

**EOI PROPOSAL FOR
TRANSFER OF TECHNOLOGY**



**Biomedical Technology Wing
Sree Chitra Tirunal Institute for Medical Sciences & Technology
Satelmond Palace, Poojappura – 695012
Kerala State, India**

I. INSTRUCTION TO APPLICANTS

1. The applicant should clearly mention the name of the technology/product for which the EOI proposal is being submitted.
2. The background information on the company/individual details to be furnished by the applicant should be as per Annexure -1
3. The applicant should submit the EOI proposal within the time stipulated for the same.
4. Applicants are encouraged to contact Institute for any clarification and for detailed discussions and/or visit to Institute prior to submission of EOI
5. The EOI proposal should be submitted in two parts (i) General information (ii) Financial offer. The Technical information may specify details and strength of the applicant as specified in Annexure -1 & 2, the Financial offer may be submitted as per the Annexure -3. The Technical and Financial information may be separately marked and submitted in separate sealed cover.
6. All cost associated with the submission of EOI proposal shall be borne by the applicant.
7. The EOI cover must be marked “**EOI for**”and shall be addressed to :
The Head, BMT wing
SCTIMST
Biomedical Technology Wing
Satelmond Palace, Poojappura – 695012, Trivandrum, Kerala
8. Director, SCTIMST reserves the right to extend, revise, reject, re invite the offer of Expression of Interest and to negotiate with one or any applicant. The decision of the Director, SCTIMST is final.
9. Any disputes shall be under the jurisdiction of courts of Thiruvananthapuram only.

Annexure 1

APPLICANT PROFILE FOR TECHNOLOGY TRANSFER

1. Organizations or entrepreneurs interested in seeking technology from the Institute may kindly provide background information on their organization/experience. This information will help the Institute identify the suitable industry partner for technology transfer.
2. Kindly attach copies of **annual report, product brochures/ pamphlets** and any other relevant information along with this form. Add additional sheets if needed.

Name and registered address of the company /entrepreneur			
Nature of Entity (e.g. company, partnership, proprietorship)			
Year of establishment			
Phone / Fax			
Email			
Website			
Names and Addresses of Board of Directors/ Partners			
Name and address of contact person			
Annual sales turnover (last 3 years)	Year	Sales Turnover	Net Profit

Please state nature and details of business carried out at present
(Please add separately, if needed)

Major Products / Brands with market share

Please describe your marketing set up and plans for marketing the product (domestic and export)

Please describe your manufacturing set up/strength with brief description of facilities/ equipment / processes handled

Please describe your human resources and highlight qualification / experience of key technical and managerial persons

Please describe your R&D setup / strength / technology tie up with other organizations

Please state your experience in commercializing technology / technology absorption (if any)

Please state your experience in health care sector/ linkages with clinicians

Please highlight any other relevant information such as synergy in technology or marketing of this product.

I confirm that the information given above is true and correct.

Date

Place

Signature:

Name and Designation

Seal

Annexure -2

GENERAL INFORMATION-

The following details may be submitted by the applicant to highlight the strength and merits of applicant. Attach additional sheet, if required.

1. Name of technology / product (s) of interest with reasons for selecting:
 - (i)
 - (ii)
 - (iii)
2. Do you have the necessary/related manufacturing facility that may be required for the technology/product selected? Yes / No
3. If No, what is your strategy for manufacturing set up?
4. Do you have any experience in manufacturing and/or marketing of products of this kind or any other medical device? Yes /No
5. If Yes, kindly share the details
6. If No, kindly share your plan of action in accomplishing the technology commercialization of this technology.
7. What is your plan for scaling up?
8. How will the clinical trials be undertaken?

9. What support do you anticipate from SCTIMST?

10. If you are a start up or a new entry to the field, how do you justify yourselves to be selected as a successful applicant?

Annexure 3

FINANCIAL OFFER

I/ We submit the following financial offer as the fee for technology transfer fee of _____ (name)

(Note- financial offer may include both an initial lumpsum payment and an annual royalty based on sales)

Option A : For a non-exclusive licence

- A lump sum payment of Rs _____ (in figures and words) at the time of signing agreement *OR*
- Lump sum payment of Rs _____ (in figures and words) in three instalments (50% - at the time of agreement signing, 25% - on completion of training, 25% - on handing over of the Technology Transfer documentation)

AND

- Annual Royalty of _____ % of the ex-factory sales price of the product for as long as the product is sold

Option B : For an Exclusive licence

- A lump sum payment of Rs _____ (in figures and words) at the time of signing agreement *OR*
- Lump sum payment of Rs _____ (in figures and words) in three instalments (50% - at the time of agreement signing, 25% - on completion of training, 25% - on handing over of the Technology Transfer documentation)

AND

- Annual Royalty of _____ % of the ex-factory sales price of the product for as long as the product is sold

Note:

1 . Exclusive license will require substantially higher license fee. You may choose to make an offer for only one or both options. Institute will consider all offers and reserves right to accept /reject any offer.

2. Exclusivity offered is subject to the applicant commercialising the product within 2 years from date of signing license agreement, failing which the license will be converted as non-exclusive license. There will be no refund of any higher license fee paid for exclusivity.

The above is only an indication of the technology payments. The bidder is free to quote the price based on the above or may have own options.

