

Expression of Interest

For

Empanelment of Firms for Intellectual Property Valuation and Technology Valuation



NATIONAL RESEARCH DEVELOPMENT CORPORATION

[An Enterprise of DSIR, Ministry of Science & Technology, Govt. of India]

20-22, Zamrudpur Community Centre

Kailash Colony Extension, New Delhi 110048

Phone: +91 11 29240401-07

Web: www.nrdcindia.com

2023-24

1. Letter of Invitation for Expression of Interest (Eol):

NRDC desires to set up an Expert Panel of Consulting Firms to undertake the work of Intellectual Property (IP) Valuation and/or Technology Valuation for various technologies in different sectors / domains. In this context, NRDC invites Technical Bids from the firms having at least five years of experience in preparation of IP/ Technology Valuation and validation (Scope of Work is attached herewith). The duration of the empanelment will be for a period of 5 years. The selection and empanelment of the firms will be based on an evaluation process. Interested firms may kindly submit the Expression of Interest (Eol) in the given format in sealed envelopes by **06th February 2024** date before 5.00 pm.

The Eol will be in the form of submission of Technical bid. The prospective consulting firms willing to get empanelled are required to submit their Technical Bid(at Annexure I) with supporting documents (in Sealed Envelope and). The sealed envelopes should be submitted to NRDC along with a covering letter clearly mentioning on the envelope “**Technical Bid for Empanelment of Consulting Firms for IP Valuation and Technology Valuation**”.

The Eol may kindly be sent to:

The Senior Manager (Purchase)

National Research Development Corporation,
20-22, Zamrudpur Community Centre,
Kailash Colony Extension,
New Delhi 110048
Phone: +91 11 29240401 to 07 Extension: 430
Email: vkjain@nrdc.in
Mobile: +91 9717377114

NRDC reserves the right to cancel this request for Eol and/or invite afresh with or without amendments, without liability or any obligation for such request for Eol and without assigning any reason. Information provided at this stage is indicative and NRDC reserves the right to amend/add further details in the Eol.

NRDC will have the discretion of empaneling the consulting firms for IP Valuation / Technology Valuation / Technology Validation based on the Technical Bid Parameters.

2. Introduction:

National Research Development Corporation (NRDC) is a Government of India Enterprise, established in 1953 under Section 25 (not-for-profit) of the Companies Act 1956 (now it is a company under Section 8 of the Companies Act 2013). The objective of NRDC is development, promotion and transfer of technologies emanating from the R&D organizations and academic institutions in the country.

NRDC has been in the business of technology transfer since its inception and over the years has established linkages with a wide network of R&D organizations, industries, industry associations, numerous agencies under the state and central governments, etc.

During its journey of more than seven decades of existence, it has gained vast knowledge and expertise in the field of technology and Intellectual Property Rights (IPR) management. The evaluation and value-additions carried out by the Corporation to laboratory scale technologies propels the translation of innovative research in to marketable industrial manufacturing technologies.

NRDC has the mandate of implementing two major technology promotional programs viz., Program for Inspiring Inventors and Innovators (PIII) and Program for Development of Technologies for Commercialization (PDTC) funded by the Department of Scientific and Industrial Research (DSIR), Ministry of Science and Technology, Govt. of India. NRDC has designed and implemented several technology development and technology dissemination activities under these promotional programs.

Besides these, NRDC also undertakes implementation of projects of the Scientific Ministries and Public Sector Companies in the area of start-up mentoring, facilitating intellectual property protection, technology transfer, export of Indian technologies and services on turnkey basis, advisory services on technology transfer issues, etc.

NRDC as of today has concluded more than 5100 technology transfer agreements which has led to accumulation of sufficient knowledge and expertise in managing technologies generated in public funded R&D organizations. In addition, the Corporation has filed over 2000 patent applications in the past several years. The Corporation has been providing technology commercialization services through the standard processes viz., technology acquisition through assignment, value-addition through market survey, carrying out basic engineering design, preparation of feasibility reports, filing patent protection, etc. for the laboratory technologies acquired from the Indian R&D Organizations.

3. Preamble

NRDC has been conducting socio-economic impact assessment studies for few technologies Licensed to industries in the country. The feedback received from several of these socio-economic impact assessment studies on the technology licensing process of NRDC has revealed facts such as:

- The valuation of IP/ Technology is an important part of technology transfer/sale/ acquisition of IP/ Technology
- IP/ Technology enables the stakeholders to understand the potential value of their technology investments
- IP/Technology valuation provides objective information about the technology which supports stakeholders in effective decision making process.
- IP /Technology valuation helps in assessing the technology licensing and royalty fees associated with the technology
- IP /Technology valuation supports successful technology transfer which leads to economic and social benefit to the economy

4. Scope of Work:

Subject to the terms and conditions, NRDC seeks EoI from Firms for the Empanelment for the purpose of preparation of reports for IP Valuation and Technology Valuation with the following scope of work:

(a) Scope of work of IP Valuation Report:

1. Patent Overview /IP Overview

- i) Patent information
- ii) Claims and relevant drawings about the patent application
- iii) Similar Patents across the market
- iv) Technology Overview
- v) Applications of the Patent

2. Overview of IP Valuation

- i) Methodology used
- ii) Assumptions made

3. Patent Valuation approach

- i) Market size
- ii) Annual Growth rate
- iii) Market Penetration
- iv) Price per unit including information about Price structure of the product/similar products
- v) Profit Margin
- vi) Technology readiness
- vii) Discount Factor to eliminate risks associated with IP grant/enforcement
- viii) Net Present Value (projected over a period of 10 years) along with Lifetime value of patent

4. Valuation of Patent and other associated IPs

5. IP Valuation Certificate

(b) Scope of work of Technology Valuation report:

A. Executive Summary

- i) Introduction
- ii) Technology
- iii) Summary of findings
- iv) Summary of Technology Valuation

B. Detailed Report

1. Technology Overview

- i) Introduction about the technology
- ii) Product & its uses in various fields
- iii) Availability of the product/similar product in the market
- iv) List of patents on the technology

2. Overview of Technology Valuation

- i) Methodology used
- ii) Assumptions made

3. Technology Valuation approach

- i) Goals, assumptions, and hypotheses
- ii) Status of the industry sector – Domestic and Global
- iii) Major players – Domestic and Global
- iv) Market size, user needs and business goals
- v) Annual Growth rate
- vi) Market Penetration
- vii) Technology Landscape
- viii) Technology readiness
- ix) Price per unit including information about Price structure of the Product/ Similar Products / Competitive Products
- x) Product life cycle, road map for scaling up
- xi) Financial Analysis and Projected Profit Margins
- xii) Discount Factor to eliminate risks associated with the technology
- xiii) Net Present Value (projected over a period of 10 years)
- xiv) Lifetime value of technology

4. Valuation of Technology

5. Technology Valuation Certificate

Note:

- a) The source of information is to be indicated for all the data provided in the body of the report or it's Annexure.
- b) An Executive Summary shall be prepared and furnished at the beginning of the report.

5. Eligibility Criteria:

The Registered firms / Companies willing to participate in the EoI and for getting empaneled for preparation of IP Valuation and Technology Valuation reports for NRDC shall fulfill the following criteria & shall provide satisfactory proof regarding the same:

A) Mandatory Criteria

- 1) Registered firms should have an office in India (Registration with Registrar of Companies / Registrar of Firms Certificate may kindly be provided).
- 2) Registered firms should have minimum eight years of existence as an Indian entity.
- 3) Registered firms must be having profits in the last three years (Annual Balance Sheets for past three years may kindly be provided).
- 4) The Registered firm must have minimum five years of experience in the preparation of IP Valuation and/or Technology Valuation reports for clients based in India and abroad as on 31 Dec 2023.
- 5) Firms/ Companies must possess professional expertise in the preparation of IP Valuation and/or Technology Valuation reports in the following broad technical domains (list of works done in each domain may kindly be provided):
 - a. Physical Sciences
 - b. Biological Sciences
 - c. Chemical Sciences
 - d. Engineering and Technology
- 6) Registered firms should have carried out a total of atleast 20 valuations in the above sectors of which atleast 5 should be IP valuations.
- 7) Registered firms must have the requisite infrastructure and in-house capability with professionals (Partners/Associates) presently employed in the different technical domains (list of professionals and their technical background may kindly be provided).
- 8) Registered firms should not have been blacklisted by any Central /State Government institution or ministry / any Public Sector Undertaking.
- 9) Registered firms should not be involved in any major litigation that may have an impact of affecting or compromising the delivery of services.

B) Desirable Criteria

- 1) Preference will be given to firms registered as valuer under IBBI

C) General Terms and Conditions:

- 1) Registered Firms/ Companies who have specialization in the preparation of the IP and/ or Technology Valuation shall submit the completed application in the prescribed format.
- 2) Registered Firms/Companies shall maintain confidentiality of all the cases referred to them and shall not disclose this to any unauthorized person in any form without the prior approval of NRDC.

- 3) Registered firms will enter in to a 'Confidentiality and Non-Disclosure Agreement' with NRDC for maintaining strict secrecy and confidentiality about the clients of NRDC and information shared by NRDC and its clients.
- 4) Registered firms will sign an undertaking for providing the services to NRDC and its clients.
- 5) In case of breach of confidentiality, NRDC reserves the right to terminate the empanelment of the firm.
- 6) It is not essential that empaneled firm/ company will be provided the work order.
- 7) Registered firms will provide quality services within reasonable time frames. However, if at any point of time it is found that the services are not satisfactory and there is any delay in the services, NRDC has right to terminate the empanelment.
- 8) Registered firms after providing the services should submit their bills to NRDC for release of payment indicating the details of services provided.

For further clarification, the firm may contact:

Dr Sanjeeva Kumar Majumdar

Senior Manager- IPR, Startup & Incubation

National Research Development Corporation

20-22, Zamrudpur Community Centre,

Kailash Colony Extension,

New Delhi 110048

Email: sanjeev@nrdc.in

Mobile: +91 9310031212

6. Selection Criteria

1. An Evaluation Committee of NRDC will review the technical information submitted by the registered firm to determine whether the technical bids are substantially responsive with all supporting documents/ documentary evidence.
2. Bids that are not substantially responsive i.e., without supporting documents/ documentary evidence are liable to be rejected.
3. All Bids will be evaluated by the Evaluation Committee constituted for this purpose. Short listed firms/ Companies may be invited to make a presentation before the Evaluation Committee of NRDC.
4. No travelling charges or other related charges would be paid by NRDC for presentation before Committee.
5. Participating firms/ companies are requested to go through all the requirements *w.r.t.* capabilities for providing services for preparation of IP Valuation / Technology Valuation Reports as per the respective scope of work and accordingly submit the relevant documents as mentioned in the Annexure 1, 1A, 2, 3 & 4.
6. Participating firms / companies which score above a certain Minimum marks determined by the evaluation committee as per the Evaluation Sheet provided in Annexure 5 will be considered for Empanelment of NRDC.
7. NRDC will have the discretion to increase or decrease the evaluation criteria and score requirement for the Empanelment.

7. Dispute Resolution

- (a) Any dispute and or difference arising out of or relating to this empanelment will be resolved through joint discussion by the authorized representatives of both the parties. However, if the disputes are not resolved by joint discussions, then the matter will be referred for adjudication to a sole Arbitrator appointed by the CMD, NRDC.
- (b) The award of the sole Arbitrator shall be final and binding on all the parties. The arbitration proceeding's shall be governed by the Arbitration and Conciliation Act 1996 as amended from time to time and rules formed there under.
- (c) The cost of Arbitration shall be borne by the respective parties. During the pendency of the arbitration proceeding and currency of contract, neither party shall be entitled to suspend the work/service to which the dispute relates on account of the arbitration and payment to the empaneled firm shall continue to be made in terms of the empanelment.
- (d) Jurisdiction of the Arbitration proceedings will be New Delhi.

Annexure 1**TECHNICAL EVALUATION SHEET****Technical Evaluation of Consulting Firms / Companies participating
in the Bidding Process for Empanelment of Consultants to undertake the work of
IP Valuation and Technology Valuation**

Sl#	PARAMETERS	INFORMATION / VALUE
1	Name of Participating Firm/ Company	
2	Nature of Company	Proprietor / Partnership / LLP / Private Ltd / Public Ltd
	Date of Establishment / Incorporation/ Registration with statutory bodies	
	Income Tax / PAN No.	
	GST No.	
	IBBI Registration No.	
3	Registered Address of Participating Firm / Company	
4	Branch Office(s), if any (Please specify and append list)	India:
		Abroad:
5	Name of Authorized Signatory of the Participating Company	
	Designation	
	Phone	
	Mobile	
	E-mail	
	AADHAAR #	
	PAN	
6	Number of IP valuations carried out with IP Numbers in Last 5 years	
7	Number of Technology Valuation Reports prepared in various Technical domains (for last 5 years)	
	a. Physical Sciences	
	b. Biological Sciences	
	c. Chemical Sciences	
	d. Engineering and Technology	
	e. Any other Area	
8	Company Profile	
	Please provide Copy of Annual Reports for last three years along with the details sought in Annexure 3	

Sl#	PARAMETERS	INFORMATION / VALUE				
9	Kindly provide numbers of IP/ Technology Valuation reports prepared list year-wise, for last five years (kindly append separate table with details viz., title of report, national / international client, etc. as sought) (Please see Annexure 1A)	Year	No. of Reports			
			National Clients		International Clients	
			IP	Tech	IP	Tech
		2022-23				
		2021-22				
		2020-21				
		2019-20				
2018-19						
10	Manpower details as mentioned in Annexure 4 (Number and names of Employees along with their qualifications especially their expertise in IP Valuation /Technology Evaluation)					
11	Total List of Clients (National / International)					
12	Subscription based/ In-house developed search tools available with the firm	1. 2. 3. 4.				
13	Membership in relevant Professional Bodies in the Country and Abroad (Please provide the list of agencies)					

DECLARATION

We declare that the information given in this technical evaluation sheet and the accompanying documentary proofs attached herewith are true and correct to the best of our knowledge and belief. We agree that in case any particulars are found incorrect at any time during the bidding process or thereafter, the bid submitted by us is liable to be rejected. The decision of NRDC, New Delhi in this regard will be final and binding. The same cannot be challenged in any forum thereafter.

Date:

(AUTHORIZED SIGNATORY)

Name:

Designation:

Year-wise IP/ Technology Valuation Reports Prepared

Year	Sl #	Title of Reports with IP Nos.			
		National Clients		International Clients	
		IP	Technology	IP	Technology
2022-23	1.				
	2.				
	3.				
	4.				
	5.				
2021-22	1.				
	2.				
	3.				
	4.				
	5.				
2020-21	1.				
	2.				
	3.				
	4.				
	5.				
2019-20	1.				
	2.				
	3.				
	4.				
	5.				
2018-19	1.				
	2.				
	3.				
	4.				
	5.				

Date:

(AUTHORIZED SIGNATORY)

Name:

Designation:

FINANCIAL STRENGTH OF FIRM

Annual turnover for last three Financial Years					
Sl #	Financial Year	Whether Profitable (Yes/No)	Annual net profit (in Lakhs of ₹.)	Overall annual turnover (in Lakhs of ₹.)	Annual turnover from Only Consultancy services rendered in India (₹. in Lakhs)
1	2020-21				
2	2021-22				
3	2022-23				

Note: Please attach Annual Balance Sheet (Certified copy) in support of your claim.

Date:

(AUTHORIZED SIGNATORY)

Name:

Designation:

Annexure 3

Sl #	Name of the Professional	Qualification	Area of expertise	Experience (No. of years)	Brief about their expertise in IP valuation/Technology Valuation

Date:

(AUTHORIZED SIGNATORY)

Name:

Designation:

Format for Submitting EOI on Letter Head of Firm

To,

The Senior Manager (Purchase),
National Research Development Corporation,
20-22, Zamrudpur Community Centre,
Kailash Colony Extension,
New Delhi 110048

Sub: Submission of Expression of Interest for “Empanelment for IP / Technology Valuation Firms”

Sir,

Having examined the details given in the Terms and Conditions of the Expression of Interest for the above work, I/we hereby submit the EOI.

1. I/We hereby certify that all the statements made and information are true and correct.
2. I/We have furnished all information as required in “Profile and Business Competencies of The Firm” which is necessary for EOI and have no further pertinent information to supply.
3. I/We also authorize NRDC to approach individuals, employees, firms and corporation to verify our competence and general reputation.
4. I/We will make comprehensive presentations before officials of the NRDC at various stages to explain the functioning and other matter necessary for the empanelment of the IP / Technology Valuation.
5. I/We submit the following tech documents in support of our suitability, technical know-how and capability for having successfully completed the assignments.
6. I/We declare to sign the undertaking for maintaining strict confidentiality of the data / information shared by NRDC for the purpose of preparation of IP / Technology Valuation Reports in the event of getting empanelled by NRDC.

Submitted for kind needful.

Thanking you,

Yours sincerely,

Signature of Authorized Signatory

Dated:

Place:

Seal of Firm

No. of Enclosures:

Technical Evaluation Criteria of the Firms (All supporting documents should be enclosed)

Sl #	Technical Capacity / Criteria	Grading of Score/Points	Maximum Score (Total 100)	Obtained Score
1	IP Valuation reports prepared. List year-wise for last five years with IP Numbers	At least 5 reports: 5 marks Every additional Report = 1 Mark	20	
2	Technology Valuation reports prepared in various domain areas in the last five years	a. Physical Sciences At least 3 reports: 2 marks Every additional Report = 0.5 Marks	5	
		b. Biological Sciences At least 3 reports: 2 marks Every additional Report = 0.5 Marks	5	
		c. Chemical Sciences At least 3 reports: 2 marks Every additional Report = 0.5 Marks	5	
		d. Engineering and Technology At least 3 reports: 2 marks Every additional Report = 0.5 Marks	5	
		e. Any other Domain area At least 3 reports: 2 marks Every additional Report = 0.5 Marks	5	
3	Number of Clients served in last three years	National Clients: At least 20 = 5 Marks; Every additional client = 0.5 Mark	10	
		International Clients: At least 5 = 5 Marks; Every additional client = 1 Mark	10	
4	Availability of Subscription / In-house Developed Online Tools (Minimum Two)	At least 2 databases = 3 Marks Every additional tool = 0.5 Mark	5	
5	Membership in relevant Professional Bodies in the Country and Abroad	Up to Three Agencies = 2 Marks Every additional Agency =1 Mark each	5	

Sl #	Technical Capacity / Criteria	Grading of Score/Points	Maximum Score (Total 100)	Obtained Score
6	Availability of Specialization / Technical Domain Experts (i) Electrical (ii) Electronics (iii) Chemical (iv) Mechanical (v) Life Sciences (vi) Food Technology (vii) Oil and Gas (viii) Automobile (ix) Agriculture and Allied (x) Consumer Products (xi) Metallurgy (xii) Medical Devices (xiii) Energy (xiv) Biotechnology (xv) Pharmaceutical Sciences	At least (5) Domains = 5 Marks Every additional domain=1 Mark each (Only technical domains may be considered for reporting, not the number of experts)	15	
7	Number of Technical Experts / Domain Experts who can prepare IP / Technology Valuation Reports	At least 10 Experts = 5 Marks Every additional Expert =0.5 Mark each	10	
Total Marks			0	