

REQUEST FOR PROPOSALS

Mapping India's Smart Proteins and Ingredients Biomanufacturing Potential

Issue Date:

February 16, 2026

Proposal Submission Deadline:

March 15, 2026, by 23:59 IST

Primary Contact:

Ravi Audichya, Sci Tech Specialist (Fermentation),
indiacollab@gfi.org

DESCRIPTION: Through this Request for Proposals (RFP), the Good Food Institute India seeks a research and consultancy firm with a strong background and track record in the biotechnology and biomanufacturing industry, involving food, bioindustrials and/or biopharma sector, to conduct and deliver a study on evaluating the existing fermentation-derived smart proteins (a.k.a. alternative proteins) and ingredient-relevant manufacturing capacity in India. The study would map the relevant existing biomanufacturing capacity in India, assess the potential capacity that could be utilised for producing biomass and precision fermentation-derived smart proteins and ingredients for use in animal-origin-free food products, and determine how much economic value could be generated through it. The study will also seek to map and highlight key geographical biomanufacturing clusters in India and analyse which ones are best suited for the rollout of fermentation-derived smart protein production. The project is expected to be completed within 4 months after its inception, and the maximum budget shall not exceed INR 15,00,000.

REQUIREMENTS: Solicitation documents (including any/all Addenda issued by GFI India) will be provided via email by the Primary Contact listed above. Proposals must be sent via email to the Primary Contact listed above by the due date and time specified. No hard copy submissions. Late proposals will not be accepted.

RFP instructions

- 1) **PRE-PROPOSAL INFORMATION:** In preparing proposals, Respondents are advised to rely solely upon the contents of this Request for Proposal (RFP), its accompanying documents, and any written clarifications or Addenda issued by the Primary Contact listed on the cover page of this RFP. If any changes are made to this RFP document by any party other than GFI India, the original RFP document and associated Addenda in GFI India's files shall take precedence.
- 2) **QUESTIONS AND CLARIFICATIONS:** If a Respondent finds a discrepancy, error, or omission in the RFP package or requires any written clarification thereto, the Respondent may notify the Primary Contact listed on the cover of this RFP.
- 3) **MODIFICATIONS/ADDENDA:** Clarifications, modifications, or amendments may be made to this RFP at the sole discretion of GFI India. Any and all Addenda issued by GFI India will be sent via email to those Respondents who submit a timely Letter of Intent to Bid. It is the responsibility of the Respondent to obtain the available Addenda and acknowledge them on the Proposal Form of this RFP. Failure to acknowledge Addenda may result in the proposal being deemed non-responsive and rejected without further evaluation.
- 4) **PROPOSAL SUBMISSION:**
 - a) Proposals must be submitted via email to the Primary Contact by 23:59 IST on March 15, 2026. Late proposals will not be accepted.
 - b) A single PDF file is preferred for submission. However, multiple PDF files are acceptable if a single PDF exceeds the attachment size limits.
 - c) Submission of a proposal establishes a conclusive presumption that the Respondent is thoroughly familiar with this RFP and that the Respondent understands and agrees to abide by the stipulations and requirements contained herein.
 - d) Respondents who have worked for GFI India in the past are not exempt from submitting required documents or meeting other requirements listed in this RFP.
 - e) All costs incurred in preparing and presenting the proposal are the Respondent's sole responsibility. No pre-proposal costs will be reimbursed. All documentation submitted with the proposal will become the property of GFI India.
 - f) All submitted proposals must remain valid for a minimum of ninety (90) days from the final submission date.
 - g) Proposals must be submitted on company letterhead.
 - h) Proposals must be signed by an authorised signatory of the Respondent. Each signature represents a binding commitment of the Respondent to provide the goods and/or services offered if they are awarded the contract.

- 5) **WITHDRAWAL:** Proposals may be withdrawn prior to the proposal deadline. Proposals may not be withdrawn after that deadline.
- 6) **REJECTION:** GFI India reserves the right to reject any/all proposals or to accept or reject any proposal in part and to waive any minor irregularity in proposals received if it is determined by the Primary Contact to be in the best interest of GFI India. Any breach of RFP terms throughout the process, i.e., from proposal submission to project completion, may result in disqualification from the process/termination of the contract or any other appropriate penalty decided by GFI India.
- 7) **CONTRACT AWARD:** GFI India reserves the right to award by item, group, or total proposal to one (1) or more Respondents, a group of Respondents, or a combination, whichever is in the best interest of the execution of the project to the optimum quality-to-cost ratio. The description of this collaboration should highlight how it will bring new expertise, perspectives, and technologies to the subject area of this project. Total budget (including indirect costs) for applicants, including such collaborations, should not exceed INR 15,00,000 (inclusive of all taxes and expenses related to project implementation). The successful Respondent(s) will be notified of GFI India's intent to award the contract at the earliest possible date.
- 8) **USE OF AI TOOLS:** Proposers may use publicly available online resources and AI-enabled tools to assist with information gathering, research, structuring, and improving the clarity or quality of content. However, the core ideas, analyses, judgements, and final written deliverables must be the proposer's own original work product. Use of AI tools must be limited to supportive functions, and may not replace substantive analysis or authorship. Any and all use of AI tools for every submission to GFI India, including the proposal and project deliverables, must be clearly disclosed with details of how it was used for that specific work product. The proposer remains fully responsible for the accuracy, originality, and integrity of all submitted materials.

Statement of work

BACKGROUND:

India, with the 12th largest bioeconomy in the world, has established itself as one of the global hubs for biomanufacturing in recent years. Exports have been largely driven by vaccines and biopharmaceuticals, yet the bio-industrial sector ([as defined by BIRAC](#)) has established itself as the largest contributor to the Indian bioeconomy, comprising 47.2% of the USD 165 billion bioeconomy. With the aim to touch USD 300 billion by 2030, the Union Government of India's [BioE3 policy](#) has identified six focus areas, [including smart proteins](#), as the growth drivers.

Smart proteins (also known globally as alternative proteins) are products that can reliably and predictably diversify the consumption of animal-derived meat, eggs, and dairy because they replicate the sensorial and cultural experience and offer several advantages for producers in the supply chain. Precision and biomass fermentation are emerging as transformative platforms for producing sustainable proteins and functional ingredients used in animal-origin-free foods. Global interest in fermentation-derived smart proteins and ingredients has been rising, securing roughly [60% of the global investments in the sector](#) in 2024. However, scaling such solutions at a competitive price point has been a bottleneck for their wider adoption, which presents a great opportunity for the Indian biomanufacturing sector to tap into. Rising production of biopharmaceuticals/biosimilars and industrial enzymes in India are a few examples of this phenomenon.

Despite favourable conditions, there is a critical knowledge gap regarding India's current biomanufacturing capacity for fermentation-derived smart proteins and ingredient manufacturing. This study aims to address this barrier through a comprehensive mapping of the current biomanufacturing capacity, along with analysing the potential economic value that could be generated by manufacturing smart protein ingredients.

CORE OBJECTIVE:

Map the existing smart proteins and ingredient-relevant biomanufacturing infrastructure in India along with their existing capacity and utilisation pattern to evaluate the potential economic value of smart protein biomanufacturing.

RESEARCH QUESTIONS:

The core objective could be translated into the following [research questions](#):

- a) What is the overall existing capacity of smart protein-relevant biomanufacturing units (enlisted in the scope of work) in India?
- b) Where are the key clusters of the aforementioned biomanufacturing units in the country located?
- c) What is the current capacity utilisation pattern and value generated from each biomanufacturing unit category?

- d) What additional value could be generated through smart protein and ingredient biomanufacturing at various levels of existing capacity utilisation?

SCOPE OF WORK:

Task Number	Task details	Suggested approaches/tools
Phase 1: Data Collection (Week 01-08)		
1.1	Develop an inception report detailing the study design, data collection and analysis methods, and a work plan along with timelines and sharing with GFI India for feedback.	
1.2	Map the following types of biomanufacturing units, their location, existing capacity, year of establishment, value generated through products, and capacity utilisation pattern (used vs idle capacity by month/season): i) Exclusive units for smart protein biomanufacturing ii) Breweries iii) Bioethanol production units iv) Wineries v) Nature-identical flavour production units vi) Enzymes production units vii) Amino acids production units viii) Pharmaceuticals (Biopharma and biosimilars) ix) Citric acid and Malic acid production units x) CDMO (Contract Development and Manufacturing Organizations)	<ul style="list-style-type: none"> - Online resources - Stakeholder interviews - Industry reports
1.3	Develop shareable database file/s containing raw data collected in task 1.2 and another one with polished data	MS Office/Google Suite/AirTable supported file
Phase 2: Data Analysis (Week 09-12)		
2.1	Create an interactive map of mapped biomanufacturing units	<ul style="list-style-type: none"> - Database from 1.3 - Google Looker Studio/Tableau/Airtable

2.2	Calculate total biomanufacturing capacity (in litres and in value generated) – overall and by each biomanufacturing industry mapped (as per 1.2).	Database from 1.3
2.3	Calculate overall idle capacity and identify availability pattern for each type of biomanufacturing unit (except for smart protein biomanufacturing units - 1.2 (i))	Database from 1.3
2.4	Identify and enlist key geographical clusters, along with their key characteristics for each, such as overall capacity, division by industry, growth pattern and estimated idle capacity	Database from 1.3
2.5	Identify key smart proteins and ingredients that could be produced (with or without retrofitting) in each type of biomanufacturing unit, and calculate the potential and additional value generated by switching to smart proteins. [Note: selection of Smart Protein product for comparison would be decided along with GFI India]	- Database from 1.3 - Consultations with Smart Protein subject matter experts from GFI and from academia/ industry
Phase 3: Deliverables Development (Week 13-16)		
3.1	Develop the following deliverables: <ul style="list-style-type: none"> ● Final report: A detailed presentation-style report in GFI India design and colour schemes covering all mentioned research objectives and questions. ● Presentation: Presentation of the analysis and results in a slide deck for a public report launch webinar. 	MS Office / Google Suite tools
3.2	Seek feedback from GFI India and revise the deliverables as per feedback.	
Phase 4: Report Presentation		
4.1	Present the key findings in a public webinar organised by GFI India after the publication of the report. The webinar date will be decided in consultation with GFI India (approximately 4-8 weeks after the work is completed).	Zoom

Note:

- Consultants may also propose any alternate strategy/task list and timelines for consideration, ensuring that the overall duration of the project shall not exceed four months.
- GFI India may help facilitate connections with the stakeholders in their network. However, the sole responsibility of identifying, approaching and interviewing stakeholders would lie with the consultant.
- Consultants are expected to participate in **bi-weekly update meetings** with GFI India representatives to update them about project status and seek feedback.

FINAL DELIVERABLES:

- **Inception report:** A five- to ten-page document outlining the study design, data collection and analysis methods, and a work plan along with timelines. This report must be delivered and agreed on with GFI India before beginning to work on the tasks mentioned in the 'Scope of Work' section.
- **Final report:** A detailed presentation-style written report covering all mentioned research objectives and questions. Here are a couple of reports in the aforementioned style for your reference: [Reference 1](#) & [Reference 2](#).
This report will be published as an open-access resource on GFI India's website and will be branded with logos of both GFI India and the consulting organisation. The report must include the following information:
 - o Executive summary of the study
 - o Purpose and methodology
 - o Details of the biomanufacturing mapping, including the overall existing capacity and the capacity by each industry mapped.
 - o Infographic map of biomanufacturing units, highlighting the key clusters and their details (type of units, overall and idle capacity, growth pattern)
 - o Opportunities for smart protein and relevant ingredient production, covering overall available capacity, preferred industry clusters, and potential value that could be generated.
 - o Conclusions and key learnings
 - o References
- **Databases:** Raw data collected and the polished version used for analysis, along with a full record of data analysis documents supplied in a clean and usable format. This should include all quantitative data points used for the study and sources, and cleaned transcripts and contact information of stakeholder interviews where appropriate.
- **Interactive dashboard:** An interactive map showcasing the location of mapped biomanufacturing units, highlighting the key geographical clusters and associated details (existing capacity, idle capacity, value generated and potential value added through smart protein and ingredients biomanufacturing).

- **Presentation:** Presentation of the analysis and results in a slide deck for a public report launch webinar.

BUDGET & PAYMENT:

The maximum budgeted cost for the project is INR 15,00,000. Cost competitiveness within this budget to be submitted as the financial proposal will be an important factor in the scoring assessment during the evaluation.

We seek to begin the project in April 2026 and anticipate it to last for **four months**. This does not include the time required for the consultant to participate in a webinar after the report is published (approximately 4–8 weeks after the work is completed).

The following project phases are guidelines for the release of payment:

Milestone	Timeline	Payment (subject to approval of the deliverable)
Formal awarding and acceptance of the contract	On contract signing	-
Submission of an inception report detailing the study design, methodology and work plan.	Within 2 weeks after date of contract signing	20 percent of the total contract amount
Interactive dashboard developed in Phase 2 of the project	Within 12 weeks after date of contract signing	30 percent of the total contract amount
Submission of final report, presentation and raw data	16 weeks after date of contract signing	50 percent of the total contract amount

Note: The release of payment is tied to the submission of deliverables and not the expected timelines. In case there is any change/delay in submission of deliverables, payment will be released only after the deliverable is successfully submitted to GFI India.

Proposal requirements & evaluation criteria

PROPOSAL FORMAT:

- Please submit one single PDF file with the proposal requirements (listed below) arranged in the same order. Multiple files would only be accepted if a single PDF file exceeds the maximum allowable attachment size.
- All proposal documents must use Arial font size 11 pt or larger, have document margins of 0.5”, and use a standard A4 page size.
- Proposals exceeding the page limits will not be reviewed.

PROPOSAL REQUIREMENTS:

1. Organisation and team’s details:

- A sample of previous work, ideally related to landscape mapping and in biotechnology and biomanufacturing, food and beverage manufacturing or in allied sectors.
- A brief profile of the organisation, along with a list of project team members who would be significantly involved, including their CVs, areas of expertise, and proposed roles.
- List of any additional subcontractors that may be used to complete the assignment.
- Two references from previous clients.

Note: Any changes in the project team, from proposal to project completion, are only allowed after approval by GFI India.

2. Technical proposal:

A technical proposal covering the following three mandatory elements:

- **Project design – maximum of five pages:** Describing project aims, methods, collaborations within the respondent’s organisation (if applicable), and references (if applicable).
- **Work plan with timeline – maximum of two pages:** Outlining the project objectives, milestones, tasks, and dependencies included in your research design. You may choose the format, but Gantt charts and timeline diagrams are often preferred. Please use general timeframes rather than specific calendar dates.

- **Impact strategy – maximum of one page:** Providing a detailed description of the impact of the proposed study on the Indian smart protein ecosystem.

- 3. Financial proposal:** Provide a detailed budget breakdown for the entire study, including personnel costs, data collection, analysis, reporting, and any other relevant expenses. Budget requests inclusive of tax must not exceed INR 15,00,000.

Note: Failure to include a complete response to each of the above-mentioned items, which are specific to proposal responsiveness and to the RFP's evaluation criteria, may result in the proposal being deemed non-responsive.

EVALUATION CRITERIA:

Proposals will be evaluated on merit and completeness by an Evaluation Team. Proposals will be evaluated using the following criteria:

- Qualifications, experience, and expertise of the consultant **(20 percent)**
- Technical proposal **(50 percent)**
- Financial proposal **(30 percent)**

The Evaluation Team may consider the past performance of the respondent under other contracts with GFI India (if any) or other GFI affiliates. GFI India reserves the right to conduct additional due diligence as deemed necessary and may require the submission of additional information at its sole discretion.

About GFI India

[The Good Food Institute India](#) (GFI India) is the central expert organisation, thought leader, and convening body in the Indian 'alternative protein' or 'smart protein' sector. As part of an international network of organisations with partners in the U.S., Brazil, Europe, Israel, and Asia Pacific, GFI India is on a mission to build a secure, sustainable, and just global food future. With unique insight across science, business, and policy, we are using the power of food innovation and markets to accelerate the transition of our food system toward smart proteins. In building the sector from the ground up in India, we're aiming to establish a model for its growth all across the developing world.