



EMBASSY OF INDIA, MUSCAT

INVITES BIDS

**FOR COMMISSIONING OF MARKET RESEARCH REPORT ON
THE MANUFACTURING SECTOR OF THE OMAN-
OPPORTUNITIES & POTENTIAL**

TENDER NOTICE

TENDER NO. MUS/COM/209/2/2022

LAST DATE FOR SUBMISSION OF BIDS: 13 December 2022, 17.00PM

DATE OF OPENING THE BIDS: 14 December 2022, 11.00AM

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

EMBASSY OF INDIA

MUSCAT

Notice Inviting Tender (NIT)

Subject : Invitation of Bids for Commissioning of a Market Research Report on the Manufacturing Sector of the Oman- Opportunities & Potential

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

2. The Embassy of India would like to conduct a study of manufacturing sector of Oman and to prepare a report on opportunities and potential in this sector. The study shall focus on finding answers to the following questions:

- Is there a vibrant and thriving manufacturing sector in Oman?
- What are the reasons for Oman to have a manufacturing sector?
- What are the major industries in manufacturing sector of Oman?
- Does Oman have the capability to sustain and grow its manufacturing sector?
- What has been the history of manufacturing in Oman?
- How importance does the government of Oman accord to the manufacturing sector? What are initiatives and strategies of the government of Oman to support the manufacturing sector?
- What is the impact of these strategies and initiatives of the government?
- How well Oman manufactured products are received in the regional and global markets?

- Where does Oman source its raw materials for manufacturing industries?
- What makes an investor choose Oman as the preferred location for manufacturing?

Scope of Work :

Report may include the following Terms of Reference:

a) Brief analysis about Oman's Manufacturing industry

- SWOT analysis
- Projects more or less aligned with Oman Vision 2040 and its 5 year plans.
- Main industries and products
- Opportunity for import substitution
- Size of total investment
- Manpower requirement and availability of raw materials
- Opportunity to set up projects in free zones
- 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
- Oman's local players in the market and their cooperation with other countries
- Surveys/interviews of manufacturing companies are encouraged for the report.

b) Overview of the manufacturing sector in Oman

Research coverage shall include:

- Sectoral contribution
- Trends in manufacturing output
- Regional distribution
- Details on availability of infrastructure, utilities, logistics, etc.
- Import/export scenario

c) Industry regulations

- Manufacturing 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 manufacturing industries in Oman.
- Incentives/packages offered by the Sultanate of Oman for investors in Manufacturing sector in Oman.

d) Strategy for Manufacturing Sector in Oman

- USP of Indian companies in the Oman manufacturing market and positioning strategy
- India's strategy for effectively entering Oman manufacturing market
- Forecast of future growth opportunities of Indian Manufacturing sector in Oman
- Scope for export by Indian companies to Oman in Manufacturing Sector.

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) Bids 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 **strictly within 2 months of award of work.**

j) No Advance or down payment will be made to the successful bidder. 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. The language of the report should be in English.

Bid System

(a) The Company shall submit its quotations in two separate sealed envelopes, namely (a) First Envelope–superscripted “Technical Bid for manufacturing sector market research report”; and (b) Second envelope– superscripted “Financial Bid for manufacturing 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 bids shall be submitted to The Head of Chancery, Embassy of India, Muscat by 13 December, 2022 by 1700 PM.

(c) Any clarification on the scope of work may be sought by email at email id sscom.muscat@mea.gov.in before 29 November 2022.

(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 13 December 2022 at 17.00 PM as prescribed in the tender notice shall not be accepted.

(f) **Earnest Money Deposit (EMD):** The Earnest Money Deposit (EMD) of **OMR 100/- (Omani Rial One hundred only)** in the form of Account Payee Demand Draft/ Pay Order/Bank Guarantee drawn in favour of “Embassy of India, Muscat” is required to be submitted along with tender bids (inside technical bid folder). Bids shall not be considered in case the EMD is not submitted and would be rejected summarily.

(g) 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 13 December 2022. Financial bids of only of those companies who have qualified in the technical bid stage shall be considered.

	Date	Time(Oman Local Time)
Date of Publishing	22/11/2022	1000 AM
Bid submission Start date	22/11/2022	1000 AM
Bid Submission End date	13/12/2022	1700 PM
Technical Bid opening Date	14/12/2022	1130 AM
Financial Bid opening Date	To be intimated later	-

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.

v) Successful bidder has to provide ten (10) hard bound color printed copies and fifty (50) soft copies in USB drive of the final approved report.

Interested parties may forward their sealed quotations (Technical and Financial bid in separate sealed envelopes) on the letterhead of the company on or before 13 December 2022 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.

Praveen Kumar
Head of Chancery
Embassy of India, Muscat
Tel: +968 24684393
Email: 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 MARKET RESEARCH REPORT ON ‘THE MANUFACTURING SECTOR OF THE OMAN- OPPORTUNITIES & POTENTIAL’ against tender Notice No. MUS/Com/209/2/2022 dated 22-11-2022.**
- 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.

h) Earnest Money Deposit (EMD) of OMR 100/- (Omani Rial One hundred only) in the form of Account Payee Demand Draft/Pay Order/Bank Guarantee drawn in favour of “Embassy of India, Muscat” is attached with the Technical bid offer.

Yours sincerely

(Signature of Tenderer)

with company seal.

Date :

Financial Bid

Proforma for Financial bid

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

Dear Sir,

Sub : Financial bid for COMMISSIONING OF MARKET RESEARCH REPORT ON ‘THE MANUFACTURING SECTOR OF THE OMAN- OPPORTUNITIES & POTENTIAL’ vide TENDER NO. MUS/COM/209/2/2022.

_____ (Name of the Company) proposes to undertake the work of MARKET RESEARCH REPORT ON ‘THE MANUFACTURING SECTOR OF THE OMAN- OPPORTUNITIES & POTENTIAL’ at a total 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 (Authorized Signatory)

Designation:

Date :