.

The fee quoted should be unconditional and inclusive of all expenditure included in the scope of work and shall also include activities that are incidental or are associated in the defined scope.

All taxes and levies as applicable from time to time shall be borne by the Bidder.



The financial bid should be valid up to 31.03.2018.

**ECGC reserves the right to call off the transaction at any stage without assigning any reasons thereof.**

For any further clarification, contact The Executive Director, (Policy Matters) ECGC Limited, "Express Towers", 10<sup>th</sup> Floor, Backbay Reclamation, Nariman Point, Mumbai 400 021.



Executive Director (PM)  
ECGC Ltd.

