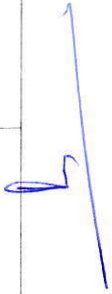


S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause
1	32	3.1. Pre-Qualification (D)		<p>Bidder must be providing 'Management Consulting / Advisory Services' to Central or State Government/ Public Sector in India, through assignments, valued at minimum INR 30,00,00,000 (INR Thirty Crores) during each of last 3 years (noncumulative) from FY 2018-19 to FY 2020-21 (billing value).</p> <p>If a work order is received in FY 2018-19 for duration of 3 years and the value of bills raised (towards fees) for such work order in each FY (2018 - 19 to 2020 - 21) will be eligible for each FY in evaluation. Providing of supporting documents as per RFP is mandatory. Certification from Auditor / Chartered Accountants who is certifying related bid document should be provided for the amount received against each work orders w.r.t. above informed no. 10 &amp; 11.</p>	<p>We request the authority to kindly relax and modify the clause as;</p> <p>A. The bidder should have received the work orders of value INR 30 Cr in each of the last 3 financial years i.e. FY 2018 -19 to 2020 - 2021 (w.e.f. 01.04.2018 to 31.03.2021) from Government / Public Sector for providing Management Consulting / Advisory Services in India.</p> <p>B. The bidder should have received the minimum consultancy fee of INR 30 Cr in each of the last 3 financial years i.e. FY 2018-19 to FY 2020-21 from Government / Public Sector for providing Management Consulting / Advisory Services in India.</p>	<p>Bidder must be providing "Management Consulting / Advisory Services" to Government/ Public Sector in India, through assignments, valued at minimum INR 30,00,00,000 (INR Thirty Crores) during each of last 3 years (non-cumulative) from FY 2018-19 to FY 2020-21.</p> <p>Providing of supporting documents as per RFP is mandatory.</p> <p>Form no. 10 and 11 should be Certified from Auditor / Chartered Accountants.</p>
2	33	3.2. Technical Proposal – Evaluation criteria and		<p>Average of annual business from Indian operations Turnover for last 3 financial years: 2017-18; 2018-19; 2019- 20 (INR Crores)</p> <p>1: INR 100 - 150 Crores 2: INR 151 - 200 Crores</p>	<p>Average of annual business from Indian operations Turnover for last 3 financial years: 2017-18; 2018-19; 2019- 20 (INR Crores)</p> <p>Scoring Criteria</p>	<p>Condition remains the same as per RFP.</p>

S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause
3	34	Scoring for Technical Evaluation (A) Profile of Bidder and past experience – Sr. No. 1 3.2. Technical Proposal – Evaluation criteria and Scoring for Technical Evaluation (A) Profile of Bidder and past experience – Sr. No. 2		3: INR 201 - 250 Crores 4: INR 251 - 300 Crores 5 : >INR300 Crores  Total value of Purchase / Work orders received for providing 'Consulting / Advisory Services' to Government/ Public Sector in India, in last three FYs :2018-19; 2019-20; 2020-21: Orders of minimum INR 1 Crore and above are only to be considered.  Score 1: INR 30 – 50 Crores 2: >INR 50 – 75 Crores 3: >INR 75 – 100 Crores 4: >INR100 – 150 Crores 5: >INR 150 Crores	1: INR 100 (2 Marks) 2: INR 100 – 150 Crores (3 Marks) 3: INR 150 - 200 Crores (4 Marks) 4: >INR 250 Crores (5 Marks)  Total value of Purchase / Work orders received for providing 'Consulting / Advisory Services' to Government/ Public Sector in India, in last three FYs :2018-19; 2019-20; 2020-21: Orders of Minimum INR 1 Crore and above are only to be considered.  Score : 1: INR 30 – 50 Crores 2: >INR 50 – 75 Crores 3: >INR 75 – 100 Crores 4: >INR100 – 125 Crores 5: >INR 125 Crores	Average Value of Purchase/ work order received for providing 'Consulting / Advisory Services' to Central /State Government and Public Sector in India, in last three FYs :2018-19; 2019-20; 2020-21:  Orders of minimum INR 1 Crore and above are only to be considered.  However scoring pattern would remain same as per RFP.

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4	34	3.2. Technical Proposal – Evaluation criteria and scoring or Technical Evaluation (A) Profile of Bidder and past experience –Sr. No. 4		<p>Categorization of orders in management consultancy/ advisory services received during the period 1.4.2018 to 31.3.2021; each order above INR 1 crore; issued by Government /PSU only; Note: If same authority has issued multiple orders for same assignment in one financial year, then such orders can qualify for consideration of consolidated value as one single order. a) each PO valued above Rs. 1 crore only to be considered and b) categorization based on value (INR). c) It would be considered on the basis of highest value of the particular work order. One work order would be assigned to only one Domain for marking in the section</p> <p>3.2. d) Bidders have to ascertain the value of particular domain in the work order on the basis of time value spent for the completion for work as per the manpower deployed by the bidder for such orders</p> <p>Scoring criteria as per Matrix below (Maximum Marks-10):</p> <table border="1"> <thead> <tr> <th rowspan="2">Number of Purchase Orders</th> <th colspan="2">Categorisation: Value of Individual order in INR Crores</th> </tr> <tr> <th>Rs.1 Cr to Rs.3 Cr</th> <th>&gt;Rs.3 Cr to Rs.5 Cr</th> </tr> </thead> <tbody> <tr> <td>1 – 3</td> <td>1</td> <td>2</td> </tr> <tr> <td>4 – 6</td> <td>4</td> <td>5</td> </tr> <tr> <td>7 and higher</td> <td>7</td> <td>8</td> </tr> </tbody> </table>	Number of Purchase Orders	Categorisation: Value of Individual order in INR Crores		Rs.1 Cr to Rs.3 Cr	>Rs.3 Cr to Rs.5 Cr	1 – 3	1	2	4 – 6	4	5	7 and higher	7	8	<p>Proven track record in handling assignments of similar nature / domain: Both completed and ongoing projects taken up from April 01, 2016 (each order above INR 1 crore) till date of RFP in the role of consultant / knowledge partner in the fields of MSMEs /entrepreneurship development / rural industries development/ cluster development with Government Departments / PSUs / PSU Banks / PSU FIs will be considered for evaluation. The bidder has to provide case studies in respect of similar projects undertaken in India.</p> <table border="1"> <thead> <tr> <th>No. of Projects</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>Less than 3 projects</td> <td>0</td> </tr> <tr> <td>3 projects</td> <td>3</td> </tr> <tr> <td>More than 3 projects and upto 5 projects</td> <td>5</td> </tr> <tr> <td>More than 5 projects and upto 7 projects</td> <td>7</td> </tr> <tr> <td>More than 7 projects</td> <td>10</td> </tr> </tbody> </table>	No. of Projects	Maximum Marks	Less than 3 projects	0	3 projects	3	More than 3 projects and upto 5 projects	5	More than 5 projects and upto 7 projects	7	More than 7 projects	10	Condition remains the same as per RFP.
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S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause												
5	35	3.2. Technical Proposal – Evaluation criteria and scoring or Technical Evaluation (A) Profile of Bidder and past experience –Sr. No. 5		<p>Number of Purchase / Work Orders from Government/ Public Sector in India for domains listed below in the matrix; during the period 1.4.2018 to 31.3.2021; each PO for values equal to or greater than INR 1 crore only to be considered. (the work order awarded before 01.04.2018 but extended between 01.04.2018 to 31.03.2021 shall not be considered. Note: a) Mention of one domain in one order -Actual value of order to be considered for categorization b) Mention of more than one domain in one order)</p> <p>Purchase order should specifically mention of named domain(s) for services or deliverables for consideration. ii) The Categorization of domain(s) in such order has to be defined by estimating value for each domain; value of such domain(s) being limited to the cumulative value of order. The allocation considered for each domain has to be elaborated in Form 11 (for scoring each domain should have apportioned value of minimum INR 1 Crore in the orders have multiple domains). c ) Multiple orders for one domain- If same authority has issued multiple orders for similar assignment in same financial year, then such orders can qualify for consideration of consolidated value as one single order. For scoring minimum INR 1 Cr required. Note : It would be considered on the basis of highest value of the particular work domain in a particular work order. One Work order would be assigned to only.</p> <p>one Domain for marking in the section 3.2. Bidders have to ascertain the value of a</p>	<p><b>Experience of higher value contracts:</b> Service contracts undertaken of value not less than Rs.100 lakh each assignment for providing services similar to that indicated in the Scope of Work / Terms of Reference (Industrial development / MSME Ecosystem, Market linkages / strategy, Capacity building / Skill Development, Social welfare / Community Development / Financial solutions / Financial inclusion, Project Management Unit / Cell, IT solutions, etc.) during the period from April 01, 2016 to till date of RFP.</p> <p>(Total Number of work orders during 1.4.2016 – 31.3.2021)</p> <table border="1"> <thead> <tr> <th>No. of Projects</th> <th>Max. Marks</th> </tr> </thead> <tbody> <tr> <td>Less than 3 projects</td> <td>0</td> </tr> <tr> <td>3 projects</td> <td>5</td> </tr> <tr> <td>More than 3 projects and upto 5 projects</td> <td>7</td> </tr> <tr> <td>More than 5 projects and upto 7 projects</td> <td>10</td> </tr> <tr> <td>More than 7 projects</td> <td>15</td> </tr> </tbody> </table> <p>Length of experience: experience in handling assignments of consulting / government consulting / research / field work and survey, data collection &amp; analysis, of similar nature for Central or State Government/ UT Administration/ Govt. Deptt. / banks / Financial Institutions / Public Sector Unit(s) [PSUs] /Autonomous Bodies / Public Service</p>	No. of Projects	Max. Marks	Less than 3 projects	0	3 projects	5	More than 3 projects and upto 5 projects	7	More than 5 projects and upto 7 projects	10	More than 7 projects	15	Condition remains the same as per RFP.
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S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause																																															
				<p>particular domain in the work order on the basis of time value spent for the completion of work as per the manpower deployed by the bidder for such orders. The work order / LOI which are awarded between the period 01.04.2018 to 31.03.2021 shall only be considered. Scoring criteria as per Matrix below : (Total Number of orders from Govt./PSU during 1.4.2018 – 31.3.2021</p> <table border="1"> <thead> <tr> <th rowspan="2">Name of Domain</th> <th colspan="3">Total Number of projects in the specified domain</th> </tr> <tr> <th>1-2</th> <th>3-4</th> <th>&gt;4</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> </tr> <tr> <td></td> <td colspan="3">Number of Work Orders</td> </tr> <tr> <td></td> <td></td> <td></td> <td>Score</td> </tr> <tr> <td>Industrial development / MSME Ecosystem</td> <td>1</td> <td>3</td> <td>4</td> </tr> <tr> <td>Market linkages / strategy</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>Capacity building / Skill Development</td> <td>1</td> <td>3</td> <td>4</td> </tr> <tr> <td>Social welfare / Community Development /</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>Financial solutions / Financial inclusion</td> <td>1</td> <td>2</td> <td>3</td> </tr> </tbody> </table>	Name of Domain	Total Number of projects in the specified domain			1-2	3-4	>4						Number of Work Orders						Score	Industrial development / MSME Ecosystem	1	3	4	Market linkages / strategy	2	3	4	Capacity building / Skill Development	1	3	4	Social welfare / Community Development /	2	3	4	Financial solutions / Financial inclusion	1	2	3	<p>Commission /other agencies/ large corporates as on the date of RFP.</p> <table border="1"> <tbody> <tr> <td>Experience of at least 3 years and upto 4 years</td> <td>4</td> </tr> <tr> <td>Experience of more than 4 years and upto 6 years</td> <td>6</td> </tr> <tr> <td>Experience of more than 6 years and upto 8 years</td> <td>8</td> </tr> <tr> <td>Experience of more than 8 years</td> <td>10</td> </tr> </tbody> </table>	Experience of at least 3 years and upto 4 years	4	Experience of more than 4 years and upto 6 years	6	Experience of more than 6 years and upto 8 years	8	Experience of more than 8 years	10	
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6	35 / 36	Evaluation criteria and Scoring for Technical Evaluation	3.2 Technical Proposal	<p>Number of Purchase / Work Orders from Government/ Public Sector in India for domains listed below in the matrix; during the period 1.4.2018 to 31.3.2021; each PO for values equal to or greater than INR 1 crore only to be considered.(the work order awarded before 01.04.2018 but extended between 01.04.2018 to 31.03.2021 shall not be considered. Note: a) Mention of one domain in one order -Actual value of order to be considered for categorization b) Mention of more than one domain in one order) Purchase order should specifically mention of named domain(s) for services or deliverables for consideration. ii) The Categorization of domain(s) in such order has to be defined by estimating value for each domain; value of such domain(s) being limited to the cumulative value of order. The allocation considered for each domain has to be elaborated in Form 11 (for scoring each domain should have apportioned value of minimum INR 1 Crore in the orders have multiple domains). c ) Multiple orders for one domain- If same authority has issued multiple orders for similar assignment in same financial year, then such orders can qualify for consideration of consolidated value as one single order. For scoring minimum INR 1 Cr required. Note : It would be considered on the</p>	We request the authority to kindly relax the criteria and allow the bidders to assign a single work order into various domains for marking purpose in the section 3.2, as there are projects which have varied nature of work and includes multiple domains under the scope of services with consultancy fee more than INR 1 Cr for each domain in a single contract / assignment.	Condition remains the same as per RFP.								



S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause																
7	34 / 35	Experience Requirement	3.2 Technical Proposal	<table border="1"> <tr> <td>Social welfare / Community Development /</td> <td>2</td> <td>3</td> <td>4</td> </tr> <tr> <td>Financial solutions / Financial inclusion</td> <td>1</td> <td>2</td> <td>3</td> </tr> <tr> <td>Project Management Unit / Cell</td> <td>1</td> <td>2</td> <td>3</td> </tr> <tr> <td>IT solutions</td> <td>1</td> <td>2</td> <td>3</td> </tr> </table> <p>Evaluation criteria and scoring for Technical Evaluation Sr. No 2,3,4 &amp; 5  "Orders in management consultancy/ advisory services received during the period 1.4.2018 to 31.3.2021; each order above INR 1 crore; issued by Government /PSU only"</p>	Social welfare / Community Development /	2	3	4	Financial solutions / Financial inclusion	1	2	3	Project Management Unit / Cell	1	2	3	IT solutions	1	2	3	Please clarify, whether work orders issued by development agencies such as World Bank, Asian Development Bank etc. wherein work has been carried for state/central government will also be applicable or not?	If certification from State/ Central government is available and such work orders are procured in between the period 1.4.2018 to 31.3.2021 will be considered with respect to the basis of terms and condition of the RFP.
Social welfare / Community Development /	2	3	4																			
Financial solutions / Financial inclusion	1	2	3																			
Project Management Unit / Cell	1	2	3																			
IT solutions	1	2	3																			
8	37	3. Evaluation Process	Table 3.2.1.: Profile of Key Professionals Educational Qualification (Minimum)	<p><b>Media Expert Educational Qualification (Minimum):</b> MBA or PG Diploma in Management or Mass Communication/ Master's in Mass Communication.</p>	Since the requirement is for an expert, it is suggested that having a masters/ MBA or PG Diploma in Mass Communication should be made mandatory, whereas bachelors can be in any field. Most of the candidates pursue specialized course at masters level and not bachelor's level. Hence it is requested to amend the criteria as below: "MBA/PG Diploma/ Masters' Degree or equivalent degree in mass communication/ journalism"	<b>Media Expert Educational Qualification (Minimum):</b> MBA or PG Diploma in Management or Mass Communication/ Master's in Mass Communication																

S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause
9	51	4: General Terms and Conditions	w) Termination	The Successful bidder may, subject to approval by NSIC, terminate this Contract before the expiry of the term by giving the NSIC a prior and written notice at least 12 months in advance indicating its intention to terminate the Contract by citing reasons and sound cause.	Please add the following clause:  "Consultant may terminate this Agreement, or any particular Services, immediately upon written notice to Client if consultant reasonably determine that consultant can no longer provide the Services in accordance with applicable law or professional obligations"	Condition remains the same as per RFP
10	-	-	-	Payment terms	Please clarify within how many days payment will be released to bidder after submission of quarterly invoice.	If all the required details are as per contract agreement are submitted along with Invoice, it generally takes 20 days.
11	65-67	Intellectual Property		IPR	Please add the following clause:  "Consultant may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how ("Materials") that consultant own in performing the Services. Notwithstanding the delivery of any Reports, consultant retain all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that consultant compile and retain in connection with the Services (but not Client information reflected in them). Upon payment for the Services, Client may use any Materials included in the Reports, as well as the Reports themselves as permitted by this Agreement."	Condition remains the same as per RFP for terms and condition on intellectual Property Right (IPR).
12	56, 57, 91	-		Confidentiality	Please add the following clause:  "Except as otherwise permitted by this	Condition remains the same as per RFP for terms and condition on Confidentiality

S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause
					<p>Agreement, neither of the parties may disclose to third parties the contents of this Agreement or any information provided by or on behalf of the other that ought reasonably to be treated as confidential and/or proprietary. Parties may, however, disclose such confidential information to the extent that it: (a) is or becomes public other than through a breach of this Agreement, (b) is subsequently received by the receiving party from a third party who, to the receiving party's knowledge, owes no obligation of confidentiality to the disclosing party with respect to that information, (c) was known to the receiving party at the time of disclosure or is thereafter created independently, (d) is disclosed as necessary to enforce the receiving party's rights under this Agreement, or (e) must be disclosed under applicable law, legal process or professional regulations.</p> <p>These obligations shall be valid for a period of 3 years from the date of termination of this Agreement."</p>	

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S. No.	Page No.	Section	RFP Clause/ Provision No.	Existing text of clause provision in the tender	Remarks/Query	Response / modification in the RFP clause
13	75/76	27.6	Form-6	<p>Bidder must be providing 'Management Consulting / Advisory Services' to Government/ Public Sector in India, through assignments, valued at minimum INR 30,00,00,000 (INR Thirty Crores) during 3 years from FY 2018-19 to FY 2020-21.</p> <p>The assignment value of Rs. 30 Crs. in respect of Management Consulting/ Advisory Services to Govt./Public Sector in India <b>relates to the billing value</b> towards the work orders received w.e.f. 1.4.2018 to 31.3.2021. Example, If a work order is received in FY 2018-19 for a duration of 3 years and the value of the bill raised (toward fees) for such work order in each FY (2018-19 to 2020-21) will be eligible for each FY in evaluation.</p>		<p>Bidder must be providing "Management Consulting / Advisory Services" to Government/ Public Sector in India, through assignments, valued at minimum INR 30,00,00,000 (INR Thirty Crores) during each of last 3 years from FY 2018-19 to FY 2020-21.</p>

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