



EXPRESSION OF INTEREST (EoI)

for

**Empanelment of Global Capability Centres (GCC) Industry
Partners with Invest UP**

E-Bid Reference:

E-Tender Portal: <https://etender.up.nic.in>

Invest UP

6th Floor, A-Block, PICUP Bhawan

Vibhuti Khand, Gomti Nagar

Lucknow-226 010 (Uttar Pradesh)

T : 0522-2720236 & 2720238

E : info@investup.org.in

W : <https://invest.up.gov.in/>

Notice Inviting Expression of Interest (Eoi)
For
Empanelment of Global Capability Centres (GCC) Industry Partners with Invest UP

Invest UP, Government of Uttar Pradesh invites EOIs from experienced firms, bilateral business councils, industry sectoral associations, etc of national and international repute to be empanelled as Global Capability Centres (GCC) Industry Partners with Invest UP.

The details of submission of e-Bids are available in the EOI document available at the e-Tender Portal <https://etender.up.nic.in> and Invest UP website <https://invest.up.gov.in/>.

Invest UP reserves the right to cancel any or all the EOIs or annul the EOI process without assigning any reason thereof.

Issuer

Nodal Officer

Invest UP

6th Floor, A-Block, PICUP Bhawan

Vibhuti Khand, Gomti Nagar

Lucknow-226 010 (Uttar Pradesh)

Disclaimer

1. The information contained in this Expression of Interest (“Eol”) or subsequently provided to Applicants, whether verbally or in documentary or any other form by or on behalf of Invest UP, Uttar Pradesh or any of its employees, is provided to Applicants on the terms and conditions set out in this Eol and such other terms and conditions subject to which such information is provided.
2. This Eol is not an agreement and is neither an offer nor invitation by Invest UP to the prospective Applicants or any other person. The purpose of this Eol is to provide interested parties with information that may be useful to them in the formulation of their Proposals pursuant to this Eol. This Eol includes statements, which reflect various assumptions and assessments arrived at by Invest UP in relation to the mandate. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This Eol may not be appropriate for all persons, and it is not possible for the Invest UP, its employees or advisers to consider the objectives, technical expertise and particular needs of each party who reads or uses this Eol. The assumptions, assessments, statements and information contained in this Eol, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this Eol and obtain independent advice from appropriate sources.
3. Information provided in this Eol to the Applicants is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. Invest UP accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.
4. Invest U.P., its employees make no representation or warranty and shall have no liability to any person including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this Eol or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the Eol and any assessment, assumption, statement or information contained therein or deemed to form part of this Eol or arising in any way in this Selection Process.
5. Invest UP also accepts no liability of any nature whether resulting from negligence or otherwise however caused arising from reliance of any Applicant upon the statements contained in this Eol.
6. Invest UP may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this Eol.
7. The issue of this Eol does not imply that Invest UP is bound to select an Applicant or to appoint the Selected Applicant, as the case may be, for the mandate and Invest UP reserves the right to reject all or any of the Proposals without assigning any reasons whatsoever.
8. The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Proposal including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by Invest UP or any other costs incurred in connection with or relating to its Proposal. All such costs and expenses will remain with the Applicant and the Invest UP shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Proposal, regardless of the conduct or outcome of the Selection Process.

9. Invest UP may, at its own discretion, extend the date for submission of e-bids. In such case all the rights and obligations of Invest UP and Bidders previously subject to the deadline will thereafter be subject to the deadline as extended.

Instructions for EOI

1. The process for this EOI will be completed online through e-Tender portal.
2. The EOI document can be downloaded free of cost from the e-Tender portal.
3. The bidder has to register with his/her Digital Signature Certificate (DSC) in the e-tendering system and subsequently he/she will be allowed to carry out his/her e-Bid submission activities. Registering the Digital Signature Certificate (DSC) is a one-time activity. Before proceeding to register his/her DSC, the bidder should first log on to the e-Tendering system using the User Login option on the home page with the Login Id and Password with which he/ she has registered.
4. For successful registration of DSC on e-Procurement portal <http://etender.up.nic.in> the bidder must ensure that he/she should possess Class-2/Class-3 DSC issued by any certifying authorities approved by Controller of Certifying Authorities, Government of India, as the e-Procurement website <http://etender.up.nic.in> is presently accepting DSCs issued by these authorities only. The bidder can obtain User Login Id and perform DSC registration exercise even before e-Bid submission date starts.
5. The Bidder shall be required to use own Digital Signature while uploading its EOI. The Bidder shall be required to upload the EOI using its Digital Signature only. Failure to comply or usage of Digital signature of other firm shall be liable for rejection of the EOI.
6. The Bidders must upload all the required documents electronically in the PDF format except for the Financial Proposal Submission Form (BOQ) which will be electronically uploaded on the prescribed XLS format only on e-Tender portal.
7. It is suggested that the PDF Files should be made in grey scale using the minimum readable appropriate resolution so that the size of the files is minimized for fast uploading on the e-Tender portal <https://etender.up.nic.in>. The pages of the proposal submitted should be numbered and indexed. The required electronic documents for each document label of Technical (Fee details, Annexure etc) schedules/packets can be clubbed together to make single different files for each label. The size of Single label file should not exceed 20-25 MB size.
8. Along with the bids, the cost of EOI document and the EMD has to be submitted on the day of Technical Bid opening in the form of two Demand Drafts drawn in favour of Invest UP payable at Lucknow.
9. The e-bids will be opened at:
Invest UP
6th Floor, A-Block, PICUP Bhawan
Vibhuti Khand, Gomti Nagar
Lucknow-226 010 (Uttar Pradesh)

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1. Data Sheet

#	Item	Description
1	Name of the EOI	Empanelment of Global Capability Centres (GCC) Industry Partners with Invest UP
2	Time-period of contract	24 months
3	Name of the Authority's official for addressing queries and clarifications	Invest UP 4th Floor, A-Block, PICUP Bhawan Vibhuti Khand, Gomti Nagar Lucknow-226 010 (Uttar Pradesh) T : 0522-2720236 & 2720238 E : info@Invest UP.org.in W : https://invest.up.gov.in/
4	Proposal Validity Period	180 days
5	Proposal Language	English
6	Proposal Currency	INR
7	Tender Fee*	INR 5000 + 18% GST (INR 5900)
Key Submission Documents		
8	Company/Individual profile with organizational structure	Refer Section 4 (4.1, 4.2)
9	Compliance Certificates including registration, and regulatory approvals.	Refer Section 4 (4.1, 4.2)
10	Experience Portfolio	Refer Section 4 (4.1, 4.2)
11	Geographic Reach with established networks and market presence	Refer Section 4 (4.1, 4.2)
12	Work References	Refer Section 4 (4.1, 4.2)
13	Methodology & Proposal for lead identification, qualification, and conversion	Refer Section 4 (4.1, 4.2)
14	Signed Annexure I: Letter of Intent	Refer Annexure
15 Schedule of Bidding Process		
	Task	Key Date
A	EOI Issue Date	11th March 2026, 1100 hrs (IST)
B	Last Date to Submit Clarifications (through email only)	17th March 2026, 1600 hrs (IST)
C	Response to Clarifications (through virtual meeting & email)	18th March 2026, 1400 hrs (IST)
D	Submission Deadline (EOI, Letter of Intent & Methodology) – (through email only)	25th March 2026, 1700 hrs (IST)

**Invest UP reserves the right to modify the above schedule if required.*

2. Project Profile and Background

2.1. Introduction

Uttar Pradesh, a key driver of India's economy and one of the forerunners in the journey towards a USD 1 trillion-dollar economy, rapidly emerging as a preferred destination for Global Capability Centres (GCCs). Uttar Pradesh presents unparalleled investment opportunities across sectors—with a strategic focus on enabling GCCs across high-growth domains. Leveraging its geographic advantage, robust infrastructure, talent pool, and investor-centric reforms, the State is creating a fertile environment for global businesses to establish and expand their capability centres. To further catalyse this ecosystem, the Government of Uttar Pradesh has launched a dedicated policy—the **Uttar Pradesh Global Capability Centres Policy, 2024**—which outlines targeted incentives and institutional support for the establishment and expansion of GCCs in the state.

Aligned with the Government of Uttar Pradesh's vision to position the state as a leading hub for GCCs, Invest UP, the investment promotion agency of the Government of Uttar Pradesh, invites **Expressions of Interest (Eoi) from experienced firms, bilateral business councils, industry sectoral associations, etc.** to prove capabilities and collaborate with Invest UP thereby **operating as GCC Industry Partners** for developing a dynamic investment lead generation ecosystem in UP and to assist the State in developing a dynamic and future-ready GCC ecosystem.

2.2. Objectives

The objective of this Expression of Interest (EOI) is to identify to empanel qualified GCC Industry Partners to collaborate with Invest UP, thereby leveraging their network and reach of credible **investment intermediary entities**, both international and domestic, for the **identification and submission of qualified investment leads** interested in exploring Uttar Pradesh as an investment destination. The GCC Industry Partners to be empanelled by means of this EOI are referred to as Applicants, intermediaries, bidder or selected bidder, interchangeably in this EOI.

This partnership aims to create a robust investment pipeline through:

- Strategic sector-specific lead identification and qualification
- Global market intelligence and investor mapping.
- Investment opportunity development and promotion.
- Stakeholder engagement and relationship building.

3. Terms of Reference

3.1. Scope of Work

The empanelled GCC Industry Partners shall collaborate with Invest UP on one or more of the following components. The engagement is aimed at developing a comprehensive investment pipeline in GCC sector.

- a) Identify and submit **qualified investment leads** (companies, startups, conglomerates, manufacturers, etc.)—both domestic and foreign—interested in exploring Uttar Pradesh for GCC investments with clear expansion or new establishment intent.
- b) Source leads through **direct investor relationships, member institutions, diaspora networks, investor platforms, trade missions, or sectoral business communities etc.**

- c) Facilitate the setting up or scaling of GCCs in designated high-potential locations across Uttar Pradesh such as **Noida, Greater Noida, Lucknow, Ghaziabad, Gorakhpur, Varanasi, Prayagraj, Kanpur, Meerut, and Agra, among others.**
- d) Ensure each lead meets Invest UP's **minimum qualification threshold** detailed as following:
 - i. Minimum investment size of INR 50 Cr (approx. USD 5 million)
 - ii. Job creation potential of at least 500 direct jobs
 - iii. Active investment interest within 12-18 months
- e) **Validate the lead's intent through evidence** such as internal decision-making stage, budgetary allocation, or India/UP market interest confirmed at leadership level.
- f) Coordinate scheduling of an **introductory, facilitation calls and in-person meetings** between the investor and Invest UP.
- g) Update Invest UP weekly on the status of submitted leads—progressed, dropped, in pipeline, or needing follow-up, through calls or emails.
- h) Submit each lead in the prescribed Lead Submission Format including: investor name, country of origin, sector, estimated investment size, project type, decision-maker contact, investment timeline, and project brief notes (if any).
- i) Ensure all investor data is shared with full consent and **maintain strict confidentiality protocols.**
- j) Identify and outline the statutory approvals, regulatory clearances, and applicable tax structures relevant to proposed GCC investments in Uttar Pradesh.
- k) Identify and connect Invest UP with suitable investors, industry leaders, and sector stakeholders to support investment promotion initiatives such as conclaves, roundtable conferences, roadshows, and other outreach activities, and provide strategic consultation to ensure effective engagement with key decision-makers.

3.1.1. Ethical & Conduct Guidelines:

- a) Empanelled intermediaries must not misrepresent themselves as agents or representatives of Invest UP
- b) They may present themselves as **approved lead referral partners** with non-exclusivity.
- c) Lead information shared must be **factual, confidential, and consented** by the investor.

3.1.2. Conflict of Interest

- a) The Intermediary acknowledges that this engagement is a non-financial and non-exclusive collaboration with Invest UP, intended solely to facilitate the promotion and attraction of investments in the Global Capability Centre (GCC) sector in Uttar Pradesh.
- b) The Intermediary shall not, under any circumstances, represent or portray itself as an agent, partner, or authorized representative of Invest UP or the Government of Uttar Pradesh for commercial or financial purposes.
- c) The Intermediary shall not charge, solicit, or receive any consultancy fee, commission, or other monetary consideration from any lead, investor, enterprise, or third party **by virtue of its association with Invest UP.**
- d) In cases where the Intermediary independently provides consultancy, advisory, or facilitation services to any investor, it shall:
 - clearly disclose that such services are being provided in a private capacity, unrelated to Invest UP; and
 - ensure that no reference to Invest UP, its officials, logo, or affiliation is used in any proposal, invoice, or correspondence pertaining to such engagements.

- e) The intermediary shall not approach or induce an investor or lead, whether such investor or lead be its own or that of any other intermediary or that of Invest UP, to make investments in any State other than the State of Uttar Pradesh.
- f) The intermediary shall not deal with or confer or solicit any lead or investor already available to or interacting with Invest UP or any other intermediary, unless directed to so by Invest UP.
- g) The intermediary shall not disclose information or details of prospective investment etc. of any lead or investor etc., whether such information be available from Invest UP, the intermediary itself, any other empanelled intermediary or any other source, to any other investor or lead or intermediary or third party without prior consent of Invest UP.
- h) Any conflict of interest or potential conflict of interest that may arise during the course of this engagement shall be immediately disclosed in writing to Invest UP. Failure to make such disclosure shall constitute a material breach of the terms and condition of the engagement.

3.1.3. Monitoring and Enforcement

- a) The Intermediary shall maintain transparency in all investor interactions facilitated under this engagement and submit quarterly reports to Invest UP detailing leads generated, investor interactions, and outcomes.
- b) Invest UP reserves the right to verify such engagements with investors to ensure compliance with the terms and conditions of the engagement.
- c) Any instance of misrepresentation, misuse of association, or violation of the terms outlined in this section shall entitle Invest UP to:
 - terminate the engagement with immediate effect;
 - blacklist the Intermediary from future collaborations

3.1.4. Brand Usage and Communication Protocol

- a) The Intermediary shall not use the name, emblem, logo, or any other official insignia of Invest UP or the Government of Uttar Pradesh in any communication, marketing, or promotional material without **prior written approval** from Invest UP.
- b) All investor outreach, promotional events, or publications conducted under this collaboration must be **pre-approved** by Invest UP and shall comply with Invest UP's official branding and communication guidelines.

3.1.5. Financial and Moral Misconduct Safeguards

- a) The Applicant or its employees, representatives, agents, etc. shall not indulge in or carry out any acts or omissions which tantamount to Financial or Moral Misconduct. In case an Applicant or any of its employees, representatives, agents, etc. is found/discovered to be indulged in or carrying out any acts or omissions which tantamount to Financial or Moral Misconduct, at any stage whether at the time of invitation of this EOI or thereafter, Invest UP shall, after intimating the Applicant of the misconduct, be entitled to blacklist or debar such Applicant from participating in EOIs or RFPs etc. for a period not exceeding five years.

For the purposes of this Section, Financial or Moral Misconduct are defined as under:

"Financial Misconduct" shall include, but not be limited to, fraud, embezzlement, money laundering, bribery, corruption, falsification of records or leads, unauthorized financial dealings, or any violation of applicable financial laws and regulations.

- Explanation: Financial Misconduct covers intentional or reckless actions that involve the misuse of money, assets, or information for personal or undue gain, potentially

undermining the integrity of the investment lead generation process. It includes, but is not limited to the following:

- Fraud/Embezzlement: Deceptive practices like inflating investment lead values or diverting funds meant for outreach activities.
- Money Laundering/Bribery/Corruption: Illicit handling of funds from leads or offering/receiving bribes to influence investor decisions or Invest UP approvals.
- Falsification of Records or Leads: Submitting fake investor details, exaggerated job creation estimates, or altered timelines to meet qualification thresholds (e.g., claiming a lead meets the INR 50 Cr minimum without evidence).
- Unauthorized Financial Dealings: Engaging in side transactions with investors introduced via the partnership without Invest UP's knowledge.
- Violation of Laws: Breaches of Indian financial regulations (e.g., under the Prevention of Money Laundering Act, 2002, or Foreign Exchange Management Act, 1999).
- Illustrative Examples:
 - An intermediary fabricates evidence of a USD 10 million investment interest from a foreign firm to qualify a lead, leading to wasted Invest UP resources on facilitation.
 - Offering kickbacks to an investor's decision-maker in exchange for prioritizing Uttar Pradesh over other states.

"Moral Misconduct" shall include, but not be limited to, ethical breaches such as misrepresentation of affiliations, unauthorized disclosure of confidential information, harassment, discrimination, or any conduct that brings disrepute to Invest UP or undermines public trust.

- Explanation: Moral Misconduct are non-financial ethical lapses that erode trust, fairness, or the partnership's collaborative spirit. It includes, but is not limited to the following:
 - Misrepresentation of Affiliations: Pretending to be an official Invest UP representative during investor meetings, violating the Ethical & Conduct Guidelines.
 - Unauthorized Disclosure of Confidential Information: Sharing lead details (e.g., investor contacts or timelines) with competitors without consent, breaching confidentiality protocols.
 - Harassment/Discrimination: Any form of workplace or stakeholder mistreatment, such as biased treatment of leads based on nationality or gender.
 - Conduct Bringing Disrepute: Public actions (e.g., social media posts) that criticize Invest UP or spread false information about the state's GCC policy, damaging its reputation.
 - Undermining Public Trust: Broader actions like engaging in activities that could imply favouritism in lead sourcing, eroding confidence in Uttar Pradesh as an investment destination.

o Illustrative Examples:

- An empanelled partner leaks a confidential project brief from a pharmaceutical lead to a rival firm, compromising Invest UP's facilitation role.
- During a roadshow, discriminating against potential investors from certain regions, leading to complaints and negative publicity for the Uttar Pradesh Global Capability Centres Policy, 2024.

b) Disclosure Obligation: The Applicant shall, at the time of submission and continuously throughout the empanelment period, disclose any ongoing or past instances of financial or moral misconduct involving the Applicant, its affiliates, directors, officers, or key personnel. Non-disclosure shall constitute grounds for immediate disqualification or termination.

c) Immediate Termination Rights: Upon discovery or reasonable suspicion of financial or moral misconduct, Invest UP reserves the absolute right to:

- Suspend or terminate the empanelment forthwith, without prior notice or liability.
- Forfeit any benefits, recognitions, or privileges extended under this EoI, including but not limited to participation in events or access to resources.
- Debar or blacklist the Applicant from future engagements with Invest UP or any Government of Uttar Pradesh entity for a period of up to five (5) years, or as determined appropriate.

d) Indemnity: The Applicant shall indemnify, defend, and hold harmless Invest UP, its officers, employees, and agents from and against any and all claims, damages, losses, liabilities, costs, or expenses (including reasonable legal fees) arising out of or in connection with any financial or moral misconduct attributable to the Applicant, its personnel, or affiliates. This indemnity shall survive termination or expiry of the empanelment.

e) Reporting and Investigation: The Applicant shall promptly report any suspected misconduct to Invest UP and cooperate fully in any investigation, including providing access to records, personnel, and premises as required. Failure to cooperate may result in additional penalties, including legal action.

f) No Waiver: The occurrence of financial or moral misconduct shall not waive any other rights or remedies available to Invest UP under this EoI, law, or equity.

These safeguards are in addition to, and not in lieu of, any other provisions herein, and shall be construed to provide maximum protection to Invest UP.

3.1.6. Anti-Bribery and Anti-Corruption

The Applicant and its personnel shall comply with all applicable anti-bribery and anti-corruption laws, including but not limited to the Prevention of Corruption Act, 1988, as amended. Any violation shall be treated as financial misconduct under the safeguards above. The Applicant shall maintain adequate procedures to prevent bribery and shall not offer, promise, or give any undue advantage to any public servant or third party in connection with this EoI or empanelment.

3.1.7. Data Protection and Privacy

The Applicant shall comply with the Digital Personal Data Protection Act, 2023, and any other applicable data protection laws. All personal data of investors or stakeholders shared under this EoI shall be processed securely, with explicit consent, and only for the purposes of lead generation and facilitation. The Applicant shall implement appropriate technical and organizational measures to protect such data and shall not transfer it outside India without Invest UP's prior written approval. In the event of a data breach, the Applicant shall notify Invest UP within 24 hours and cooperate in remediation.

3.1.8. Intellectual Property Rights

Any intellectual property (IP) generated, developed, or contributed by the Applicant during the empanelment (e.g., reports, investor mappings, strategic consultations) shall vest exclusively with Invest UP upon creation. The Applicant grants Invest UP a perpetual, irrevocable, royalty-free license to use any pre-existing IP for the purposes of this engagement. The Applicant warrants that it has the right to share any IP and shall indemnify Invest UP against third-party claims.

3.1.9. Representations and Warranties

By submitting the EOI, the Applicant represents and warrants that:

- It is duly incorporated and validly existing under the laws of India or its home jurisdiction, with full power to enter into this engagement.
 - It is not debarred, blacklisted, or disqualified by any government entity.
 - All information provided is true, accurate, and complete.
 - It has not been convicted of any offense involving moral turpitude or financial impropriety.
- These representations shall survive the submission and empanelment.

3.1.10. Insurance

The Empanelled Partner shall maintain, at its own cost, adequate professional indemnity insurance (minimum cover: INR 5 Cr) and public liability insurance throughout the empanelment period, covering risks associated with lead generation and facilitation activities. Proof of insurance shall be submitted upon empanelment.

3.1.11. Non-Solicitation and Non-Compete

During the empanelment and for 12 months thereafter, the Applicant shall not solicit or engage in business with any investor leads introduced through this partnership without Invest UP's prior written consent, except as explicitly approved.

3.1.12. Audit and Inspection Rights

Invest UP reserves the right to audit the Applicant's records, premises, and processes related to this engagement at any time, upon reasonable notice. The Applicant shall maintain records for at least 3 years post-empanelment and provide access to authorized representative.

3.2. Role of Invest UP

Invest UP will provide comprehensive facilitation support, including policy guidance, coordination with relevant government departments, and end-to-end investor servicing to ensure seamless investment realization.

3.3. Sector Focus (Indicative – not exclusive)

- i. Information Technology (IT) & Software Development
- ii. BFSI
- iii. Healthcare, Life science & Pharmaceuticals
- iv. Advanced Manufacturing & Industry 4.0
- v. Automotive & Mobility
- vi. Retail & eCommerce
- vii. Telecommunications & Media
- viii. Energy & Utilities
- ix. Logistics & Supply Chain
- x. Aerospace & Defence
- xi. Data & Analytics
- xii. Cybersecurity
- xiii. Real Estate, Security & Infrastructure
- xiv. Agriculture & Food Processing

3.4. Payment Terms and Nature of Engagement

This is a **non-commercial engagement on *Pro Bono Publico* basis formalized via an empanelment letter** for 24 months, extendable based on performance and mutual consent. No financial transaction or payment obligation shall arise.

3.5. Partner Benefits and Support

Selected Lead Generation Partners will receive:

- **Official empanelment** as Invest UP GCC Industry partner.
- **Priority access to Invest UP's** comprehensive investor support ecosystem.
- **Participation in** industry events organised by Invest UP.
- **Recognition and awards** for outstanding performance.

4. Eligibility and Evaluation Criteria

4.1. Eligibility Criteria

The Participant must demonstrate to the full satisfaction of Invest UP that it possesses the necessary qualifications and experience to deliver the required services effectively and in a timely manner. Proposals will be evaluated by Invest UP based on the following criteria:

SNo.	Basic Requirement	Specific Requirements	Documents Required
1	Legal Entity	The bidder should be a company registered under Indian Companies Act OR A partnership firm registered under Indian Partnership Act, 1932. OR A Limited Liability Partnership registered under Indian Limited Liability Partnership Act, 2008 OR The bidder must be a legally registered society under the Societies Registration Act of 1860, or a corresponding state act.	<ul style="list-style-type: none">• Copy of Certificate of incorporation• Copy of Article and Memorandum of Association• Copy of the registration certificate and the Memorandum of Association• Copy of Partnership deed

SNo.	Basic Requirement	Specific Requirements	Documents Required
			<ul style="list-style-type: none"> • Copy of Registration Certificate of Society along with Bye laws of society.
2	Financial Turnover	Average Annual Turnover of the bidder during the last three financial years, i.e. 2022-23, 2023-24 & 2024-25 should be at least INR 2 Cr	CA Certificate (as per Form 4 in Annexure) with CA's Registration Number, Seal and UDIN number
3	Net worth	The net worth of the bidder, as on 31 March 2025, should be Positive	CA Certificate (as per Form 3 in Annexure) with CA's Registration Number, Seal and UDIN number
4	Experience	The bidder must have successfully executed/completed at least five GCC sectoral advisory projects, investment facilitation for a GCC or assisted in business consulting for GCC company within last five financial years, i.e. 2020-21, 2021-22, 2022-23, 2023-24 & 2024-25	Copy of Work Orders, and Completion Certificates along with Experience Sheet of each project separately (as per Form 5 in Annexure). Work orders and completion certificated submitted for Projects but not with Form 5 will not be considered.
5	Tax Registration	The bidder should have a registered number of- <ul style="list-style-type: none"> • Income Tax / PAN number; and • Goods and Services Tax ('GST') 	Copy of PAN Card Copy of valid GST certificate
6	Mandatory Undertaking	Bidder should: - <ul style="list-style-type: none"> • Bidder should not be insolvent, in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended and must not be the subject of legal proceedings for any of the foregoing reasons; • Bidder should not have, and their directors and officers not have, been convicted of any criminal offence related to their professional conduct or the making of false statements or misrepresentations as to their qualifications to enter into an investment contract within a period of three years preceding the commencement of the FoF process, or not have been otherwise disqualified pursuant to debarment proceedings; 	A Self Certified letter (as per Form 7 in Annexure)

SNo.	Basic Requirement	Specific Requirements	Documents Required
		<ul style="list-style-type: none"> • Bidder should not have a conflict of interest in the investment in question as specified in the bidding document. • Bidder should comply with the code of integrity as specified in the bidding document. 	

4.2. Technical Evaluation

Invest UP will undertake a comprehensive evaluation process which may include interviews, reference checks, presentation and a detailed assessment of submitted proposals. The final scope of work will be refined in close collaboration with the selected partner(s) to ensure alignment with strategic objectives. It is important to note that multiple partners may be selected based on sectoral or geographic specializations to effectively address diverse focus areas. Invest UP also reserves the right to request additional information, reject any or all proposals, and modify the scope, terms, or timelines of the engagement as deemed necessary.

#	Criteria	Marks	Documents to be submitted
A	The bidder must have successfully executed/ completed a GCC advisory project, investment facilitation for a GCC or assisted in business consulting for GCC company within last five financial years, i.e. 2020-21, 2021-22, 2022-23, 2023-24 & 2024-25 5 projects - 20 Marks 6 to 10 projects - 30 Marks >10 projects – 40 marks	40	Copy of Work Orders, and Completion Certificates along with Experience Sheet of each project separately (as per Form 5 in Annexure). Work orders and completion certificates submitted for Projects but not with Form 5 will not be considered
B	The bidder must have example proving ability of geographic reach with established networks and market presence <5 States/Countries - 10 Marks 6 to 10 States/Countries - 15 Marks >10 States/Countries – 20 marks	20	
C	Annual Average Turnover during last 5 financial years ending 31st March 2025. <INR 2 Crore - 05 Marks INR 2 - 20 Crore- 10 Marks > INR 20 Crore– 15 marks	15	CA Certificate (as per Form 4 in Annexure) with CA's Registration Number, Seal and UDIN number
D	Approach & Methodology Bidders are required to present an Approach & Methodology outlining the proposed strategy for lead generation , including a detailed breakdown of the roles and responsibilities of all parties involved. This must be submitted in the form of a PowerPoint presentation and hard copy, and should cover the following components at a minimum:		Presentation (max 10 slides)
	i. Founder/CXO Leadership Structure	10	
	ii. Understanding of the scope and Proposed methodology	10	
	iii. Team Composition and Capabilities	05	
	TOTAL	100	

4.3. Award of Empanelment Letter

The Empanelment Letter shall be issued to bidders who successfully meet the eligibility criteria and secure a minimum of 70 marks in the technical evaluation. The decision to award empanelment shall be at the sole discretion of the Department, and the Department's decision in this regard shall be final and binding.

5. General Conditions

5.1. Joint Venture, Consortium or Association

Any type of Joint venture, consortium or partnership etc. formed for the specific purpose of participating in this EOI is not allowed.

5.2. Copyright

The copyright in all drawings, design documents, source code and other materials containing data and information furnished to the Purchaser by the / Selected Bidder herein shall remain vested in the / Selected Bidder, or, if they are furnished to the Purchaser directly or through the / Selected bidder by any third party, the copyright in such materials shall remain vested in such third party.

5.3. Confidential Information

a) The Purchaser and the / Selected bidder shall keep confidential and shall not, without the written consent of the other party hereto, divulge to any third party any drawings, documents, data, or other information furnished directly or indirectly by the other party hereto in connection with the Contract, whether such information has been furnished prior to, during or following completion or termination of the Contract.

b) The / Selected bidder may furnish to its Subcontractor, if permitted, such documents, data, and other information it receives from the Purchaser to the extent required for the Subcontractor to perform its work under the Contract, in which event the / Selected bidder shall obtain from such Subcontractor an undertaking of confidentiality similar to that imposed on the / Selected bidder/authorised partner.

c) The Purchaser shall not use such documents, data, and other information received from the / Selected bidder for any purposes unrelated to the Contract. Similarly, the / Selected bidder shall not use such documents, data, and other information received from the Purchaser for any purpose other than the design, procurement, or other work and services required for the performance of the Contract.

d) The obligation of a party under sub-clauses above, however, shall not apply to information that: -

- i. the Purchaser or / Selected bidder need to share with other institutions participating in the Contract;
- ii. now or hereafter enters the public domain through no fault of that party;
- iii. can be proven to have been possessed by that party at the time of disclosure and which was not previously obtained, directly or indirectly, from the other party; or
- iv. otherwise lawfully becomes available to that party from a third party that has no obligation of confidentiality.

e) The above provisions shall not in any way modify any undertaking of confidentiality given by either of the parties hereto prior to the date of the Contract in respect of the supply or any part thereof.

f) The provisions of this clause shall survive completion or termination, for whatever reason, of the Contract.

5.4. Modification/Suspension/Cancellation of EOI

Invest UP reserves the right to modify, suspend, or cancel this EOI, at any stage, without assigning any reasons. Invest UP shall not be liable for any costs, etc. which may be incurred by the Applicant for participation in this EOI or on account of modification, suspension or cancellation of this EOI.

5.5. Empanelment

Submission on Intent/ interest in EOI does not guarantee empanelment and Invest UP reserves the right to empanel multiple partners across different sectors/geographies.

5.6. Reimbursement

No reimbursement for EOI preparation/travel/lead generation/outreach material costs.

5.7. Settlement of Disputes

- a) Differences, if any, between the parties regarding the meaning or interpretation of any term or conditions or words used in the EOI or in relation to the work done/ services rendered shall be construed as disputes for the purposes of this EOI.
- b) The Parties agree that the avoidance or early resolution of disputes is crucial for a smooth completion of the EOI and the success of the assignment. The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with this EOI or its interpretation.
- c) In the event of any dispute between the Parties arising out of or in connection with the EOI, including the validity thereof, the Parties hereto shall endeavour to settle such dispute amicably, by means of conciliation and/or negotiation, in the first instance. The attempt to bring about an amicable settlement shall be treated as having failed as soon as one of the Parties hereto, after reasonable attempts, which shall continue for not less than 30 (thirty) days, gives a notice to this effect, to the other party in writing.
- d) This Agreement and the rights and obligations of the Parties shall remain in full force and effect and the Parties shall keep performing their obligations under this EOI, notwithstanding any disputes, pending any attempts at amicable settlement.

Arbitration

- e) In case of failure in amicable settlement, the dispute shall be referred to a sole Arbitrator, who shall be appointed by mutual consent of the parties to this EOI within a period of 30 days from the date of such failure to amicably settle.
- f) The arbitration proceedings shall be governed by the Arbitration and Conciliation Act, 1996 as amended from time to time and will be conducted in English at Lucknow.
- g) This EOI and the rights and obligations of the Parties shall remain in full force and effect and the Parties shall keep performing their obligations under this EOI, notwithstanding any disputes, pending the award in any arbitration proceedings hereunder.
- h) The courts at Lucknow will have an exclusive jurisdiction over the matters relating to this Agreement.
- i) Where on account of any statutory provision, any conciliation or arbitration proceedings are held at a place other than Lucknow, the same shall be held in camera through video conferencing. The Applicant agrees and acknowledges its obligation to ensure proper and adequate access to Invest UP to participate in such proceedings virtually and will not raise any objections at any point in time regarding the same.
- j) The parties hereby agree that any dispute that can be referred to an arbitration under the Arbitration and Conciliation Act, 1996 as amended from time to time, or under any other

special enactment, shall be resolved through such arbitration in terms of this Agreement and the parties hereby waive their right to elect any other remedy or approach any other forum for the resolution of such disputes.

5.8. All legal proceedings

If at all, the dispute does not arrive at a logical end by means of arbitration, the Hon'ble Court(s) and the governing Law(s) of State of Uttar Pradesh, Rules, vigilance guidelines and Administrative instructions issued by it from time-to-time, would be the ultimate forum.

5.9. Limitation of Liability

Except in cases of gross negligence or willful misconduct: -

a) neither party shall be liable to the other party for any indirect or consequential loss or damage, loss of use, loss of production, or loss of profits or interest costs, provided that this exclusion shall not apply to any obligation of the / selected bidder to pay liquidated damages to the Purchaser; and

5.10. Force Majeure

a) If a Force Majeure situation arises, the / selected bidder shall promptly notify the Invest UP in writing of such conditions and cause thereof within 15 days of occurrence of such event. Unless otherwise directed by Invest UP, the / selected bidder shall continue to perform its obligations under the contract as far as reasonably practical.

b) In case a Force Majeure situation occurs with the Invest UP, Invest UP may take the case with the / selected bidder on similar lines.

5.11. Termination

Invest UP, by a written notice of at least 30 days sent to the / selected bidder may *terminate* the Contract, in whole or in part, at any time for its convenience. The Notice of termination shall specify that termination is for the Purchaser's convenience, the extent to which performance of the / selected bidder under the Contract is terminated, and the date upon which such termination becomes effective.

5.12. Exit Management

a) Preamble

i. The word 'parties' include the procuring entity and the selected bidder/authorised partner.

ii. This Schedule sets out the provisions, which will apply on expiry or termination of the Project Implementation and Operations and Management Services.

iii. In the case of termination of the Project Implementation and/ or Operation and Management Services due to illegality, the Parties shall agree at that time whether, and if so during what period, the provisions of this Schedule shall apply.

iv. The Parties shall ensure that their respective associated entities carry out their respective obligations set out in this Exit Management Schedule.

b) Cooperation and Provision of Information during the exit management period

i. The selected bidder will allow Invest UP or its nominated agencies access to the information reasonably required to define the current mode of operation associated with the provision

of the services to enable Invest UP or its nominated agencies to assess the existing services being delivered.

ii. The selected bidder shall provide access to copies of all information held or controlled by them which they have prepared or maintained in accordance with the Project Implementation, the Operation and Management Services and SOWs relating to any material aspect of the services provided by the selected bidder/authorised partner. Invest UP or its nominated agencies shall be entitled to copy all such information comprising of details pertaining to the services rendered and other performance data. The selected bidder shall permit Invest UP or its nominated agencies and/ or any replacement operator to have reasonable access to its employees and facilities as reasonably required by Invest UP or its nominated agencies to understand the methods of delivery of the services employed by the selected Bidder and to assist appropriate knowledge transfer.

c) General Obligations of the selected Bidder:

i. The selected bidder shall provide all such information as may reasonably be necessary to effect as seamless during handover as practicable in the circumstances to Invest UP or its nominated agencies or its replacement operator and which the operator has in its possession or control at any time during the exit management period.

ii. The selected bidder shall commit adequate resources to comply with its obligations under this Exit Management Clause.

For any queries related to EOI and submissions:

Email: info@investup.org.in _____

Contact Person: Shri. Anuruddha Kshatriya

Phone: +91-9118712084

Address: Invest UP, 3rd Floor, Invest UP Bhawan, Vibhuti Khand, Gomti Nagar, Lucknow – 226010

Website: <https://invest.up.gov.in/>

6. Annexure

6.1. Form 1 : Letter of Intent

To
The Chief Executive Officer
Invest UP,
Government of Uttar Pradesh

Subject: **Letter of Intent to be a Global Capability Centres (GCCs) Industry Partner with Invest UP**

Dear Sir/Madam,

I/We hereby submit this Letter of Intent to notify Invest UP of **[Organization/Individual Name]**'s intent to participate in the Expression of Interest (EOI) process for empanelment as a GCC Industry Partner with Invest UP.

I/We understand that this is a non-financial engagement aimed at enhancing Uttar Pradesh's investment pipeline across sectors and geographies and does not constitute any financial commitment by either party.

We confirm our commitment to supporting Uttar Pradesh's investment promotion objectives and look forward to contributing to the state's economic growth through strategic lead generation services

[Representative Name] will serve as the primary point of contact for this application process and can be reached at **[Contact Details]**.

Thank you for your consideration.

Signature: _____

Name: _____

Title: _____

Organization: _____

Date: _____

Contact Information: _____

6.2. Form 2 : Particulars of the Bidder

1. Name of the Company:
2. Registered Office:
3. Date of Incorporation:
4. Constitution of Bidder Company:
5. GSTIN (Copy to be enclosed):
6. PAN (Copy to be enclosed)
7. Experience in GCC sectoral advisory projects/investment facilitation (years) with proof:
8. Date of first assignment:
9. Worldwide presence:
10. Presence in India:
11. Total no. of employees:
12. No. of employees in GCC sectoral advisory projects/investment facilitation:
13. Details of contact persons:
14. Any other details:

Name:

Designation:

Contact tel. No.:

Mobile no.:

Fax no.:

Email id:

Postal address:

(Signature of Authorized signatory)

6.3. Form 3 : Networth of the Bidder

Particulars	Rupees in Crores				
	2020-21	2021-22	2022-23	2023-24	2024-25
Networth of the bidder. Turnover of sister concerns/ affiliates would not be considered.					
Average annual Networth for 5 years	Rupees in Crores				

(Signature of Authorized signatory)

This is to certify that the above information has been examined by us on the basis of relevant documents & other relevant information and the information submitted above is as per record and as per details annexed.

Signature, Address, Seal & Membership No. of Chartered Accountant

6.4. Form 4 : Financial Capacity of the Bidder

Particulars	Rupees in Crores				
	2020-21	2021-22	2022-23	2023-24	2024-25
Annual turnover of the bidder. Turnover of sister concerns/ affiliates would not be considered.					
Average annual Turnover for 5 years	Rupees in Crores				

(Signature of Authorized signatory)

This is to certify that the above information has been examined by us on the basis of relevant documents & other relevant information and the information submitted above is as per record and as per details annexed.

Signature, Address, Seal & Membership No. of Chartered Accountant

6.5. Form 5 : Experience of the bidder

Project Name:		Country
Project Location Within Country		Type of Project:
Nature of Client		Cost (Rs Crore):
Start Date (Month/Year)	Completion Date(Month/Year)	Approx. Value of Services (in INR):
Description of the Project:		
Description & Samples (if any) of Actual Services provided:		

This is to certify that the above information has been examined by us on the basis of Documents viz. Letter of Award/Agreement, duly certified by the authorized signatory of the bidding company/Chartered Accountant to be enclosed in support of conducted summits and found correct.

(Signature, Address, Seal & Membership No. of Chartered Accountant) OR (Signature of the Authorized Signatory)

Note-: Documents viz. Letter of Award/Agreement, duly certified by the authorized signatory of the bidding company/Chartered Accountant to be enclosed in support of projects. In addition, samples of creatives, video links etc. also needs to be furnished as sought in individual conditions mentioned in the EOI.

6.6. Form 6 : Format for Power of Attorney for signing of proposal

(On a Stamp Paper of relevant value)

POWER OF ATTORNEY

Know all men by these presents, we _____ (name and address of the registered office) do hereby constitute, appoint and authorize Mr./Ms. _____ (name and address of residence) who is presently employed with us and holding the position of _____ as our attorney, to do in our name and on our behalf, all such acts, deeds and things necessary in connection with or incidental to our proposal for the **Empanelment of Global Capability Centres (GCC) Industry Partners with Invest UP** including signing and submission of all documents and providing information/ responses to Invest UP, representing us in all matters before Invest UP in connection with our proposal for the said Project.

We hereby agree to ratify all acts, deeds and things lawfully done by our said attorney pursuant to this Power of Attorney and that all acts, deeds and things done by our aforesaid attorney shall always be deemed to have been done by us.

(Signature)

(Name, Title and Address)

I Accept

_____ (Signature)

(Name, Title and Address of the Attorney)

Notes:

The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s). Also, where required, the executants(s) should submit for verification the extract of the charter documents and documents such as a resolution / power of attorney in favour of the Person executing this Power of Attorney for the delegation of power hereunder on behalf of the Industry Partners.

In case the Proposal is signed by an authorized signatory on behalf of the bidder, a copy of appropriate resolution certified by company secretary conveying such authority may be enclosed in lieu of the power of Attorney.

6.7. Form 7 : Mandatory Undertaking

We undertake that company_____ is not insolvent, in receivership, bankrupt or being wound up, not have its affairs administered by a court or a judicial officer, not have its business activities suspended, is not the subject of legal proceeding and have no conflict of interest as specific in the document.

Name & signature of the authorized signatory