

Embassy of India
Addis Ababa

**Invitation for Expression of Interest for Selection of Consulting Firm for
conducting of Study for Export Opportunities Study for Oil Seeds, Pulses,
Cotton, gemstones and Coffee from Ethiopia to India**

1. Background

Ethiopia has a rich agricultural sector with significant production of oil seeds, pulses, and coffee. Recognizing the potential for strengthening export opportunities, this study aims to assess the current status, potential, and challenges in exporting these commodities from Ethiopia to India.

The Embassy of India in Addis Ababa requests for the Expression of Interest from Consulting Firms for conducting market study for the production and export opportunity in the areas of Oil Seeds, Pulses, Cotton, gemstones and Coffee.

2. Objectives

The primary objectives of this study are:

- To analyze the current status of production, processing, and export of oil seeds, pulses, cotton, gemstones/precious stones and coffee in Ethiopia;
- To identify the potential for increasing exports of these commodities to the Indian market;
- To assess the challenges and barriers faced by Ethiopian exporters in accessing the Indian market and;
- To propose recommendations for strengthening export opportunities and addressing challenges.

3. Scope of Work

The selected organization will be responsible for:

- Reviewing existing literature, reports, and data related to the production, processing, and export of oil seeds, pulses, and coffee in Ethiopia.
- Conducting field visits to key production and processing areas in Ethiopia to gather primary data
- Analyzing market trends and demand in India for oil seeds, pulses, and coffee
- Engaging with relevant stakeholders, including government agencies, exporters, and industry associations
- Identifying and analyzing trade policies, regulations, and barriers affecting exports from Ethiopia to India

- Providing a comprehensive report with findings, conclusions, and actionable recommendations.

4. Deliverables

The organization is expected to deliver the following:

- Inception report outlining the methodology, work plan, and data collection tools
- Interim report providing preliminary findings and progress updates
- Draft final report for review and feedback
- Final report incorporating feedback, with detailed analysis and recommendations.

5. Timeline

The study is expected to be completed within 30 working days, starting from the contract signing date.

6. Proposal Submission

Interested firms should be submit their proposal in the following manner:-

- (i) One sealed envelope should contain the **technical proposal**, as well as the details of the company and relevant organizational experience. The necessary documents pertaining to eligibility criteria (refer Para 7 of this document) should also be submitted in this envelope. This envelope should be superscribed as “Technical proposal for Expression of interest for market study” with the submitting company’s details.
- (ii) The second sealed envelope should contain the **financial proposal** and should be superscribed as “Financial proposal for Expression of interest for market study” with the submitting company’s details.
- (iii) The above mentioned two sealed envelopes should be placed in one outer cover and the same may be submitted to the following address latest **by 1700 hrs of 21 March 2024**.

Second Secretary (Commerce)
Embassy of India
House No. 224, Kebele 13/14, Woreda 07
Arada Sub-City
Near Bel Air Hotel
Aware, Addis Ababa

The proposal may be submitted by post/by hand. However, The Embassy would not be responsible for any postal delays and the proposal, which reaches after the deadline, would be liable to be rejected.

7. Eligibility Criteria

- The organization must be a registered and reputable entity in Ethiopia. The company must submit a copy of their license/registration certificate in technical cover.
- Demonstrated experience in conducting similar studies related to agricultural exports. Relevant details need be submitted in Technical Cover.
- Knowledge of the Ethiopian agricultural sector and export regulations. Relevant details need be submitted in Technical Cover.

8. Proposal Evaluation and Contract Award

Proposals will be evaluated based on the organization's experience, methodology, and cost-effectiveness. The Embassy's decision in awarding the contract will be final.

For any inquiries, please contact on com.addisababa@mea.gov.in