



**ARTIFICIAL LIMBS MANUFACTURING
CORPORATION OF INDIA**



(A GOVERNMENT OF INDIA UNDERTAKING)

UNDER UNION MINISTRY OF SOCIAL JUSTICE & EMPOWERMENT

AN ISO 9001:2008 COMPANY, G T ROAD, KANPUR – 209217

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CALL FOR EXPRESSION OF INTEREST

Incorporated in the year 1972, **ALIMCO**, a Govt. of India Undertaking functioning under the aegis of Union Ministry of Social Justice & Empowerment, has emerged as one of the largest player in the field of manufacture/distribution of Assistive Devices for Persons with Disabilities in South Asia & Africa. The company dealing in P & O Appliances, Mobility Aids and Assistive devices for Visually, Hearing & Mentally impaired, has provided for 4.3 million beneficiaries spread across the country, covering about 3.28 million sq. kms. of area so far. The company has registered an impressive growth of 101% in past two years. Our strength include deep access to Indian market, understanding of local scenario in disability space, a strong goodwill and clear social mandate to provide quality Assistive devices.

Having made significant and sustained progress in past, **ALIMCO** intends to expand market, focus on new geographical areas beyond Indian boundaries besides addressing the needs of its existing customers through technologically advanced products.

ALIMCO thus invites **EXPRESSION OF INTEREST FOR JOINT VENTURE / TRANSFER OF TECHNOLOGY** in the field of **ASSISTIVE DEVICES FOR PERSONS WITH DISABILITIES** in all categories including Orthopedically, Visually ,Hearing & Mentally Impaired from **LEADING GLOBAL PLAYERS/MANUFACTURERS**. Interested parties may visit our website www.alimco.in for details.

Sr.Manager
(System,Projects & Coordination)
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2015

**Artificial Limbs Manufacturing Corporation of India (ALIMCO)
G.T. ROAD, KANPUR – 209 217**



REQUEST FOR EXPRESSION OF INTEREST

FOR

JOINT VENTURE/ TRANSFER OF TECHNOLOGY
in the field of

ASSISTIVE DEVICES

**FOR PERSONS WITH DISABILITIES
IN ALL CATEGORIES INCLUDING
ORTHOPAEDICALLY, VISUALLY, HEARING AND
MENTALLY IMPAIRED**

REQUEST FOR EXPRESSION OF INTEREST

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Introduction to ALIMCO

ALIMCO set up in 1972 by Government of India for manufacture and distribution of aids & appliances for persons with disabilities has emerged as one of the largest manufacturers of artificial limbs and rehab aids in South Asia & Africa today. Headquartered in Kanpur, it is working under the aegis of the ministry of Social Justice & Empowerment, Govt. of India.

ALIMCO produces 35 categories of products with about 355 variants under the following heads:

- Orthotic and prosthetic appliances
- Mobility Aids
- Aids for hearing Impaired
- Aids for visually handicapped
- Aids for mentally challenged
- Fitment Tools and Equipment
- Assistive Devices for Leprosy affected Persons

ALIMCO has a wide reach and rich experience of working with various stakeholders in the Disability space in India

- The company has provided for 4.30 million beneficiaries, covering geographical area of 3.28 million Sq. Kms. encompassing 600 districts & 5500 blocks within 36 States/Union territories in India.
- Main manufacturing unit is in Kanpur, Uttar Pradesh along with auxiliary production and regional marketing centers spread across 8 cities.
- Works in the servicing space and conducts camps in association with various state governments, district authorities for fitting and distribution of aids and appliances.
- ALIMCO has registered impressive growth in its top line and bottom line over the past few years with FY 2013-14 sales of INR Rs.165.02 Crores (Y-o-Y growth 26.72% from Rs. 130.23 Crores to Rs. 165.02 Crores)) with a CAGR of 21.23% over five years.

The key strengths of ALIMCO include:

- **Deep access to Indian market**
 - Strong distribution and dealer network, complemented by experience of working with various government sponsored programs, bodies and policies.
- **Understanding of the local context**
 - ALIMCO has In-depth understanding of the Indian disability space, including the unique requirements for localization of product features to ensure adoption.
- **Goodwill & social mandate**
 - ALIMCO has a social mandate to provide quality disability aids for the poor. Over time it has built considerable goodwill and reputation in the disability space.

Background to the request for EOI

Conservative estimates of disability prevalence in India, suggest that about 26.8 Million out of 1.25 Billion population are affected. These PWDs need Assistive devices.

There is robust growth in both rural and urban healthcare ecosystems in India, accompanied by an exponential per capita income growth.

Globally, significant technological advancements are being made in the development of various Assistive devices. Progressively new kinds of materials, technologies and tools are being used to produce devices which are lighter, stronger and more durable. Some of the indicative developments being:

- Use of advanced materials such as carbon fiber frame ,silicon, copolymer, polyurethane etc.
- Advancement in Assistive Technology for Orthopedically, Hearing ,Visually & Mentally Impaired.

While ALIMCO has made significant progress in the space and has registered sustained growth over the last few years, however, to tap the expanding markets, focus on new geographies beyond India and address the needs of its existing customers through technologically advanced products, ALIMCO intends to undertake modernization of its product portfolio and technology.

In this context ALIMCO is inviting expression of interests from established players in Assistive Device space to evaluate potential Joint Venture and Technology partnerships.

Objective of the EoI

ALIMCO solicits expression of interest from leading global manufacturers in the space of Assistive Devices for PWD's to evaluate potential Joint Venture (JV) and/or Technology Partnerships.

- **High level expectations from JV/ToT :**
 - **Product development:** Partnerships to procure modules and assemble them at its manufacturing or fitment centers is seen as a good way, for ALIMCO to offer high-tech products.
 - **Technology partnerships, transfer and licensing:** The technology has advanced considerably in the past few decades. Products have become more sophisticated and are customized to an individual's needs. They provide higher functionality, are lighter and more useful or day to day activities. Licensing, technological up-gradation and subsequently manufacturing is part of ALIMCO's agenda to bring these benefits to its customers
 - **Product Innovation:** India is a nation which has many cultures, practices, work environments, terrains etc. These factors dictate that Assistive Devices systems need high degree of localization to be effective. Collaborative technological innovations and new designs are needed to build products suited for the Indian milieu.

- **Indicative Outcomes :**
 - **Time to market:** New or improved manufacturing processes and technology is expected to improve time to market. Quick design, production and market release is essential to meet the burgeoning demand for Assistive Devices in India.
 - **Cost:** Reduced costs have major implications for ALIMCO. India has a fair share of disabled poor, who can't pay for basic aids. ALIMCO has a social mandate to provide for them. Enabling the disabled poor with better Assistive Devices will give them relief and equip them with the tools to be productive. Lower costs will allow ALIMCO to be sustainable and fulfill its responsibilities.

Response format

Expression of interest is solicited from interested firms, providing information in the following format:

S. No.	Criteria	Description
1.	Organizational Profile	Overview of the organization
1.1	Experience	A short description of firms experience in the Assistive Devices space along with profiles of key personnel
1.2	Product Portfolio	Product portfolio and description (including brochures of products)
1.3	Geographies and Markets	The geographies and markets currently served by the firm globally
1.4	Financial track record	Financial parameters demonstrating firms sustainability over 5 years preceding the date of submitting the EoI
2.	R&D capabilities	Information including but not limited to the firms innovations in the past, qualifications of employees in R&D department and average R&D spend.
3.	Demonstrated success in P&O field	Overview of profitable product, category or successful business model .
4.	Overview of Technology, machinery and processes utilized	Basic description of the type of technology, machinery and processes followed and indicators of their cost effectiveness and efficiency
5.	India experience if any	Short description summing up experience in India, product portfolio, business model and successes if any
6.	Relevant quality certification / accreditation	List of quality certification/ accreditations relevant to the relevant field.
7.	Past experience with such Joint Ventures or Technology Partnerships	Any partnerships, alliances or transfer of technologies done in the past with brief overview of the party involved and scope of engagement

Important dates and contact details

- Interested parties are requested to send in their response to this request for **EOI by 10th March 2015 in electronic format.**
- Queries to the request for EOI may be submitted in writing or over email, latest by 25th February 2015 on email address given below:

sm_spc@artlimbs.com

- **For any clarifications, interested parties may contact or visit ALIMCO on any working day on or before 25th Feb. 2015 :**

Contact Persons :

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