Title: Study on Refrigeration Use and Cooling Operations in India's Convenience Stores

Request for Proposal

1. Background

India is a Party to the Montreal Protocol since 1992 and has been implementing phase-out of production and consumption of Ozone Depleting Substances (ODSs). The production and consumption of Chlorofluorocarbons (CFCs), Carbon tetrachloride (CTC) and Halons has been successfully phased out in India as of 1st January, 2010. The phase-out of Hydrochlorofluorocarbons (HCFCs) is ongoing as per the accelerated phase-out schedule of HCFCs under the Montreal Protocol.

The HCFC Phase-out Management Plan (HPMP) is being implemented in the country. The Executive Committee (ExCom) of the Multilateral Fund (MLF) it its 91st meeting vide decision 91/45 approved the HPMP Stage-III for India. The UNDP is the lead implementing agency for implementation of HPMP Stage-III. United Nations Environment Programme (UNEP) and Deutsche Gesellschaftfür Internationale Zusammenarbeit, (GIZ) Proklima, Government of Germany are the cooperating agencies.

The Ozone Cell, MoEF&CC is the National Ozone Unit of the Ministry of Environment, Forest and Climate Change (MoEF&CC), Government of India, is implementing the Hydrochlorofluorocarbons (HCFCs) Phase-Out Management Plan (HPMP) Stage -III.

The United Nations Environment Programme (UNEP) is the cooperating agency, to implement the non-investment component of India's HPMP Stage-III.

Convenience stores are an important part of the cold chain because they are the final point where chilled, fresh, and frozen products reach consumers. For small-format stores, reliable refrigeration is critical to keeping products fresh, reducing waste, and meeting food safety requirements. Refrigeration also enables these stores to offer popular items such as cold drinks, fresh foods, dairy products, and frozen goods that attract customers and boost sales. To do this, convenience stores use different types of commercial refrigeration equipment, including upright beverage coolers, open grab-and-go units, reach-in refrigerators, and freezers. Strengthening cold chain connections through better transport, storage, and the use of low-GWP refrigeration technologies helps these stores access more perishable products, operate more efficiently, and provide communities with safe, high-quality, and sustainable food options.

The PMU, Ozone Cell, MoEF&CC invites proposal for carrying out the activities listed in scope of work and deliverables given in Section 3 and 4 below respectively.

2. Objective

To study the current cooling practices, refrigerant use, and transition opportunities for adopting energy-efficient, non-ODS and low-GWP technologies in India's small-format convenience stores.

3. **Scope of Work**

a. The study will involve the collection, collation, and analysis of information through desk research and field visits, covering the following areas:

    a. Assessment of the current status and operational characteristics of convenience stores in India, with specific focus on infrastructural features, cooling requirements and types of equipment used for cooling, and patterns of energy consumption across Tier-1 and Tier-2 cities.

    b. Examine the existing cooling technologies and commercial refrigeration systems utilized in Indian convenience stores, including their technical specifications, types of refrigerants used, mode of energy used for cooling purpose, and suitability to local climatic and market conditions.

    c. Compilation of information on the safety guidelines and standards issued by the Bureau of Energy Efficiency (BEE) and the Bureau of Indian Standards (BIS) to ensure compliance with safety norms related to installation and maintenance of cold storage/facilities in convenience stores in India.

    d. Examine the monitoring mechanism for cooling efficiency and Energy conservation in existing refrigeration systems used in convenience stores in India.

    e. Identify the manufacturer, trader and skilled technicians related to refrigeration system in convenience store.

    f. Review global best practices for safety, operation and maintenance of refrigeration system used in convenience store.

    g. Based on the findings of the study develop study to enhance stakeholder awareness regarding the current practices, HCFC phase-out implications, and available options for transitioning to energy-efficient, non-ODS and low GWP alternatives within India's convenience store ecosystem.

b. Organize two (3) workshops (virtually) for creating awareness among the concerned stakeholders on how to promote the adoption low-GWP refrigerant in convenience stores in India. The workshops will involve participation from concerned stakeholders comprising representatives from Government departments, industry associations, industry experts, RAC manufacturers and technicians, convenience store's operators, regulatory authorities, environmental NGOs, policymakers and researchers.

4. Schedule

The duration of completion of all the activities as per the scope of work is 6 months from the date of award of the assignment.

5. **Timeline and reporting**

- Inception report with detail methodology and a clear work plan with timelines– Within 1st month of project inception
- Mid-term report with progress update highlighting key insights, challenges, and proposed next steps – End of 3rd month.
- Final report, submission - End of 6th month

6. **Terms of Payment**

    1. 50% after signing the agreement.
    2. 30% after submission of mid-term report.
    3. 20% after submission of final report and acceptance by MoEF&CC.

7. Eligibility Criteria

a. Average Annual financial turnover during the last three years, ending 31st March, 2025, should be at least INR 10 lakhs (to be supported with financial statements / audited balance sheets of the last three financial years).
b. Minimum 3 years' experience working in the field of Montreal Protocol/ International Environmental Convention in related areas or reputed Academic / Research Institution having expertise in the area (to be supported by letter of award and contract).
c. Experience of executing at least 3 assignments of order value INR 15 lakhs in the field of Montreal Protocol/ international/ multilateral conventions for government/ PSUs, autonomous bodies, international organizations, bilateral and multilateral bodies (to be supported by letter of award and contract).

8. Submission of Proposal

The proposal will be submitted in two parts involving Technical and Financial Proposals in two separate sealed envelopes. Proposal sent by Email/Fax will not be entertained. Last date of acceptance of the duly filled and completed bids is 26 February, 2026 by 17:30 Hours at the following address:

The Director,
Ozone Cell
Ministry of Environment, Forest and Climate Change (MoEF&CC)
1st Floor 9 Institutional Area, Lodhi Road
New Delhi - 110 003

The Study Title and the information of the proponent should be included on the envelope.

a) **Technical Proposal**

The Technical Proposal should include the following:

i. Introduction.

ii. Details of experience of similar work.
iii. Approach and Methodology.
iv. Work Plan.
v. Details of Technical Team (include one page CV each of the persons to be associated) including qualification in relevant areas

b) **Financial Proposal**

The Financial Proposals should include the total lump-sum cost in INR inclusive of all taxes, travel and other expenses related to the assignment.

9. Evaluation and Selection

Evaluation Criteria (will be applied only to those who meet the eligibility criteria and their marks)

Sr. No.	Criteria	Marks	
	Sub-criteria	Total criteria	Sub-criteria
1	Past Experience of the Firm	40	

	• Number of years relevant experience
	  o 3 –6 Years
	  o More than 6 Years
	
	• Experience of working with government/ PSUs, autonomous bodies, international organizations, bilateral and multilateral bodies
	  o 3 -6 Assignments
	  o More than 6 Assignments
			20
			10
			20
			
			20
			
			10
			20

2	Methodology, Work Plan and Understanding of TOR	20	
	• Understanding of TOR • Approach and methodology • Work plan with timelines		06 08 06
3	General profile of qualifications, experience and number of key staff	25	
	• Qualifications • Relevant experience		10 15
4	Overall financial strength of the firm in terms of turnover, profitability and cash flow (liquid assets) situation	15	
	Turnover figure for last three years • 15 - 20 lakhs • 20 - 25 lakhs • 25 lakhs and above		 5 10 15
5	Total	100	

The minimum cut off will be 75 (Seventy-Five) marks for technical proposal and competency.

10. **Selection Methodology**

Quality and cost-based selection

a. Technical proposal -70%
b. Financial proposal -30%

Financial proposals will be opened only for the technically qualified bidders and will be given cost score based on relative ranking of prices, with 100 marks for the lowest bidder and pro-rated lower marks for higher priced offers. The total score shall be obtained by weighting the quality and cost scores and the bidder that obtains the combined highest score will be considered for award.