

**INDIAN INSTITUTE OF FOREIGN TRADE  
(DEEMED TO BE UNIVERSITY)**

**Expression of Interest is invited from established agencies having experience in  
executing National Industrial surveys with special focus on ECGC's MLT Export  
Insurance**

The Institute is currently working on a project of ECGC Ltd. Titled, *“An Evaluation of the ECGC ML&T Business with a view to improve the Export Performance of the India”*.

IIFT invites written Expression of Interest (EoI) for conducting a primary survey for Medium- and Long-Term Exporters and Banks across India. The survey will be focused on adoption of ECGC's MLT Export Credit Insurance Policy. IIFT will provide an initial list of exporters and Bankers. However, the survey will cover not only exporters and banks in the list provided by the IIFT/ECGC but also identify and include exporter and bankers not covered in this list. The survey agency will be also expected to do the following:

- To present trends in MLT Exports from India (by volume, sector, geography, category of project exports)
- To conduct a comparative analysis with other major project export countries (using latest secondary data)
- To create profiles of active Indian MLT exporters (IMEs) and analyse their strengths and weaknesses
- To estimate the market size of MLT Exports (along with sectoral and geographical distribution) and prospects for MLTs including major emerging project exports destinations
- To make recommendation(s)/ suggestion(s) to boost Project Exports from India

The survey will cover the MLT policy holders, non-policy holders, bankers. This selection should be randomly/Uniformly distributed throughout the different regions selected from the different Indian states.

There is a short time window for collection of data by way of field survey in a time-bound manner. The surveying agency is expected to deploy its skilled manpower locally with domain insight to conduct surveys and interviews in different regions of the country. The



agency has to provide valid, reliable and accurate information to IIFT within an agreed time period and format.

**Eligibility criteria** are in **Schedule-I**. Duties/Responsibilities/Deliverables are in **Schedule II**. Responses are to be submitted in the format as per **Schedule III**. The bidding agencies will indicate their interest region wise. They will also have to jointly develop the questionnaire along with IIFT. The bidding agencies will be evaluated based on their expertise and commercial bids.

**The EOI should reach to the ECGC Chair Professor's Office [Room No. 710, 7th Floor, Block-I, Indian Institute of Foreign Trade, B-21, Qutab Institutional Area, New Delhi – 110016] within 18 days from the date of publishing this invitation i.e., on or before 30<sup>th</sup> May, 2022. The EOI must be submitted both in hard as well as soft copy (vpojha@iift.edu). In case of any technical clarification, please write to vpojha@iift.edu.**

**ECGC Chair Professor, IIFT**

### **Schedule I**

#### ***Eligibility:***

- Have conducted surveys of firms focusing on issues such as exports, women-specific surveys, and innovation efforts, etc. It should have conducted at least one such survey in last five years.
- Should have proven record of data collection, collation and compilation and performance with at least three surveys in last five years.
- Should have at least 3 years of registered establishment as a research organization / survey services provider organization. Documents in support of this clause should be provided.
- They should have established office and own field staff in the specific region/s where they are expressing interest.
- Have established processes and proven track record to comply with prescribed methodologies. Documents showing successful completion of work with client details and contact number should be furnished.

### **Schedule II**

#### ***Duties/ Responsibilities/ Deliverables:***

1. Complete survey, data entry and report writing should be completed within **60 days** of receipt of work order. A pilot survey is to be executed within 10 days of the above order.
2. Deploy adequate manpower for survey equipped with survey skills, understanding of firm's economic behavior, technology integration issues and knowledge of English language.



3. Coordinate with relevant firms and associations of traders and manufacturers.
4. Ensure reliability and accuracy in the information gathering process with some substantiating documents like business cards etc.
5. Provide IIFT complete weekly plan of the entire survey within 10 days of signing of the Agreement. Prior intimation (At least 7 days before the visit) to the contact person at IIFT about the complete program of the survey teams at notified places (Place and dates of interviews, FGD etc.) along with the full details of the personnel visiting. Indicate Start Date, In- Process Dates and End Date for Each Cluster.
6. Apprise IIFT contact person of the progress on weekly basis and changes in the entire survey if any.
7. IIFT faculty members will occasionally visit the survey venue and crosscheck the authenticity of the surveys.
8. Will be required to give an interim presentation of work done after 25 days for IIFT review.
9. Data entry of the collected data (in the templates provided) and soft copy of the comprehensive report to reach IIFT within 10 days after the completion of the survey. Hard copies of the filled questionnaire and complete Report should be sent through credible courier services which should reach IIFT within 15 days after completion of the survey.
10. Organization awarded survey is fully responsible for any kind of human risk as a result of survey carried out for IIFT.
11. Delay in submission will attract 0.5 percent penalty per week or part thereof subject to maximum of 10% percent, towards Liquidated Damages.
12. Delay beyond reasonable time may lead to cancellation of order at the discretion of Director IIFT.
13. Any dispute should be amicably settled, the decision of Director, IIFT, will be binding on both the parties.
14. The jurisdiction for any settlement of disputes will be limited to state of Delhi.
15. The successful agency should give declaration mentioning that no part of the survey information will be forwarded to any other party other than IIFT.
16. Payment Terms:
  1. 25% percent payment will be released once the contract is signed
  2. Rest 75% will be released after getting and acceptance of the survey data and report.
  3. The successful agency should provide PAN, TIN, GSTN, and other relevant details.



**Schedule III**

Name of the Organization \_\_\_\_\_

Address & Contact Details \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Type of Organisation (Ltd./Partnership/ etc.) \_\_\_\_\_

Number of Permanent Manpower \_\_\_\_\_

Since when in operation \_\_\_\_\_

Average Audited (Last three years) \_\_\_\_\_

Experience of conducting Export Import and technology related Surveys (Last three Years)

Project Details (Including places/locations of Pro js.)	Organization	Duration (Months)	Value
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_____	_____	_____	_____
_____	_____	_____	_____
_____	_____	_____	_____

(Please attach documentary proof of the above work)

Expected Rate per Questionnaire (INR) :

(This is an all India survey and companies should be selected with even geographical distribution)

Time to Start survey from date of award:

Authorized. Signatory

Name & Designation

(on letter head of the organisation)



## **Brief Detail of the Study**

### **Objective of the Survey**

The project for which the primary survey will be undertaken aims to evaluate ECGC's performance in terms of MLT-business from exporter and banks in terms of **relevance, effectiveness, efficiency, impact, and sustainability**, i.e., an overall analysis of results of functioning of the exporters. The study also aims to assess ECGC's performance in terms of advisory services to exporters and banks, as well as how these facilities have impacted India's export performance.

According to the ECGC's figures, MLT business accounts for just 3% of the premium income. It has been found that ECGC's main source of revenue is the premium income from insurance for export credit provided by banks. As a result, the study will look into why the number of exporters using the MLT facility is small, as well as how the MLT's share of premium income can be increased.

It also seeks to understand various challenges faced by MLT Exporters: export related challenges and risks as well as other challenges. The ECGC coverage will be examined and accordingly recommendations will be provided to them, based on which they would be preparing an action plan to increase the uptake of the policy among such firms.

### **Expected Information**

The survey would cover the following broad categories: **(a) general information about the organisation, (b) specific information about the ECGC's MLT Insurance Policy, (c) degree of financial inclusion of such firms, (d) export and other challenges faced by such firms, (e) to elicit (if any) differences in b, c and d, among operating firms, (f) importance of export credit insurance and its impact on export performance, (g) credit risk management practice, (h) reasons for not obtaining MLT export credit insurance policies, (i) awareness/availability of ECGC's MLT policies, (j) benefits of taking up ECGC coverage (if any), (k) Information of policies, claims & export performance of firms, (k) challenges faced in obtaining ECGC policies and possible improvements.**

The survey agency will gather information on firms which will include the size of the firm, age, ownership type, organization type, exports, sales and other financials. The agency will primarily concentrate on the firm's export-related and other challenges, followed by factors



determining the usage of ECGC's MLT policies in India. IIFT also needs information on the importance attached to export credit insurance policies in increasing the export performance of the different stakeholders, along with any changes in export basket and geographical spread of these firms (say, increased propensity and appetite to diversify to riskier markets, maybe). Finally, information on issues and challenges faced by firms in obtaining ECGC policies and their feedback for improvement in these policies, will also have to be amassed.

It is important to note that a complete recording of the primary survey will be required.

### **Expected Sample Size**

The IIFT will provide a list of firms which are/were the policy holders of the ECGC. The surveying agency will be required to add new companies/exporters and banks in the list. IIFT requires as much coverage as possible of all MLT exporting firms adopting MLT Insurance policies and also those not undertaking MLT insurance policy for further comparison in their export performances. The survey will be conducted nationwide in the states/clusters across India. The firms selected should be distributed equally between ECGC policy holders, non-policyholders and newly identified firms.