

**Expression of Interest: Engagement of Consultancy Firm for  
Development of Revenue Model and Startup Ecosystem for (NIFT  
Foundation for Design Innovation (NFDI)**

**BASIC DETAILS**

1	Name of the Organization:	NIFT Foundation for Design Innovation, (NFDI) (A section - 8 Company managed by National Institute of Fashion Technology, Ministry of Textile, Govt. of India.)
2	Types of the Organization:	Section - 8 Company
3	Reference No./File No.:	DDFS-Hiring of Consultant – NFDI
4	EOI Title:	Expression of Interest is invited from Textile Consultant firm, Legal Consultancy Firm /Chartered Accountancy Firm and Management Consultancy firm, LLP or Private limited Companies for Development of Revenue Model and Startup Ecosystem for NIFT Foundation for Design Innovation, (NFDI)
5	Date of Announcement:	15.05.2026
6	Last date for Submission:	30.05.2026
7	Pre Bid Meeting date	20.05.2026
8	EOI should be submitted duly addressing to:	Chief Executive Officer, G-2 NIFT, Delhi Campus Near Gulmohar Park, Hauz Khas New Delhi - 110016.

**Note:**

The above Expression of Interest will be published on the following websites:

1. [www.nift.ac.in](http://www.nift.ac.in)

## 2. [www.nfdi.in](http://www.nfdi.in)

This Expression of Interest (EOI) is **neither an offer nor a contract**. It is issued solely **for the purpose of short listing** eligible organizations. NIFT Foundation for Design Innovation, (NFDI) reserves the right to accept or reject any or all applications without assigning any reason and without incurring any liability.

Participation in the EOI process does not guarantee issuance of Request for Proposal (RFP) or award of work.

## 1. BACKGROUND

NFDI, a Section 8 company under the Companies Act, 2013, set – up by National Institute of Fashion Technology (NIFT) & Ministry of Textiles, Govt. of India, New Delhi. NFDI has been established with the objective of promoting innovation, entrepreneurship, and industry linkages in the textile and fashion ecosystem.

At present, there is a need to develop a structured and sustainable revenue model, along with a robust startup ecosystem framework, to ensure long-term financial sustainability and effective programmed delivery.

## 2. PROPOSAL

It is proposed to engage a professional consultancy firm (Chartered Accountancy Firm and Management Consultancy firm, LLP or Private limited Companies) , through a competitive process, having expertise in entrepreneurship development, startup mentoring, business planning, and revenue model design, particularly in the textile and fashion domain.

## 3. SCOPE OF WORK

The consultancy organization shall, inter alia, undertake the following:

- Development of a sustainable and scalable revenue model, including identification of 3–4 anchor revenue streams and facilitate in implementation.
- Design of a structured membership framework (Startup, Industry, Professional, Institutional) with pricing and projections
- Preparation of financial projections and implementation roadmap for next five years.
- Design of startup incubation and mentoring framework
- Collaboration with industry and other institutions and assist in getting CSR engagement
- Provision of innovative and out-of-the-box solutions for ecosystem development
- Providing a detailed signed report for above assignment.

## **4. EXPECTED OUTCOMES**

The proposed engagement is expected to result in:

- A sustainable revenue model with indicative potential of ₹2–2.5 crore approx. in the initial phase for 12 – 18 months.
- A scalable membership-based ecosystem
- Strengthened startup support and mentoring systems
- Enhanced industry partnerships and collaborations
- A clear implementation roadmap
- Maximum time finish above task will be three months from the date of ward of the assignment.

## **5. ELIGIBILITY CRITERIA**

The applicant organization fulfilling the following Pre-Qualification criterion will be eligible for submission of their applications (EoI) in the specified format along with relevant documents. Any form of Joint Venture/Consortium of Firms will not be eligible for participation in the Selection process.

### **I. PRE-QUALIFICATION CRITERION:**

The Organization must:

- a) The applicant organization shall be registered under:
  - (i) In case of Chartered Accountancy Firm- Institute of Chartered Accountancy of India.
  - (ii) In case of Management Consultant- Having a valid partnership deed in case of a partnership firm or valid registration Certificate with Ministry of Corporate Affairs in case of LLP and Private Limited Company.
- b) Having minimum 10 years of relevant experience in entrepreneurship/startup ecosystem, in business planning and revenue model development with Govt./PSU/Autonomous organization/Govt. Education Institutes and Universities.
- c) Must exposure to textile/fashion or allied sectors
- d) The organizations hold institutional memberships with reputed organizations such as FICCI/CITI/ CII/ TRA/ ASSOCHAM/ Fashion Design Council of India/ NASSCOM or other similar bodies.
- e) Average Annual Turnover for the financial year 2022-23, 2023-24 & 2024-25 must not be less than 25 Cr.

- f) The Organization must have its permanent office/ Branch office in the NCT of Delhi/NCR region. A declaration to this effect must be submitted.
- g) Organization must have the requisite infrastructure and in-house professional manpower to handle the assignment as specified in the scope of work
- h) Organization must not have been debarred or blacklisted by any Govt. /PSU/Autonomous organizations/Govt. Educational Institute. Declaration to this regard must be attached as per format Specified in **Annexure-1**.
- i) The Organization shall maintain strict confidentiality of the assignments handled on behalf of the NIFT and shall not divulge any information and documents to any third party or to the media without prior written approval of NIFT.
- j) The Organization shall in full accept the terms and conditions of the above Expression of Interest and all pages of the Expression of the Interest must be signed by the authorized person of the firm.

## II. TECHNICAL EVALUATION & SHORT LISTING:

Applications received in response to the EoI and which comply with the Pre-Qualification criteria mentioned above, shall be evaluated as per the following criteria:

The applications of such organization only will be taken up for further evaluation/assigning marks, as per the Criteria given below:

Sl. No.	Parameters	Marks
i	Length of experience in Govt./PSU/Autonomous organizations/Govt. Educational Institute/ Universities in the area of entrepreneurship/startup ecosystem, in business planning and revenue model development with Govt./PSU/Autonomous organization/Govt. Education Institutes and Universities.	<p><b>Maximum 20 marks as follows:</b></p> <ul style="list-style-type: none"> <li>i. Above 5 years =20 marks</li> <li>ii. up to 5 years =15 marks</li> <li>iii. Less than 5 = Not eligible</li> </ul> <p>Certified copy of relevant document must be attached in <b>Annexure-2</b>.</p>
ii	Average Annual turnover during the last Three years i.e. 2022-23 & 2023-24, 2024-25	<p><b>Maximum 10 marks as follows:</b></p> <ul style="list-style-type: none"> <li>i. Above Rs. 25 Crore = 10 marks</li> <li>ii. upto Rs. 25 Crore = 5 marks</li> <li>iii. Less than Rs.25 Crore = Not Eligible</li> </ul> <p>Certified copies of Balance Sheet</p>

		must be attached in <b>Annexure- 3.</b>
iv	Experience in Govt./PSU/Autonomous organizations/Govt. Educational Institute/Universities in the area of entrepreneurship/startup ecosystem, in business planning and revenue model development with Govt./PSU/Autonomous organization/Govt. Education Institutes and Universities.	<p><b>Maximum 30 marks as follows:</b></p> <p>i. More than three Assignments done of similar nature=30 marks</p> <p>ii. Up to three Assignments done of similar nature =25 marks</p> <p>iii. Less than three Assignment done = 15 marks</p> <p>Certified copies of work order/ Award letter must be attached in <b>Annexure- 4.</b></p>
V	Professional Manpower strength (No. of Chartered Accountants / Management Consultant engaged with the organization as employee)	<p><b>Maximum 20 marks as follows:</b></p> <p>i. More than 10 Employee = 20 marks</p> <p>ii. Between 5 to 10 Employee =15 marks</p> <p>iii. Less than 5 Employee = 10 marks</p> <p>Certified details are to be attached in <b>Annexure- 5.</b></p>
vi	Presentation in person before the deputed committee/official of NIFT	<p><b>Maximum 20 marks</b></p> <p><b>Note:</b> Marks will be awarded by the deputed committee/official of NIFT</p>

Note:

1. Minimum qualifying marks 50 marks out of 100 subject to fulfillment of criteria as per Technical Evaluation & Short listing table given above.

2. In case of tie, the Organization with older date of establishment shall be shortlisted.

3. Presentation shall be evaluated on understanding of scope, methodology, relevant experience and proposed approach.

## **6. TIME SCHEDULE**

Maximum time for completion of the assignment: 3 Months from the date of award of Work Order.

## **7. OTHER TERMS AND CONDITION**

1. A pre bid meeting shall be held at NIFT Head Office on **20 May 2026**.
2. The selected organization shall not sublet or assign the work to any other firm or agency.
3. All the reports/ opinion/ / supporting documents to be provided by the shortlisted firm shall be duly signed and stamped by the authorized partner of the firm.
4. Payment shall be released as per milestones specified in the Work Order, upon acceptance of deliverables.
5. Confidentiality obligations shall survive completion or termination of the assignment.
6. NIFT Foundation for Design Innovation, (NFDI) reserves the right to modify or relax or cancel the EOI without assigning any reason.
7. The organization shall submit following documents along with the EOI:
  - a. Copy of organization Pan Card;
  - b. Copy of GST Registration Certificate;
  - c. Copy of Partnership Deed/LLP Agreement/Certificate of Obligation/ Certificate of Professional Body ICAI in case of Chartered Accountancy Firm;
  - d. Registration Certificate from professional body (ICAI/ ICSI/ ICMAI/ Bar Council of India).
  - e. Certificate of Membership of FICCI/CITI/ CII/ TRA/ ASSOCHAM/ Fashion Design Council of India/ NASSCOM or other similar bodies.
  - f. Relevant Document having office in Delhi/ NCR
  - g. Documents mentioned as per Annexure-1 to Annexure- 5.

## **8. DISPUTE RESOLUTION & JURISDICTION**

Any dispute arising out of or relating to this EOI or subsequent assignment shall be subject to the **exclusive jurisdiction of courts at New Delhi.**

## **9. SUBMISSION DETAILS**

The EOI shall be submitted through **Hard Copies**, duly addressed to:

Chief Executive Officer  
G-2 NIFT, Delhi Campus Near Gulmohar Park  
Hauz Khas New Delhi - 110016