



**Kerala  
Tenders**

## eTendering System Government of Kerala

### Tender Details

Date : 24-Sep-2025 05:12 PM

Print

#### Basic Details

<b>Organisation Chain</b>	Kerala Co-operative Milk Marketing Federation Ltd  KCMF Ltd Head Office, Pattom, Trivandrum  Quality Control		
<b>Tender Reference Number</b>	KCMF/HO/MMG/10/2025-26		
<b>Tender ID</b>	2025_KCMF_801327_1	<b>Withdrawal Allowed</b>	Yes
<b>Tender Type</b>	Open Tender	<b>Form of contract</b>	EOI
<b>Tender Category</b>	Goods	<b>No. of Covers</b>	1
<b>General Technical Evaluation Allowed</b>	No	<b>ItemWise Technical Evaluation Allowed</b>	No
<b>Payment Mode</b>	Not Applicable	<b>Is Multi Currency Allowed For BOQ</b>	No
<b>Is Multi Currency Allowed For Fee</b>	No	<b>Allow Two Stage Bidding</b>	No

#### Cover Details, No. Of Covers - 1

Cover No	Cover	Document Type	Description
1	Fee/PreQual/Technical/Finance	.pdf	EOI

#### Other Important Documents

S.No	Category	Sub Category	Sub Category Description	Format/File
1	Man Power Details	Details of Technical Manpower Details	Details of Technical Manpower Details	
2	Man Power Details	Details of Technical Manpower-Other Schemes Details	Details of Technical Manpower-Other Schemes Details	
3	Miscellaneous	Miscellaneous Docs	Miscellaneous Docs	
4	Miscellaneous	Company profile	Company profile	
5	Miscellaneous	Tender documents	Tender documents	
6	Work Details	Works Completed Details	Works Completed Details	
7	Work Details	Works for which Bids submitted Details	Works for which Bids submitted Details	

#### Tender Fee Details, [Total Fee in ₹ \* - 0.00]

<b>Tender Fee in ₹</b>	0.00		
<b>Fee Payable To</b>	Nil	<b>Fee Payable At</b>	Nil
<b>Tender Fee Exemption Allowed</b>	No		

#### EMD Fee Details

<b>EMD Amount in ₹</b>	0.00	<b>EMD Exemption Allowed</b>	No
<b>EMD Fee Type</b>	fixed	<b>EMD Percentage</b>	NA
<b>EMD Payable To</b>	Nil	<b>EMD Payable At</b>	Nil

[Click to view modification history](#)

#### Work /Item(s)

<b>Title</b>	EOI -Formulation for a UHT-processed Protein Milk Drink				
<b>Work Description</b>	EOI for Formulation for a UHT-processed Protein Milk Drink				
<b>Pre Qualification Details</b>	Please refer Tender documents.				
<b>Independent External Monitor/Remarks</b>	NA				
<b>Show Tender Value in Public Domain</b>	No				
<b>Tender Value in ₹</b>	50,00,000	<b>Product Category</b>	Food Products	<b>Sub category</b>	NA
<b>Contract Type</b>	Empanelment	<b>Bid Validity(Days)</b>	90	<b>Period Of Work(Days)</b>	NA
<b>Location</b>	Trivandrum	<b>Pincode</b>	695004	<b>Pre Bid Meeting Place</b>	NA
<b>Pre Bid Meeting Address</b>	NA	<b>Pre Bid Meeting Date</b>	NA	<b>Bid Opening Place</b>	Milma Bhavan, Pattom
<b>Should Allow NDA Tender</b>	No	<b>Allow Preferential Bidder</b>	No		

**Critical Dates**

<b>Publish Date</b>	24-Sep-2025 05:30 PM	<b>Bid Opening Date</b>	08-Oct-2025 02:00 PM
<b>Document Download / Sale Start Date</b>	24-Sep-2025 05:30 PM	<b>Document Download / Sale End Date</b>	07-Oct-2025 02:00 PM
<b>Clarification Start Date</b>	24-Sep-2025 05:30 PM	<b>Clarification End Date</b>	07-Oct-2025 02:00 PM
<b>Bid Submission Start Date</b>	24-Sep-2025 05:30 PM	<b>Bid Submission End Date</b>	07-Oct-2025 02:00 PM

**Tender Documents**

<b>NIT Document</b>	<b>S.No</b>	<b>Document Name</b>	<b>Description</b>	<b>Document Size (in KB)</b>
	1	Tendernotice_1.pdf	EOI DOCUMENT	143.32

  

<b>Work Item Documents</b>	<b>S.No</b>	<b>Document Type</b>	<b>Document Name</b>	<b>Description</b>	<b>Document Size (in KB)</b>
	1	Other Document	EOI.pdf	EOI	127.85

**Bid Openers List**

<b>S.No</b>	<b>Bid Opener Login Id</b>	<b>Bid Opener Name</b>	<b>Certificate Name</b>
1.	bilssy@milma.com	Bilssy Devi O.B.	Bilssy Devi O B
2.	muruganvs@milma.com	Murukan VS	Murukan V S
3.	sreekumar@milma.com	Sreekumar T	SREEKUMAR T

**Tender Properties**

<b>Auto Tendering Process allowed</b>	No	<b>Show Technical bid status</b>	Yes
<b>Show Finance bid status</b>	Yes	<b>Stage to disclose Bid Details in Public Domain</b>	Technical Bid Opening
<b>BoQ Comparative Chart model</b>	NIL	<b>BoQ Compartive chart decimal places</b>	2
<b>BoQ Comparative Chart Rank Type</b>	NIL	<b>Form Based BoQ</b>	No

**Tender Inviting Authority**

<b>Name</b>	Managing Director
<b>Address</b>	KCMMF Ltd, Milma Bhavan, Pattom, Trivandrum

**Tender Creator Details**

<b>Created By</b>	Murukan VS
<b>Designation</b>	Manager
<b>Created Date</b>	24-Sep-2025 04:10 PM



## KERALA CO-OPERATIVE MILK MARKETING FEDERATION LTD

MilmaBhavan, Pattom Palace P.O, Thiruvananthapuram-695004

Website:www.milma.com, E mail:md@milma.com

Ref: KCMMF/HO/MMG/10/2025-26

24.09.2025

### RE-INVITATION OF EXPRESSION OF INTEREST

KCMMF re-invites Expressions of Interest (EOI) from qualified applicants (Professionals, Research Institutions, or Organizations) in providing a scientifically sound and evidence-based **Formulation for a UHT-processed Protein Milk Drink**. This is in continuation to our formerly published EoI under reference: *KCMMF/HO/MMG/10/2025-26 dated 27.08.2025*. Parties who had responded earlier may re-submit their details in response to this re-invitation.

This initiative aims to introduce a nutritionally complete, shelf-stable meal replacer tailored to meet the needs of health-conscious consumers and medically sensitive groups, furthering Milma's mission of delivering accessible, high-quality dairy nutrition.

#### **1. Objective**

The objective of this EOI is to identify a formulation provider who can deliver a technically robust and evidence-based formulation for a 200 ml UHT-processed Protein Milk Drink, enriched with milk protein powder and essential vitamins/minerals, suitable for the following target groups:

- Sports and health enthusiasts
- Elderly individuals
- Children
- Physically weak patients, including patients suffering with low immunity or immuno-compromised conditions
- Diabetic individuals

The product is intended to be a complete food, supporting muscle building and nutritional recovery, to be consumed as a meal replacer.

## 2. Scope of Work

The selected party shall:

- a. Provide a scientifically sound and evidence-based formulation for a Milk based, UHT-compatible, ready-to-drink Protein Milk Beverage in sachets to suit the declared objectives. The parties shall submit enough proof that the formulation is originally developed by them like IPR certificate or original research publications / similar documents.
- b. Offer guidance and support in product branding, consumer outreach, and sales growth initiatives.
- c. Submit detailed documentation including:
  - Ingredient list with proportions
  - Nutritional composition per 100 ml
  - Functional claims and justifications
  - Relevant references and scientific basis
  - Clarify ingredient sourcing feasibility and cost implications (indicative only)
- d. Provide consultation support during our internal trial runs
- e. Upon finalization, enter into a commercial contract with KCMMF for the use of the formulation

Note:

- The selected party shall receive a **one-time payment** for providing the formulation and/or may be eligible for **sales-linked incentives or royalty** as per contractual terms.
- All manufacturing, packaging, and marketing will be undertaken by KCMMF.
- All product trials, prototype development, and shelf-life studies will be conducted by MRCMPU Ltd using its own infrastructure. The selected party shall offer technical consultation, if needed, during trials.

## 3. Technical Requirements

- a. Formulation shall use milk protein concentrate/isolate, UHT-stable vitamins, and other functional/nutritional ingredients
- b. Ensure that the proposed formulation complies with applicable FSSAI and regulatory standards.
- c. **Shelf stability:** The formulation must be compatible with UHT processing and aseptic packaging, ensuring a minimum shelf life of 4-6 months at

- ambient temperature without compromising nutritional integrity or sensory quality.
- d. **Sensory profile:** The drink should have acceptable taste, texture, and mouth feel for broad consumer acceptability, without added artificial flavors or synthetic thickeners that may affect perception.
  - e. **Sugar and calorie control:** The formulation should maintain a low glycemic load with controlled sugar/caloric content, making it suitable for diabetic and weight-conscious consumers.
  - f. All ingredients should be GRAS (Generally Recognized As Safe) and preferably available in India for ease of sourcing

#### 4. Eligibility Criteria

Applicants should meet the following criteria:

- Professionals with proven expertise in **Nutrition, Dietetics, Clinical Research** (Preferably Medical professional), or with adequate competence in **functional dairy/beverage formulation**.
- Recognized Dairy/Food/Spice research institutions or organizations expertise with previous experience in health drink/nutraceutical formulations
- Familiarity with UHT-compatible formulation constraints
- Should have no direct or indirect business conflict with Milma operations

#### 5. Submission Requirements

**Interested applicants must submit the following:**

- Profile of the Individual/Organization/Institute
- Experience in food/dairy/nutraceutical formulations (supporting documents or references preferred)
- Concept note or abstract on the proposed formulation approach and evidence to prove that the formulation is originally developed by them including IPR Registration/ research publications/ similar documents.
- Declaration of willingness to share full formulation upon selection
- Declaration of non-conflict of interest
- Any Patent/ Trade mark/ IPR related certificate received for the product / Product formulation, if any.

Note: Financial offers shall not be submitted at this EOI stage. Commercial terms will be invited from shortlisted parties during the RFP stage.

## 6. Selection Process

- KCMMF will evaluate EOIs based on qualifications, relevance of experience, and the proposed formulation concept based on technical soundness and nutritional value of formulation, suitability for our infrastructure and market.
- Shortlisted applicants will be invited to participate in a detailed e-Tender process.
- The bidders of the e-tender will again undergo technical and financial evaluation. The finalized formulation provider shall enter into a royalty/payment agreement based on sales-linked payment per pack.
- The contract period for the formulation engagement shall be for a duration of **five (5) years** from the date of execution of the agreement, subject to satisfactory performance and compliance with all terms
- KCMMF reserves the right to terminate the contract if the formulation does not meet operational or regulatory requirements during scale-up.

All Intellectual Property related to the product packaging, branding, and production remains with Milma.

## 7. Intellectual Property Rights (IPR)

- a. All Intellectual Property Rights related to the product formulation, branding, packaging design, and marketing materials developed independently by KCMMF or in collaboration with the selected party shall remain the exclusive property of KCMMF until the end of the contract period, unless otherwise agreed in writing.
- b. The formulation provided by the selected party shall be original, scientifically sound, and free from any third-party IPR encumbrance. The selected party shall retain authorship of the formulation but shall grant KCMMF an irrevocable, royalty-based license (or ownership, if agreed) to use the formulation for manufacturing, distribution, and marketing as per the commercial agreement.
- c. The selected party shall not disclose, license, transfer, or use the formulation or any proprietary data, concepts, or confidential information shared during the project with any third party without prior written consent from KCMMF.
- d. In case KCMMF develops any derivative formulations, packaging designs, or branded variants based on the originally submitted formulation, the IPR of such developments shall rest solely with KCMMF.

- e. Any technical documents, test reports, prototypes, samples, or analytical data generated during the product development and trial process shall remain the property of KCMMF.

#### Indemnity Clause:

The selected party shall

- a. Indemnify and hold harmless KCMMF, its affiliates, directors, officers, and employees from and against any and all claims, damages, losses, liabilities, costs, and expenses (including reasonable legal fees) arising out of or related to:
  - i. Any breach of representation, warranty, or obligation under this EOI or subsequent contract
  - ii. Any third-party claims alleging infringement of Intellectual Property Rights (patents, trademarks, copyrights, trade secrets, etc.) resulting from the use of the formulation or materials provided
  - iii. Any defect, misrepresentation, or omission in the provided formulation that leads to regulatory non-compliance, consumer health risk, or market withdrawal
- b. The indemnity obligation shall survive the termination or expiry of the agreement and shall apply irrespective of any limitation of liability contained in other parts of the agreement

#### **8. Request for Proposal (RFP):**

- a) Shortlisted agencies after EOI will be asked to submit Request for Proposal (RFP). The Request for proposal shall consist of Technical and Financial bid (details will be available in the RFP document given to shortlisted agencies).
- b) The last date of submission of Request for Proposal (RFP) will be mentioned in the RFP document.
- c) It may be noted that the information in this EOI is indicative only and is liable to change. The actual Scope of Work will be available in the Request for Proposal (RFP) document which will be issued to the eligible /shortlisted Agencies selected through this EOL. Only Agencies shortlisted through this EOI will be eligible to respond to the Request for Proposal (RPF).

#### **9. Selection methodology:**

- a) After submission of Request for Proposal, the agencies will be invited to do a presentation before the MILMA's selection panel.

b) Technical bid evaluation: The technical bid evaluation will be based on the credentials of the agency and the presentation given before the selection panel.

c) Financial bid. Agencies will have to give the financial bid for each item mentioned in RFP document through tender process.

#### **10. Submission of EOI through e-tender.**

The technical bid shall be submitted only through e-tender portal. The necessary documents shall be uploaded along with the tender. Detailed terms and conditions, scope of work as indicated in the bidding document of the work is to be uploaded in the Kerala Government e-portal [www.etenders.kerala.gov.in](http://www.etenders.kerala.gov.in).

<b>Schedule of Events</b>	<b>Date &amp; Time</b>
<b>Bid Publish Date</b>	<b>24.09.2025, 5:30 PM</b>
<b>Document Download Start</b>	<b>24.09.2025, 5:30 PM</b>
<b>Clarification Start</b>	<b>24.09.2025, 5:30 PM</b>
<b>Clarification End</b>	<b>07.10.2025, 2:00 PM</b>
<b>Bid Submission Start</b>	<b>24.09.2025, 5:30 PM</b>
<b>Bid Submission Closing</b>	<b>07.10.2025, 2:00 PM</b>
<b>Bid Opening</b>	<b>08.10.2025, 2:00 PM</b>

#### **11. Contact Information**

The Managing Director  
KCMMF Ltd  
Milma Bhavan,  
Pattom P.O, Trivandrum- 4  
Ph: 0471 2786- 430, 436  
e mail: qc@milma.com

Sd/-

Managing Director



## **Annexure A**

### **APPLICATION LETTER**

*(On the letterhead of the Applicant / Institution / Organization)*

Date: .....

To  
The Managing Director,  
Kerala Co-operative Milk Marketing Federation Ltd (KCMMF)  
MilmaBhavan, Pattom,  
Thiruvananthapuram – 695004

Sub: Expression of Interest – Formulation for UHT-Processed Protein Milk Drink

Dear Sir,

I/We, the undersigned, having thoroughly reviewed and understood the requirements as specified in the EOI issued by Kerala Co-operative Milk Marketing Federation Ltd (KCMMF) for the formulation of a UHT-processed protein milk drink, hereby express our interest to participate in the said initiative.

I/We are duly authorized to represent and act on behalf of .....  
..... (hereinafter referred to as "the Agency") for this purpose.

We hereby enclose the following documents as required under the EOI:

1. Profile of the individual/organization/institution
2. Proof of relevant experience in food/dairy/nutraceutical formulation
3. Concept note / abstract on the proposed formulation approach
4. Declaration of willingness to share full formulation upon selection
5. Declaration of non-conflict of interest

I/We understand that KCMMF reserves the right to accept or reject any application without assigning any reason whatsoever.

I/We further understand that any application not accompanied by complete annexures or lacking the prescribed format and content is liable to be rejected.

Yours sincerely,

Signature: .....

Name (Authorized Signatory): .....

Designation: .....

Agency/Institution Name: .....

Contact Details (Phone/Email): .....

Date: .....