

PD-AAZ-956
6300

AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON DC 20523

ACTION MEMORANDUM FOR THE ACTING ASSISTANT ADMINISTRATOR

FROM: PRE/PPR, Bruce E. Bouchard *B. Bouchard*

PROBLEM:

Your approval is requested to authorize the Transfer, Adaptation and Commercialization of Technology Project No. 940-2029. It is anticipated that approximately \$750,000 in grant funds will be obligated during FY 85, \$400,000 of which will come from the FAA \$103 Agriculture, Rural Development, and Nutrition appropriation and \$350,000 of which will come from the FAA \$106, Selected Development Activities appropriation. Your approval is requested, at this time, to authorize only \$53,554 of Section 106 funds for this project to cover additional work required for the JAC Corp. and Agribusiness-Satellite Farming evaluations.

DISCUSSION:

Overall Project: The limited size of domestic markets in many LDCs often makes it necessary for LDC businesses to export a portion of their products in order to remain competitive and grow. One serious constraint on the ability of LDC businesses to compete in international markets is their inability to access the new technologies needed to develop new or improve existing products and to increase productivity. The introduction of such technology will result in higher quality, lower cost products that can compete internationally, allowing such businesses to grow, generate foreign exchange and create new employment opportunities.

The purpose of this umbrella project is to finance the transfer of appropriately adapted technologies from U.S. laboratories and businesses to small businesses in developing countries. Emphasis will be placed on products and services in the agribusiness and health/medical sectors. Many of the subprojects that are expected to be financed under this project have not yet been identified or developed with any degree of specificity, and the project is described in intentionally broad terms to permit flexibility in subproject development. Examples of the types of subprojects contemplated include:

- (1) Activities to determine the financial or commercial viability of adapting a given technology-related product or service for manufacture and marketing in a particular LDC market or for export;

(2) Activities to develop a prospectus for an LDC company or LDC-U.S. joint venture which allow it to raise capital for an enterprise that markets adapted technology-related products or services;

(3) Activities to test the market for an adapted product or service in a particular developing country to be carried out by an existing LDC company or LDC-U.S. joint venture; and

(4) Evaluations of any A.I.D.-funded project related to technology transfer.

To assist in screening potential activities for funding when appropriate, a Technology Review Board will be established. This Board, to consist of experts from academia and industry, will be available to analyze proposed activities in terms of their potential technical and commercial feasibility.

It is expected that approximately \$750,000 in subprojects will be obligated during FY 85. The attached Authorization, however, is at the level of only \$53,554, the amount needed to fund an evaluation subproject described below. As additional subprojects are identified and developed, requests for increases in the authorized funding level will be submitted.

Subproject Requested: On September 12, 1984 SER/CM issued Work Order 17 (Annex III hereto) in the amount of \$51,650 to the International Service and Technology Institute (ISTI) under IQC PDC-0000-I-17-3083-00 to undertake an evaluation of PRE-supported agribusiness activities. The principal parts to that evaluation were:

- . JAC Corporation
- . Agribusiness/Satellite Farming

Additional work requirements imposed by PRE, which were not foreseen at the time of the initial work order, have resulted in an increase in the costs of these two tasks as follows:

. JAC Corporation: Additional travel and presentation requirements which are imposed on ISTI have resulted in an increase of \$25,564.80 in the costs of this part of the evaluation.

. Satellite Farming: Work requirements related to the publishing and reproduction of many more copies than we had originally anticipated (given the high level of Agency-wide interest in this subject), in addition to the costs associated with the unforeseen work requirements in Costa Rica resulted in an increase of \$27,988.72 in the satellite farming evaluation.

Further details are provided in ISTI letter dated December 7, 1984 to PRE (Annex IV hereto).

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Work Order 17 was issued before this umbrella project was developed. The activities contracted for, however, fall logically within this project, and therefore the additional amount to be paid during FY 85 may be obligated under the new project.

The Congressional Notification for this umbrella project was sent to Congress on January 9, 1985, and therefore, unless an objection is raised by Congress, obligation may take place after January 24, 1985. You have the authority to authorize this Project pursuant to Delegation of Authority No. 142.

Recommendation: That you authorize the overall Transfer, Adaption and Commercialization of Technology project at a level of \$53,554 by signing the Project Authorization attached as Annex I and that you request SER/CM to obligate that amount for the ISTI IQC by signing the PIO/T attached as Annex II.

Annexes:

- I. Project Authorization
- II. PIO/T
- III. ISTI Contract
- IV. IS~~I~~I Letter, dated December 7, 1984

AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON D C 20523

PROJECT AUTHORIZATION

Name of Country: Worldwide
Project Title: Transfer,
Adaptation and
Commercialization of
Technology
Project Number: 940-2029

1. Pursuant to Section 106 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the Transfer, Adaptation and Commercialization of Technology project involving planned obligations of not to exceed Fifty Three Thousand Five Hundred and Fifty Four U.S. Dollars (\$53,554) in grant funds over a one year period from the date of authorization, subject to the availability of funds in accordance with A.I.D. OYB/allotment process.
2. The project ("Project") consists of financing assorted activities designed to adapt and transfer technologies from U.S. laboratories and businesses to small businesses in selected developing countries. The financed activities will result in commercialization and marketing of the adapted products or services either in the domestic markets of the developing countries or for export. The level authorized will be increased to cover additional subprojects when developed to a stage where such additional authorization is appropriate.
3. Any grants or contracts under this project, which may be negotiated and executed by the officer(s) to whom such authority is delegated in accordance with A.I.D. regulations and Delegations of Authority, shall be subject to the following essential terms, covenants and major conditions, together with such other terms and conditions as A.I.D. may deem appropriate.

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- a. Source and Origin of Goods and Services. Goods and services financed by A.I.D. under the grant(s) or contract(s) shall have their source and origin in the United States or the host country except as A.I.D. may otherwise agree in writing.

Signature: _____
Edgar C. Harrell
Acting Assistant Administrator
Bureau for Private Enterprise

Date: _____

Clearance:

GC/PRE, SE	Carlson	<u>SW</u>	Date	<u>11/19/85</u>
PRE/PPR, BE	Bouchard		Date	

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AGENCY FOR INTERNATIONAL DEVELOPMENT
WASHINGTON, D.C. 20523

PROJECT AUTHORIZATION

Name of Country: Centrally Funded - India
Project Title: Transfer, Adaptation and Commercialization of Technology (PACT)
Project Number: 940-2029

1. Pursuant to Section 106 of the Foreign Assistance Act of 1961, as amended, I hereby authorize the commitment of sums not to exceed one million U.S. dollars (\$1,000,000) in grant funds over a five year period from the date of authorization, subject to the availability of funds in accordance with AID/OYB allotment process, to help in financing foreign exchange costs for the project. First year obligation will be two hundred fifty thousand U.S. dollars (\$250,000).

2. These funds represent the contribution of the Bureau for Private Enterprise to the captioned project. They are to be used to support the U.S. promotional effort of the project, in accordance with PRE's original commitment. The goal of the project is to stimulate commercial research and development in India by offering Indian industry financing and promoting the opportunity to collaborate with U.S. firms in joint ventures. Essential to the success of the project will be the promotional effort in the U.S., based on a U.S. office to be directed by a U.S. program advisor.

3. Any grants or contracts under this project, which may be negotiated and executed by the officer(s) to whom such authority is delegated, in accordance with A.I.D. regulations and Delegation of Authority, shall be subject to the following essential terms, covenants and major conditions, together with such other terms and conditions as A.I.D. may deem appropriate.

4. Source and Origin of Goods and Services. Goods and services financed by A.I.D. under the grant(s) or contract(s) shall have their source and origin in the United States or the host country except as A.I.D. may otherwise agree in writing.


Neal Peden JUN 10 1985
Assistant Administrator
Bureau for Private Enterprise

Clearance:

GC/PRE, SE Carlson gll Date 6/10/85
PRE/PPR, R Beckman RMB Date 6/10/85
PRE/PPR, R Anderson A Date 6/10/85

AID 1350-1 (10-79) PIO/T	1. Cooperating Country	2. PIO/T No.	Page 2 of _____ Pages
	4. Project/Activity No. and Title Program for the Advancement of Commercial Technology		

SCOPE OF WORK

18. THE SCOPE OF TECHNICAL SERVICES REQUIRED FOR THIS PROJECT ARE DESCRIBED IN ATTACHMENT NUMBER A HERETO ENTITLED "STATEMENT OF WORK".

19. SPECIAL PROVISIONS

- A. LANGUAGE REQUIREMENTS (SPECIFY) N/A
(IF MARKED, TESTING MUST BE ACCOMPLISHED BY AID TO ASSURE DESIRED LEVEL OF PROFICIENCY)
- B. ACCESS TO CLASSIFIED INFORMATION WILL WILL NOT BE REQUIRED BY TECHNICIAN(S).
- C. DUTY POST(S) AND DURATION OF TECHNICIANS' SERVICES AT POST(S) (MONTHS)
- D. DEPENDENTS WILL WILL NOT BE PERMITTED TO ACCOMPANY TECHNICIAN.
 N/A
- E. WAIVER(S) HAVE BEEN APPROVED TO ALLOW THE PURCHASE OF THE FOLLOWING ITEM(S) (COPY OF APPROVED WAIVER IS ATTACHED) N/A
- F. COOPERATING COUNTRY ACCEPTANCE OF THIS PROJECT (APPLICABLE TO AID/W PROJECTS ONLY) N/A
 HAS BEEN OBTAINED HAS NOT BEEN OBTAINED
 IS NOT APPLICABLE TO SERVICES REQUIRED BY PIO/T
- G. OTHER (SPECIFY)

20. BACKGROUND INFORMATION (ADDITIONAL INFORMATION USEFUL TO AUTHORIZED AGENT)

PACT Project Paper

21. SUMMARY OF ATTACHMENTS ACCOMPANY THE PIO/T (INDICATE ATTACHMENT NUMBER IN BLANK)

- C DETAILED BUDGET IN SUPPORT OF INCREASED FUNDING (BLOCK 12)
- B EVALUATION CRITERIA FOR COMPETITIVE PROCUREMENT (BLOCK 14)
- _____ JUSTIFICATION FOR NON-COMPETITIVE PROCUREMENT (BLOCK 14)
- A STATEMENT OF WORK (BLOCK 18)
- _____ WAIVER(S) (BLOCK 19) (SPECIFY NUMBER)

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AID 1350-1 (10-79)	1. Cooperating Country	2. PIO/1 No.	Page 3 of Pages
PIO/T	4. Project/Activity No. and Title Program for the Advancement of Commercial Technology (940-2029)		

22. Relationship of Contractor or Participating Agency to Cooperating Country and to AID

A. Relationships and Responsibilities

The contractor will be responsible to the Chief, Office of Technology, Development and Enterprise (TDE), USAID/India

B. Cooperating Country Liaison Official

S.S. Betrabet, General Manager
ICICI/Bombay and/or his Designate
The Chief of ICICI's Technology Development Division

C. AID Liaison Officials

Thomas Nicastro, Chief, TDE and Robert Beckman
for USAID/India PRE/PPR for AID/W

LOGISTIC SUPPORT

23. Provisions for Logistic Support	IN KIND SUPPLIED BY		FROM LOCAL CURRENCY SUPPLIED BY		TO BE PROVIDED OR ARRANGED BY SUPPLIER
	AID	COOPERATING COUNTRY	AID	COOPERATING COUNTRY	
A. Specific Items (Insert "X" in applicable column as right. If entry needs qualification, insert asterisk and explain below in C. "Comments")					
(1) Office Space					X
(2) Office Equipment					X
(3) Housing and Utilities N/A					
(4) Furniture					X
(5) Household Equipment (Stoves, Refrig., etc.) N/A					
(6) Transportation in Cooperating Country					X
(7) Transportation To and From Country					X
(8) Interpreter Services/Secretarial N/A					
(9) Medical Facilities N/A					
(10) Vehicles (official) N/A					
(11) Travel Arrangements/Tickets					X
(OTHER SPECIFY)					
(12)					
(13)					
(14)					
(15)					

B. Additional Facilities Available From Other Sources

- N/A
- APO/FPO PX COMMISSARY
- OTHER (Specify, e.g., duty free entry, tax exemption)

a

Attachment A
PIO/T No.

DETAILED BUDGET

Program Advisors, Salaries	\$100,000
Support Staff, Salary	30,000
Telephone	10,000
Telex	5,000
Overhead/Office	20,000
International Travel	9,000
Incountry Travel	6,000
Per Diem	10,000
Miscellaneous Publicity Brochures, Seminars, Workshops	10,000
Idea Development and Prefeasibility Studies	<u>50,000</u>
TOTAL	<u>\$250,000</u>

EVALUATION CRITERIA

Evaluations Factors for Award

B.1. Responsiveness and Quality of Overall Proposal - 30 Points

Understanding of project objectives as reflected by an analysis of RFP and Attachment. The Offeror should present:

A. A proposed approach for identifying, assessing and promoting Indo-U.S. joint venture R & D activities and a description of the offeror's anticipated relationships with the following organizational entities: PACT; the PACT Councils; the U.S. Advisory Panel; the National Bureau of Standards; and the relevant U.S. business community. How would this approach evolve in practice?

B. A cost effective proposal that recognizes the limited resources of PACT. Cost sharing may be proposed.

B.2. Offeror's Capability - 40 Points

A. Demonstrated successful experience and ability to develop and assess the financial and technical viability of international commercial technology joint ventures between private companies and presentations of how this experience would apply to the PACT program;

B. Demonstrated successful experience and ability to assess and relate to CEOs of U.S. technology related private firms;

C. Demonstrated successful experience and ability in marketing new products and/or concepts;

D. Demonstrated successful experience and familiarity with engineering and scientific principles necessary for product development and marketing;

E. Demonstrated ability to arrange and coordinate joint venture promotional campaigns.

B.3. Qualifications and Experience - 30 Points

A. Describe in detail proposed staffing pattern to implement the United States activity. Include for professional staff: name(s); academic and professional qualifications; job descriptions; proven accomplishments in business and technology assessment; familiarity with U.S. business and technical community relevant to the PACT project; familiarity with Indian business environment; proven entrepreneurial spirit; innovation; flexibility; integrity and writing ability. For support personnel, include name(s), academic and professional qualifications, and job description.

B. Discuss in detail how this staff can successfully implement: the collaborative R & D efforts; the technical/business contacts; the U.S. promotional effort; prefeasibility studies; and manage and monitor the budget and activities associated with the U.S. PACT Office. Include relevant experience in similar projects.

C. If you are successful in winning this contract, when will these people be available and where will they and your office be located? What traveling do you propose?

STATEMENT OF WORK

C.1. Objectives

The primary objectives of this contract are to provide U.S. based services for PACT to:

- A. Identify U.S. firms interested in R & D collaboration with Indian firms, assess their capabilities, and assist them in preparing appropriate business and technology proposals;
- B. Plan and execute a marketing effort in the United States to inform U.S. businesses about the opportunities and incentives available for joint ventures in R & D in India through this project;
- C. Provide the necessary project liaison to the U.S. based PACT Council, PACT, and Indo-U.S. business groups, and to project evaluation agencies including the National Bureau of Standards;
- D. Provide guidance to PACT on strategies and operating procedures to effectively implement this program.

C.2. Background

The Program for the Advancement of Commercial Technology (PACT) is an experimental project designed to accelerate the pace and quality of technological innovation for products and production processes having application in industry, agriculture, health, energy and other areas beneficial to the development of India. This goal will be achieved by contributing to development of a capability in the private sector to translate research already completed at the idea and laboratory stage into products and processes that will succeed in the market place. The focus will be on projects which involve industrial R & D, but with emphasis on those where commercial realization requires more "D" than "R".

PACT will accelerate the pace and quality of technological innovation in India by building the research and development capacity of India's private sector through the promotion and sharing in the financing and risks.

PACT will bring together private Indian and U.S. enterprises interested in collaborating on developing new products or processes for commercially viable markets. Formation of Indo-U.S. joint ventures in R & D will engage both Indian and U.S. firms in a collaborative process which will not only introduce new technology and processes but expand viable opportunities for both firms. It will also acquaint the Indian partner with U.S. R & D strategy, project selection methodologies, market identification and development and R & D management techniques.

The Industrial Credit and Investment Corporation of India (ICICI) will manage PACT and will carry out its responsibilities in consultation with an Indian Council and U.S. Council, that will meet jointly approximately six times during the five year life of project. The Council's membership will be predominantly prominent business persons. A new office within ICICI, the Technology Development Division (TDD), will be responsible for monitoring PACT promotional efforts and managing a Technology Development Fund.

PACT's promotional effort will inform U.S. and Indian business persons about the opportunities and incentives available for joint ventures in commercial R & D; identify and assess Indian and U.S. firms with interest in R & D collaboration and assist them exploring joint ventures; finance small prefeasibility studies to explore these ideas; structure business and technology development plans to test their technical and commercial viability; facilitate the formation of joint ventures between partners; and help entrepreneurs obtain the necessary U.S. and GOI approvals.

PACT's Technology Fund will be established by ICICI through the AID grant to finance Indo-U.S. R & D based joint ventures. The fund will be financed at U.S. \$10 million for a five year period. Although the exact guidelines are still being developed, this Fund will consider for financing product or process technology development which:

Involve the development, through commercial R & D, of an innovative product or process which promises tangible, direct benefit for the Indian economy and its developmental objectives;

Are proposed jointly by an Indian and U.S. company in which each has a significant role and capability in development and commercialization;

Is capable of reaching the point of readiness for marketing to final purchasers at a development cost of typically 1,000,000 U.S. dollars over a two year period. (Dollar and Rupee financing from PACT will cover only about half of the technology development phase of a project, it will not finance the investments in production facilities);

Demonstrate that the proposing partners have, or will have ready access to, the technical and financial resources both to implement the project and to benefit from the commercial potential of the product or process developed.

The criterion guiding selection of the financial terms and conditions for this funding will depend upon the guidelines developed by PACT in consultation with the joint council and will be similar to those used elsewhere for similar types of private sector, innovation technology development. PACT will recoup its investment from royalties paid on marketing of successfully developed project or processes by the Indian and U.S. firms.

C.3. Work Statement

A. General

PACT U.S. based services are required for:

(1) Identifying and assessing appropriate U.S. companies to engage in joint R & D ventures with an Indian company;

(2) Assisting such U.S. firms in preparing business and technology development plans for PACT financing (Note that PACT in India is responsible for developing a format and guidelines for the business and technology plans);

(3) Performing initial evaluation of project concepts and ideas with respect to their potential acceptability to PACT;

- (4) Promoting and disseminating PACT information to the United States business community;
- (5) Monitoring approved PACT projects;
- (6) Maintaining information on United States and Indian companies interested in joint ventures and identifying technological opportunities for Indian, U.S. or third country markets;
- (7) Developing and maintaining ties with innovative, technology oriented U.S. companies;
- (8) Advising PACT regularly of new opportunities and strategies for program development.

The largest demand on the PACT U.S. services will be in developing business and technology development plans. There will be a need to help the potential joint ventures through the process. This will undoubtedly require frequent interaction as the project plan matures to a point where the application is completed and submitted to the Bombay Office.

PACT U.S. services must be capable of determining the degree to which proposals meet PACT criteria and guidelines. Although the number of project inquiries and submissions cannot be determined, it is expected that three to five projects will be submitted to PACT in India for approval during the first calendar year of operations. In each succeeding year, there should be an increase in the number of submissions.

A variety of ways exist through which the PACT U.S. services will promote R & D joint ventures. For example, it must be able to respond constructively to requests by the PACT Bombay Office to locate a potential joint partner for an Indian firm. Other ventures may be consummated by the Indian and American firms which then may seek only modest assistance in preparing their proposals and applications for financing. Additionally, there are undoubtedly other U.S. and Indian firms already collaborating which may decide to seek PACT finance. It is expected that proposed R & D projects will be in various stages of development, including established prototypes, requiring additional testing or study.

PACT U.S. services will need to develop an extensive knowledge of U.S. companies and capabilities to enable it to assist Indian companies in finding project partners. They will also be required to promote PACT through various public affairs activities such as contacting trade associations, trade journals, other business related media, individual companies, and other organizations which may be helpful in bringing awareness of PACT to the U.S. business community.

In addition to promoting the effort through various traditional public affairs efforts, there will be a requirement to interact personally with individual firms which may show an interest in participating. The role of the U.S. services must be an active one rather than reactive. Frequent travel is anticipated.

B. Illustrative Tasks

(1) Develops, maintains and expands contact with U.S. businesses interested in developing R & D activities with Indian firms leading to commercialization of products and processes;

(2) Assists U.S. companies interested in joint ventures to find Indian partners and in preparing business and technology development plans;

(3) Assists Indian companies in finding appropriate U.S. partners for developing new products and process;

(4) Provides guidance to PACT on strategy and procedures to effectively implement the project;

(5) Provides on a timely basis information to PACT on U.S. companies interested in joint ventures;

(6) Acts as PACT United States Representative and as such advises on the performance of U.S. firms;

(7) Prepares, develops promotional brochures/pamphlets in coordination with PACT;

(8) Contributes to technical assessments of Indo-U.S. R & D proposals as requested by PACT;

(9) Acts as liaison with organizations such as the Indian Investment Office in New York; the Indo-U.S. Business Council and the PACT Advisory Panel;

(10) Acts as liaison with proposal evaluation agencies such as the National Bureau of Standards;

(11) Prepares group specific printed information and gives presentations to groups and individuals publicizing R & D opportunities;

(12) Makes presentations in India to PACT, and, to Indian firms and individuals concerning the progress of joint venture development.

C.4. Performance Plans and Management Requirements

The PACT U.S. contractor in consultation with PACT in Bombay will prepare annual performance plans. These plans will reflect the best estimates of work required for the coming year including estimates of expenditure for the goods and services likely to be required during the plan period. Performance plans should be agreed by the contractor, PACT and AID at least 30 days before the end of the preceding work plan period. Modification to performance plans may be made as required by mutual agreement in accordance with activity levels.

C.5. Reports

A. Annual Reports detailing activities, expenditures and progress of approved projects will be prepared. This report will be the basis of the Annual Statement of Progress and for out-year progress estimates;

B. Quarterly Reports detailing actual and projected next quarter activities and expenditures;

C. Individual Contact Reports which will briefly describe the contact, purpose, findings, results and any recommendations for follow-on action;

D. Other specialized reports as may be requested by PACT, with USAID/I concurrence.

C.6. Qualifications for Provision of Services

Offerors must demonstrate evidence of: innovative international joint venture business development; successful structuring and assessment of technical and business proposals; proven accomplishments in private business development; and management of the technical, financial and market aspects of technology development in the private, for profit sector.

C.7. Level of Effort

To be proposed by offeror to accomplish the above tasks, the effort should not exceed the equivalent of two professional person-years and needed clerical support per contract year.

C.8. Key Personnel

The key personnel will be as follows:

(TO BE PROPOSED)

The individuals, their job qualifications and the number of person months once offered and agreed to in the proposal may be diverted only upon mutual agreement. Prior to diverting the services of these individuals to to the projects or programs, the contractor will notify the contracting officer reasonably in advance and shall submit justification (including proposed substitutions) in sufficient detail to permit evaluation of the impact on the program. No diversion will be made by the contractor without the written consent of the contracting officer required by this clause. The list of key personnel may, with the consent of the contracting parties, be amended from time to time during the course of the contract to either add or delete personnel, as appropriate.

PROPOSED CBD NOTICE FOR U. S. PACT SERVICES

The Agency for International Development is soliciting proposals from U. S. based firms to provide promotional services to the ^{Program For the Advancement of Commercial Technology} (P.A.C.T.) for identifying U. S. based firms interested in research and development (R&D) collaboration with Indian firms, assessing their capabilities, and assisting them in preparing appropriate business and technology proposals. The project calls for five years of contractor services based in the United States, to work closely with the Industrial Credit and Investment Corporation of India (I.C.I.C.I.) in Bombay, to plan and execute a marketing effort in the United States to inform U. S. businesses about the opportunities and incentives available for joint ventures in R and D in India. The selected contractor must demonstrate evidence of: innovative international joint venture business development; successful structuring and assessment of technical and business proposals; proven accomplishments in private business development; and management of the technical, financial and market aspects of technology development in private, for profit sector. The RFP will be released on or about January __, 1986 and the estimated closing date is Febuary __, 1986. There will be a one day RFP seminar/workshop. The date and place will be attached to the RFP. The Agency for International Development

encourages and welcomes the participation to the maximum extent possible of small, minority and women owned business concerns in this activity as members of contracting or subcontracting firms in accordance with part 19 of the Federal acquisition regulations. In this respect, it is anticipated that the contractor will make every reasonable effort to identify and make maximum practicable use of such concerns. All other selection evaluation criteria being found equal, the participation of such concerns may become a determining factor for selection. Interested parties may request in writing a copy of the RFP from ^{Richard Williams}~~Robert Pratt~~, ANE/PD, Room 3321-A N.S., Agency for International Development, Department of State, Washington, DC 20523.

ANE/PD/PE:RPratt:vmf 1997e

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PROPOSED CBD NOTICE FOR U. S. PACT SERVICES

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ANE/PD/PE:RPratt:vmf 1997e

UNCLASSIFIED
Department of State

INCOMING
TELEGRAM

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ACTION AID-00

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ACTION OFFICE PRF-96

INFO FPA-02 ANDP-03 ANPD-05 GCAN-02 PPPB-02 GC-01 GCIL-01
PPDC-01 AMHS-01 ANTR-06 CMGT-05 PPR-01 ES-01 AAID-01
RELO-01 ANEA-02 /041 A6 X15

INFO LOG-00 NEA-07 EAP-00 /007 W

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FM AMEMBASSY NEW DELHI

TO SECSTATE WASHDC 4834

INFO AMEMBASSY BANGKOK

UNCLAS NEW DELHI #1159

AIDAC

AID/W FOR ANE/PRATT, PRE/BECKMAN AND A/A HARRELL

E.O. 12356: N/A

SUBJECT: PROGRAM FOR ADVANCEMENT OF COMMERCIAL
TECHNOLOGY (386-0496) - RFP FOR U.S. PACT SERVICES

REF: NEW DELHI 31258

1. THE FOLLOWING IS GLOSSARY TO BE USED IN SUBJECT
RFP:

2. GLOSSARY.

A. PACT- THE PROGRAM FOR ADVANCEMENT OF COMMERCIAL
TECHNOLOGY (PACT) IS DESIGNED TO ACCELERATE THE PACE
AND QUALITY OF TECHNOLOGICAL INNOVATION FOR PRODUCTS
AND PRODUCTION PROCESSES HAVING APPLICATION IN
INDUSTRY, AGRICULTURE, HEALTH, ENERGY AND OTHER
AREAS BENEFICIAL TO THE DEVELOPMENT OF INDIA. PACT
IS INTENDED TO STIMULATE COMMERCIAL RESEARCH AND
DEVELOPMENT IN INDIA BY PROMOTING AND FINANCING
INDO-U.S. R AND D JOINT VENTURES.

B. ICICI - THE INDUSTRIAL CREDIT AND INVESTMENT
CORPORATION OF INDIA (ICICI) LOCATED IN BOMBAY IS A
FINANCIAL INSTITUTION ESTABLISHED IN 1955 TO
ENCOURAGE AND ASSIST INDUSTRIAL DEVELOPMENT AND
INVESTMENT IN INDIA. ICICI IS MANAGED BY A
PROFESSIONAL STAFF AND RECEIVES GUIDANCE ON POLICY
FROM ITS 15 MEMBER BOARD. ICICI HAS 288
PROFESSIONALS AND OFFICES IN 4 CITIES. IT HAS
RESOURCES OF RS. 19.2 BILLION (U.S. DOLS 1.6
BILLION) AS OF DECEMBER 31, 1984.

C. TOD - A NEW TECHNOLOGY DEVELOPMENT DIVISION WILL
BE FORMED BY ICICI TO CARRY OUT THE PROMOTIONAL AND
OPERATIONAL ACTIVITY OF PACT. TOD WILL BE STAFFED
BY ICICI CAREER PROFESSIONALS AND TWO PROGRAM
ADVISORS (ONE IN U.S. AND ONE IN INDIA). THE STAFF
OF THE TOD WILL ADMINISTER PACT. THE TWO PROGRAM
ADVISORS WILL REPORT TO THE CHIEF, TOD WHO IN TURN
WILL REPORT TO THE CHAIRMAN OF ICICI. THE CHIEF OF
TOD WILL SERVE AS PRINCIPAL CONTACT PERSON FOR THE
INDIA AND U.S. COUNCILS AND USAID FOR THE PACT.

D. JOINT COUNCIL - A JOINT INDO-U.S. PACT COUNCIL
WILL BE FORMED TO PROVIDE POLICY AND MANAGEMENT
GUIDANCE. THE APPROXIMATELY 3 PERSON COUNCIL WILL
BE PREDOMINANTLY PRIVATE SECTOR BUSINESS PERSONS AND
PROFESSIONALS. THIS COUNCIL WILL MEET PERIODICALLY
IN BOMBAY IN THE UNITED STATES.

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PAGE 01 NEW DE 31258 01 OF 08 240837Z 0517 083755 1109130
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NEW DE 31258 01 OF 08 240837Z 0517 083755
ADVISE OF BUDGET ALLOWANCE.

ACTION OFFICE PRE-06
INFO FPA-02 ANDP-03 ANPD-05 GCAH-02 PPPB-02 GC-01 GCFL-01
PPDC-01 ANMS-01 ANTR-06 CMGT-05 PPR-01 ES-01 AAJD-01
RELO-01 ANEA-02 ANSA-02 /043 A1 X24

INFO LOG-08 CIAE-08 EB-08 DODE-08 NEA-07 L-03 EAP-08
/018 W

-----030517 240843Z /30

R 240813Z DEC 85
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4692
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
AMEMBASSY ISLAMABAD

UNCLAS SECTION 01 OF 08 NEW DELHI 31253

AIDAC

AID/W FOR ANE/PRATT, PRE/BECKMAN, AND A/A HARRELL

E.O. 12356 N/A

SUBJECT: RFP FOR U.S. PACT DERIVED
REF: AM NEW DELHI 27323 (E) STATE 273023

1. SUMMARY: THE PURPOSE OF THIS CABLE IS TO TRANSMIT TO AID/W RELEVANT INFORMATION FROM SUBJECT RFP AND TO REQUEST THAT AID/W ISSUE THE RFP AND SUBSEQUENT CONTRACT. A PROPOSED DED NOTICE IS ALSO TRANSMITTED END SUMMARY.

2. USAID/1 PROPOSES TO HAVE AID/W ISSUE SUBJECT RFP AND SUBSEQUENT CONTRACT TO FACILITATE CONTRACTOR SELECTION. SEE FYI PARA 4. HE REQUESTS THAT AFTER RFP ISSUANCE HARRELL, PRATT, BECKMAN AND A CONTRACT OFFICER HOLD A ONE DAY WORKSHOP/ORIENTATION SESSION FOR INTERESTED OFFERORS. THIS ACTIVITY SHOULD FOCUS ON THE SALIENT ISSUES OF THIS PROPOSED CONTRACT AND ENABLE THE OFFERORS TO PREPARE MORE RESPONSIVE DOCUMENTS. ALTHOUGH USAID PROPOSES THAT ANE TAKE THE LEAD WITH CM IN ISSUING THE RFP IT WAS DECIDED DURING HARRELL'S RECENT TDY, THAT HE WOULD COORDINATE WITH CM AND OTHER OFFICES FOR THE WORKSHOP/ORIENTATION SESSION AND WITH THE PACT COUNCIL DESIGNATES FOR THE SELECTION PANEL.

3. THE SELECTION PANEL WILL CONVENE IN WASHINGTON IN LATE FEBRUARY AND WOULD INCLUDE: HARRELL; PRATT; BECKMAN, A CONTRACT OFFICER; NICASTRO AND BETRABET OF ICICI. THE PANEL WILL BE ADVISED BY A NUMBER OF U.S. PACT COUNCIL DESIGNATES. IF ACCEPTABLE TO THE CONTRACT OFFICE, THE THREE TO FIVE TOP RANKED OFFERORS WILL BE INVITED TO GIVE A BEST AND FINAL PRESENTATION TO THE PANEL FOR FINAL RANKING PRIOR TO CONTRACTING.

4. FYI WASHINGTON: USAID/1'S RCO IS RETIRING IN JANUARY. HIS REPLACEMENT IS NOT DUE UNTIL MID-1986. FURTHER, THE RLA BASED IN PAKISTAN, ADVISES THAT DUE TO THE NATURE OF THE CONTRACT AN AID/W ISSUANCE IS IN THE BEST INTERESTS OF THE USAID. END FYI.

5. USAID APPRECIATES ANE RESPONSE TO INITIAL DRAFT. SUGGESTIONS HAVE BEEN INCLUDED WHERE POSSIBLE ALONG WITH THOSE OF ICICI.

6. THE FOLLOWING IS KEYED TO THE PIO/T FORMAT:

1. INDIA

2. WILL FURNISH PIO/T NUMBER UPON RECEIPT OF

3. ORIGINAL

4. PROGRAM FOR THE ADVANCEMENT OF COMMERCIAL TECHNOLOGY 386-8496

5 & 6. WILL FURNISH FISCAL DATA UPON RECEIPT OF ADVISE OF BUDGET ALLOWANCE.

7. ADMINISTRATIVE

8. JULY 31, 1990

9. AID/W

10. MAY 10, 1985

11A. AID CONTRACT

11B. N/A

12. DOLLARS INCREASE AND TOTAL TO DATE DOLS.

13. STATE 276221

14. USAID/1 AUTHORIZED AID/W TO NEGOTIATE AND ENTER INTO A CONTRACT FOR THE SERVICES DESCRIBED HEREIN. NOTE THAT TOTAL LOF FUNDING IS ESTIMATED TO BE DOLS. 1,000,000. ESTIMATED DISBURSEMENT: YEAR 1 - DOLS. 170,000; YEAR 2 - DOLS. 100,000; YEAR 3 - DOLS. 200,000; YEAR 4 - DOLS. 100,000 AND YEAR 5 - DOLS. 130,000

14A. OFFICE OF CONTROLLER
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PPDC-01 ANMS-01 ANTR-06 CMGT-05 PPR-01 ES-02 AAID-01
RELO-01 ANEA-02 ANSA-02 /043 A1 X24

(7) SUPPLIER
(8) N/A
(9) N/A
(10) N/A
(11) SUPPLIER
(12) N/A

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EAP-00 /019 V

STATEMENT OF WORK (BLOCK 18) SECTION C OF THE RFP

R 240813Z DEC 85
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4893
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
AMEMBASSY ISLAMABAD

DESCRIPTION/SPECIFICATIONS/WORK STATEMENTS

UNCLAS SECTION 02 OF 08 NEW DELHI 31253
AID:IC
AID/V FOR AHE/PRATT, PRE/BECKMAN, AND A/A HARNELL
E.O. 12356 N/A
SUBJECT: RFP FOR U.S. PACT SERVICES

C1. OBJECTIVES

THE PRIMARY OBJECTIVES OF THIS CONTRACT ARE TO PROVIDE U.S. BASED SERVICES FOR PACT TO:

- A. IDENTIFY U.S. FIRMS INTERESTED IN R AND D COLLABORATION WITH INDIAN FIRMS, ASSESS THEIR CAPABILITIES, AND ASSIST THEM IN PREPARING APPROPRIATE BUSINESS AND TECHNOLOGY PROPOSALS;
- B. PLAN AND EXECUTE A MARKETING EFFORT IN THE UNITED STATES TO INFORM U.S. BUSINESSES ABOUT THE OPPORTUNITIES AND INCENTIVES AVAILABLE FOR JOINT VENTURES IN R & D IN INDIA THROUGH THIS PROJECT;
- C. PROVIDE THE NECESSARY PROJECT LIAISON TO THE U.S. BASED PACT COUNCIL, PACT, AND INDO-U.S. BUSINESS GROUPS, AND TO PROJECT EVALUATION AGENCIES INCLUDING THE NATIONAL BUREAU OF STANDARDS;
- D. PROVIDE GUIDANCE TO PACT ON STRATEGIES AND OPERATING PROCEDURES TO EFFECTIVELY IMPLEMENT THIS PROGRAM.

C2. BACKGROUND

WASHINGTON, D.C. 20520

- 15A. T. NICASTRO, TDE
- B. D. BRIDGEMAN, PRO
- C. D.H. ICKHART, EXEC
- D. SW. H, PD
- D. UPON ADVICE FROM PRE/I, CONTROLLER/INDIA WILL IMMEDIATELY NOTIFY FUNDS AVAILABLE

E. P.H. THORP, PRO

16. N.A.

17A. OCYLKE, D

18A. A

19A. H/A

B. WILL NOT

C. N/A

D. N/A

E. N/A

F. N/A

20. PACT PROJECT PAPER

21A. STATEMENT OF WORK (BLOCK 18)

B. EVALUATION CRITERIA (BLOCK 14)

C. DETAILED BUDGET (BLOCK 12)

22A. THE CONTRACTOR WILL BE RESPONSIBLE TO THE CHIEF, OFFICE OF TECHNOLOGY DEVELOPMENT AND ENTERPRISE (TDE), USAID/I.

B. S.S. BETRABET, GENERAL MANAGER ICICI/BOMBAY AND/OR HIS DESIGNATE, THE CHIEF OF ICICI'S TECHNOLOGY DEVELOPMENT DIVISION.

C. THOMAS NICASTRO, CHIEF, TDE

23 (A). (1) SUPPLIER

(2) SUPPLIER

(3) N/A

(4) SUPPLIER

(5) N/A

(6) SUPPLIER

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PPDC-01 ANMS-01 ANTR-06 CMGT-05 PPR-01 ES-01 AAID-01
RELO-01 ANEA-02 ANSA-02 /043 P1 X24

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EAP-00 /019 W

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R 240813Z DEC 85
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4054
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
AMEMBASSY ISLAMABAD

UNCLAS SECTION 03 OF 08 NEW DELHI 31258

AIDAC

AID/W FOR ANE/PRATT, PRE/BECKMAN, AND A/A HARRELL

E.O. 12356: N/A

SUBJECT: FFP FOR U.S. FACT SERV' CEC

- THE PROGRAM FOR THE ADVANCEMENT OF COMMERCIAL TECHNOLOGY (PACT) IS AN EXPERIMENTAL PROJECT DESIGNED TO ACCELERATE THE PACE AND QUALITY OF TECHNOLOGICAL INNOVATION FOR PRODUCTS AND PRODUCTION PROCESSES HAVING APPLICATION IN INDUSTRY, AGRICULTURE, HEALTH, ENERGY AND OTHER AREAS BENEFICIAL TO THE DEVELOPMENT OF INDIA. THIS GOAL WILL BE ACHIEVED BY CONTRIBUTING TO DEVELOPMENT OF A CAPABILITY IN THE PRIVATE SECTOR TO TRANSFER RESEARCH ALREADY COMPLETED AT THE IDEA AND LABORATORY STAGE INTO PRODUCTS AND PROCESSES THAT WILL SUCCEED IN THE MARKET PLACE. THE FOCUS WILL BE ON PROJECTS WHICH INVOLVE INDUSTRIAL P & D, BUT WITH EMPHASIS ON THOSE WHERE COMMERCIAL REALIZATION REQUIRES MORE "D" THAN "R".

- PACT WILL ACCELERATE THE PACE AND QUALITY OF TECHNOLOGICAL INNOVATION IN INDIA BY BUILDING THE RESEARCH AND DEVELOPMENT CAPACITY OF INDIA'S PRIVATE SECTOR THROUGH THE PROMOTION AND SHARING IN THE FINANCING AND RISKS.

- PACT WILL BRING TOGETHER PRIVATE INDIAN AND U.S. ENTERPRISES INTERESTED IN COLLABORATING ON DEVELOPING NEW PRODUCTS OR PROCESSES FOR COMMERCIALLY VIABLE MARKETS. FORMATION OF INDO-U.S. JOINT VENTURES IN R AND D WILL ENGAGE BOTH INDIAN AND U.S. FIRMS IN A COLLABORATIVE PROCESS WHICH WILL NOT ONLY INTRODUCE NEW TECHNOLOGY AND PROCESSES BUT EXPAND VIABLE OPPORTUNITIES FOR BOTH FIRMS. IT WILL ALSO ACQUAINT THE INDIAN PARTNER WITH U.S. R AND D STRATEGY, PROJECT SELECTION METHODOLOGIES, MARKET IDENTIFICATION AND DEVELOPMENT AND R & D MANAGEMENT TECHNIQUES.

- THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF (ICICI) WILL MANAGE PACT AND WILL CARRY OUT ITS RESPONSIBILITIES IN CONSULTATION WITH AN INDIAN COUNCIL AND U.S. COUNCIL, THAT WILL MEET JOINTLY APPROXIMATELY SIX TIMES DURING THE FIVE YEAR LIFE OF PROJECT. THE COUNCILS' MEMBERSHIP WILL BE PREDOMINANTLY PROMINENT BUSINESS PERSONS. A NEW OFFICE WITHIN ICICI, THE TECHNOLOGY DEVELOPMENT DIVISION (TDD) WILL BE RESPONSIBLE FOR MONITORING PACT PROMOTIONAL EFFORTS AND A TECHNOLOGY DEVELOPMENT FUND.

- PACT'S PROMOTIONAL EFFORT WILL INFORM U.S. AND

INDIAN BUSINESS PERSONS ABOUT THE OPPORTUNITIES AND INCENTIVES AVAILABLE FOR JOINT VENTURES IN COMMERCIAL R AND D; IDENTIFY AND ASSESS INDIAN AND U.S. FIRMS WITH INTEREST IN R AND D COLLABORATION AND ASSIST THEM EXPLORING JOINT VENTURES; FINANCE SMALL PREFEASIBILITY STUDIES TO EXPLORE THESE IDEAS; STRUCTURE BUSINESS AND TECHNOLOGY DEVELOPMENT PLANS TO TEST THEIR TECHNICAL AND COMMERCIAL VIABILITY; FACILITATE THE FORMATION OF JOINT VENTURES BETWEEN PARTNERS; AND HELP ENTREPRENEURS OBTAIN THE NECESSARY U.S. AND GOV. APPROVALS.

- PACT'S TECHNOLOGY FUND WILL BE ESTABLISHED BY ICICI THROUGH THE AID GRANT TO FINANCE INDO-U.S. R AND D BASED JOINT VENTURES. THE FUND WILL BE FINANCED AT 10 MILLION FOR A FIVE YEAR PERIOD. ALTHOUGH THE EXACT GUIDELINES ARE STILL BEING DEVELOPED, THIS FUND WILL CONSIDER FOR FINANCING PRODUCT OR PROCESS TECHNOLOGY DEVELOPMENT WHICH:

- INVOLVE THE DEVELOPMENT, THROUGH COMMERCIAL R AND D, OF AN INNOVATIVE PRODUCT OR PROCESS WHICH PROMISES TANGIBLE, DIRECT BENEFIT FOR THE INDIAN ECONOMY AND ITS DEVELOPMENTAL OBJECTIVES;
- ARE PROPOSED TO BE BY AN INDIAN AND U.S. COMPANY IN WHICH EACH HAS A SIGNIFICANT ROLE AND CAPABILITY IN DEVELOPMENT AND COMMERCIALIZATION;

- IS CAPABLE OF REACHING THE POINT OF READINESS FOR MARKETING TO SMALL ENTERPRISES AT A DEVELOPMENT COST OF THE ORDER OF 200,000 U.S. DOLLARS OVER A TWO YEAR PERIOD. (DOLLAR AND RUPEE FINANCING FROM PACT WILL COVER ONLY ABOUT HALF OF THE TECHNOLOGY DEVELOPMENT PHASE OF A PROJECT, IT WILL NOT FINANCE THE

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IDENTIFYING TECHNOLOGICAL OPPORTUNITIES FOR INDIAN, U.S. OR THIRD COUNTRY MARKETS;

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(7) DEVELOPING AND MAINTAINING TIES WITH INNOVATIVE, TECHNOLOGY ORIENTED U.S. COMPANIES;

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(8) ADVISING PACT REGULARLY ON NEW OPPORTUNITIES AND STRATEGIES FOR PROGRAM DEVELOPMENT.

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THE LARGEST DEMAND ON THE PACT U.S. SERVICES WILL BE IN DEVELOPING BUSINESS AND TECHNOLOGY DEVELOPMENT PLANS. THERE WILL BE A NEED TO NURSE THE POTENTIAL JOINT VENTURES THROUGH THE PROCESS. THIS WILL UNDOUBTEDLY REQUIRE FREQUENT INTERACTION AS THE PROJECT PLAN MATURES TO A POINT WHERE THE APPLICATION IS COMPLETED AND SUBMITTED TO THE BOMBAY OFFICE.

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FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4895
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
AMEMBASSY ISLAMABAD

PACT U.S. SERVICES MUST BE CAPABLE OF DETERMINING THE DEGREE TO WHICH PROPOSALS MEET PACT CRITERIA AND GUIDELINES. ALTHOUGH THE NUMBER OF PROJECT INQUIRIES AND SUBMISSIONS CANNOT BE DETERMINED IT IS EXPECTED THAT THREE TO FIVE PROJECTS WILL BE SUBMITTED TO PACT IN INDIA FOR APPROVAL DURING THE FIRST CALENDAR YEAR OF OPERATIONS. IN EACH SUCCEEDING YEAR THERE SHOULD BE AN INCREASE IN THE NUMBER OF SUBMISSIONS.

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AIDAC

AID/W FOR ANE/PRATT, PRE/BECKMAN, AND A/A HARRELL

E.O. 12350, N/A

SUBJECT: RFP FOR U.S. PACT SERVICES

A VARIETY OF WAYS EXIST THROUGH WHICH THE PACT U.S. SERVICES WILL PROMOTE R&D JOINT VENTURES. FOR EXAMPLE, IT MUST BE ABLE TO RESPOND CONSTRUCTIVELY TO REQUESTS BY THE PACT BOMBAY OFFICE TO LOCATE A POTENTIAL JOINT PARTNER FOR AN INDIAN FIRM. OTHER VENTURES MAY BE CONSUMMATED BY THE INDIAN AND AMERICAN FIRMS WHICH THEN MAY SEEK ONLY MODEST ASSISTANCE IN PREPARING THEIR PROPOSALS AND APPLICATIONS FOR FINANCING. ADDITIONALLY, THERE ARE UNDOUBTEDLY OTHER U.S. AND INDIAN FIRMS ALREADY COLLABORATING WHICH MAY DECIDE TO SEEK PACT FINANCE. IT IS EXPECTED THAT PROPOSED R AND D PROJECTS

INVESTMENTS IN PRODUCTION FACILITIES);
- DEMONSTRATE THAT THE PROPOSING PARTNERS HAVE, OR WILL HAVE READY ACCESS TO, THE TECHNICAL AND FINANCIAL RESOURCES BOTH TO IMPLEMENT THE PROJECT AND TO BENEFIT FROM THE COMMERCIAL POTENTIAL OF THE PRODUCT OR PROCESS DEVELOPED.

THE CRITERION GUIDING SELECTION OF THE FINANCIAL TERMS AND CONDITIONS FOR THIS FUNDING WILL DEPEND UPON THE GUIDELINES DEVELOPED BY PACT IN CONSULTATION WITH THE JOINT COUNCIL AND WILL BE SIMILAR TO THOSE USED ELSEWHERE FOR SIMILAR TYPES OF PRIVATE SECTOR, INNOVATIVE TECHNOLOGY DEVELOPMENT. PACT WILL RECOUP ITS INVESTMENT FROM ROYALTIES PAID ON MARKETING OF SUCCESSFULLY DEVELOPED PROJECTS OR PROCESSES BY THE INDIAN AND U.S. FIRMS.

C3. WORK STATEMENT

A. GENERAL

PACT U.S. BASED SERVICES ARE REQUIRED FOR:

- (1) IDENTIFYING AND ASSESSING APPROPRIATE U.S. COMPANIES TO ENGAGE IN JOINT R&D VENTURES WITH AN INDIAN COMPANY;
- (2) ASSISTING SUCH U.S. FIRMS IN PREPARING BUSINESS AND TECHNOLOGY DEVELOPMENT PLANS FOR PACT FINANCING; (NOTE THAT PACT IN INDIA IS RESPONSIBLE FOR DEVELOPING A FORMAT AND GUIDELINES FOR THE BUSINESS AND TECHNOLOGY PLANS);
- (3) PERFORMING INITIAL EVALUATION OF PROJECT CONCEPTS AND IDEAS WITH RESPECT TO THEIR POTENTIAL ACCEPTABILITY TO PACT;
- (4) PROMOTING AND DISSEMINATING PACT INFORMATION TO THE UNITED STATES BUSINESS COMMUNITY;
- (5) MONITORING APPROVED PACT PROJECTS;
- (6) MAINTAINING INFORMATION ON UNITED STATES AND INDIAN COMPANIES INTERESTED IN JOINT VENTURES AND

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TO SECSTATE WASHDC 4896
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
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UNCLAS SECTION 05 OF 03 NEW DELHI 31258

AIDAC

AID/W FOR ARE/PRATT, PRE/BECKMAN, AND A/A HARRELL

E.O. 12356 1/A

SUBJECT: PFP FOR U.S. PACT SERV CEC

WILL BE IN VARIOUS STAGES OF DEVELOPMENT, INCLUDING
ESTABLISHED PROTOTYPES, REQUIRING ADDITIONAL TESTING OR
STUDY.

- PACT U.S. SERVICES WILL NEED TO DEVELOP AN
EXTENSIVE KNOWLEDGE OF U.S. COMPANIES AND CAPABILITIES
TO ENABLE IT TO ASSIST INDIAN COMPANIES IN FINDING
PROJECT PARTNERS. THEY WILL ALSO BE REQUIRED TO PROMOTE
PACT THROUGH VARIOUS PUBLIC AFFAIRS ACTIVITIES SUCH AS
CONTACTING TRADE ASSOCIATIONS, TRADE JOURNALS, OTHER
BUSINESS RELATED MEDIA, INDIVIDUAL COMPANIES, AND OTHER
ORGANIZATIONS WHICH MAY BE HELPFUL IN BRINGING AWARENESS
OF PACT TO THE U.S. BUSINESS COMMUNITY.

- IN ADDITION TO PROMOTING THE EFFORT THROUGH
VARIOUS TRADITIONAL PUBLIC AFFAIRS EFFORTS, THERE WILL
BE A REQUIREMENT TO INTERACT PERSONALLY WITH INDIVIDUAL
FIRMS WHICH MAY SHOW AN INTEREST IN PARTICIPATING. THE
ROLE OF THE U.S. SERVICES MUST BE AN ACTIVE RATHER THAN
REACTIVE. FREQUENT TRAVEL IS ANTICIPATED.

B. ILLUSTRATIVE TASKS

- (1) DEVELOPS, MAINTAINS AND EXPANDS CONTACT WITH
U.S. BUSINESSES INTERESTED IN DEVELOPING R AND D
ACTIVITIES WITH INDIAN FIRMS LEADING TO
COMMERCIALIZATION OF PRODUCTS AND PROCESSES;

- (2) ASSISTS U.S. COMPANIES INTERESTED IN JOINT
VENTURES TO FIND INDIAN PARTNERS AND IN PREPARING
BUSINESS AND TECHNOLOGY DEVELOPMENT PLANS;

- (3) ASSISTS INDIAN COMPANIES IN FINDING
APPROPRIATE U.S. PARTNERS FOR DEVELOPING NEW PRODUCTS
AND PROCESSES;

- (4) PROVIDES GUIDANCE TO PACT ON STRATEGY AND
PROCEDURES TO EFFECTIVELY IMPLEMENT THE PROJECT;

- (5) PROVIDES ON A TIMELY BASIS INFORMATION TO
PACT ON U.S. COMPANIES INTERESTED IN JOINT VENTURES;

- (6) ACTS AS PACT UNITED STATES REPRESENTATIVE AND
AS SUCH ADVISES ON THE PERFORMANCE OF U.S. FIRMS;

(7) PREPARES, DEVELOPS PROMOTIONAL
BROCHURES/PAMPHLETS IN COORDINATION WITH PACT;

- (8) CONTRIBUTES TO TECHNICAL ASSESSMENTS OF
INDO-U.S. R AND D PROPOSALS AS REQUESTED BY PACT;

- (9) ACTS AS LIAISON WITH ORGANIZATIONS SUCH AS
THE INDIAN INVESTMENT OFFICE IN NEW YORK; THE INDO-U.S.
BUSINESS COUNCIL AND THE PACT ADVISORY PANEL;

- (10) ACTS AS LIAISON WITH PROPOSAL EVALUATION
AGENCIES SUCH AS THE NATIONAL BUREAU OF STANDARDS;

- (11) PREPARES GROUP SPECIFIC PRINTED INFORMATION
AND GIVES PRESENTATIONS TO GROUPS AND INDIVIDUALS
PUBLICIZING R AND D OPPORTUNITIES;

- (12) MAKES PRESENTATIONS IN INDIA TO PACT, AND,
TO INDIAN FIRMS AND INDIVIDUALS CONCERNING THE PROGRESS
OF JOINT VENTURE DEVELOPMENT.

C4. PERFORMANCE PLANS AND MANAGEMENT REQUIREMENTS

- THE PACT U.S. CONTRACTOR IN CONSULTATION WITH
PACT IN BOMBAY WILL PREPARE ANNUAL PERFORMANCE PLANS.
THESE PLANS WILL REFLECT THE BEST ESTIMATES OF WORK
REQUIRED FOR THE COMING YEAR INCLUDING ESTIMATES OF
EXPENDITURE FOR THE GOODS AND SERVICES LIKELY TO BE
REQUIRED DURING THE PLAN PERIOD. PERFORMANCE PLANS
SHOULD BE AGREED BY THE CONTRACTOR, PACT AND A/S UPON AT
LEAST 30 DAYS BEFORE THE END OF THE PREVIOUS PLAN
PERIOD. MODIFICATION TO PERFORMANCE PLANS MAY BE MADE
AS REQUIRED BY MUTUAL AGREEMENT IN ACCORDANCE WITH
ACTIVITY LEVELS.

C5. REPORTS

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INFO ANDP-03 ANPD-05 GCAN-02 GC-01 GCFL-01 AMMS-01 ANTR-06
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FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4097
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
AMEMBASSY ISLAMABAD

UNCLAS SECTION 06 OF 08 NEW DELHI 31258

AIDAC

AID/W FOR AHE/PRATT, PRE/BECKMAN, AND A/A WARRELL

E.O: 12356: N/A

SUBJECT: RFP FOR U.S. PAST SERVICES

- A. ANNUAL REPORTS DETAILING ACTIVITIES, EXPENDITURES AND PROGRESS OF APPROVED PROJECTS WILL BE PREPARED. THIS REPORT WILL BE THE BASIS OF THE ANNUAL STATEMENT OF PROGRESS AND FOR FUTURE PROJECTS ESTIMATED;
- B. QUARTERLY REPORTS DETAILING ACTUAL AND PROJECTED NEXT QUARTER ACTIVITIES AND EXPENDITURES;
- C. INDIVIDUAL CONTACT REPORTS WHICH WILL BRIEFLY DESCRIBE THE CONTACT, PURPOSE, FINDINGS, RESULTS AND ANY RECOMMENDATIONS FOR FOLLOW-ON ACTION;
- D. OTHER SPECIALIZED REPORTS AS MAY BE REQUESTED BY PACT, WITH USAID/1 CONCURRENCE.

C6. QUALIFICATIONS FOR PROVISION OF SERVICES

- OFFERORS MUST DEMONSTRATE EVIDENCE OF: INNOVATIVE INTERNATIONAL JOINT VENTURE BUSINESS DEVELOPMENT; SUCCESSFUL STRUCTURING AND ASSESSMENT OF TECHNICAL AND BUSINESS PROPOSALS; PROVEN ACCOMPLISHMENTS IN PRIVATE BUSINESS DEVELOPMENT; AND MANAGEMENT OF THE TECHNICAL, FINANCIAL AND MARKET ASPECTS OF TECHNOLOGY DEVELOPMENT IN THE PRIVATE, FOR PROFIT SECTOR.

C7. LEVEL OF EFFORT

- TO BE PROPOSED BY OFFEROR TO ACCOMPLISH THE ABOVE TASKS. THE EFFORT SHOULD NOT EXCEED THE EQUIVALENT OF TWO PROFESSIONAL PERSON-YEARS AND NEEDED CLERICAL SUPPORT PER CONTRACT YEAR.

C8. KEY PERSONNEL

- THE KEY PERSONNEL WILL BE AS FOLLOWS:

- (TO BE PROPOSED)

- THE INDIVIDUALS, THEIR JOB QUALIFICATIONS AND THE NUMBER OF PERSON MONTHS OFFERED AND AGREED TO IN THE PROPOSAL MAY BE DIVERTED ONLY UPON MUTUAL

AGREEMENT. PRIOR TO DIVERTING THE SERVICES OF THESE INDIVIDUALS TO OTHER PROJECTS OR PROGRAMS, THE CONTRACTOR WILL NOTIFY THE CONTRACTING OFFICER REASONABLY IN ADVANCE AND SHALL SUBMIT JUSTIFICATION (INCLUDING PROPOSED SUBSTITUTIONS) IN SUFFICIENT DETAIL TO PERMIT EVALUATION OF THE IMPACT ON THE PROGRAM. NO DIVERSION WILL BE MADE BY THE CONTRACTOR WITHOUT THE WRITTEN CONSENT OF THE CONTRACTING OFFICER REQUIRED BY THIS CLAUSE. THE LIST OF KEY PERSONNEL MAY, WITH THE CONSENT OF THE CONTRACTING PARTIES, BE AMENDED FROM TIME TO TIME DURING THE COURSE OF THE CONTRACT TO EITHER ADD OR DELETE PERSONNEL, AS APPROPRIATE.

EVALUATION CRITERIA (BLOCK 14) -
SECTION M OF THE RFP: EVALUATION FACTORS FOR AWARD:

- THE PROPOSED APPROACH TO IMPLEMENT THIS PROJECT DOES NOT NECESSARILY HAVE TO REFLECT THE ILLUSTRATIVE PERSONNEL GUIDELINES (CEE'07, AND CO.). THE PROPOSED APPROACH TO IMPLEMENT THIS PROJECT HOWEVER MUST STAY WITHIN THE FRAMEWORK OF AVAILABLE U.S. GOVERNMENT FUNDING. COST EFFECTIVE, RESULTS ORIENTED PROPOSALS ARE REQUESTED. RESPONSES MUST ADHERE TO AND WILL BE EVALUATED ACCORDING TO THE FOLLOWING FORMAT.

- M1 RESPONSIVENESS AND QUALITY
- OF OVERALL PROPOSAL - 33 POINTS
- UNDERSTANDING OF PROJECT OBJECTIVES AS REFLECTED BY AN ANALYSIS OF RFP AND ATTACHMENT. THE OFFEROR SHOULD PRESENT:
 - A. A PROPOSED APPROACH FOR COST FILING,
 - B. ASSESSING AND PROMOTING INDU.S. JOINT VENTURE REL ACTIVITIES AND A DESCRIPTION OF RELATIONSHIPS TO THE FOLLOWING:

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NEW DE 31258 07 OF 08 240843Z 0577 023772 AID915

ACTION OFFICE PRF-06
 INFO FPA-02 ANDP-03 ANPO-05 GCAN-02 PPPB-02 GC-01 GCFL-01
 PPDC-01 AMMS-01 ANTR-06 CMGT-05 PPR-01 ES-01 AAID-01
 INFO-01 ANEA-02 ANSA-02 /04J A1 (24

INFO LOG-00 COPY-01 CIAE-08 EB-03 DOCE-00 NEA-07 L-03
 EAP-00 /019 W

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R 240813Z DEC 85
 FM AMEMBASSY NEW DELHI
 TO SECSTATE WASHDC 4899
 INFO AMEMBASSY BANGKOK
 AMCONSUL BOMBAY
 AMEMBASSY ISLAMABAD

UNCLAS SECTION 07 OF 08 NEW DELHI 31258

AIDAC

AID/V FOR ANE/TRATT, PRE/BECKMAN, AND A/A HARRELL

E.O. 12356: N/A

SUBJECT: RFP FOR U.S. PACT SERVICES

- ORGANIZATIONAL ENTITIES; PACT; THE PACT
 - COUNCILS; THE U.S. ADVISORY PANEL; THE
 - NATIONAL BUREAU OF STANDARDS;
 - AND THE RELEVANT U.S. BUSINESS COMMUNITY.
 - HOW WOULD THIS APPROACH EVOLVE IN PRACTICE;

B. A COST EFFECTIVE PROPOSAL THAT RECOGNIZES
 THE LIMITED RESOURCES OF PACT. COST
 SHARING MAY BE PROPOSED.

M2. OFFEROR'S CAPABILITY - 40 POINTS

A. DEMONSTRATED SUCCESSFUL EXPERIENCE AND
 ABILITY TO DEVELOP AND ASSESS THE FINANCIAL
 VIABILITY OF INTERNATIONAL COMMERCIAL
 TECHNOLOGY JOINT VENTURES BETWEEN PRIVATE
 COMPANIES AND PRESENTATIONS OF HOW THIS
 EXPERIENCE WOULD APPLY TO THE PACT
 PROGRAM;

B. DEMONSTRATED SUCCESSFUL EXPERIENCE AND
 ABILITY TO ASSESS AND RELATE TO CEOs OF
 U.S. TECHNOLOGY RELATED PRIVATE FIRMS;

C. DEMONSTRATED SUCCESSFUL EXPERIENCE AND
 ABILITY IN MARKETING NEW PRODUCTS AND/OR
 CONCEPTS;

D. DEMONSTRATED SUCCESSFUL EXPERIENCE AND
 FAMILIARITY WITH ENGINEERING AND SCIENTIFIC
 PRINCIPLES NECESSARY FOR PRODUCT
 DEVELOPMENT AND MARKETING;

E. DEMONSTRATED ABILITY TO ARRANGE AND
 COORDINATE JOINT VENTURE PROMOTIONAL
 CAMPAIGNS.

M3. QUALIFICATIONS AND EXPERIENCE - 30 POINTS

A. DESCRIBE IN DETAIL PROPOSED STAFFING PATTERN
 TO IMPLEMENT THE UNITED STATES ACTIVITY.
 INCLUDE: INDIVIDUAL NAMES; ACADEMIC AND
 PROFESSIONAL QUALIFICATIONS; JOB
 DESCRIPTIONS; PROVEN ACCOMPLISHMENTS IN
 BUSINESS AND TECHNOLOGY ASSESSMENT

FAMILIARITY WITH INDIAN BUSINESS
 ENVIRONMENT; PROVEN ENTREPRENEURIAL
 SPIRIT, INNOVATION, FLEXIBILITY,
 INTEGRITY AND WRITING ABILITY. FOR
 SUPPORT PERSONNEL INCLUDE NAME(S), ACADEMIC
 AND PROFESSIONAL QUALIFICATIONS, AND
 JOB DESCRIPTION.

B. DISCUSS IN DETAIL HOW THIS STAFF CAN
 SUCCESSFULLY IMPLEMENT THE COLLABORATIVE
 R&D EFFORTS; THE TECHNICAL/BUSINESS
 CONTACTS; THE U.S. PROMOTIONAL EFFORT;
 PREFEASIBILITY STUDIES; AND
 MANAGE AND MONITOR THE BUDGET AND
 ACTIVITIES ASSOCIATED WITH THE U.S. PACT
 OFFICE. INCLUDE RELEVANT EXPERIENCE IN
 SIMILAR PROJECTS.

C. IF YOU ARE SUCCESSFUL IN WINNING THIS
 CONTRACT, WHEN WILL THESE PEOPLE BE
 AVAILABLE AND WHERE WILL THEY AND
 YOUR OFFICE BE LOCATED. WHAT TRAVELING
 DO YOU PROPOSE.

D. DESCRIBE IN DETAIL PROPOSED BUSINESS AND
 TECHNICAL CONTACTS. INCLUDE INDIVIDUAL AS
 WELL AS INSTITUTIONAL NAMES. INDICATE THE
 PAST SUCCESS OF THESE CONTACTS AND HOW
 THEY WILL RELATED TO THIS EFFORT.

DETAILED BUDGET (BLOCK 12)

ESTIMATED ANNUAL BUDGET FOR PACT U.S. SERVICES

- PROGRAM ADVISORS. SALARIES	DOLS.	100,000
- SUPPORT STAFF SALARY		30,000
- TELEPHONE		10,000

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ACTION AID-00

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INFO FPA-02 ANDP-03 ANPD-05 SCAN-02 PPPB-02 GC-01 GCFL-01
PPDC-01 ANMS-01 ANTR-05 CMGT-05 PPR-01 ES-01 AAID-01
RELO-01 ANEA-02 ANSA-02 /043 AL X24

INFO LOG-00 COPY-01 CIAE-00 EB-00 DODE-00 NEA-07 L-03
EAP-00 /019 W

R 240013Z DEC 85
FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4099
INFO AMEMBASSY BANGKOK
AMCONSUL BOMBAY
AMEMBASSY ISLAMABAD

UNCLAS SECTION 08 OF 08 NEW DELHI 31253

AIDAC

AID/W FOR ANE/PRATT, PRE/BECKMAN, AND A/A HARRELL

E.O. 12356-N/A

SUBJECT: RFP FOR U.S. PACT SERVICES

-	TELEX	5,000
-	OVERHEAD/OFFICE	22,000
-	INTERNATIONAL TRAVEL	3,000
-	INCOUNTRY TRAVEL	5,000
-	PER DIEM	10,000
-	MISC. PUBLICITY BROCHURES,	
-	SEMINARS, WORKSHOPS	10,000
-	IDEA DEVELOPMENT AND PREFEASIBILITY	
-	STUDIES	50,000
-	TOTAL	250,000

7. THE FOLLOWING IS A PROPOSED CBD NOTICE FOR U.S. PACT SERVICES:

QUOTE: THE AGENCY FOR INTERNATIONAL DEVELOPMENT IS SOLICITING PROPOSALS FROM U.S. BASED FIRMS TO PROVIDE PROMOTIONAL SERVICES TO THE P.A.C.T. FOR IDENTIFYING U.S. BASED FIRMS INTERESTED IN R AND D COLLABORATION WITH INDIAN FIRMS, ASSESSING THEIR CAPABILITIES, AND ASSISTING THEM IN PREPARING APPROPRIATE BUSINESS AND TECHNOLOGY PROPOSALS. THE PROJECT CALLS FOR FIVE YEARS OF CONTRACTOR SERVICES BASED IN THE UNITED STATES, TO WORK CLOSELY WITH THE INDUSTRIAL CREDIT AND INVESTMENT CORPORATION OF INDIA (I.C.I.C.I.) IN BOMBAY, TO PLAN AND EXECUTE A MARKETING EFFORT IN THE UNITED STATES TO INFORM U.S. BUSINESSES ABOUT THE OPPORTUNITIES AND INCENTIVES AVAILABLE FOR JOINT VENTURES IN R AND D IN INDIA. THE SELECTED CONTRACTOR MUST DEMONSTRATE EVIDENCE OF: INNOVATIVE INTERNATIONAL JOINT VENTURE BUSINESS DEVELOPMENT; SUCCESSFUL STRUCTURING AND ASSESSMENT OF TECHNICAL AND BUSINESS PROPOSALS; PROVEN ACCOMPLISHMENTS IN PRIVATE BUSINESS DEVELOPMENT; AND MANAGEMENT OF THE TECHNICAL, FINANCIAL AND MARKET ASPECTS OF TECHNOLOGY DEVELOPMENT IN THE PRIVATE, FOR PROFIT SECTION. THE RFP WILL BE RELEASED A/D JANUARY 14, 1986 AND THE ESTIMATED CLOSING DATE IS FEBRUARY 21, 1986. THERE WILL BE A ONE DAY RFP SEMINAR/WORKSHOP. THE DATE AND PLACE WILL BE ATTACHED TO THE RFP. THE AGENCY FOR INTERNATIONAL DEVELOPMENT ENCOURAGES AND WELCOMES THE PARTICIPATION TO THE MAXIMUM EXTENT POSSIBLE OF SMALL, MINORITY AND WOMEN OWNED BUSINESS CONCERNS IN THIS ACTIVITY AS MEMBER OF CONTRACTING OR SUBCONTRACTING FIRMS IN ACCORDANCE WITH PART 19 OF THE

FEDERAL ACQUISITION REGULATIONS. IN THIS RESPECT, IT IS ANTICIPATED THAT THE CONTRACTOR WILL MAKE EVERY REASONABLE EFFORT TO IDENTIFY AND MAKE MAXIMUM PRACTICABLE USE OF SUCH CONCERNS. ALL OTHER SELECTION EVALUATION CRITERIA BEING FOUND EQUAL, THE PARTICIPATION OF SUCH CONCERNS MAY BECOME A DETERMINING FACTOR FOR SELECTION. INTERESTED PARTIES MAY RECEIVE A COPY OF REQUEST FOR PROPOSAL FROM UNDERLINE BLANK END UNDERLINE. UNQUOTE.

8. PLEASE ADVISE CBD PUBLICATION DATE AND DATE OF RFP AVAILABILITY. WE WOULD ALSO APPRECIATE 10 COPIES OF THE FINAL RFP FOR LOCAL DISTRIBUTION.

9. USAID/I APPRECIATES PRE AND ANE ASSISTANCE. DEAN

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ORIGIN AID-00

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ORIGIN OFFICE ANPP-05
INFO FPA-01 ANPP-03 GCAN-02 FVA-01 AMAD-01 GC-01 GCFL 01
ANTR-05 CMU-05 PPR-01 PVC-02 FVPP-01 RELO-01 PRE-06
ANSA-02 /040 A0

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DRAFTED BY: AID/AHE/FD:RPRATT:PW
APPROVED BY: AID/AHE/PD:RPRATT
AID/PRE/PP:RBECKMAN (DRAFT) AID/AHE/SA:AMCDONALD (DRAFT)
AID/AHE/PD:TTIFFT (DRAFT)

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F.O. 12356: N/A
TAGS: N/A
SUBJECT: RFP FOR U.S. PACT SERVICES

REF: NEW DELHI 31258

1. PROPOSED RFP PER REPTEL HAS BEEN REVIEWED BY PRATT, DEVIH, HARRELL AND BECKMAN, AND PIO/T HAS BEEN PREPARED AND WILL BE GIVEN TO SER/AAM FOR ANNOUNCEMENT IN CBD UPON YOUR RESPONSE TO THIS CABLE AND RECEIPT OF BUDGET ALLOWANCE. YOUR PROPOSED SELECTION PANEL COMPOSITION AND PROCESS IS FINE WITH PRE AND AHE BUREAUS. HOWEVER, CONTRACTOR SELECTION IN LATE FEBRUARY WILL NOT BE POSSIBLE. ANTICIPATED TIMEFRAME IS 1) PIO/T TO SER/AAM JANUARY 13; 2) CBD PUBLICATION JANUARY 22; 3) ISSUANCE OF RFP TO RESPONDENTS FEBRUARY 5; 4) PRE-BID CONFERENCE FOR INTERESTED OFFERORS FEBRUARY 19; AND 5) RECEIPT OF PROPOSALS MARCH 24.

2. COMMENTS ON PIO/T INFORMATION FOLLOW, KEYED TO PIO/T FORMAT:

A) 5, 6 AND 150. PRE AND AHE HAD ANTICIPATED THAT PRE WOULD PROVIDE FISCAL DATA FOR PIO/T DIRECTLY UPON RECEIPT OF BUDGET ALLOWANCE, THEREBY MAINTAINING ACTION

AS A PRE PROCUREMENT. WE FEEL THIS MOST EFFICIENT APPROACH. UNLESS MISSION HAS REASONS FOR DOING DIFFERENTLY WE WILL PROCEED AS PLANNED.

B) C.2 BACKGROUND, PARA 4. FINAL SENTENCE SAYS TOD WILL MERELY QUOTE MONITOR END QUOTE PACT PROMOTIONAL EFFORTS AND A TECHNOLOGY DEVELOPMENT FUND. BASED ON OUR UNDERSTANDING OF PROGRAM, ALTHOUGH TOD MAY MERELY MONITOR THE PROMOTIONAL EFFORTS, IT WILL MANAGE THE FUND; IF NOT, WHO WILL? WE SUGGEST EITHER DELETING WORD MONITORING OR ADD WORD MANAGING BEFORE QUOTE A TECHNOLOGY DEVELOPMENT FUND.

C) ATTACHMENT B EVALUATION CRITERIA, PARA B.2.A. THE WORDS QUOTE AND TECHNICAL END QUOTE SHOULD BE INSERTED BETWEEN QUOTE FINANCIAL END QUOTE AND QUOTE VIABILITY END QUOTE.

D) ATTACHMENT B EVALUATION CRITERIA, PARA B.3.D. WE FEEL THAT THE INFORMATION REQUESTED (NAMES OF OFFERORS' CONTACTS) IS INAPPROPRIATE FOR RFP. SINCE THAT INFORMATION IS OFFEROR'S STOCK-IN-TRADE THE REQUEST MAY

GETER COME EXCELLENT PRO.PLECTS FROM RESPONDING TO RFP IF THEY ARE UNCI'RE HOW THAT HIGHLY PROPRIETARY INFORMATION WOULD BE HANDED. IF INTENT OF PARA D IS TO REVEAL OFFERORS' CAPACITY TO PERFORM WE FEEL THAT IS WELL COVERED IN PARAS D.1 AND 2 ABOVE. HOWEVER, THE POINT COULD BE STRENGTHENED BY INSERTING THE PHRASE QUOTE FAMILIARITY WITH U.S. BUSINESS AND TECHNICAL COMMUNITY - RELEVANT TO THE PACT PROJECT END QUOTE IN PARA B.3.A. FOLLOWING QUOTE PROVEN ACCOMPLISHMENTS IN BUSINESS AND TECHNOLOGY ASSESSMENT END QUOTE. WE FEEL STRONGLY THAT PARA B.3.D SHOULD BE DELETED.

3. PLEASE RESPOND ASAP TO PRATT AHE/PD. FYI, HARRELL PLANS TO CALL NICASTRO JANUARY 13 IN RESPONSE TO NICASTRO'S RECENT CALL. YOU COULD RESPOND TO THIS CABLE AT THAT TIME IF CONVENIENT. SHULTZ

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ORIGIN AID-00

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ORIGIN OFFICE CNGT-05
INFO ANPD-05 C-02 ANTR-06 CPP-01 CPS-02 CSE-02 PPR-01 RELO-01
CNEA-02 PRE-06 ANSA-02 /036-AS 311

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DRAFTED BY: AID/M/SER/AAM/W/CO:CGASKINS:JM
APPROVED BY: AID/M/SER/AAM/W/CO:JMHACKEN
ANE/PD:RPRATT (PHONE) PRE/PPR:JGELB (PHONE)
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FM SECSTATE WASHDC
TO AMEMBASSY NEW DELHI PRIORITY

UNCLAS STATE 042304

ADM AID

E.O. 12956: N/A
TAGS: N/A
SUBJECT: RFP FOR U.S. PACT SERVICES, PROJECT 386-0496

REF: NEW DELHI 03030

1. FOLLOWING ARE THE OPTIMUM TARGET DATES FOR
PROCESSING THE PACT PIO/T, BASED ON THE FACT THAT
AAM/W/CO RECEIVED THE PIO/T ON 1/23/86:

A. SMALL BUSINESS SCREENING: IF APPROVED FOR OPEN
COMPETITION, CLEARANCE SHOULD BE RECEIVED BY
2/10. IF AID'S SMALL BUSINESS OFFICE DOES NOT
CONCUR IN OPEN COMPETITION, FURTHER TIME WILL BE
NECESSARY TO REACH AGREEMENT ON METHOD OF
COMPETITION. I.E.: SMALL BUSINESS SET-ASIDE
VS. OPEN. THIS COULD ADD 2-3 WEEKS TO THE
PROCESS.

B. PUBLICIZING: NOTICE TRANSMITTED TO CBD ON
1/31. SHOULD APPEAR WEEK OF 2/14/86.

C. RFP ISSUANCE: 15 DAYS AFTER CBD ANNOUNCEMENT,
ON OR ABOUT 2/25.

D. RESPONSE TIME: IF RESPONSE TIME IS LIMITED TO
30 DAYS THE PROPOSAL CONFERENCE WILL HAVE TO BE
ELIMINATED. IN ORDER TO ALLOW TIME FOR THE
OFFERORS TO PREPARE FOR AND ATTEND THE
CONFERENCE AND DISTRIBUTE THE MINUTES OF THE
CONFERENCE TO ALL THOSE WHO REQUESTED THE RFP,
THE RESPONSE TIME WOULD HAVE TO BE EXTENDED TO
AT LEAST 45 DAYS, OR CLOSING DATE OF 4/14.
WITHOUT CONFERENCE, THE CLOSING DATE COULD BE
3/25.

E. EVALUATION OF OFFERS: THE EVALUATION PROCESS
AND MEMORANDUM PREPARATION TIME USUALLY TAKE
AROUND 2 WEEKS. RECEIPT OF EVALUATION MEMO
COULD BE 4/4.

F. COST PROPOSALS: WILL BE EVALUATED FOR THOSE
OFFERORS IN THE COMPETITIVE RANGE. THIS COULD
TAKE UP TO A WEEK DEPENDING ON THE NUMBER OF
COMPETITORS. AT THIS POINT PRE-AWARD AUDITS
WILL BE REQUIRED IF THE OFFERORS HAVE NOT DONE
PREVIOUS BUSINESS WITH AID OR OTHER GOVERNMENT
AGENCIES. AN AUDIT WILL TAKE AT LEAST ONE MONTH.

BEST AND FINALS: WITHOUT AN AUDIT, BEST AID
FINALS COULD BE REQUESTED ON 4/11, RECEIVED ON
4/25, AND RE-EVALUATED BY 4/30.

CONTRACT: COULD BE PREPARED AND SIGNED WEEK OF
5/5.

2. AS STATED ABOVE, THESE ARE THE OPTIMUM TARGET DATES,
AND DO NOT TAKE INTO CONSIDERATION ANY SLIPPAGE OF
TIME BASED ON AAM WORKLOAD, AAM MOVE TO NEW LOCATION
PLANNED FOR APRIL, OR OTHER PROBLEMS BEYOND OUR
CONTROL.

3. IF TIME FRAME IS UNACCEPTABLE PLEASE ADVISE SO AAM
DOES NOT REPEAT NOT CONTINUE COMPETITIVE SELECTION
PROCEDURE. SHULTZ

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ACTION AID-00

E. TECHNOLOGY DEVELOPMENT FUND (TDF) - A DOLS 10 MILLION DOLLAR FUND THAT WILL BE ADMINISTERED BY TOD TO SUPPORT COMMERCIAL R AND D IN INDIA LEADING TO THE PRODUCTION AND MARKETING OF A NEW PRODUCT OR PROCESS. DEAN

ACTION OFFICE PRF-06

INFO FPA-02 ANDP-03 ANPD-05 GCAN-02 PPPB-02 GC-01 GCFL-01
PPDC-01 AMM-01 ANTR-06 CMGT-05 PPR-01 ES-01 AAID-01
RELO-01 ANEA-02 /041 A6 X15

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FM AMEMBASSY NEW DELHI
TO SECSTATE WASHDC 4834
INFO AMEMBASSY BANGKOK

UNCLAS NEW DELHI 01159

AIDAC

AID/W FOR ANE/PRATT, PRE/BECKMAN AND A/A HARRELL

E.O. 12356: N/A
SUBJECT: PROGRAM FOR ADVANCEMENT OF COMMERCIAL
TECHNOLOGY (386-0496) - RFP FOR U.S. PACT SERVICES

REF: NEW DELHI 31258

1. THE FOLLOWING IS GLOSSARY TO BE USED IN SUBJECT
RFP:

2. GLOSSARY:

A. PACT- THE PROGRAM FOR ADVANCEMENT OF COMMERCIAL
TECHNOLOGY (PACT) IS DESIGNED TO ACCELERATE THE PACE
AND QUALITY OF TECHNOLOGICAL INNOVATION FOR PRODUCTS
AND PRODUCTION PROCESSES HAVING APPLICATION IN
INDUSTRY, AGRICULTURE, HEALTH, ENERGY AND OTHER
AREAS BENEFICIAL TO THE DEVELOPMENT OF INDIA. PACT
IS INTENDED TO STIMULATE COMMERCIAL RESEARCH AND
DEVELOPMENT IN INDIA BY PROMOTING AND FINANCING
INDO-U.S. R AND D JOINT VENTURES.

B. ICICI - THE INDUSTRIAL CREDIT AND INVESTMENT
CORPORATION OF INDIA (ICICI) LOCATED IN BOMBAY IS A
FINANCIAL INSTITUTION ESTABLISHED IN 1955 TO
ENCOURAGE AND ASSIST INDUSTRIAL DEVELOPMENT AND
INVESTMENT IN INDIA. ICICI IS MANAGED BY A
PROFESSIONAL STAFF AND RECEIVES GUIDANCE ON POLICY
FROM ITS 15 MEMBER BOARD. ICICI HAS 280
PROFESSIONALS AND OFFICES IN 4 CITIES. IT HAS
RESOURCES OF RS. 19.2 BILLION (U.S. DOLS 1.6
BILLION) AS OF DECEMBER 31, 1984.

C. TOD - A NEW TECHNOLOGY DEVELOPMENT DIVISION WILL
BE FORMED BY ICICI TO CARRY OUT THE PROMOTIONAL AND
OPERATIONAL ACTIVITY OF PACT. TOD WILL BE STAFFED
BY ICICI CAREER PROFESSIONALS AND TWO PROGRAM
ADVISORS (ONE IN U.S. AND ONE IN INDIA). THE STAFF
OF THE TOD WILL ADMINISTER PACT. THE TWO PROGRAM
ADVISORS WILL REPORT TO THE CHIEF, TOD WHO IN TURN
WILL REPORT TO THE CHAIRMAN OF ICICI. THE CHIEF OF
TOD WILL SERVE AS PRINCIPAL CONTACT PERSON FOR THE
INDIA AND U.S. COUNCILS AND USAID FOR THE PACT.

D. JOINT COUNCIL - A JOINT INDO-U.S. PACT COUNCIL
WILL BE FORMED TO PROVIDE POLICY AND MANAGEMENT
GUIDANCE. THE APPROXIMATELY 3 PERSON COUNCIL WILL
BE PREDOMINANTLY PRIVATE SECTOR BUSINESS PERSONS AND
PROFESSIONALS. THIS COUNCIL WILL MEET PERIODICALLY
IN NEW DELHI IN THE UNITED STATES.

*John -
Pls. add
this to the PACT
RFP.*

*Shank
R'*

Done ✓