

**EMBASSY OF INDIA, MUSCAT**

**INVITES QUOTATIONS**

**FOR COMMISSIONING OF PHARMACEUTICAL SECTOR**

**MARKET RESEARCH REPORT**

**LIMITED TENDER NOTICE**

**TENDER NO. MUS/209/1/2020**

**LAST DATE FOR SUBMISSION OF BIDS: 19 JANUARY 2021 1600 hours**

**DATE OF OPENING THE BIDS: 21 JANUARY 2021 1100 hours**

**PLACE OF OPENING OF BIDS: EMBASSY OF INDIA, MUSCAT,  
DIPLOMATIC AREA, JAMIAT AL DOWAL AL-ARABIA STREET,  
DIPLOMATIC QUARTERS, AL-KHUWAIR, PO BOX NO. 1727,  
POSTAL CODE 112, RUWI, SULTANATE OF OMAN**

**EMBASSY OF INDIA**

**MUSCAT**

**Notice inviting Quotation/Bids**

**Subject : Invitation of Bids for Commissioning of Pharmaceutical Sector**

**Market Research Report**

The Embassy of India, Muscat invites sealed quotations from reputed consulting firms for commissioning of pharmaceutical sector market research report, as per the scope of work and terms and conditions given in this Tender Notice:

**Scope of Work :**

Report may include the following Terms of Reference:

**a) Brief analysis about Indian pharma industry**

- SWOT analysis
- Main sectors and products
- Top 10 exporters and importers of pharma products

**b) Analysis of pharmaceutical market in Oman**

- Market situation
- SWOT analysis
- Main sectors and products

- **Top 10 exporters and importers of pharma products, including tariff rates**
- **Analysis on the Oman's Insurance Service system and the products covered**
- **SWOT analysis of India's major competitors in the Oman market and competitive advantages**
- **Case study of successful foreign pharma product entry into Oman market**
- **Oman's local players in the market and their cooperation with other countries**
- **Surveys/interviews of pharma companies are encouraged for the report**

#### **c) Industry regulations**

- **Pharma regulation in Oman market and related ministries and government organizations for approval and certification**
- **Trade regulation and procedures for export to Oman**
- **Trade barriers (tariff, non-tariff, etc.) and other entry level barriers for Indian pharma products in Oman**

#### **d) Strategy for Indian pharma products in Oman**

- **USP of Indian companies in the Oman pharmaceutical market and positioning strategy**
- **India's strategy for effectively entering Oman pharma market**

- **Forecast of future growth opportunities of Indian pharma businesses in Oman**

**Eligibility Criteria :**

- a) The firm should possess all necessary registration and certificates required under local regulations.**
- b) The firm should have minimum 5 years of work experience in the market study field and the history of working on the Oman market report.**
- c) Period of completion for the work is 2 months from the date of commencement, including the feedback sessions.**
- d) Price quoted should be on an all-inclusive basis and shall include the cost of all services, personnel, material, delivery, etc. Inclusion/exclusion of all levies/taxes, where applicable, should be clearly specified.**
- e) Agency shall be bound to remove/rectify/replace any defects/defective work which is noticed at his own risk and cost.**
- f) The Embassy of India would not be responsible for any dues other than the agreed contract amount.**

**g) Bidders should quote for all the scope of work altogether, done from one company.**

**h) Quotations should remain valid for acceptance for 90 days from date of closing without any price escalation for whatever reasons.**

**i) Once the tender is awarded, the winning bidder will have to complete the task within 2 months of award of work.**

**j) No Advance or down payments. The Payments to the selected bidder would be through bank transfer on satisfactory completion of work.**

**k) The Embassy of India will have exclusive IP rights on the report.**

### **Bid System**

**(a) The Company shall submit its quotations in two separate sealed envelopes, namely (a) First Envelope–superscripted“Technical Bid for pharmaceutical sector market research report”; and (b) Second envelope–superscripted “Financial Bid for pharmaceutical sector market research report”. It should also be superscripted at the bottom left corner of the envelopes with full name, postal address, fax, email, telephone number of the bidder.**

**(b)The sealed bid shall be submitted to The Head of Chancery, Embassy of India, Muscat.**

**(c) Any clarification on the scope of work may be sought by email at email id [sscom.muscat@mea.gov.in](mailto:sscom.muscat@mea.gov.in) before 19 January, 2021.**

**(d)Bids may be sent by hand in person or by courier. Bids received by fax/email shall not be accepted.**

**(e)Bids received after the closing date and time 19 January, 2021 at 4:00 PM as prescribed in the tender notice shall not be accepted.**

**(f)Bids shall be opened on the date and time as given below in the presence of the authorized representatives of the companies, who may wish to attend. The technical bids shall be opened on 21 January, 2021. Financial bids of only of those companies who have qualified in the technical bid stage shall be considered.**

	<b>Date</b>	<b>Time(Oman Local Time)</b>
<b>Date of Publishing</b>	<b>30-12-2020</b>	<b>8:30 AM</b>
<b>Bid submission Start date</b>	<b>30-12-2020</b>	<b>8:30 AM</b>
<b>Bid Submission End date</b>	<b>19-1-2021</b>	<b>4:00 PM</b>
<b>Technical Bid opening Date</b>	<b>21-1-2021</b>	<b>11:00 AM</b>
<b>Financial Bid opening</b>	<b>21-1-2021</b>	<b>11:00 AM</b>

<b>Date</b>		
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**Terms & Conditions:**

**.i) The Tender issuing authority reserves the right to withdraw / cancel the Tender for any reasons whatsoever after publication / award of contract.**

**ii) The Tender notice issuing Authority reserves the right to accept or reject any or all the Tenders without assigning any reasons whatsoever.**

**iii) The companies will be shortlisted for participation in the tender on the basis of their technical bids. The financial bids of only the eligible companies so shortlisted will be considered. All submitted bids shall be confidential and will remain with the Embassy. The decision of the Embassy in this regard will be final . The Embassy reserves the right to reject any bid without assigning any reasons.**

**iv) The tendering authority reserves the right to accept any tender not necessarily the lowest, reject any tender without assigning any reasons.**

**Interested parties may forward their sealed quotations (Technical and Financial bid in separate sealed envelopes) on the letterhead of the company on or before 1600 hrs on Tuesday 19<sup>th</sup> January, 2021 to :**

**Head of Chancery**

**Embassy of India, Muscat**

**Diplomatic Area, Jamiat Al Dowal Al-Arabia Street,  
Diplomatic Quarters, Al-Khuwair, PO Box No.1727,  
Postal Code 112, Ruwi, Sultanate of Oman.**

**(Tarun Kumar)**

**Head of Chancery**

**Embassy of India, Muscat**

**Tel: +968 24684577**

**Email: [hoc.muscat@mea.gov.in](mailto:hoc.muscat@mea.gov.in)**

**[sscom.muscat@mea.gov.in](mailto:sscom.muscat@mea.gov.in)**



**Annexure-I**

**To,  
Head of Chancery  
Embassy of India,  
Muscat**

**Dear Sir/Madam,**

**I/We, Representative(s) of M/S\_\_\_\_\_ solemnly declare that:-**

**a) I/We are submitting tender for COMMISSIONING OF PHARMACEUTICAL SECTOR MARKET RESEARCH REPORT against tender Notice No. MUS/209/1/2020 dated 30-12-2020.**

**b) All information furnished by me/us in respect of fulfillment of eligibility criteria and other information given in this tender is complete, correct and true.**

**c) All documents / credentials submitted along with this tender are genuine, authentic, true and valid.**

**d) The Price – Bid submitted by me / us is “Without Any Condition”.**

**e) I/We have not been banned /de-barred by any Government or Quasi Government agencies or PSU’s.**

**f) In any information or document submitted is found to be false / incorrect, Embassy may cancel my/our Tender and can take any action as deemed fit including termination of the contract, forfeiture of all dues and blacklisting of my/our firm and all partners of the firm etc.**

**g) All the terms and conditions of the tender are acceptable to us.**

**Yours sincerely**

**(Signature of Tenderer)  
with company seal.**

**Financial Bid**

**Proforma for Financial bid**

**To,  
Head of Chancery,  
Embassy of India,  
Muscat**

**Dear Sir,**

**Sub : Financial bid for COMMISSIONING OF PHARMACEUTICAL  
SECTOR MARKET RESEARCH REPORT TENDER NO.  
MUS/209/1/2020.**

**\_\_\_\_\_ (Name of the Company) proposes to undertake  
the work of PHARMACEUTICAL SECTOR MARKET RESEARCH  
REPORT at a cost of \_\_\_\_\_ (amount in words) payable after  
completion of the work. The cost is all inclusive of tax and rates.**

**2. We are bound by this offer if the Tender is awarded to us.**

**For and on behalf of:**

**Signature (Authorised Signatory)**

**Designation:**

