



TNECD: RFI 33001-16703 for Investment Attraction Representative in India

About TNECD:

Tennessee is home to more than 850 foreign-based establishments that have invested over \$30.1 billion in capital and employ more than 116,000 Tennesseans.

The Department of Economic & Community Development (ECD) works to proactively identify and recruit new foreign direct investment (FDI) into the state.

In 2013 alone, the Tennessee Department of Economic and Community Development projects accounted for 52 commitments from foreign-owned businesses that created 9,215 jobs and \$1.68 billion in capital investment. This FDI accounted for nearly 40 percent of all Tennessee's new jobs committed last year and nearly one-third of all capital investment committed in the state. These major foreign projects included South Korean-owned Hankook Tire (1,800 new jobs, \$800 million investment), Japanese-owned Calsonic Kansei (1,200 new jobs, \$109.6 million capital investment) and Swiss-owned UBS (1,000 new jobs, \$36.5 million capital investment).

We believe in high expectations, low debt and a pro-business regulatory environment. Tennessee is proud to be a right-to-work state with a low-cost labor force and no personal income tax on wages. Our state and local tax burdens are some of the lowest in the country. We have the lowest debt per capita in the country and very low unionization rates – factors which continue to make our state attractive for foreign direct investment.

About this RFI:

The Tennessee Department of Economic and Community Development is seeking information from qualified individuals and firms who are equipped to support the Department's efforts to attract job-creating investment from **India**.

The Department's intention is to ascertain the viability of engaging a foreign representative to increase investment and job commitments to the State of Tennessee and the types of services such a representative could provide.

If appropriate, the FDI Director may conduct preliminary interviews in New Delhi during the week of November 28th, 2016.



Respondents should answer the following questions and describe how they are equipped to help TNECD achieve its goal of attracting investment by companies who will create long-lasting, high-quality jobs within the State. The State's issuance of this RFI does not bind the State to later issuing an RFP or entering into any contract for services contemplated in this RFI.

A. Market Opportunity:

A.1. Describe the opportunity for the State of Tennessee to attract investment from **India**. What factors are driving companies from your market to open or expand operations in the United States?

B. Fit with TN Cluster Focus:

Tennessee has identified several industries where the state has a competitive advantage, including:

- i. Automotive
- ii. Advanced Manufacturing
- iii. Health Care and Medical Devices
- iv. Life Sciences
- v. Aerospace
- vi. Food and Agribusiness
- vii. Chemicals, Plastics and Rubber

B.1. Describe the current market in your country related to these sectors.

B.2. Describe any experience you may have had with market and industry analysis and how you would work with TNECD to develop and execute a



market strategy for your country focused on generating leads with companies in Tennessee's target sectors.

C. Executing:

C.1. Please provide a description of the services offered by your firm related to attracting increased investment and job commitments to Tennessee. Specifically, identifying potential companies, calling on companies, selling the benefits of locating or expanding US operations in Tennessee, working with economic development professionals from TNECD to complete Applications for Incentives for companies, representing the State at trade shows within your country, traveling with prospects from your country to Tennessee, and tracking and reporting on activities.

C.2. Describe your experience in working with international clients in terms of communication, time differences, and other remote management factors.

C.3. Describe your experience with other US states, economic development organizations, investment banks, site selectors or consulting firms involved in business development, market access, and helping firms in your country invest/expand their operations in the United States?

C.4. Describe any work you have done with 'multipliers' (Chambers of Commerce, industry associations, trade shows) to drive investment from your country to other markets.

C.5. Describe or provide examples of proposed reports to track monthly lead generation activity.

C.6. How would you approach developing a priority customer/lead list?

C.7. How many leads would you approach in a month, quarter, year?



C.8. Describe how often you would expect the ECD team to visit companies in your market (e.g. company visits, conference visits, trade shows)?

C.9. In billing for services, are you able to bill at a fixed US dollar exchange rate?

C.10. What type of contract payment structure is acceptable to your organization: commission, flat fee, retainer + payments tied to specific objectives, etc.?

Deadline & Contact:

Responses under this RFI are due no later than **2:00 p.m. Central, Friday November 18th 2016**

Please email all responses to Andrew Dunn, FDI Director, at **Andrew.Dunn@tn.gov**.

If you have any questions about this RFI, please contact Andrew by email.