

**Call for Proposal and Terms of Reference
for Commissioning of Study Report on
“Digital Signatures, Trust Services & e-Invoicing”
for the
5th Indo-European Conference
On
Standards & Emerging Technologies

15–16 February 2027 | New Delhi, India**



Contents

1. Background	3
2. Conference Overview	3
3. Objective of Study Reports	4
4. Study Topics	4
Digital Signatures, Trust Services & e-Invoicing.....	4
5. Scope of Work	4
6. Suggested Structure of Study Report	5
7. Eligibility	5
8. Proposal Submission.....	5
9. Evaluation Criteria.....	6
10. Reporting	6
11. Indicative Timeline	6
12. Proposed Fee for the Study Report	7
13. Intellectual Property & Confidentiality	7



1. Background

[SESEI Project](#) (Seconded European Standardisation Expert in India): The SESEI project was launched in March 2013 with the overarching goal of raising awareness of the European Standardization System, its values, and strategic benefits within India. The sixth phase of the SESEI Project VI, commenced from August 2024 until July 2027.

The project is a collaborative initiative, supported and operated by the European Committee for Standardization (CEN), the European Committee for Electrotechnical Standardization (CENELEC), and the European Telecommunications Standards Institute (ETSI), along with the European Commission's Directorate-General for International Partnership (DG INTPA) and the European Free Trade Association (EFTA). The main objectives of the Project are:

- Strengthen cooperation between India and Europe on standards, technical regulations, and policy frameworks.
- Support European and Indian companies in resolving standardization-related challenges that may impede market access.

For the Sixth Phase of the SESEI Project, priority areas have been carefully identified to align with the evolving strategic goals of EU–India cooperation, particularly under the framework of the EU–India Trade and Technology Council (TTC). These focus areas aim to strengthen the alignment of Indian standards with International and European standards, especially in sectors of mutual interest and strategic importance. The key priority areas are broadly categorized as:

- **Digitization**
- **Green & Clean technologies**

2. Conference Overview

The EU-India Conference on Standards & Emerging Technology is a platform established by the the SESEI Project. The 5th edition of the Indo-European Conference will continue to serve as a platform for dialogue among policymakers, industry, and technical experts on priority areas, aiming to strengthen synergies on issues of mutual importance, identifying new areas and scope for collaboration and bridge gaps to ensure advancement through dialogue, discussion and sharing of best practices. The conference will be a two-day high-level event bringing together stakeholders from India and Europe.



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- **Conference Name:** 5th Indo-European Conference on Standards & Emerging Technology
- **Dates:** 15th February 2027 and 16th February 2027
- **Venue:** India Habitat Centre, Lodhi Road, New Delhi

3. Objective of Study Reports

The study reports will serve as key supporting documents for the conference, providing the foundation for the thematic sessions and facilitating informed discussions among experts from the European Union and India.

Each study report on the topic of the conference will provide an in-depth assessment of the selected topic by analysing the policy, regulatory, and standardisation landscape, identifying key challenges and opportunities, benchmarking international best practices, and developing practical recommendations to enhance EU–India cooperation on the identified topics.

These high-quality study report will support evidence-based dialogue between European and Indian stakeholders and identify opportunities to strengthen cooperation under the EU–India Trade and Technology Council (TTC), the Free Trade Agreement (FTA), and other related bilateral initiatives including SESEI.

4. Study Topics

Digital Signatures, Trust Services & e-Invoicing

- International, Europe and India's preparedness, framework, policy initiatives and standards landscape, Interoperability opportunities.
- EU-India Cooperation and Partnership Instruments
- Gaps & Challenges
- Recommendations for standards and policy cooperation.

5. Scope of Work

The study report shall assess the policy, regulatory, and standardisation landscape in both the European Union and India, with a focus on the selected topic. It shall review relevant



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international standards, ongoing standardisation activities, and emerging regulatory developments, while identifying key implementation challenges, gaps, and opportunities for alignment.

The study report shall also examine the role of standards in enabling interoperability, trust, and secure digital trade, and conclude with practical recommendations to strengthen future EU–India cooperation in the selected area.

6. Suggested Structure of Study Report

Study report should be brief, focused, and should include:

- I. Executive Summary
- II. Background & Context: India & Europe
- III. Policy & Regulatory Landscape including Comparative Analysis: India & Europe
- IV. Standardisation Landscape including Comparative Analysis: International, India & Europe
- V. Gaps, Challenges and Opportunities: India & Europe
- VI. Recommendations, Key Takeaways & Way Forward
- VII. Conclusion
- VIII. References

7. Eligibility

Applicants should demonstrate expertise in the subject area, policy analysis, European and Indian regulatory frameworks, international standardisation, and strong analytical and report-writing skills.

8. Proposal Submission

Applicants shall submit a Proposal, Methodology, Work Plan, CV(s) of experts, Relevant Experience, copy of prior study reports carried out by them if any and Financial Proposal. The interested applicants should write to the SESEI expert: -

dinesh.chand.sharma@sesei.eu



9. Evaluation Criteria

Each proposal received will be screened for eligibility. Should the proposal comply with the criteria indicated herein, applicants will receive notification of the proposal's eligibility (label "eligible"). Rejected applications will be labelled as "non eligible".

Criteria	Weight
Technical approach & methodology: Soundness of the proposal and foreseen impact in alignment with the call	30%
Relevant expertise & experience: Quality and Excellence – of previous reports or activities.	30%
Quality of proposed team: Experience and qualifications of the applicant	20%
Financial proposal: Economics of the proposal	20%

10. Reporting

The consultant will report to the SESEI Project Team and provide regular progress updates.

11. Indicative Timeline

Activity	Date
Call Issued	10/08/2026
Submission Deadline	07/09/2026
Evaluation	18/09/2026
Award of Contract	25/09/2026
Study Commencement	01/10/2026
Draft Report	01/12/2026
Final Report	15/01/2027



12. Proposed Fee for the Study Report

The total fee quoted for carrying out this study report shall be:

- Inclusive of all applicable taxes
- Inclusive Consultants fee, out of pocket expenses etc.
- inclusive of any travel and other expenses undertaken by the consultant.
- Including payment for graphics, presentation, illustrations, photo stocks etc.
- Inclusive of printing with Project Partner Logos and packaging cost of the report.

Note: The final study report should be delivered as soft copies in PDF and words versions.
At least 50 copies of the study report would also be required in the paperback version.

13. Intellectual Property & Confidentiality

All reports and supporting material produced under this assignment shall remain the property of the contracting authority. The selected consultant shall maintain confidentiality and may not publish the outputs without prior written approval.

