

EMBASSY OF INDIA, BRUSSELS

**Request for Proposal (RFP)**

**Invitation of bids for a study on “Potential Gains from India-EU Limited Trade Agreement: an Ex-ante Evaluation”**

The Embassy of India to Belgium, Luxembourg and the European Union invites interested parties to carry out a research study on **“Potential Gains from India-EU Limited Trade Agreement: an Ex-ante Evaluation”**

**The Terms of Reference of the study are:**

**The context:** India has been negotiating a broad based trade and investment agreement with EU since 2007. After several rounds of talks the negotiations for a comprehensive Free Trade Agreement (FTA) were suspended in 2013 due to a gap in the level of ambition between the EU and India. However, both sides remain committed to continued engagement with each other for concluding a mutually beneficial trade agreement. With the changing global economic scenario due to COVID 19 crisis, it becomes all the more relevant that strategic partners like India and EU, strengthen their trade ties for faster recovery of their economies through the engine of trade.

**Purpose of the study** is to understand the likely economic implications for India in negotiating a trade agreement with EU, specifically focusing on the areas of divergence in the Indian and EU position related to trade in goods and services.

Scope of work:

Based on broad macro analysis of current direction of our exports to EU countries and quantitative analysis using trade indicator, partial/generalequilibrium models, the study should answer the following research questions:

1. What can be the potential medium and long-term gains/losses for India (both, as exporter and importer) from a limited trade agreement/ and its eventual realization into broad-based trade agreement with EU?
2. What should be is the extent of coverage of tariff lines and magnitude of tariff liberalization for India’s negotiating position?
3. What are the potential areas/sectors of importance wherein existing bottlenecks are impeding greater market integration? What are the suggested ways and course correction for remove these bottlenecks?

4. Which are the specific Services Sectors (tourism, education, etc.) in which there can be opportunities for India services exports to EU and what are the suggested mechanisms (eg.MRAs) to tap that potential?

Broadly, the study is expected to include medium and long-term changes (where possible) in trade dynamics due to COVID 19. It should look into factors which could advance India's integration into global supply chains (with particular emphasis on medium and long term realignment of supply chains due to COVID 19 for key products, eg. pharma) and seek to identify elements which advance the objectives of Atma Nirbhar Bharat Abhiyan (Self-reliant India Mission) in India.

The scope of work may also include any other relevant input/area of concern/suggestion/other details and analysis as deemed fit by the researcher.

Schedule of completion of work: The study must be completed within three months of the award of the contract or 25<sup>th</sup>Jan. 2021, whichever is earlier.

Final outputs: The intellectual property rights of the study would rest with the Embassy of India, Brussels, Ministry of External Affairs, Government of India.

Procedure for submission of proposal: Interested parties may send a proposal by 21st September 2020 with objectives, approach, proposed outcomes, research methodology, financial cost of the study (separate from the technical proposal) and relevant annexes.

Eligibility: Only parties who have experience in conducting similar studies will be considered. Past research articles and publications will be taken into account. A list of key consultants who will be working on the study and their CVs is required to be submitted.

Bid evaluation criteria and selection procedure: The evaluation and selection of the successful proposal will be based on quality and cost-based criteria. The technical content and financial proposal will be given weightage of 80% and 20%, respectively. Only those proposals which qualify from the technical aspect will be considered from evaluation from financial angle also. An internal evaluation committee will select the successful proposal.

Standard format for technical and financial proposals: The technical proposal must contain the broad and specific objectives of the study, proposed methodology, work plan indicating the time-line, expected outcome, details of the project team with their brief CV, supporting documents establishing the academic excellence of the Institution, etc. The financial proposal should be prepared and submitted as a separate attachment, and must contain the

breakdown of expenses relating to manpower charges and other relevant charges.

Proposed contract terms: Short term consultancy work. The responsibility of data collection, analysis and report writing will solely lie with the Institution to whom the contract is awarded. Discretion with regard to external parties must be applied by the selected consultancy in conducting this work, with the content of the finished study belonging to the Ministry of External Affairs, GOI.

Procedure for midterm review and final draft: A presentation of a preliminary outline and approach of study is expected within 10 days of the award of the contract. A midterm review will take place 1.5 months after the launch of the contract, in which the lead consultants will present the research conducted so far. The Mission will provide feedback to this review which the consultancy is required to incorporate into the study. A final review and draft of the study is required 2.5 months (maximum) after the contract begins. The final draft will be vetted by the Mission and feedback, if necessary, will be provided to the consultancy, to be incorporated into the final version of the study.

Contact: All interested parties may direct proposals to: Dr Smita Sirohi, Adviser, Embassy of India, Brussels ([adviser2.brussels@mea.gov.in](mailto:adviser2.brussels@mea.gov.in)). All queries can be sent to the email address given above.