

REQUEST FOR PROPOSAL (RFP)

Selection of a Private Sector Partner for Pilot-Scale Mechanization and Commercialization of Tuna Fish Skin Leather Technology

(Prepared in accordance with the Consultancy Services Manual & Guidelines – November 2007)

1. Introduction

The National Aquatic Resources Research and Development Agency (NARA) invites Technical and Financial Proposals from eligible and qualified private sector entities to collaborate in the pilot-scale mechanization and commercialization of tuna fish skin leather technology developed by NARA.

2. Background of the Assignment

NARA has developed a validated processing methodology for converting tuna fish skin into value-added leather through laboratory-scale and manual processing techniques. The developed product has demonstrated acceptable physical, mechanical, and aesthetic properties suitable for applications such as footwear, fashion accessories, and handicrafts.

In order to scale up this technology to industrial level, NARA intends to engage a capable private sector partner to support pilot-scale mechanization, validation, and commercialization.

3. Objectives of the Assignment

The objectives of this assignment are to:

- Mechanize the existing tuna fish skin leather processing method
 - Establish a pilot-scale processing system
 - Facilitate technology transfer from NARA to the selected partner
 - Enable commercial-scale production and market entry
 - Ensure compliance with quality and environmental standards
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4. Scope of Services

4.1 Responsibilities of the Selected Partner

The selected partner shall be responsible for:

- Providing financial support for procurement and installation of small-scale machinery
- Supporting pilot-scale mechanization of the processing method
- Scaling up production to commercial level
- Product development, finishing, and market adaptation
- Branding, marketing, and distribution of fish leather products
- Compliance with environmental, safety, and quality regulations
- Providing periodic progress reports to NARA

4.2 Responsibilities of NARA

NARA shall provide:

- Existing processing methodology and technical know-how
 - Technical supervision during pilot-scale mechanization
 - Support in process validation and optimization
 - Training of technical personnel
 - Guidance on quality standards and product development
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5. Eligibility and Qualification Criteria

Applicants shall meet the following minimum requirements:

- Registered company in Sri Lanka
 - Experience in leather processing, fish processing, or value-added product manufacturing
 - Availability of basic processing or manufacturing facilities
 - Demonstrated financial capability to support machinery investment
 - Experience in product commercialization and market development
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6. Selection Method

The selection shall be carried out using the Quality and Cost Based Selection (QCBS) method.

The proposal with the highest combined technical and financial score will be selected.

7. Proposal Submission

Applicants shall submit:

- Technical Proposal
- Financial Proposal

Submission Deadline: 5th June 2026 at 2.30 p.m.

Submission Method: Email or sealed envelope
Late submissions will not be accepted.

8. Technical Proposal – Content

The Technical Proposal shall include:

- Company profile and legal status
 - Relevant experience in similar industries
 - Description of available facilities and technical capacity
 - Proposed approach for mechanization and commercialization
 - Implementation plan and timeline
 - Quality assurance and environmental compliance approach
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9. Financial Proposal – Content

The Financial Proposal shall include:

- Investment plan for pilot-scale machinery
 - Estimated operational costs
 - Commercialization plan and expected revenue
 - Proposed royalty or revenue-sharing model with NARA
 - Financial sustainability plan
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10. Evaluation of Proposals

10.1 Technical Evaluation (100 Marks)

- Experience and expertise – 30 marks
- Technical approach and methodology – 30 marks
- Facilities and financial capacity – 20 marks
- Implementation plan – 20 marks

Minimum qualifying marks: **70**

10.2 Financial Evaluation

Financial proposals of technically qualified applicants will be evaluated.

10.3 Weight Allocation (QCBS)

Technical Proposal: **80%**

Financial Proposal: **20%**

11. Contract Negotiation and Award

The selected applicant will be invited for negotiations. Upon successful negotiation, a Technology Transfer and Commercialization Agreement will be signed covering:

- Roles and responsibilities
 - Intellectual property rights (owned by NARA)
 - Revenue sharing / royalty
 - Duration and termination
 - Confidentiality
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12. Intellectual Property

The tuna fish skin leather processing technology shall remain the sole property of NARA. The selected partner will be granted usage rights under agreed terms.

13. General Conditions

- NARA reserves the right to accept or reject any proposal
 - Incomplete submissions may be rejected
 - Any attempt to influence evaluation will result in disqualification
 - NARA's decision shall be final
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14. Clarifications

All clarification requests shall be addressed to:

Head / Senior Scientist
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