

Prequalification Note

Subject

Consulting Services for the “Innovation Finance Program for MSME in India”.

Project Description

The Program aims to support Micro, Small and Medium-sized Enterprises (MSME) as defined by the Indian Government in clean technology sectors in development and market introduction of innovative products, processes and services. The Project Executing Agency (PEA) is the Small Industries Development Bank of India (SIDBI) which shall be supported in introducing financial instruments which are tailored to the specific needs of innovative MSME in these sectors. Thereby, it aims to contribute to ecologically sustainable development in India and the global environmental and climate protection.

Within the framework of Financial Cooperation, the German Government is making available an interest subsidized loan of EUR 45 million and a loan at IDA conditions of EUR 8 million to the PEA. Additionally and subject of this tender is a grant for Technical Assistance (TA) to support the program which amounts to EUR 0.8 million.

SIDBI is currently expanding its promotional activities into risk capital. To that end SIDBI has established the SIDBI Foundation for Risk Capital (SFRC) with a dedicated and experienced team within the credit department in Mumbai. Furthermore, SIDBI also aims to sharpen the bank’s profile as “Green Development Bank” with strengthened capacities in energy efficiency and environmental protection.

The program aims to support SIDBI and SFRC in the following areas:

- (A) further development of financing products within the framework of this program
- (B) the design of relevant operational procedures including due diligence and monitoring
- (C) capacity building for SIDBI officers / staff, inter alia with regard to clean technologies
- (D) marketing of the SIDBI facility, inter alia, including information workshops for potential clients with a road show through major cities of India
- (E) establishment and operations of a technical Screening Committee
- (F) due diligence of selected projects
- (G) program coordination inter alia, with external stakeholders (e.g. incubation centers)

The planning and implementation of the program and related assistance to the PEA will be effected by a consulting firm. The consultant team should comprise of experienced international and local experts. Consultants which are interested to perform required consulting services should have extensive sectoral experience and good knowledge of the partner country (India) and its administrative structures and organizations to render professional support services to the listed areas above.

Procedures and guidelines

The procedure is governed by KfW's "Guidelines for the Assignment of Consultants in Financial Co-operation with Developing Countries" (Guidelines), available on the Internet:

http://www.kfw-entwicklungsbank.de/ebank/DE_Home/Download_Center/PDFDokumente_Richtlinien/Consultingrichtlinie_Englisch_August_2010_Internetversion.pdf

At this stage of the procedure the guidelines for the pre-selection apply, i.e. particularly para 2.2, Annex 3, and Annex 4 of the guidelines. They specifically prescribe the required information to be submitted by applicants as well as the assessment and scoring.

Timeframe

The start of the programme is planned for the second quarter of 2012.

Financing

KfW Entwicklungsbank.

Project Executing Agency

Project Executing Agency is SIDBI.

Cost of applications

All cost arising from obtaining information / data and preparation / submission of prequalification documents shall be borne by the applicants themselves.

Submission of applications

One original and one digital copy of the application documents are to be submitted in English to the tender agent (see below).

Deadline

All documents have to be submitted by 31 December 2011, 1 p.m. (CET)

Further information

All queries from applicants have to be submitted: in writing and exclusively to the tender agent by email.

Tender Agent

ECCOS

Attn.: Dr. O.J. Krueck

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