

RFP for Selection of Agency for State Project Management Unit (SPMU) towards Implementation of scheme for PM Formalization of Micro Food Processing Enterprises (PMFME) under Atmanirbhar Bharat in Madhya Pradesh
Response to Prebid Queries

#	Section and Page No.	Content of RFP requiring clarifications	Change / Clarification Requested	Response to Query
1.	Section 4.2 Page No. 12 Minimum Eligibility Criteria A4	Bidder must have ISO 9001: 2015 and the certificate should be valid as on date of release of this tender	We feel making possession of ISO 9001: 2015 and the certificate should be valid as on date of release of this tender would be a very limiting clause for many bidders working in the agri and allied sector in India as even Ministry of Food Processing, Government of India also never insists on any specific similar certificate. We would request MPIDC to make the clause as an optional clause and not mandatory. The certification process is very complicated as well as expensive for a small or medium firm. Thus, limiting the number of small and medium size Agri consulting firms from going for the certification. The certification is more feasible for multidisciplinary service firms where consulting is only a division. The clause will reduce the number of bidders for the RFP.	No Change
2.	Section 4.2 Page No. 12 State Project Management Unit (SPMU) Team Structure	C1. Project Manager cum Marketing Expert C2. Monitoring and Evaluation Expert C3. Access to Finance Expert	Request to add one more member to the SPMU Team Structure C4. Social Sector or Enterprise Development Expert for providing hand holding support to FPO's, Cooperatives, SHGs, etc. The institutions are an indispensable part of the PMFME Scheme for Micro Enterprises and the ODOP model. We would request our request to be considered as it would be aligned to PMFME Scheme of Government of India	No Change
3.	Page 5, Tender Notice, (Scope of Work, Point 23, Item I)	Roles and Responsibilities of SPMU include: Conducting various studies	With respect to this clause, please confirm if the bidder is to conduct the study by themselves or guide and oversee the implementation of the study by the clients' staff. Also, if so, please confirm if the costs related to these studies will be separately reimbursed to the bidder.	Study will be conducted by the SPMU team, i.e, by the bidder. Bidders are advised to evaluate and prepare the work plan accordingly. The Financial Proposal should include all Project related costs, i.e, Professional Fee and Out of Pocket expenses (travel, accommodation, meals & refreshments, etc.).
4.	Page 12, Tender Notice, (Team Structure, Point C)	Project Manager cum Marketing expert Monitoring and Evaluation expert Access to Finance expert	We believe that for this RFP, it is important to be working with the community at large – farmers and SHG members. With that context, we request you to also add another profile of 'Social Development and Capacity building Expert' to the team.	No Change
5.	Page 3, Tender Notice. (Data Sheet, Item 1.6)	Last Date of bid submission (Online) 17/08/2020 before 2 PM	In event of the COVID – 19 pandemic, it is becoming increasingly difficult to coordinate with team members and partners alike. We therefore request you to please allow an extension to the submission of the response by two weeks to submit the best response to the RFP.	Please refer Corrigendum 1
6.	At Page no. 3 of the RFP	Cost of tender	At Page no. 3 of the RFP, cost of tender is in the form of demand draft, while on page no 11 point no. F mentions online payment. Can we Request for a clarification.	Clarification. Tender Fee and BMD must be paid through Online payment as detailed in clause 4.1


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7.	At Page no. 12 of the RFP	Blacklisting	<p>It seems that there is some discrepancy in what is required in the eligibility criteria and the self declaration for blacklisting clause mentioned on pg no.12 & 21. The Eligibility criteria requires the blacklisting status as on the date of submission of bid, whereas the construct of the self-declaration format this has been omitted and mentions for submitting a self declaration that consulting agency has not been blacklisted by central/ state/ Public sector undertaking in India.</p> <p>We would humbly request you to allow us to submit the blacklisting self-declaration based as on date of submission of the bid in consistency with the eligibility criteria."</p>	<p>Submission of Proposal.</p> <p>Clarification. Please read the clause as "A5. The Bidder should not be debarred/ blacklisted / banned/ not being under declaration of ineligibility for corrupt or fraudulent practices by any Government / PSU in India as on date of submission. Bidder can submit Self-certification.</p> <p>Please read the Form 4 point 3 on page no. 21 as "3. It is also certified that the Consulting Agency has not been blacklisted by any Central/ State/ Public Sector undertaking in India as on date of submission.</p> <p>False certification and/ or non-disclosure will lead to forfeiture of the EMD and disqualification from the evaluation process and blacklisting by State of Madhya Pradesh.</p>
8.	At pg no. 15 point no.2b,	M&E Expert	<p>At pg. no. 15 point no.2b, M&E Expert educational qualification has been kept as Masters in Computer/IT science/ MCA. While M&E expert with IT qualification requirements seems very restrictive and hence request for increasing it to wider array like MBA Economics, M.Sc Statistics, M.A Sociology, MBA Agriculture & Allied</p>	<p>Revised clause.</p> <p>Please refer Corrigendum 2</p>
9.	Evaluation Criteria Page number 14	The bidder should have experience in similar national/ international assignments in agriculture and allied sectors with central/ State governments/ bi/ multilateral agencies having contract value of INR 5 Crore from the date of submission 5 projects (2 marks per project)	<p>This is a very specific criteria and very few consulting firms will have this. For the fair competition between the bidders we request the department to kindly relax this criteria and consider the projects with contract value of INR 3 Crore. This will enhance competition among the firms and will assist Department in selecting the best agency. The revised criteria should be as following:</p> <p>"The bidder should have experience in similar national/ international assignments in agriculture and allied sectors with central/ State governments/ bi/multilateral agencies having contract value of INR 3 Crore from the date of submission 5 projects (2 marks per project)"</p>	<p>Revised clause.</p> <p>Please refer Corrigendum 2</p>
10.	Evaluation Criteria Page number 14	The bidder should have experience of at least one large value similar national/ international assignment in agriculture and allied sectors with central/State governments / bi/multilateral agencies in last 5 years from the date of submission INR 5	<p>We don't understand the relevance of this criteria in evaluation. As per our assessment the total contract value for the bid will be close to INR 2.50 to INR 3 crore (for 36 months). Why department is emphasizing on one contract of almost 10x value. This type of contract shall be only available with one or two consulting firms and reputed consulting firms will not be able to score marks under this criteria. Department should consider revision of this criteria as following:</p> <p>The bidder should have experience of at least one large value similar national/ international assignment in agriculture and allied sectors</p>	<p>Revised clause.</p> <p>Please refer Corrigendum 2</p>

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		Cr. – 15 Cr. – 2 marks >INR 15 cr- INR 30 Cr- 4 marks >INR 30 crore and above- 7 marks	with central/State governments/ bi/multilateral agencies in last 5 years from the date of submission INR 5 Cr. – 10 Cr. – 2 marks, >INR 10 cr- INR 15 Cr- 4 marks, >INR 15 crore and above- 7 marks Or The bidder should have experience of implementation of large value similar national/ international assignment in agriculture and allied sectors with central/State governments/ bi/multilateral agencies in last 5 years from the date of submission. Multiple three assignments of similar nature shall be considered, and their contract value should be: INR 5 Cr. – 15 Cr. – 2 marks, >INR 15 cr- INR 30 Cr- 4 marks >INR 30 crore and above- 7 marks	
11.	Evaluation criteria, page number 14	The bidder should have experience in a single project involving capacity building/ skill development of farmers/farmers groups (including CBOs/FPC/ FPOs/ SHGs/FIGs/Agri enterprises etc.) in India in past 5 years from the date of submission. For 1000 to 10,000 farmers- 2 Marks >10,000-25000- 5 Marks Above 50,000- 7 marks Above 1,00,000-10 marks	Department should clarify the total number of marks allocated under this criteria. As per the criteria 10 marks has allocated to if the agency has worked with more than 100000 farmers. However, a total of 7 marks has been allocated for this criteria. Please clarify the same. Also, request if supporting documents like contract/letter from client/3rd party evaluation report for the project can be considered for this criteria. Please clarify the same.	Revised clause. Please refer Corrigendum 2.
12.	Evaluation Criteria, Page number 15	Project Manager cum Market Outreach Expert	The requirement of the CV is very specific, and it will be very difficult to mobilise CVs with such specific requirements. Few of the following points seems to be relevant for only one or two professionals. <ul style="list-style-type: none"> Should have experience of leading at least three national/ international market outreach events in agriculture & food processing sector in last 3 years – 4 marks Experience of working on State Government assignment in Madhya Pradesh in last 5 years. These are very specific criteria and will be difficult to mobilise. We need to be give generic requirement eg. Years of experience, number of projects, agriculture sector and experience of working with any State Government projects instead of Madhya Pradesh.	No Change
13.	Evaluation Criteria, Page number 15	MIS/ Monitoring & Evaluation Expert	The requirement of the CV is very specific and it will be very difficult to mobilise CVs with such specific requirements. Few of the following points seems to be relevant for only one or two professionals. <ul style="list-style-type: none"> Experience of working on State Government assignment in Madhya Pradesh in last 5 years This is very specific criteria and will be difficult to mobilise. Request if experience of overall State Government projects instead of Madhya Pradesh.	No Change

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14.	Evaluation Criteria, Page number 15	Access to Finance Expert	<p>The requirement of the CV is very specific and it will be very difficult to mobilise CVs with such specific requirements. Few of the following points seems to be relevant for only one or two professionals.</p> <ul style="list-style-type: none"> Should have prepared business plans and 5 marks has been allocated for expert who has prepared more than 50 business plans. <p>This is very specific criteria and will be difficult to mobilise. We need to be give generic requirement eg. Years of experience, number of projects, agriculture sector and experience of working with any State Government projects instead of Madhya Pradesh.</p>	No Change
15.	Data sheet, Page no.3	Bid submission date – 17-08-2020	Request if the Bid submission date can be extended by a two weeks	Please refer Corrigendum 1
16.	Section 2 Introduction 2.3 Scope of work Page no.5	Conducting studies	<p>The scope of work involves conducting studies and field level initiatives. Considering the work involved PMU will require extra resources at the district/ field level. The team of 3 resources seems to be insufficient to cover the comprehensive scope of work defined in the RFP.</p>	No Change
17.	Section 3, Instructions to Bidders 3.12 Appointment of consultants B Substitution of key experts Page 7	"KEY EXPERTS"	<p>There are three resource PMU defined in the RFP but there is no specific demarcation of key experts.</p>	<p>Clarification. Read three resources required for SPMU can be considered as Key Experts.</p>
18.	Section 5 Criteria for evaluation, 5.3 Combined and final evaluation Page 16	The QCBS bid final combined evaluation will be 80:20 for Technical: Financial bid	Request if the combination of 70:30 can be considered for the bid	No Change


 18/8/2020
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