

GOVERNMENT OF MIZORAM
Tender No. B.17012/7/2022-DTE-C&I (Pol)

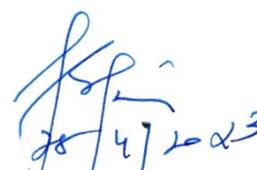
Department of Commerce & Industries, Govt. of Mizoram invites online bids for eligible bidders for selection of a consulting agency for preparation of Strategic Investment Plan (SIP) under World Bank assisted Raising & Accelerating MSME Performance (RAMP) programme of Government of India.

Closing date: 04th May 2023 up to 12:00 p.m.

For details log onto: <https://tender.mizoram.gov.in/>
<https://industries.mizoram.gov.in>

Note: Any corrigendum(s) to the Tender/RFP Notice shall be published on the above website only.

Directorate of Commerce & Industries, Govt. of Mizoram
Khatla, Aizawl 796001 | www.industries.mizoram.gov.in
Email: dirind-mz@gov.in | Tel.: 0389 – 2322450, 2316247



(FLORENCE ZOTLUANGPUII)

Director

Commerce & Industries Dept.

**Request for Proposal
for
Selection of a Consulting Agency for Preparation of Strategic
Investment Plan (SIP) under Raising and Accelerating MSME
Performance (RAMP) Programme in the State of Mizoram**



**Department of Commerce & Industries
Government of Mizoram**

REQUEST FOR PROPOSAL

Bids are invited from eligible bidders for Request for Proposal for selection of a Consulting agency for preparation of SIP under RAMP programme in the State of Mizoram.

Date of Publishing Notice inviting Bid on official website/e-procurement portal	21 st March 2023
Date from which bidding document can be downloaded from department website/ e-procurement portal	21 st March 2023 Website link-: https://industries.mizoram.gov.in/ https://mizoramtenders.gov.in/
Pre-bid meeting /conference Queries may be mailed to	dirind-mz@gov.in
Last date and time for submission of response to RFP(Bid documents) through (electronically/ physically)	04 th May 2023 up to 12:00 p.m.
Date of opening of the Technical proposal	04 th May 2023 from 02:00 p.m. onwards.
Date of Technical Presentation (30 minutes presentation 15 minutes discussion)	Shall be informed/notified
Date of opening of Financial proposal	Shall be informed/notified
Address of tendering authority	Directorate of Commerce & Industries, Govt. of Mizoram, Khatla, Aizawl, Mizoram, 796001
Assignment duration	90 Days or till acceptance of SIP by Ministry of MSME whichever is later.
Bid application Fee (Non-refundable) – payment mode needs to be described	INR 1000.00 (One Thousand only)
Bid processing Fee (Non-refundable) payment mode needs to be described	As per e-tender portal
Bid security (Refundable)	INR 1,00,000.00 (One Lakh only)
Bid validity	45 Days
Selection Process	QCBS with 80:20 ratio where, 80% weightage on technical score and 20% weightage on financial score.

Interested bidders, who meet the pre-qualification criteria may submit their proposals with all necessary documents, as detailed in this document, along with the covering letter duly signed by an authorized signatory, at given below address: -

Director,
Directorate of Commerce & Industries,
Govt. of Mizoram,
Khatla, Aizawl, Mizoram – 796001

TABLE OF CONTENTS

SECTION 1:..... 4
DISCLAIMER 4
BACKGROUND 6
INVITATION OF BIDS..... 7
SECTION 2:..... 8
INSTRUCTION TO BIDDERS 8
ELIGIBILITY CRITERIA, KEY PERSONNEL REQUIREMENT AND EVALUATION CRITERIA 10
DELIVERABLES 14
TERMS OF PAYMENTS 14
SECTION 3:..... 15
TERMS OF REFERENCE..... 15
SIP 20
APPENDIX 1 23
APPENDIX 2 31
APPENDIX 3 33
SECTION 4:..... 35
FORM 1: LETTER OF SUBMISSION OF APPLICATION 35
FORM 2: PARTICULARS OF BIDDERS 36
FORM 3: SELF-DECLARATION 37
FORM 4: FINANCIAL PROPOSAL..... 38

SECTION 1: DISCLAIMER

1. The information contained in the RFP document or subsequently provided to the Bidders, whether verbally or in documentary or any other form by or on behalf of Director, Department of Commerce & Industries, Government of Mizoram or any of their employees or advisers, is provided to Bidders on the terms and conditions set out in this RFP.
2. The RFP is not an agreement and is neither an offer nor invitation by Director to the prospective Bidders or any other person. The purpose of this document is to provide interested parties with information that may be useful to them in the formulation of their proposals pursuant to this RFP. The RFP may include statements, which reflect various assumptions and assessments arrived at by Director, in relation to the requirement. Such assumptions, assessments and statements do not purport to contain all the information that each proposal may require.
3. Information provided in the RFP to the Bidders is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. Director, accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.
4. Director, its employees and advisers make no representation or warranty and shall have no liability to any person including any Bidders under any law, statute, rules or regulations, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in the RFP or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of the RFP or arising in any way in this selection process.
5. Director also accepts no liability of any nature whether resulting from negligence or otherwise arising from reliance of any Bidder upon the statements contained in the RFP.
6. Director may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in the RFP which shall be posted only on the website of Department of Commerce & Industries, Government of Mizoram. It shall be the responsibility of the interested Bidders to keep themselves informed about the same.
7. The issue of this RFP does not imply that Director is bound to select a successful applicant for the project and Director reserves the right to reject all or any of the applications without assigning any reasons whatsoever.
8. Director may cancel the application process at any time without incurring any liability to the Bidders, in accordance with the RFP document.
9. The bidder shall bear all its costs associated with or relating to the preparation and submission of its proposal including but not limited to preparation, copying, postage,

delivery fees, expenses associated with any demonstrations or presentations which may be required by Director or any other costs incurred in connection with or relating to its application. All such costs and expenses shall remain with the applicant and Director, shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an applicant in preparation or submission of the application, regardless of the conduct or outcome of the selection process.

10. Bidder shall submit their offer bid online both technical and financial proposal in prescribed format.
11. In case, any of the bidders fail to submit the tender fee, tender security, bid processing fee etc. up to date and time mentioned in RFP, its bid shall not be considered. These fee(s) should be paid through online.
12. Director will not be responsible for delay in online submission due to any reason. For this, bidders are requested to upload the complete bid documents well in advance, so as to avoid the last-minute issues or any other unforeseen problems.

BACKGROUND

The Micro, Small and Medium Enterprises (MSMEs) sector is a key driver of growth of India's economy. The sector contributes around 30% to national GDP, 49% of exports while employing over 11 Crore people. However, the recent challenges of COVID-19 pandemic have partially reversed the significant progress and gains achieved in the MSME ecosystem with loss of employment, disruption in supply chains, stunted economic growth and ultimately, closure of enterprises. Various policy measures are initiated by the Government of India to support recovery and build resilience of MSME sector for future shocks. For example, in May 2020, the Government announced the "Atmanirbhar Bharat" economic package of INR 20 trillion to fight the COVID-19 pandemic. A broad set of MSMEs-relief initiatives have been launched, including the Emergency Credit Line Guarantee Scheme (INR 4.5 trillion; USD 58 billion), the provision of subordinate debt to stressed MSMEs' promoters (INR 200 billion; USD 2.7 billion), and a Fund of Funds to provide equity funding for MSMEs with growth potential (corpus of INR 100 billion; USD 1.3 billion).

To further augment the support to MSMEs for long term recovery, build resilience and instill competitiveness, the Government of India has conceptualized MSME Competitiveness Programme towards Covid Resilience and Recovery (MCRRP). As part of this endeavor, the GoI launched the "Raising and Accelerating MSME Performance (RAMP)" Programme, which supports the overall Covid Resilience and Recovery Programme of MoMSME and aims to improve market access, access to credit, strengthening institutions and governance at the Centre and State, improving Centre-State linkages and partnerships, addressing issues of delayed payments, increasing women entrepreneurship and greening of MSMEs. The programme, with a total outlay of Rs. 6062.45 Cr, intends to support delivery of higher quality integrated services to 555,000 MSMEs at national level during the programme duration of five years.

MSME LANDSCAPE IN MIZORAM

The topographical condition of Mizoram with its hilly terrain is unsuitable for the establishment of large industrial enterprises. The availability of mineral ores in the state is negligible. Therefore, to import raw materials to this part of North-East India and to process it to setup large or heavy industries is impractical at the moment. Knowing all these constraints, big shot companies looking to maximize their profits have never planned to open or set up one of their production/manufacturing units in this remote part of the country. The main sector of development of industry in the state is the MSME sector. In the present scenario, industrial enterprises available in the state are mainly micro enterprises. A couple of these micro enterprises with the help of the support received from various MSME schemes have maximized investments and turnover and have gradually upgraded themselves to small enterprises. The number of medium enterprises in the state has not yet reached the double figure.

MSMEs in Mizoram are furthering industrialization of rural & backward areas, thereby, reducing regional imbalances in the State. Department of Commerce & Industries, Mizoram is focusing to enhance capacities of the MSMEs to overcome the challenges being faced on ground. RAMP is a strategic tool to unlock the true potential of MSMEs in the state of Mizoram. The state is continuously focusing on promoting the clusters in the State and also aims to follow the cluster approach for development of MSME Sector. The State aims to focus on optimal utilization of Central Government schemes for developing and upgrading various MSME clusters. The Department further intends to evaluate the impact of various GoI and State schemes being run for the MSME sector. The State wants to engage a consultancy firm to prepare a SIP under RAMP as per GoI guidelines. Information about SIP is in Annexure 1.

INVITATION OF BIDS

Having recognized the potential of RAMP programme to enhance the competitiveness and resilience of MSMEs, the Government of Mizoram intends to implement the programme in the State. In this effort, the Government of Mizoram aims to select a consultancy agency to prepare a State Strategic Investment Plan (SIP). The agency is envisaged to conduct a diagnostic exercise and develop a comprehensive State Strategic Investment Plan (SIP) keeping in view indicative main segments of SIP and overview of MSME sector and process as per annexure 1, but not only limited to that.

The objective of formulating state SIP will be to develop a holistic MSME support programme in the state to enable effective implementation of Ministry of MSME's market access and competitiveness schemes (ZED/Lean/Champions Scheme etc.) and also enhance convergence with aligned State MSME schemes. Furthermore, the SIP aims to evaluate and ensure availability of infrastructure (power, transportation networks, serviced industrial land), skills training and development, and environmental improvements (reduced waste and pollution) for the MSME sector in the state. Thus, to operationalize RAMP programme in the state, the directorate of Commerce and Industries, Government of Mizoram invites proposals from reputed and experienced consultancy firms to conceptualize and design a State Strategic Investment Plan (SIP) to leverage support under the RAMP programme.

SECTION 2: INSTRUCTION TO BIDDERS

1.1. Guidelines for preparation of proposal

This RFP is a process to identify the interested bidder for this project. Successful bidder will be selected as the project partner to deliver the envisaged scope of work according to TOR. The duration of the contract shall be initially for 90 days or till acceptance of SIP by Ministry of MSME whichever is later, which may be extended on mutual agreement. Bidders are requested to submit their bids online as per following sections outlined below:

1.1.1. First Section (Technical bid)

Request Letter, General information about the bidder as per points with enclosures/certificates/registrations/ documents/ audited balance sheet/ strategy/etc. Technical bid should clearly show that the bidder fulfils the eligibility criteria laid down in the bid. Kindly put page numbers on each page of the document. No financial quote should be uploaded in technical bid section.

Technical application:

Tech 1: Letter of Submission of application.

Tech 2: Particulars of Applicant

Tech 3: Technical Proposal comprising Approach and Methodology, Work Plan, Firm Credentials, Proposed Resource.

Tech 4: Self declaration.

1.1.3 Second Section (Financial Bid)

To be filled in the format provided with RFP. Financial Proposal

Fin 1: Financial Proposal Submission Form.

Fin 2: Financial Proposal Breakup (Monthly) including Human resources

Note: Bidder shall submit Technical application and Financial Proposal separately in two envelops. The two separate envelops shall be submitted in a Single sealed outer Envelope to the Department.

1.2. Bid Security

Bid security is 1 Lakh Rs. for this bid. The bid security shall be paid by the bidders through (Mode of payment)

The bid security shall be fortified in the following cases, namely;

- a) If the bidder withdraws or modified the bid
- b) If the bidder fails to execute the agreement, after placement of work order within the specified period.
- c) If the bidder breaches any provision of code of integrity prescribed for bidding specified in the financial rules.

1.3. Submission of the proposal

1.3.1. The proposals – Technical proposal shall be prepared in indelible ink without overwriting or corrections.

1.3.2. An authorized representative of the bidder should authenticate all pages of the Pre-qualification, Technical and financial proposal.

1.3.3. All pages in the bid should be signed, stamped and numbered and put in sequence as required in the bid document.

1.3.4. The technical proposal, Financial proposal should be submitted (Physically/online) as per the schedule and guidelines mentioned at the (website/portal link).

1.3.5. No proposal will be accepted after the deadline for submission and in the event of any proposal being received after the closing time for submission of the proposal, the same shall be returned unopened.

1.4. Language of Bid

The bid as well as all correspondence and documents relating to the bid exchanged by the bidder and the Director, Department of Industries & commerce, Mizoram shall be written in English language and printed literature that are the part of the bid may be in another language provided they are accompanied by an accurate translation of the relevant passages duly accepted by the bidder in English, in which case, for purpose of interpretation of the bid such translation shall govern.

1.5. Response to clarification

1.5.1. Interested bidders may seek clarification on any aspect pertaining to this bid document. The query related to the bid could be sent to the Director, Department of Industries & Commerce, Mizoram (email id) prior to (Date & Time) as per format.

1.5.2 Amendments/clarifications, if any, in the bid document will be uploaded on (website / portal name) (date).

1.5.3. All the interested bidders are advised to seek clarification /query/s and, if any and also attend the pre-bid meeting for the same.

1.6. Opening of proposals and selection process

1.6.1. The documents received in technical bid will be examined by an authorised committee to ascertain fulfilment of eligibility criteria. The bidders fulfilling the eligibility criteria will be invited to make Technical presentation to the authorised committee, constituted for this purpose only.

1.6.2. Based on the strength of their technical proposals, and presentations, the agencies will qualify for opening of their financial bids.

1.6.3. Cost quoted for 'Hiring Consultancy agency for Preparing of Strategic Investment Plan (SIP) under RAMP Programme in the state of Mizoram' shall be treated as financial quote.

ELIGIBILITY CRITERIA, KEY PERSONNEL REQUIREMENT & EVALUATION CRITERIA

The eligibility requirements for bidders are mentioned below:

- (A) Eligibility Criteria (Prequalification Criteria)
- (B) Bidder's Experience

(A) Eligibility Criteria

S. No.	Sections	Specific Requirements	Supporting Documents required
A.1	Legal Entity	The bidder (a Business Entity) shall mean a company registered in India under the Companies Act, 1956 or 2013 or a partnership firm registered under the Limited Liability Partnership Act of 2008	Letter of Incorporation of
A.2	Structure	The bidder eligible for participating in the bidding process: - <ul style="list-style-type: none"> • Category 1: Single Business Entity • Category 2: A consortium of Business Entities A Consortium limited to two {2} members of above such entities, comprising one Lead Member with one consortium member.	Letter of Agreement (in case of consortium)
A.3	Prior experience	Experience of working with Central/State Government/ or their agencies/Institutions in domains such as Industrial development, MSMEs, Cluster Development, industrial/MSME Policy implementation etc with minimum three projects value of INR 1 crore each in the last 3 years.	Work Orders with completion/ In-Progress Certificate
A.4	Financial Capacity	The entity should have an average turnover of at-least INR 100 Cr. from the last three financial years (FY 2019-20, 2020-21, 2021-22)	Certificate from a statutory auditor
A.5	Financial Capacity	The Entity should be a Net Profit-making company at the time of Bid-submission	Certificate from a statutory auditor
A.6	Pending Litigations	There should be no pending litigations against the Bidder in various Courts/Tribunals at the time of submission of the bid.	Self- Declaration

A.7	Blacklisting	Must not have been debarred or blacklisted by any Central/state Govt. or Governmental agency	Self- Declaration
-----	---------------------	--	-------------------

Note:

- The evaluation of Technical Proposal of only those Bidders who have qualified in the prequalification/minimum eligibility criteria will be carried out.
- For the purpose of Pre-qualification, the documents of Lead bidder shall only be evaluated in case of Consortium.
- If the technical proposals are found to be inadequate and do not correspond to the scope of service and terms of reference, they shall be summarily rejected.

1	Technical Evaluation Criteria: Firm	40
S.N.	Head	Marks
A.	<ul style="list-style-type: none"> Experience of successfully completed consultancy projects with State/ Centre Government or their Agencies/ Institutions with minimum project value of INR 5 crore each. (3 Projects- 6 marks each) in the last five years. 	18
B.	<ul style="list-style-type: none"> Experience of successfully completed consultancy projects involving with State/ Centre Government or their Agencies/ Institutions in the domain of industrial development/SEZ/MSME Development/ Clusters etc. in the last three years. (Maximum of 2 Projects value of one crore each – 2.5 marks each) 	5
C.	<ul style="list-style-type: none"> Experience of undertaking consultancy projects for Government of Mizoram in the domain of Industrial Development etc. in the last three years. (At least One project value of one crore) 	2
D.	<ul style="list-style-type: none"> Experience of undertaking Primary Assessment Surveys (through field surveys) for minimum 1000 industrial units per study / survey to understand challenges/ grievances related to MSME ecosystem. (2 Primary MSME Surveys – 5 marks) 	10
E.	<ul style="list-style-type: none"> Partnership with National Level Industry Association/ Chambers to enable wider reach during Survey. 	5
2	Team	40
A.	<p>Project Director (one)</p> <ul style="list-style-type: none"> MBA from reputed institute with first class/division. (4 marks) Worked extensively in industrial promotion/ MSME Development and should be well versed with the MSME landscape in Mizoram. (4 marks) At least 10 years of experience, out of which at least 5 years' experience of working with Central/State Governments. (4 marks) 	12

B.	Industrial Development Expert (one) <ul style="list-style-type: none"> • Full time regular MBA/PGDM/Masters or Equivalent from University / Institute ranked in top 50 as per latest NIRF rankings. (3 marks) • Worked extensively in industrial promotion/ MSME Development/ Organizing events for MSMEs to promote their growth and competitiveness. (3 marks) • Experience of leading at least 1 project in MSME sector development in the country with central / State government. (2 marks) 	8
C.	Expert for Primary Assessment and Research (one) <ul style="list-style-type: none"> • Ph.D. in Economics/ Statistics from a reputed college/ university. (1 mark) • More than 15 years of professional experience in MSME/ Capacity building/ industrial promotion. (2 marks) • Extensive experience of publishing various research papers/ publications on the MSME/ industrial ecosystem of States such as Meghalaya/Mizoram/Arunachal Pradesh/Tripura/Manipur. (2 marks) 	5
D.	Consultant - Data Analysis and Report Writing (one) <ul style="list-style-type: none"> • Post-graduate in Economics/ Statistics from a reputed college/ university with at least 3 years experience. (2 mark) • Worked extensively in industrial promotion/ MSME Development/ Policy Formulation and Implementation with minimum 3 projects of Centre/State Government. (1 mark) • Qualitative and Quantitative research using Tools such as SPSS/ STATA along with relevant Certification. (1 mark) 	4
E.	Consultant - Industrial and Infrastructure Development (one) <ul style="list-style-type: none"> • Postgraduate in Economics/ PGDBM with at least 3 years experience. (2 mark) • Worked on projects with Central/ State Government on Industrial and Infrastructure Development. (2 mark) 	4
F.	Consultant – Financial Management (one) <ul style="list-style-type: none"> • Postgraduate in Economics/ CA/ PGDBM with at least 3 years experiences. (2 mark) • Worked on projects with Central/ State Government on Financial Analysis / Policy Implementation. (1 mark) • Relevant Certification in Financial Management. (1 mark) 	4
G.	Consultant – Communication Strategy and Management (one) <ul style="list-style-type: none"> • Postgraduate in Mass Communication / Journalism / Social Work with at least 3 years experience. (1 mark) • Worked on projects with Central/ State Government on Campaign Planning / Communication Strategy. (2 mark) 	3
3.	Approach and Methodology and Technical Presentation	20

Note: *The bidder is required to submit a copy of work order/completion certificate. Also, bidder needs to satisfy that they have received part payment of the allotted Project (undertaking to be submitted to this effect).

Method of Selection

- The Consultant shall be selected through bidding process on Combined Quality Cum Cost Based System (QCBS)
- There shall be a two-stage selection process in evaluating the proposals received.
- In the First stage, technical evaluation will be carried out of those proposals that fulfill the prequalification/ eligibility criteria.
- Technical proposals will be assessed based on a defined evaluation criterion and ranked as per the marks received in the technical evaluation (Technical Score). Only those applicants whose technical proposals score is 70 marks or more out of 100 marks shall be invited for financial evaluation.
- In the Second stage, financial evaluation will be carried out. Only the technically qualifying bidders would be invited for opening of the financial bid. Proposals will then finally be ranked according to their combined technical and financial scores.
- In case of matching final score, weightage will be given to highest score in Technical proposal.
- 80% weightage shall be given to technical proposal and 20% shall be given to financial proposal. The first ranked Consultant shall be selected while the second ranked will be kept in reserve

Example: If in response to this RFP, three proposals, A, B & C were received and the Committee awarded them 75, 80 and 90 marks respectively, all the three proposals would be technically suitable. Further, if the quoted price of proposals A, B & C were Rs.120, 100 & 110 respectively, then the following points for financial proposals may be given:

A	: 100/120 x100	= 83.3 points
B	: 100/100 x100	= 100 points
C	: 100/110 x100	= 90.90 points

In the combined evaluation, the process would be as follows:

Proposal A	: 75 x 0.8+ 83 x 0.2	= 76.6
Proposal B	: 80 x 0.8 + 100 x 0.2	= 84
Proposal C	: 90 x 0.8+ 91 x 0.2	= 90.2

Proposal C would be considered the H1 and would be recommended for negotiations, if considered necessary for approval.

DELIVERABLES

The time to complete the preparation of SIP (stage 1 to stage 5) will be three months only. Agency will prepare a deliverable timeline based on the template share below and submit it with the technical proposal.

Stage	Deliverable	Timelines (in Days)
Stage 1	Submission of Execution Plan Report.	
Stage 2	Submission of Scoping Report (Desk research, Stakeholder mapping, initial stakeholder consultation).	
Stage 3	Diagnostic Assessment (Stakeholder consultations and interview).	
Stage 4	Validation and Report writing (validation workshop) with a report acceptable to SNA.	
Stage 5	Final Strategic Implementation Plan acceptable (SIP) to SNA.	
Stage 6	A power point presentation of the final SIP to SNA.	

TERMS OF PAYMENT: Milestone Basis

S.N.	MILESTONE	Payment
1	Submission of Execution Plan Report	10%
2	Submission of Scoping Report (Desk research, Stakeholder mapping, initial stakeholder consultation)	10%
3	Diagnostic Assessment (Stakeholder consultations and interview)	10%
4	Validation workshop & state MSME Diagnostic report submission	20%
5	Final Strategic Implementation Plan submission and presentation to SNA	30%
6	Approval of Strategic Implementation Plan	20%

SECTION 3: TERMS OF REFERENCE (TOR)

Note: The state initiatives for development of MSMEs as available under Industrial and Business Development Policy (IBDP) 2017/ IBDP 2022 or any other similar programs of the state government shall be synchronized with the proposed SIP.

Programme background

Raising and Accelerating MSME Performance (RAMP) is a World Bank supported Programme, supporting the Ministry of MoMSME's "Implementing MSME competitiveness Programme- post Covid Resilience and Recovery Programme (MCRRP)", which aims at strengthening schemes that focus on improving market access, access to credit, strengthening institutions and governance at the Centre and State, improving Centre-State linkages and partnerships, addressing issues of delayed payments, and greening of MSMEs.

RAMP supports this overall Programme and focuses primarily on building capacity of National and State level agencies, build platforms for provision of critical services to MSMEs and enhancing outcomes from competitiveness related schemes.

RAMP seeks to support States to develop and implement strategic Programmes for MSMEs. States will have to conduct a diagnostic exercise and develop a State Strategic Investment Plan (SIP) defining main gaps, priorities for intervention and use of existing National and State schemes (including convergence of non-MSME schemes), and critical actions that need financing through the RAMP Programme.

The SIP is an evidence-based plan for addressing the main challenges for MSME growth in the State, listing priority sectors and geographies for intervention, and including outcome goals over the next five years. All RAMP Programme interventions in the State will be based on the SIP.

RAMP Programme development objective and result areas:

The Programme development objective is to Strengthen MSME performance through sustainable and innovative market-based services at Central and State level.

Implementation of key policies in Results Area I unlocks institutional capacity that makes possible the progress targeted under Results Area II. Results Area II supports the enhancement of quality and scalability of market-based support services to MSMEs, with a particular focus on results in the participating States.

RA#1: Strengthening Institutions and Governance of the MSME Programme.

This will target results at the Central and State levels to address institutional capacity and coordination constraints. This RA aims to strengthen National and State institutions to deliver on the MSME agenda through better CG level and CG -State coordination in the MSME sector; enhanced policy capacity of MoMSME to undertake evidence-based policy and Programme design; improved and interoperable portals to deliver online services to MSMEs at scale and in a cost-effective manner; and a more decentralized, flexible, and cohesive MSME Programme led by States.

RA#2: Support to Firm Capabilities and Access to Markets, Access to Finance.

The interventions will aim to use technology-driven solutions and leverage platform approaches to achieve economies of scale and better outreach of quality market-based private sector service provision in the areas of firm capabilities and access to finance. This RA aims to improve the

quality, coverage and delivery of the existing Firm Capabilities schemes and strengthen the market for BDS; improve access to finance and working capital by strengthening receivable financing markets for MSMEs through well-functioning digital factoring platforms; improve access to finance for women entrepreneurs and greening investments through CGTMSE; and strengthen dispute resolution mechanisms for delayed payments to MSMEs by incorporating online dispute resolution and private sector provision of these services.

The following Key Performance Indicators (KPIs) are proposed to measure progress towards this PDO:

- a) Improved firm performance from utilizing schemes - measured by MSME Champions Schemes and linked schemes uptake (TReDS, CGTMSE and Samadhaan sourced-ODR).
- b) Increased access to finance for female-headed businesses - measured by the volume of credit guarantees.
- c) Increased access to finance for green investments - measured by the volume of credit guarantees.
- d) Increased MSME access to factoring – measured by the value of invoices discounted on the TReDS platform.
- e) Increased resolution rate for delayed payments – measured by the number of MSMEs able to unblock payments via ODR platforms accessed via the MoMSME Samadhaan portal.

The principal beneficiaries of this operation are:

- a) Formal MSMEs (as per the revised MSME definitions¹) with the intention and potential to grow, invest in themselves and improve productivity.
- b) The MoMSME which is the primary Central Government agency supported by the operation.
- c) The State Governments where the specific departments and agencies of the participating State Governments will be the primary beneficiaries of the operation and will be identified as part of the State MSME SIPs.

Objectives of the SIP

The objective of the Strategic Investment Plan exercise is to develop an evidence-based, holistic MSME-support Programme for the State that will:

- (i) Enable effective implementation of Ministry of MSME's market access and competitiveness schemes (ZED/Lean etc) to include convergence with aligned State MSME schemes.
- (ii) Ensure availability of infrastructure (power, transportation networks, serviced industrial land), skills training and development, and environmental improvements (reduced waste and pollution).

Main Segments of SIP

The SIP will be based on a diagnostic exercise which will gather data and information on the MSME sector in the State. The main segments of the SIP will be the following:

- i. Identification of priority sectors – for both manufacturing and services – where the State can be competitive in terms of MSME growth, based on existing presence of individual/cluster of MSMEs and their performance.
- ii. Identification of key constraints to MSME growth in these sectors – regulatory constraints and costs; access to inputs (including skilled labour); technology; credit; markets and required product standards; management capacity; improved energy efficiency and reducing waste; and enhanced outcomes for women-owned MSMEs.

- iii. Finalise the outcome goals – with baseline numbers and Programme goals over a four-year period -for total number of MSMEs to be supported through RAMP to align with the overall objectives of RAMP.
- iv. Finalising the interventions required to address the constraints and challenges identified.
- v. Budgeting of investments for the above interventions and prioritising them over a four-year period – to include funding from existing MoMSME schemes, State MSME schemes and RAMP budgets.
- vi. Outreach plan for identification and mobilization of MSMEs including communication strategy; partnerships with Industry Associations, anchor companies and other relevant government bodies (such as, for example, State Rural and Urban Livelihoods Missions) and -level outreach efforts.

A draft template for the SIP based on the above is attached as Appendix 1

(1 Micro enterprise - <INR 10 Million and turnover<INR 50 Million; Investment < ₹ 100 Million and Turnover <₹ 500 Million; Investment < ₹ 500 Million & Turnover < ₹ 2.5 Billion.)

Diagnostic Exercise

The diagnostic exercise will use a systemic process – using a mix of desk research, stakeholder interviews and focus group discussions and surveys - to collect data and information on the following aspects:

- i. Existing MSME sectors- both manufacturing and services - in the State with geographic clusters; and growth rates over the past 5 years. Niche areas or sectors that the State has with good export potential. Existing enabling infrastructure (certification labs, incubators, R&D institutions, raw material banks, etc). Presence of large industries, PSUs etc, CSIR labs for testing and technology transfer.
- ii. Data on historical performance, existing markets, potential for new target markets, and key challenges.
- iii. Brief analysis of challenges in priority sectors, with a focus on the following:
 - a. MSME capabilities: An understanding of perceived barriers to growth at the MSME level including skills and technology gaps based on interviews and Focused Group Discussions (FGDs) with MSME associations, MSMEs, last mile consultants.
 - b. Access to markets: Identification of existing and target domestic, regional, and global market opportunities, existing pathways through which MSMEs are accessing such markets and specific gaps preventing enhanced access to these markets.
 - c. Access to credit: Identification and assessment of financing gaps for MSMEs in priority sectors. Facilitating access to finance for business functioning and growth needs and identifying and removing hindrances in between to reach financing access. Ensuring coverage of targeted sectors of the MSMEs by the financial institutions that should service them for their financial needs.
 - d. Environmental and occupational health and safety standards compliance and “greening”: Assessment of implementation framework for compliance with existing State and national environmental and occupational health and safety regulations and against target market standards. Identification of areas for strengthening regulatory supervision and technical service provision to improve outcomes in these areas.

- e. Gender gaps: Identifying sectors and clusters which have a higher proportion of women; and additional barriers faced by women owned MSMEs in accessing technical services, markets, and credit. The specific interventions required under the SIP to enhance proportion of women supported schemes.
- f. Infrastructure constraints: Assessment and identification of infrastructure gaps including core public infrastructure – power, water, roads, industrial land; sector-specific infrastructure provided through third-party providers (such as warehousing, cold chains, transportation); and on “soft” infrastructure such as laboratory and inspection capacity to support meeting required standards.
- g. Technical Support: Identification and assessment of nodal technical institutions and last mile consultants in the State, relating to technical support for MSMEs in the above gap areas.

Data gathering tools used may include desk research covering existing reports, review of existing M&E data, stakeholder interviews and focus group discussions and sample surveys. Below mentioned activities are inative and not limited to only this.

For the purpose of diagnostic study under the purposed SIP, following should be included:

- Undertaking meeting with MSME units, Industrial associations and other stakeholders to find the key constraints to MSME growth in key sector like; access to input (including skilled labour, electricity etc.), technology, credit, markets and required product standards, regulatory constraints and costs; access to quality infrastructure and testing facilities; management capacity; improved energy efficiency and reducing waste; and enhanced outcomes for women owned MSMEs.
- Undertaking a state level primary survey of about 5000 MSME enterprises across the state of Mizoram. Selection of MSMEs should from each districts, focal point and industrial zones also.
- Format of survey and reporting should approve from the department of industries & commerce.
- List of 5000 MSMEs shall be shared and Verified by GM s/ Labor department & pollution department.

SIP Approval, Monitoring, and Implementation Process

- a) The SIP, based on the diagnostic exercise, will be submitted to State RAMP Programme Committee (SRPC) headed by the Principal Secretary/Secretary of the relevant department.
- b) Subsequent to the approval of SIP by the State RAMP Programme committee it would be presented to RAMP Programme committee at MoMSME, headed by the Secretary, MOSME/Joint Secretary in charge for, review and approval.
- c) The SIP is meant to be a dynamic document that can be updated annually based on changing context, additional evidence and implementation experience. SIP modifications will follow the same process of submission, review and approval by the RAMP committee at MoMSME.

- d) The State PIU set up for RAMP, will also support the implementation and monitoring of the SIP.
- e) Annual reports on SIP implementation progress will be submitted by States in a template shared by MoMSME.

Proposal submission process

The agencies meeting the criteria should submit their proposal as per the template provided in Appendix 2. The institutions will submit one hard copy of the proposal to the RPC in the MoMSME and will provide it electronically (via e-mail).

The proposals submitted will be assessed as per the criteria mentioned in Appendix 3.

STRATEGIC INVESTMENT PLAN (SIP)

I. Introduction

Raising and Accelerating MSME Performance" (RAMP) is a World Bank assisted Central Sector Scheme, supporting COVID related Resilience and Recovery interventions of the Ministry of Micro, Small and Medium Enterprises (MoMSME). The Programme aims at (i) strengthening capabilities of MSMEs and improving access to market and finance; and (ii) strengthening institutions and governance at the Centre and State, improving Centre-State linkages and partnerships for the development of the MSME sector. Key thematic areas underlying the RAMP Programme include - (a) closing the gender gap that impedes women-headed businesses for accessing financial and non-financial services; (b) facilitating green investments by MSMEs; (c) using innovate technology solutions to scale up service delivery; (d) mobilizing private sector providers to expand market-driven, quality service outreach to MSMEs.

Partnerships with States and the State Strategic Investment Plan (SIP) is the backbone of the RAMP Programme. The MoMSME invites all States to develop a SIP. The MoMSME will support interested States in preparing the SIPs.

II. Objectives

The SIP will serve as a strategic roadmap to strengthen the resilience of MSMEs and provide support for the development of the MSME sector in the State. It will address, not just traditional challenges facing the MSME sector, but will also build systemic capacity to respond to emerging challenges. The objective of the Strategic Investment Plan (SIP) exercise is to develop a holistic MSME support Programme for the State that:

- a. Scales up number of MSMEs covered under competitiveness support schemes and the overall effectiveness of these interventions
- b. Implements interventions and financing at the State level in a converged manner. This will include interventions in allied areas including infrastructure skills training and development, and environmental improvements (reduced waste and pollution).

III. Overview of SIP.

The SIP will be based on a diagnostic and structured stakeholder dialogue exercise which will gather data and information on the MSME sector in the State. Based on the diagnostic exercise, the SIP will clearly list interventions, main results targeted, implementation timelines, costs and a monitoring and evaluation plan. The main segments of the SIP will be the following:

(i) DIAGNOSTICS TO IDENTIFY GAPS:

- a. Overview of MSME sector in the State: number of MSMEs and growth; MSME clusters and geographical concentration, aspirational districts and clusters, industry/sector, women-headed MSMEs; performance of MSMEs based on various parameters (employment, output, value added, productivity, exports and GVC linkages, linkages to PSEs and major anchor buyers).
- b. Key constraints to MSME growth: with a focus on regulatory constraints and costs; access to inputs (including skilled labour, land, capital); technology; credit; target markets and required product standards (domestic and international); management capacity; adoption of Resource Efficient and Cleaner Production (RECP) practices by MSMEs (improved energy efficiency and reducing waste of inputs such as materials, water, energy etc.); constraints faced by women-headed MSMEs; gaps/constraints in infrastructure (power, digital and transport services, quality testing facilities,

common facility centres, serviced industrial land, etc.,). The SIP may identify both cross-cutting constraints (across sectors) as well as sector and regional and cluster-specific constraints.

- c. Key capacity gaps on MSME policy development and delivery covering:
 - i. Existing policy framework and the associated implementation institutions, agencies and key market players for MSME development and identification of areas for strengthening capacity.
 - ii. Coordination arrangements across State institutions and departments; District Industry Centers (s) and key business association, private sector players delivering public services and anchor companies;
 - iii. Existing Monitoring and Evaluation (M&E) systems for State government interventions in the MSME sector; mapping existing State government portals to deliver services and their use etc.

(ii) PLANNED DEPLOYMENT OF MSMES INTERVENTIONS AND IN ALLIED AREAS, OVER SIP PERIOD COVERING:

- a) Central government initiatives, particularly of the MoMSME for MSME support in the State (MSME Champions Scheme, MSE-CDP etc.,) and the planned deployment of these initiatives in the State.
- b) State MSME support schemes and interventions at State level across ministries, departments and agencies, and including in allied areas such as infrastructure; corresponding budget outlays.
- c) Projections for planned deployment and financial outlays of these State interventions over the four-year period of SIP implementation in support of SIP objectives.

(iii) PREPARATION OF A TIMEBOUND, RESULTS – BASED AND COSTED SIP IMPLEMENTATION PLAN, COMPRISING:

- a) SIP Intervention Matrix identifying the key Central and State activities to be implemented over the four-year SIP timeframe to address key constraints and capacity gaps to achieve SIP objectives, including capacity building of nodal private and public sector Technical Service Providers (TSPs) in the State to enhance technical service provision to MSMEs in targeted competitiveness schemes.
- b) Action plan to institute an Environmental and Social Management (ESM) screening, assessment and monitoring system in line with the 'Strategy to Strengthen Environmental and Social Management; which is being developed by MoMSME.
- c) Preparation of strategy and implementation plan for partnerships, including specifically:
 - a. Identification of potential pool of FIs with whom Public-Private Partnerships (PPP) agreements can be signed and targets for number of PPP agreements to be signed with FIs.
 - b. Identification of pool of Anchor Buyers with whom States can potentially enter into partnerships for supplier development Programmes.
 - c. Identification of pool of private technical service providers who can be leveraged for provision of services to MSMEs.
 - d. Blueprint for strengthening of State online portals including grievance redressal mechanisms, integration of State portals with the national portal, data sharing with national portal.
 - e. Communication and Outreach Strategy for identification and mobilization of MSMEs

(including women-headed MSMEs) to achieve target outcomes. The plan will cover partnerships with Financial Institutions (FIs) to enhance access to finance for MSMEs, including through the CGTMSE (for women-headed MSMEs and RECP/green investments), scaling up numbers of MSMEs using SAMADHAAN for resolution of delayed payments and TREDIS for financing of receivables, plus Industry Associations, Anchor Companies, relevant government bodies and - level outreach efforts.

- f. Results Matrix and M&E Plan comprising impact and intermediate outcome and input Key Performance Indicators (KPIs), systematic data gathering on interventions, tracking of beneficiaries through the life cycle of the intervention; gender-disaggregated beneficiary data; as per the national guidelines by MoMSME; measurement, verification and reporting procedures.

(iv) TARGET OUTCOMES UNDER THE SIP:

- a) Baseline numbers and year wise Programme goals over the four-year period -for total number of MSMEs to be supported through interventions covered directly under the RAMP Programme – These include:
 - i. Competitiveness schemes – bronze graduation under the ZED intervention, (silver and gold graduation under ZED); Lean;
 - ii. MSMEs to be registered in TREDIS platform in the State;
 - iii. Use of Online Dispute Resolution through the Samadhaan Portal;
 - iv. Access to credit to: (a) women-headed MSMEs through the credit guarantee schemes of CGTMSE; (b) MSMEs through green guarantees for adoption of RECP practices
- b) Baseline and outcome goals in other MSME interventions and allied areas of MSME support.

APPENDIX 1: SIP TEMPLATE

I. Overview of the MSME sector in the State

Overall Performance of the MSME sector in the State (can be benchmarked against All India; other frontier States as per UDYAM Data)– Suggested list of inators:

- Number of MSMEs and growth in numbers over time; MSMEs in the State as a share of MSMEs in India
- Number and share of women headed MSMEs
- Size Distribution of enterprises – Number (and share) of MSMEs in following size categories based on total workers – 1; 2-5; 6-9; 10-19; 20-49; 50-99; 100-499; above 500
- Output/value added and share of MSMEs in State GDP, growth over time
- Employment in MSME sector; growth over time
- Productivity statistics on MSMEs in the State
- Exports and GVC linkages
- Sector/Industry wise information for above inators
- Linkages of MSME vendors to PSEs, and major anchor buyers
- MSME clusters, geographical concentration, Aspirational districts and clusters
- Access to credit for MSMEs, formal financial institutions in the State
- Factors that determine production such as – Land, Energy, Water, Labour, entrepreneurship, technology, R&D/testing facilities

Snapshot of Performance/Overview by sector

NIC2 Digit Code	Industry Name	Nos. of MSMEs	Proportion of MSMEs in total MSMEs in the State	Proportion of Women Entrepreneurs in the sector	Geographic Clusters	Employment in sector (number and share in total)	total output / value added (Value and share in total)	Exports

Snapshot of Access to Finance

Industry/ sector	Major Method of Finance (Banks, Lenders, investors, Fisetc.)	Existing Central/State Schemes beingavailed	Industry Associations	Size of Support Available

Snapshot of Overview by Geography

District/geographical cluster	Number of MSMEs	Proportion of women MSMEs	Main Sectors in district

II. Main challenges/Key constraints to MSME growth

This section will identify key constraints and challenges to MSME growth in the State including constraints faced by women-headed MSMEs. Several of these constraints will be cross-cutting across sectors and geographies while some of these may be more sector specific or geography specific. These will be identified based on structured interviews and Focused Group Discussions (FGDs) with MSME Associations, MSMEs, technical service and business service providers, anchor buyers and Financial Institutions, as well as Government Agencies, Ministries and Departments working on development of MSME sector and allied activities.

- Business environment: Assessment of the business environment (for starting and running a business); regulatory constraints, process gaps and costs; compliance burdens; continuing gaps in Business Environment that need to be addressed.
- Factor Conditions: Land, Energy, Finance, Labour, Ecological Sensitivity, Market Size & Access, Technology, Common Infrastructure and others.
- Infrastructure: Identify key infrastructure gaps in core public infrastructure accessed by MSMEs - energy, water, roads, industrial land; infrastructure provided through third-party providers (such as warehousing, cold chains, transportation); and “soft” infrastructure such as laboratory facilities and inspection capacity; quality testing; based on an assessment.
- Credit: Identify limitations in MSME access to credit, the credit gap, if any, and the factors that inhibit access to credit. This will be based on identification and assessment of financing gaps for MSMEs, ensuring full consideration of gaps faced specifically by women headed MSMEs. This will involve looking at both supply side constraints (financial institutions) as well as demand side issues. MSMEs access to finance for business functioning and growth needs, financial institutions that service target sectors and geographies, constraints their ability to lend to MSMEs, etc. the existing
- Interventions for credit gap financing, like seed money assistance, subsidies, equity

schemes, etc., and their performance and gaps.

- Delayed Payments to MSMEs: Analysis and summary of delayed payment issues and statistics in the State, including time-period to resolution, costs, and pending cases. the current methods for dispute resolution mechanisms (including MSEFCs) working in the State, Assessment of market for Online Dispute Resolution (ODR) in the State, Potential demand for ODR and assessment of factors constraining demand.
- Target Markets and product standards: Identification of existing and target domestic, regional, and global market opportunities, existing pathways through which MSMEs are accessing such markets (e.g. key value chains and large companies with supply chains) and challenges preventing enhanced access to these markets (including information access, meeting quality standards, GIs and IPRs as well as other factors constraining market access).
- Technology: Identify technology gaps and constraints to upgrading technology. These could include (i) technologies for general business functions; (ii) sector specific technologies for production, (iii) digitization i.e., adoption of digital technologies and use of digital platforms, and (iv) access to green and climate friendly technologies and potential for adoption of Green & Energy Efficiency Technologies
- The linkages of MSMEs with R&D labs and centres, academia and factors that constrain technology transfer and access
- Strengthening of Firm capabilities and adoption of Resource Efficient and Cleaner Production (RECP) practices by MSMEs: Identification of gaps in management capacity (optimal management of inventory, setting and monitoring of production targets, systematic tracking of performance using KPIs, regular book keeping or maintaining accounts etc.); assessment of energy efficiency practices and investments; adoption of lean practices to reduce waste of material inputs, water and energy and improve efficiency.
- Market for Service provision to MSMEs: Mapping of support ecosystem for MSMEs, including technical service providers and business service providers; Identification and assessment of nodal institutions and other service providers in the State; supply constraints, if any, in service provision for MSMEs, Exposure to new markets; Establishing Value chain linkages with other clusters (if any); Development of a e-Marketplace
- Gender gaps: Additional barriers faced by women-headed MSMEs in accessing technical services and credit to inform specific interventions under the SIP to enhance proportion of women-headed MSMEs supported.
- Skills: Assessment of skills gaps – both cross cutting as well as sector specific. Overview of the existing skilling and capacity building infrastructure in the State, ITIs, and skill Kendra and gaps if any. How can they be made more relevant to demand from the private sector?
- Environmental, labour management and occupational health and safety standards compliance: Assessment of implementation framework for compliance with existing State and national environmental, labour and occupational health and safety regulations (and against target market standards) and identification of areas for strengthening regulatory supervision and technical service provision to improve outcomes in these areas.
- Other: Can include additional constraints not covered in the list. Ex -Factors constraining access to inputs (including imports of inputs) etc.,

Snapshot of Sector specific constraints

NIC Code	Sector Name	Constraints

Snapshot of constraints by geography

District/Geographical Cluster	Constraints

III. Key gaps in MSME support, policy development and delivery

- Mapping of the Institutions and Agencies in the State for MSME development – Includes other Departments in the State related directly or indirectly to MSME development; District Industry Centers; agencies working on MSME development etc.,
- Existing Capacity: Summary of existing capacity of Industries Department and s by functional areas and other key support agencies. [ex. Policy development, Programme delivery, M&E, data systems, environmental and social compliance, procurement]
- Coordination mechanisms: Assessment of coordination mechanisms across State Institutions and Departments on the MSME development agenda;
- Monitoring and Evaluation (M&E) systems: Assessment of existing M&E for State Government interventions in the MSME sector including MIS systems; tracking of inputs; outputs; outcomes for MSME interventions; availability of gender disaggregated data and data by other social groups etc.,
- Portals: Mapping existing State Government portals that deliver services to MSMEs and their current usage; assessment of these portals in delivering services and gaps if any;
- Existing interventions in State: Mapping exercise of State MSME support schemes and interventions at State level, including in allied areas.

IV. Interventions in State under the SIP

- A.** This will cover interventions under RAMP Programme – converging MoMSME and State interventions - to address gaps identified along with projected budgetary allocations. [for a four-year period]
- a. Competitiveness Support: Blueprint to scale up and more effectively deploy existing competitiveness schemes in the State in a converged manner – (i) Focus on MSME Champions Scheme (ZED, Lean, Design, Digital, IPR), and market access support schemes – of MoMSME and related State interventions;(ii) leveraging existing private and public service providers for business and technical services to MSMEs; (ii) This will also include identification of the potential pool of anchor buyers to partner with on supplier development Programmes, to enhance MSME competitiveness.
 - b. Dispute Resolution for Delayed Payments: Strategy/blueprint for speedy and resolution of disputes related to delayed payments to MSMEs including (a) outreach and technical assistance to MSMEs to use ODR under Samadhaan Portal; (b) modification of State guidelines (if needed) and outreach to State Facilitation Councils to increase referrals by State Facilitation Councils to ODR providers.
 - c. Increased digitalization of MSMEs, including use of TReDS portal: Strategy/blueprint for outreach and technical assistance to increase use of digital platforms by MSMEs, including the TReDS portal.
 - d. Identification of potential Cluster level technical interventions: For example, research partnerships to address key technology adoption challenges;

collaborative research and development efforts; technical support to develop cluster proposals and cluster associations to enhance use and outcomes from Cluster Development Programme (MSE- CDP).

- e. Partnership with Financial Institutions (FIs) including on-boarding with TReDs:(i) Identification of potential pool of FIs; (ii) blueprint for outreach, partnerships with Financial Institutions and pilot interventions to enhance access to finance for MSMEs (including women-led MSMEs), including in specific sectors and clusters, (iii) Partnering with CGTMSE Trust for outreach to increase number of FIs in the State that are CGTMSE partners, with emphasis on the gender and green (RECP) guarantee products.
- f. Strengthening markets for service provision to MSMEs in the State: Blueprint for (i) capacity building of nodal technical institutions, including both private and public institutions, to enhance provision of technical services; (ii) outreach to target populations including women-headed MSMEs and environmental and social compliance support and monitoring; outreach, training and capacity building to enhance pool of qualified Technical and business service providers and consultants in the State.
- g. Support to Women-headed MSMEs: Blueprint for increased outreach and targeting of women across MSME Programme coverage and specific interventions to enhance coverage under MSME Champions schemes; access to credit for women-headed MSMEs including through CGTMSE products; and increased proportion of women technical service providers and technical consultants.

B. Details of interventions and financing being converged under State interventions and allied GoI interventions, planned deployment of these interventions, including budgetary outlays

- a. Infrastructure – To cover - core public infrastructure accessed by MSMEs - energy, water, roads, industrial land; infrastructure provided through third-party providers (such as warehousing, cold chains, transportation); and “soft” infrastructure such as laboratory or technology facilities and inspection capacity.
- b. Finance: Interventions proposed to enhance the ease of access to credit facilities
- c. Skills development: including technical training, tertiary course development or upgrading, encouraging more demand driven technical and vocational training and education.
- d. Science and technology and competitiveness: including complementary activities, for instance to prepare local SMEs to access RAMP schemes, to develop collaborative projects/clusters that can draw on RAMP support to drive local competitiveness, to encourage networking between businesses and other stakeholders by building local interaction between technical colleges and SMEs.
- e. Branding and Communication Strategy
- f. Textiles, Energy Efficiency, Agriculture, Other etc.

V. Partnership and Outreach Strategy

- Communication and strategy to enhance number of MSMEs supported through competitiveness Programmes (MSME Champions Scheme and related interventions), including on-boarding onto SAMADHAN and TReDs portal. Inative interventions include:
- Preparation of Terms of Reference and Hiring of firm to map stakeholders and develop and implement communication, partnerships and outreach strategy.

- Outreach and partnership development to Industry Associations, anchor firms and Financial Institutions.
- Focused outreach strategy to reach women-headed MSMEs to expand coverage of women-headed MSMEs under the SIP.
- Outreach on specific sectors/geographical clusters as required.
- Partnerships with other Government Departments, Institutions for identification and mobilization of MSMEs.
- Preparation of awareness and outreach strategy to increase referrals to ODR in partnership with MSEFCs under the SIP.

VI. Strengthening Capacity for Development and Delivery of MSME Support Programme in the State

- Strengthening State Portals and Integration with National portal: Blueprint for interventions needed (including hiring of Technical Support as needed) to strengthen and integrate existing State online portals for effective service provision; and adoption of national data and reporting standards for integration with national MoMSME unified portal).
- Strengthening M&E Framework for MSME Support: Blueprint for strengthening M&E framework, including MIS systems; tracking of inputs; outputs/ outcomes for MSME interventions; availability of gender disaggregated data and data by other social groups etc., to track and report data on SIP implementation; RAMP Programme and MSME support in the State.
- Environmental and Social Management for MSME support: Action plan to institute a screening, assessment and monitoring system in line with the 'Programme Implementation Plan'; which is being developed by Ministry of MSME.
- Strengthening Coordination on MSME agenda in the State: Identification of measures to be undertaken to strengthen coordination mechanisms among Government Departments, Agencies and private sector key stakeholders and implementation partners to implement MSME support Programme.
- Capacity Building of Key players to deliver on the MSME agenda, including coordination mechanisms: Blueprint for Interventions to enhance capacity of key Government and other support agencies to implement MSME support Programme as reflected in the SIP and on MSME grievance redressal. This will include: (i) Filling staff vacancies; (ii) Identification of main functional areas
- Where capacity building is needed or institutional change to better respond to market demand, including to (a) implement and monitor environmental and social management strategy as per the guiding document prepared by MoMSME; (b) procurement and contract management functions; (iii) Training and capacity building of staff including identification and partnerships with relevant public and private training institutions and development of training calendar; (iv) Hiring of additional technical staff/consultants.

SIP Summary Table

Main interventions Under SIP (including MOMSME and state schemes-including convergence of schemes)	Total Budgetary Outlay	Convergence of existing scheme financing	Gap financing Required through RAMP programme
Strengthening of M&E systems			
Strengthening of state portals and integration of state portals with national portal			
Implementation of RAMP programme communication and outreach strategy			
Funding under new schemes			
Anchor Company Supplier Development Programmes (Number of agreements signed)			
Capacity building of nodal technical support institutions completed (Numbers)			
Total			

Summary of critical actions to be supported under SIP (Year 1 – Year 4 of implementation period of SIP)

No	Critical Action (List)	Target Outputs and Outcomes			
		Year 1	Year 2	Year 3	Year 4
1	Strengthening of M&E				
2	Strengthening of state portals and integration of state portals with national portal				
3	Implementation of RAMP programme communication and outreach strategy				
4	Anchor Company Supplier Development Programmes (Number of agreements signed)				
5.	Capacity building of nodal technical support institutions completed (Numbers)				

Note: The Six listed are part of RAMP DLI 2.2. The State may add additional critical actions based on the SIP. For activities expected to be funded by gap financing; States are required to list the actions with the year-wise target details.

SUMMARY RESULTS TARGETED

No.	Inator	Baseline	Year 1	Year 2	Year 3	Year 4
1.	Number of MSMEs completing bronze level under ZED (of which women-headed)					
2.	Number of women-headed MSMEs accessing credit under CGTMSE					
3.	Number of MSMEs accessing credit under CGTMSE for RECP/Greening investments					
4.	Number of MSMEs initiated a case for Online Dispute Resolution through Samadhaan Portal and direct referrals by State Facilitation Councils (SFCs).					
5.	Number of MSMEs completing silver level under ZED					
6.	Number of MSMEs completing Gold level under ZED					
7.	Number of MSMEs completing Lean					
8.	Number of trained and accredited service providers in core focus areas developed in State. (of which women)					
9.	Number of MSMEs on-boarded onto TReDS platform. (of which women-headed)					
10.	Number of MSME delayed payments cases resolved by ODR through the Samadhaan Portal.					
11.	Training and capacity building of State Industries Department and s for outreach and implementation support of MSME Programme	Proportion of staff trained				

Note: 1 – 4 are State level results covered under DLI 2.3 of RAMP; 5 – 11 are results related to other DLIs.

APPENDIX 2: PROPSAL TEMPLATE FOR PROJECTS/SCHEMES FOR RAMP FINANCING

Details of the agency: Name, address, contact details.

- i. Project Title:
- ii. Project Summary:
- iii. Existing Competencies for the specific theme: human resources, physical infrastructure, content (1 page)
- iv. Methodology (max 2 pages)
Describe in detail: the methods of implementation and rationale for such methodology; the role and participation of the various stakeholders and the reasons why these roles have been assigned to them; the organizational structure and the team proposed for the implementation of the project by function; the main means proposed for the implementation of the project (equipment, materials, and supplies to be acquired or rented)
- v. Duration and inative project plan for preparing the SIP.

Activity	Week 1	2	3	4	5	6	7	8	9	10	11	12
Example	Example											
Preparation Activity 1(title)												
Execution Activity1(title)												
Preparation Activity 2(title)												
Etc.												

- vi. Budget for the project (to be provided in a spreadsheet)

Budget for the project	Year wise			
	Unit	# of units	Unit value	Total Cost
Costs				
1. Human Resources				
1.1. Salaries				
1.3. Per diems for mission/travel				
1.3.2. Local	Per diem			
1.3.3. Seminar/conference participants	Per dime			
Subtotal Human Resources				
2. Travel				
2.1. Travel	Per Flight			
2.2. Local transportation	Per month			
Subtotal travel				
3. Equipment and supplies				
3.1. Rent of vehicles	Per vehicle			

3.2. XXX				
3.3. XXXXX				
3.4. XXXX				
3.5. Other (please specify)				
Subtotal Equipment and supplies				
4. Costs related to activities/others				
4.1.				
4.2.				
4.3.				
4.4.				
4.5.				
Subtotal other costs				
5. Taxes, etc.				
Subtotal Other				
Total Cost				

- vii. Organisational capacity: Please describe the organisational capacity to deliver the project. For example, provide clear examples/work experience of managing/delivering similar projects and impact that was delivered. Existing specific staff capacity and their experience and how they will be engaged in this project.

APPENDIX 3: PROPOSAL ASSESSMENT CRITERIA

One of the primary objectives of the RAMP Programme is to improve Centre-State synergies and prepare a roadmap for the MSME sector in each State to scale up the implementation capacity and coverage of MSMEs. This involves designing a Strategic Investment Plan (SIP) by all the States/UTs. However, criteria need to be developed to select the SIPs of the participating States.

Accordingly, the following methodology may be adopted:

- As per the decision of the Cabinet, all the States/UTs would be invited to participate in the Programme. For this, each State/UT will be required to confirm their participation through a Letter of Undertaking (LoU) for acceptance of conditions as required under the Programme.
- Each aspiring State which has confirmed its participation through the LoU will be provided financial support to prepare a SIP.
- The projects shall be selected based on scoring criteria laid out in the Programme Implementation Manual (PIM). The Ministry will set up a Strategic Investment Plan Evaluation Committee (SIPEC) comprising experts and professionals from Government, industry, academia etc. The recommendations of SIPEC would be placed before the RAMP Programme Committee (RPC) for final approval.
- The scoring criteria are divided into headings and subheadings. Each subheading will be given a score.
- The scores are assigned on basis of their importance and relevance for the achievement of the objective of the Programme.
- Interventions from States will be evaluated further for funding under RAMP. All selected SIP interventions of States will be eligible to be funded under the RAMP State budget. RPC may consider developing a threshold level for selection of SIP submitted by States.

Following are the inative criteria of quantitative and qualitative evaluation of the status of MSME sector in the State through the appraisal of the SIPs. This would also include distinguishing factor specific to the State.

S.N.	Evaluation Criteria for SIP Evaluation	Max Score
A. Quantitative Evaluation Criteria		80
a.	Number of MSMEs registered on UDYAM portal in proportion to total MSMEs as per the 73rd Round of National Sample Survey (NSS)	15
b.	Position of State in the latest EoDB Rankings	15
c.	Proportion of latest State Budget allocated to MSME	5
d.	Contribution of MSMEs to State GDP	5
e.	Percentage of MSMEs as per the 73rd Round of National Sample Survey onboarded on TReDS	5
f.	Percentage of State Public Sector Enterprises onboarded on TReDS	5
g.	Persons employed in MSMEs which are registered on Udyam Portal of the Ministry (2021-22) (percentage of employees in MSMEs as per the 73 rd Round of National Sample Survey (NSS))	5
h.	Contribution of MSMEs to total tax revenue of the State	5
i.	Percentage of women-led enterprises to total MSMEs on UR	5
j.	Citizen Charter for s is notified in the State	5
k.	Percentage of cases resolved with respect to total cases registered in MSEFCs	5
l.	Growth in the total volume of digital payments done (Y-o-Y basis	5

B. Qualitative Evaluation Criteria		90
a.	Identification of gaps in access to Finance, Market and Technology MSME Sector of the State/UT	20
b.	State/UT Policy on MSMEs Vision/Roadmap for improvement in business environment for MSMEs in the State with requisite interventions and availability of Outcome – Output Framework for the schemes supported by the RAMP Programme: (Specific Schemes- TReDs, MSME Champions Scheme, CGTMSE etc) <ul style="list-style-type: none"> • Short Term (0 - 1) years • Medium Term (2 – 3) years • Long Term (4th year onwards) 	50
c.	Extent of Participation in various Central MSME schemes	10
d.	Details of activities carried out by Development Centres & District Industries Centres/Sub District Industries Centres in the State and strategy to strengthen its eco-system	10
C. Distinguishing Factor		30
a.	Distinguishing Factor identified specific to the State that could be achieved based on evaluation of identified interventions and related funding	30
Total		200

The evaluation of the projects proposed by the States would also be conducted for selection of the projects/schemes for funding through the RAMP Programme. States may include more than one project/scheme for assessment for funding. The inative criteria and scoring system (SIPEC may consider development of a statistical model, if required) is as follows:

S.N.	Evaluation Criteria for selection of project/scheme for funding	Max Score
Evaluation Criteria for selection of project/scheme		100
a.	Alignment of the Scheme/Project of States with respect to RAMP programme objectives	20
b.	Strategy for project/scheme implementation with pre-defined	20
c.	Strategy for increasing for capacity building of MSMEs in the project/scheme	10
d.	Strategy on increase in women-led MSMEs in the project/scheme	10
e.	Strategy on Greening Initiatives in the project/scheme, including (if applicable)notification of Plastic Waste Management (Amendment) Rule, 2021 and Extended Producers Responsibility (EPC)	10
f.	Strategy for improving the EoDB – Acts/Rules, Compliances, Filings in the project/scheme	10
g.	Plan for Implementing Online Dispute Resolution (through the strengthening of MSEFCs) in the project/scheme	10
h.	Plan for Strengthening M&E framework pertaining to project/scheme	10
Total		100

The final decision as regards the selection of projects/schemes for funding would be decided by the RPC on the recommendation of SIPEC. RPC will consider the proposals for funding on the basis of SIPEC's recommendations and Projects' uniqueness, importance for the State, recurring/non-recurring expenditure, fund availability etc.

Section 4: FORMS

Form 1: Letter of Submission of Application

To,

Director,
Department of Commerce & Industries,
Government of Mizoram
Tel:
Email:

Subject: Selection of an expert agency for preparation of SIP under RAMP Programme in the State of Mizoram

Sir/Ma'am,

1. With reference to your RFP document dated....., we, having examined the RFP documents and understood their contents, hereby submit our application for the aforesaid assignment. This application is unconditional.
2. All information provided in the proposal and in the appendices is true and correct.
3. This statement is made for the express purpose of showing interest as an applicant for undertaking the assignment.
4. We acknowledge that RFP is a process to identify the interested bidder to undertake the scope of work.
5. We understand that you may cancel the application process at any time and that you are neither bound to accept any application that you may receive nor to invite the applicants to apply for the assignment, without incurring any liability to the applicants, in accordance with the RFP document.
6. We declare that we are not a member of any other firm applying for this assignment.
7. We agree and undertake to abide by all the terms and conditions of the RFP document. In witness thereof, we submit this application under and in accordance with the terms of the RFP document.

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of the Applicant's Address:

Telephone:

Form 2: Particulars of Bidders

- 1. Name of the Bidder : _____
- 2. Office address : _____
- 3. Category of the Bidder (SC/ST/OBC/PwD/EWS/General) : _____
- 4. PAN number : _____
- 5. Company registration (of the lead bidder in case of a consortium): _____
- 6. GSTIN : _____
- 7. Any other details : _____
- Details of contact Persons : _____
- 8. Name of authorized person/ head : _____
- 9. Father Name : _____
- 10. Designation : _____
- 11. Contact Tel no. : _____
- 12. Mobile no. : _____
- 13. Fax no. : _____
- 14. Email ID : _____

(The information shared on the registered email, will be considered to have been received by the developer)

- 15. Postal address : _____

(Signature of Authorized signatory)
Name and Title of Signatory:

Form 3: Self Declaration

I, declare that:

- I have not been barred by any court of law from participating in any such activity.
- I have not been blacklisted by and state\centre government or their agencies.
- All information provided by me in this proposal is true to best of my knowledge.
- I have submitted below documents:
 - Application form (Duly filled)
 - Application Fee of Rs. <> (non-refundable) 3
- I have received the Acknowledgement receipt from <>

Signature of Authorized Representative

Name:

Seal:

Form 4: Financial Proposal -

To,

The Director,
Department of Commerce & Industries,
Government of Mizoram
Tel:
Email:

Subject: Selection of an expert agency for preparation of SIP under RAMP Programme in the State of Mizoram

Sir/Ma'am,

We, <name of the agency>, offer to provide the services and deliver the envisaged scope as per the following table:

Amount (in numbers)	Amount (in Value)	Amount with tax

We declare that the above proposal is inclusive of the expert rates and the out of pocket expenses. Further, the aforesaid fee is excluding taxes, duties and other levies, if any.

Signature of Authorized Representative

Name:

Seal:

Financial Proposal Breakup (Monthly)

To,

The Director,
Department of Commerce & Industries,
Government of Mizoram
Tel:
Email:

Subject: Selection of an expert agency for preparation of SIP under RAMP Programme in the State of Mizoram

Sir/Ma'am,

We, <name of the agency>, offer to provide the services as PMC, in case required, to implement the roadmap as per the following table:

Experts	Years of Experience	Cost (Monthly breakup also)
Project Director/TL		
Expert 1		
Expert 2		
Expert 3		
Expert 4		
Expert 5		
Expert 6		
Expert 7		
Other costs (Visit, Lodging, printing etc.)	-	

Signature of Authorized
RepresentativeName:
Seal