

भारत सरकार/GOVERNMENT OF INDIA  
अंतरिक्ष विभाग, इसरो/DEPARTMENT OF SPACE, ISRO  
इसरो मुख्यालय/ISRO HEAD QUARTERS  
क्रय एवं भंडार प्रभाग/PURCHASE & STORES DIVISION  
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अभिरुचि की अभिव्यक्ति/ EXPRESSION OF INTEREST

संदर्भ सं. इसरो/डी.टी.डी.आई./ई.ओ.आई./सी.ओ.एन.-एस.ई.आई.ए./2/22

Ref. No. ISRO/DTDI/EOI/CON-SEIA/2/22

दिनांक/Date: 14/10/2022

“भारतीय अंतरिक्ष कार्यक्रम की समाजार्थिक प्रभाव विश्लेषण निष्पादित करने” से संबंधित  
अभिरुचि की अभिव्यक्ति

EXPRESSION-OF-INTEREST “To carry out the Socio-economic Impact Analysis of Indian  
Space Programme”

इसरो मुख्यालय भारतीय अंतरिक्ष कार्यक्रम एवं भावी केंद्रीय क्षेत्र का समाजार्थिक प्रभाव का विश्लेषण एवं विस्तृत अध्ययन तथा मूल्यांकन करने हेतु संभावित प्रबंधन परामर्शिता संगठनों से ई.ओ.आई. आमंत्रित करता है। इच्छुक पक्षकार संदर्भ सं. इसरो/डी.टी.डी.आई./ई.ओ.आई./सी.ओ.एन.-एस.ई.आई.ए./2/22 का उल्लेख करते हुए मुहर बंद लिफाफे में अपनी अभिरुचि की अभिव्यक्ति भरकर निम्नलिखित पते पर दिनांक 04/11/2022 (1600 बजे) तक या उससे पहले निम्नलिखित पते पर भेजें।

ISRO HQ invites EOI from prospective Management Consultancy Organizations to carry out the detailed study and evaluate the Socio-economic Impact Analysis of Indian Space Programme and future area of focus. Interested parties may furnish their **Expression of Interest in Sealed Envelope** quoting our **Reference No. ISRO/DTDI/EOI/CON-SEIA/2/22** on or before **04/11/2022 [16:00 Hrs.]** to the following address :-

वरि. क्रय एवं भंडार अधिकारी/Sr. Purchase & Stores Officer,  
क्रय अनुभाग, इसरो मुख्यालय/Purchase Section, ISRO Headquarters,  
अंतरिक्ष भवन, न्यू बी.ई.एल. रोड/Antariksh Bhavan, New BEL Road,  
बेंगलूरु/Bengaluru – 560 094  
फोन/Ph: 080-2217 2248/2249/2142

**नोट/Note :-** भारत में निर्माण नीति के अनुसार केवल श्रेणी-I तथा श्रेणी-II के स्थानीय आपूर्तिकर्ता इस बोली में भाग लेने हेतु पात्र हैं।

**Only Class-I and Class-II Local suppliers as per Make in India policy are eligible to participate in the EOI.**

हस्ताक्षरित/Sd/-  
वरि. क्रय एवं भंडार अधिकारी/Sr.Purchase & Stores Officer

Invitation for Expression of Interest (EOI)  
*from*  
Management Consultancy Organizations

**To carry out the Socio-economic Impact  
Analysis of Indian Space Programme**



October, 2022

Department of Space  
Indian Space Research Organization  
Government of India  
Antariksh Bhavan, New BEL Road  
Bengaluru – 560094

## **1.0 INTRODUCTION**

India decided to go to space when Indian National Committee for Space Research (INCOSPAR) was set up by the Government of India in 1962. Indian Space Research Organization (ISRO), formed in 1969, superseded the erstwhile INCOSPAR. ISRO is one of the largest space agencies in the world and it maintains a large fleet of communication, (INSAT)/Geostationary Satellites (GSAT) remote sensing, navigation and scientific satellites. It provides multiple application-specific products and tools for broadcasting, communication, disaster management, weather forecasting, GIS, cartography, navigation, telemedicine, and many other functions. Till June 2022, ISRO has accomplished 200 missions, which includes 115 spacecraft missions, 83 launch missions and has carried 342 foreign satellites.

Apart from technological capability, ISRO has also contributed to science and science education in the country. Various dedicated research centres and autonomous institutions for remote sensing, astronomy and astrophysics, atmospheric sciences and space sciences in general function under the aegis of Department of Space (DOS). ISRO's own Lunar and interplanetary missions along with other scientific projects encourage and promote science education, apart from providing valuable data to the scientific community which in turn enriches science. ISRO's value chain contributed to Indian society and economy in the form of new technology, spin-offs, valuable innovations, economic growth, jobs creation, MSMEs capability development and contributions to space science knowledge.

Space being a technological rich and complex sector, which yields both direct and indirect outcomes, it is essential to evaluate the socio-economic impact of the programme for expanding its horizon & framing long-term visions, strategies, resource allocation etc.

In this context, an invitation for Expression of Interest (EoI) is hereby floated to identify suitable Management Consultancy Organizations to carry out the detailed study and evaluate the Socio-economic Impact Analysis of Indian Space Programme and future area of focus.

## **2.0 OBJECTIVES**

The main objective of this EoI is to engage a suitable management consultancy organization (thereafter called 'Consultant') to study and evaluate the Socio-economic Impact Analysis of Indian Space Programme the tangible contribution of Indian space programme i.e. application of Indian Space programme to different stakeholders i.e. society, industry, academia, economy, environment, disaster management and others. To suggest measures for further improvement and next generation value creation for nation & its citizens through better utilization of resources in the form of new space technology and ecosystem. The outcomes of this exercise shall quantify the contributions to various government endeavours through measurable metrics such as total gross value added to each identified sector & the economy, employment generated in each sector, employment multiplier, return multiplier on institutional spending, etc. and compare the budget spent vs outcome.

The detailed scope of work and specific deliverables are mentioned in the sections below.

## **3.0 SCOPE OF WORK**

The Consultant is required to study the existing value chain of DOS/ISRO's units including different sectoral use of ISRO data and products targeting intermediate, public & private end users and industries. Scope not limited to ISRO's value chain and it also covers wider spectrum including Policy & Governance, Society, Government organisations, Schemes Implementations, Risk mitigation support (External, Internal and Natural, Anthropogenic) and others citizen centric services spread across primary, secondary and tertiary sectors of Indian economy and other benefitted key stakeholders.

Major areas/ sectors for socio-impact analysis are given below.

1. Relevance to India's strategic Satellite objectives.
2. Major Applications of the satellites launched by ISRO (earth observation, communication, navigation and space science missions).
3. Current and prospective use of ISRO Satellite data for the corresponding sectors viz., Agriculture, Infrastructure & Development, Healthcare, Geology & Mining, Water Resources, Disaster Management, Weather Monitoring etc.
4. Literature/Information on the use of ISRO data for the sector.

5. Expected/potential economic, societal and wider benefits derived from the use of ISRO Data for the sector.
6. Business and job creation resulted in the industries through realization of space systems required for launch vehicles, satellites & ground systems.
7. Impact on education & science and prestige including accomplishment of international missions.
8. Outreach/Impact of the sector on the wider population.

#### **4.0 DELIVERABLES/ OUTCOME OF THE STUDY**

1. Total Gross Value Added to each identified sector & the economy.
2. Type I GDP Multiplier- (Direct + Indirect Impact) / Direct Impact
3. Type II GDP Multiplier- (Direct + Indirect Impact + Induced Impact) / Direct Impact
4. Total Employment generated in each sector & the economy.
5. Employment Multiplier
6. Return Multiplier on Institutional Spending
7. Societal Qualitative & Quantitative Impacts- patents/R&D improvements, Improvements in the quality of life, etc.

#### **5.0 STRUCTURE OF THE SOCIOECONOMIC IMPACT REPORT**

The Socioeconomic Impact Study for ISRO will primarily comprise of two sections –

##### **1. Monetary/Economic Impact Analysis**

Monetary impacts can be split into two segments -

###### **a) Transactional Economic Impact (on GDP)**

The transactional economic impact – or GDP impact – is the first impact to fully materialize after the initial investment in Space Activities. It comprises of the impact of space manufacturing activities on the local industrial sectors.

###### **b) Catalytic Economic Impacts of Space activities**

When an investment is made in space activities, catalytic impacts materialize after transactional/GDP impacts.

Spin-off effects/spillover effects, aim at assessing the expertise and knowledge developed by an organization related to the initial investment. The knowledge and expertise developed and re-used to develop new products, new services, improvements

in quality or efficiency, cost reduction, etc. are classified as spin-off effect and are quantified in terms of enabled revenues and cost reduction.

## 2. Social Impact Analysis

The non-monetary impacts include both Quantitative and Qualitative impacts.

- Quantitative impacts include all the metrics that cannot be converted into economic value.
- Qualitative impacts include all the non-quantifiable information.

### 6.0 ELIGIBILITY CRITERIA AND EVALUATION CRITERIA

Sl. No.	Criteria	Weightage	
	Sub-criteria	Criteria Total	Sub-Criteria
1	Past experience of the consultant (track record)	60%	
	<ul style="list-style-type: none"> <li>• Number of years' experience in carrying out relevant consultancy services               <ul style="list-style-type: none"> <li>• 5 or more years: 20%</li> <li>• 3 to 5 years: 10%</li> <li>• 1 to 2 years: 5%</li> </ul> </li> </ul>		40%
	<ul style="list-style-type: none"> <li>• Past experience of studies of similar nature in space sector globally               <ul style="list-style-type: none"> <li>• 5 or more projects: 50%</li> <li>• 3 to 5 projects: 25%</li> <li>• 1 to 2 projects: 10%</li> </ul> </li> </ul>		50%
	<ul style="list-style-type: none"> <li>• Past experience in carrying out Studies carried out in India related to space sector</li> </ul>		10%
2	General profile of qualification, experience and number of key staff (not individual CVs)	25%	
	<ul style="list-style-type: none"> <li>• Qualifications               <ul style="list-style-type: none"> <li>• Post Graduate in engineering and management domain relevant to the scope of work – minimum 03 personnel: 15%</li> <li>• Graduate in engineering and management domain relevant to the scope of work- minimum 05 personnel : 15%</li> </ul> </li> </ul>		30%

	<ul style="list-style-type: none"> <li>• Relevant experience <ul style="list-style-type: none"> <li>• Team Lead <ul style="list-style-type: none"> <li>✓ 15 years or more: 30%</li> <li>✓ 10 to 15 years: 15%</li> <li>✓ 05 to 10 years: 5%</li> </ul> </li> <li>• Team Members (Minimum 5 personnel) <ul style="list-style-type: none"> <li>✓ 10 years or more: 40%</li> <li>✓ 05 to 10 years: 20%</li> <li>✓ 03 to 5 years: 10%</li> </ul> </li> </ul> </li> </ul>		70%
3	Overall financial strength of the consultant in terms of turnover, profitability and cash flow (liquid assets) situation	15%	
	<ul style="list-style-type: none"> <li>• Turnover figure for last three years <ul style="list-style-type: none"> <li>• Rs 100.00 Cr and above – 50%</li> <li>• Rs 75.00 to 50.00 Cr – 25%</li> <li>• Rs 50.00 to 25.00 Cr – 10%</li> </ul> </li> </ul>		50%
	<ul style="list-style-type: none"> <li>• Net profit figure for last three years <ul style="list-style-type: none"> <li>• 40% or more: 50%</li> <li>• 40 – 20%: 25%</li> <li>• 20 – 10%: 10%</li> </ul> </li> </ul>		50%
	<b>Total</b>	<b>100%</b>	

- Information pertaining to the above criteria should invariably be submitted by the consultant for evaluation.
- In addition, the consultants should indicate information relating to their eligibility and any conflict of interest that they know may impact objective performance and impartial advice for their services.
- As part of evaluation, consultancy organizations will be asked to give a presentation on their brief business profile which shall touch upon Sl. No. 1 -3 of above table and proposed executing strategy for this contract. Communication in this regard will be sent by ISRO HQ

### **7.0 SELECTION CRITERIA**

- Screening of EOIs shall be carried out as per eligibility conditions mentioned in this document and based on verification of testimonials submitted.
- Following are the qualification requirement for shortlisting the consultant for issue of RFP as per the above table

1. Total: Minimum 75%, and
  2. Minimum qualification requirement for each criterion, and
    - Criteria 1: 50% out of 60%
    - Criteria 2: 15% out of 25%
    - Criteria 3: 10% out of 15%
- DOS/ISRO will take up references and reserves the right to pay due heed to the Bidder's performance elsewhere and any past experience.
  - A Request for Proposal (RfP) will be issued to the short-listed agencies and asked to submit their detailed proposal and price (Two-part bid). Selection of Bidders from RfP offers will be on the basis of Quality cum Cost based Selection (QCBS) system. Further details in this regard will be given in the RfP document.

## **8.0 TIME SCHEDULE**

A draft report needs to be submitted within 3 months of the date of signing of agreement. The major findings of the draft report should be shared with the DOS/ISRO. Feedback from the department should be taken into account by the Consultant in the final report in a substantive manner and for the record. The Department will be required to provide written response within 15 days of receipt of draft report. The consultant will submit the final report within 1 month from the date of receipt of comments from DOS/ ISRO on the draft report. Four hard copies along with soft copy of the Final Review Report shall be submitted to DOS/ISRO within a period of four months from the date of signing of agreement.

## **9.0 GENERAL TERMS AND CONDITIONS**

- a) The Intending Agency[s] are advised to read the EoI documents, Terms and Conditions and other details carefully relating to the work contemplated in the document and fully acquaint themselves as to all conditions and matters which may in anyway affect the work or cost thereof.
- b) The intending Agency[s] shall mean Single Agency or a Consortium of Agencies. The Agency[s] shall be deemed to have known the nature, scope and magnitude of the work.
- c) Agency[s] should express the interest only if it considers itself eligible and if it is in possession of all documents/information required as per the EoI.



- d) The Agency[s] are required to study Eol document and express interest after carefully examining all instructions, eligibility criteria, forms, terms, standards and specifications as per the Eol document with full understanding of its implications.
- e) If the Agency[s] is found ineligible after opening of the Eol, the Eol document shall become invalid ipso facto, and costs of the tender document and processing fees, as applicable shall not be refunded. Eol which are not in compliance with our Eol conditions will be rejected, without assigning any reasons thereof. Failure to furnish all requisite information and/or documents shall result in repudiation of the Eol. Notwithstanding the foregoing, ISRO reserves the right to assess the capability of the Agency[s] to perform the contract keeping in view the overall interest of ISRO.
- f) In the event, the Agency[s] capability and capacity are found to be unsatisfactory; ISRO reserves the right to reject the Eol document, without assigning any reasons thereof. Any neglect or omission or failure on the part of the Agency[s] in obtaining necessary information as stated above or in any other matter affecting the Agency[s] shall not relieve it from any risks or liabilities or the entire responsibility for completion of the scope of work in accordance with the Eol Documents.
- g) The requirements stated herein below are a minimum and ISRO reserves the right to request for any additional information and also reserves the right to reject the Eol document of any Agency[s], if in the opinion of ISRO, the qualification or data is incomplete or if the Agency[s] is found not qualified to satisfactorily perform the Contract.
- h) The Agency[s] shall bear all costs and expenses associated with preparation and submission of Eol document including post Eol clarifications, discussions, technical and other presentations and ISRO will in no case be responsible or liable for such costs, regardless of the outcome of the Eol process.
- i) The Agency[s] shall also not be entitled to claim any costs, charges and expenses incidental to or incurred by it through or in connection with the submission of the Eol or its consideration by ISRO, even though ISRO may elect to modify or withdraw the Invitation to Eol or not to accept the Eol.

- j) At any time prior to the deadline for submission of Eol, ISRO may for any reason on its own initiative modify the Eol document by amendment. The amendment will be notified in writing or by fax or e-mail to the Agency[s] or uploaded online on the website. ISRO shall bear no responsibility or liability arising out of non-receipt of the same in time or otherwise. Notwithstanding the above, ISRO may at its discretion extend the deadline for submission of Eol in order to afford reasonable time to Agency[s] to take into account the amendment in preparing the Eol.
- k) All the Eol must be submitted before the time and date fixed for the receipt of Eol as set forth in the Eol document. ISRO will not be responsible for non-receipt of Eol due to any postal delays/loss of Eol documents in transit and delay due to customs/courier, etc. and it shall be the sole responsibility of the Agency[s] to ensure delivery of the Eol within the time fixed. ISRO reserves the right to accept or reject any of the Eol in full or part without assigning any reason thereof. Eol received after stipulated time and date will be rejected.
- l) If the Eol opening date happens to be on an unidentified Holiday due to any reason, including Force Majeure, tender(s) shall be opened on the next working day.
- m) Agency[s] shall submit Eol document only in sealed envelopes, super-scribing the Tender Number and the due date of opening of the Tender. The Eol shall be complete in respect of all technical specifications, instructions, etc., as per the Eol document. Failure to furnish all information as per the requirements of the Eol document and submission of Eol not substantially responsive to the Eol document shall render the Eol/Agency liable for rejection.
- n) Any/all Eol by way of fax/e-mail shall not be accepted.
- o) The Agency should provide along with the Eol document the Name of his Bankers, if required by ISRO Headquarters, Bengaluru.
- p) The shortlisted Consultancy firm shall be required to enter into a Non-Disclosure Agreement (NDA) with ISRO. Format for NDA will be shared at the time of awarding the Contract.

The Suppliers need to get enrolled in the e-tender portal to access tender and submit their offer online during RfP stage. Agency[s] need to have Digital Signature Certificate as detailed on ISRO e-portal and corporate e-mail ID to register on the above portal.

## **10.0 LANGUAGE**

The Proposal should be filled by the bidders in English language only. If any supporting documents submitted are in any language other than English, translation of the same in English language is to be duly attested by the Bidders. For purposes of interpretation of the documents, the English translation shall govern. All correspondence and documents relating to the Proposal exchanged by the Agency and ISRO shall also be written in the English language.

Consultancy firm is expected to deliver independent, original and unbiased analysis of the business opportunities that could be a decision-making input for ISRO in its endeavour.

**Reports / Documents submitted to ISRO shall be confidential and proprietary to ISRO. Agency shall not disclose any information in part or full to any third party, Agency or individual without written concurrence for the same by ISRO.**

EOI document can be downloaded from website [www.isro.gov.in](http://www.isro.gov.in) and the same also shall be submitted within the due date and time. "Expression of Interest" with all essential information shall reach the Senior Purchase and Stores Officer, Purchase Section, ISRO Head Quarters, Antariksh Bhavan, New BEL Road, Bengaluru, 560 094, on or before 04/11/2022 16:00 Hrs. This EOI is issued as a "Pre-Bid Qualification". Inadequate or incomplete information will result in rejection of the offer. ISRO HQ reserves the right to accept or reject all or any of the EOI. Mere compliance to the EOI terms does not guarantee further consideration for qualification. Also, ISRO HQ reserves the right to hold pre-bid meeting/seek clarifications with all the parties or with some of the parties, on need basis.

Addendum, if any, to this EOI shall be hosted in our website [www.isro.gov.in](http://www.isro.gov.in).

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