

**AGRICULTURAL AND PROCESSED FOOD PRODUCTS  
EXPORT DEVELOPMENT AUTHORITY  
(APEDA)  
(Ministry of Commerce and Industry, Government of India)  
3<sup>rd</sup> Floor, NCUI Building, 3, SIRI Institutional Area,  
August Kranti Marg, New Delhi-110016**

Reference No. APEDA-AP/71/2025-AP

Date: 29<sup>th</sup> July 2025

**ADDENDUM**

**Subject: - Pre-Bid Meeting regarding “Engagement of a Professional agency to identify strategies for enhancing the export potential of animal products from India”**

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The queries received during pre-bid meeting and reply against the same is as under:

S. No.	Text in Bid Document and Query(ies)	Reply
1	<p><b>Clause No. 3.3.1 (ii)</b> <b>Compliance and Standards:</b> Analysis of certification, traceability, and quality control mechanisms.</p> <p><b>Query:</b> Whether the analysis should focus on certification, traceability, and quality control mechanisms followed by Indian exporting companies, or whether it should also cover the specific requirements of key importing countries.</p>	<p>The agency should analyse global trends, emerging markets, and new product opportunities, identify infrastructural, regulatory, and logistical bottlenecks limiting export growth and map and access policies/ measures taken by major exporters of livestock products (e.g., New Zealand, Netherlands, Germany, USA, etc.) to promote exports including study of the trade agreements between major trading partners in livestock and livestock products.</p>
2	<p><b>Clause No. 3.3.1 (iii)</b> Level of Farm-to-fork traceability and animal identification and movement tracking systems in the meat supply chain, to meet stringent SPS standards in markets like the EU, USA.</p> <p><b>Query:</b> This section requires an assessment of the extent to which Indian exporting companies have adopted farm-to-fork traceability and animal tracking systems. Kindly confirm if this interpretation is correct.</p>	<p>The word “Producers” stands for stakeholders engaged in raising of livestock and animal products, including</p>
3	<p><b>Clause No. 3.4</b> Consultations with producers, exporters, industry associations, state animal husbandry departments, APEDA-registered exporters, and logistics providers.</p>	<p>The word “Producers” stands for stakeholders engaged in raising of livestock and animal products, including</p>

	<b>Query:</b> Clarify Producers.	bovine meat, poultry, eggs, dairy, and other value-added products
4	<p><b>Clause No. 3.2 (iv)</b>  <b>3. Scope of Work</b>  Impact assessment of FTAs and trade agreements (e.g., India-UAE CEPA, India-UK FTA, India-Australia ECTA etc.).</p> <p><b>Query:</b> By the impact assessment, it is expected to assess and analyze various outcomes and pay-offs in terms of volume, nature of the products etc., due to the existing FTAs and trade agreements.</p>	The purpose of Impact Assessment as taken by the agency appears to be in order.
5	<p><b>Clause No. 4 (ii)</b></p> <p><b>Methodology:</b>  Field Research: Primary surveys in selected states (e.g., UP, Maharashtra, Andhra Pradesh, Tamil Nadu, West Bengal) and key clusters.</p> <p><b>Clarification sought:</b>  Clarification on the target stakeholders/entities and scale of coverage (Number) envisaged for the primary survey in the selected states.</p>	<p>(A) Target Stakeholders stands for:  (i) Those engaged in the value chain of selected animal products, and  (ii) Those engaged in exports of such products.</p> <p>(B) <b>Scale of coverage</b> (Number) will be worked out in consultation with the selected agency.</p>
6	<p><b>Clause No. 4 (iii)</b>  <b>Methodology:</b>  Stakeholder Interaction: Structured consultations with exporters, cold chain providers, slaughterhouse operators, and APEDA-registered entities.</p> <p><b>Clarification sought:</b>  Clarification on the expected/ tentative number of stakeholders that can be covered as a part of primary interactions.</p>	<p>The expected/ tentative number of stakeholders that can be covered as a part of primary interactions will be worked out in consultation with the selected agency.</p> <p>APEDA registered entities stands for APEDA's member exporters.</p>
7	<p><b>Clause No. 7.2.4</b>  The agency shall have a multidisciplinary team including agri-export specialists, economists, veterinarians, animal scientists and statisticians. The agency submit CVs of the team leader and members of the team.</p>	<p><b>Clause 7.2.4</b> may be read as under:</p> <p>The agency shall have a multidisciplinary team including agri-export specialists, economists, veterinarians, animal</p>

	<p><b>Request:</b> To include dairy expert.</p>	<p>scientists, <b>dairy experts</b>, and statisticians. The agency submit CVs of the team leader and members of the team.</p>
8	<p><b>Clause No. 7.2.5</b></p> <p>The Team Leader should be:</p> <p>(a) Doctorate/ MBA or Post-Graduation in Veterinary Science &amp; Animal Husbandry / Agriculture/ International Business, and</p> <p>(b) Possessing a minimum experience of 10 years in the field.</p> <p><b>Request:</b> to include dairy science.</p>	<p><b>Clause 7.2.5</b> may be read as under:</p> <p>The Team Leader should be</p> <p>(a) Doctorate/ MBA or Post-Graduation in Veterinary Science &amp; Animal Husbandry / <b>Dairy Science</b> Agriculture/ International Business, and</p> <p>(b) Possessing a minimum experience of 10 years in the field.</p>
9	<p><b>Clause No. 7.2.6</b></p> <p>The Team Associate/ Member should be Post Graduate in Veterinary Science &amp; Animal Husbandry/ Agriculture/ Economics/ Animal Scientists/ International Business/ Statistics having specialization in analysis of trade data.</p> <p><b>Request:</b> to include dairy science.</p>	<p><b>Clause No. 7.2.6</b> may be read as under:</p> <p>“The Team Associate/ Member should be Post Graduate in Veterinary Science &amp; Animal Husbandry/<b>Dairy Science</b>/ Agriculture/ Economics/ Animal Scientists/ International Business/ Statistics having specialization in analysis of trade data.</p>
10	<p><b>APPENDIX</b></p> <p>List of Animal Products: HS Code</p> <p><b>Request:</b></p> <p>Secondary sources such as ITC Trade Map and UN Comtrade typically provide trade data at the 6-digit HS code level, with a one-year time lag. Accessing and analysing data at the 8-digit HS code level for all importing countries may be challenging due to limited availability. Whether data analysis can be carried out at the 6-digit HS code level for all products.</p>	<p>Data analysis can be carried out at the 6-digit HS code level for all products.</p>

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