

## Pre-Bid Meeting





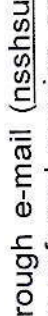
Reference: RFP no. NSIC/HO/NSSH/PMC/01/2021-22 dated 25.08.2021

The Online Pre-bid meeting was held in respect of RFP no. NSIC/HO/NSSH/PMC/01/2021-22 dated 25.08.2021 for Hiring of Project Management Consulting Firm for Implementation of National SC-ST Hub (NSSH) on 31.08.2021 at 12 Noon as per pre-determined date and time mentioned in the above RFP. The following officials of the NSIC and prospective bidders were present in the Pre-Bid meeting.

### Prospective bidders

1. Shri Ashish Aggarwal, PWC
2. Shri Deepak Goyal, PWC
3. Shri Dipankar Tripathi, PWC
4. Shri Dharmesh Goswami, KPMG
5. Shri Devesh, Ernst & Young
6. Shri Mayank, Ernst & Young
7. Shri Raghav Madan

### NSIC Officials

1. Shri K.K. Sharma, GM-SG (NSSH) 
2. Shri Deepak Joshi, DGM (NSSH) 
3. Shri Om Ratan Karnani, DGM (A/cs) 
4. Ms. Nitika Anand, DGM (C&P) 
5. Shri Tufail Ahmad, Chief Manager (NSSH) 

Pre-bid queries have been submitted through e-mail ([nsshsupport@nsic.co.in](mailto:nsshsupport@nsic.co.in)) by KPMG and E&Y. Response to the above referred queries and also during online pre-bid meeting have been prepared and placed at Flag “ ”.

**Corrigendum No. 1 dated 7.09.2021 to RFP no. NSIC/HO/NSSH/PMC/01/2021-22 dated 25.08.2021**

**Corrigendum No. 1 dated 7.09.2021 to RFP no. NSIC/HO/NSSH/PMC/01/2021-22 dated 25.08.2021 for 'Hiring of Project Management Consulting firm for implementation of National SC - ST Hub (NESH)'**

#	RFP Page No.	Section	RFP Clause/Section No.	Existing text of clause provision in the RFP	Query	Response / Modifications in the RFP clause
1.	4	Key Information	-	<p>Closing date and time for participation on e-tendering portal (Last date of submission of offer)</p> <ul style="list-style-type: none"> <li>• Closing date and time for participation on e-tendering portal (Last date of submission of offer)                             <ul style="list-style-type: none"> <li>- 15.09.21, 1500 hrs</li> </ul> </li> <li>• Opening of Pre-qualification offer                             <ul style="list-style-type: none"> <li>- 15.09.21, 1530 hrs</li> </ul> </li> <li>• Opening of Technical Offer                             <ul style="list-style-type: none"> <li>- 20.09.21, 1500 hrs</li> </ul> </li> <li>• Technical Presentation                             <ul style="list-style-type: none"> <li>- 24.09.21, 1500</li> </ul> </li> <li>• Opening of Financial Offer                             <ul style="list-style-type: none"> <li>- 28.09.21, 1500 hrs</li> </ul> </li> </ul>	<p>It is requested to kindly extend the bid submission date by 3 weeks / 15 business days from the date of publication of pre-bid queries.</p>	<p>The bid submission date has been changed from 15.09.2021 to 24.09.2021. Other dates are as below -</p> <ul style="list-style-type: none"> <li>• Closing date and time for participation on e-tendering portal (Last date of submission of offer)                             <ul style="list-style-type: none"> <li>- 24.09.21, 1500 hrs</li> </ul> </li> <li>• Opening of Pre-qualification offer                             <ul style="list-style-type: none"> <li>- 24.09.21, 1530 hrs</li> </ul> </li> <li>• Opening of Technical Offer                             <ul style="list-style-type: none"> <li>- 1.10.21, 1500 hrs</li> </ul> </li> <li>• Technical Presentation                             <ul style="list-style-type: none"> <li>- 5.10.21, 1100 hrs onward</li> </ul> </li> <li>• Opening of Financial Offer                             <ul style="list-style-type: none"> <li>- 11.10.21, 1500 hrs.</li> </ul> </li> </ul>

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2.	4, 35	Key Information, Technical Bid	Key Information and 3.2	Date and time of technical presentation	Please clarify mode of technical presentation, Virtual or physical.	<ul style="list-style-type: none"> <li>Technical presentation shall be held physical. Prior intimation would be given in case it gets changed to Virtual mode.</li> <li>Technical presentation should be given by the Project Manager proposed by the bidder. The entire team listed as key professional staff (Project Manager and Experts) is required to be present during the presentation (Page-35)</li> <li>Technical Presentation PPT should be uploaded in the Technical Proposal on the e-Tendering portal (Page 35-36 &amp; 38).</li> </ul>
3.	5 And 31	Key Information And Financial Strength-Turnover and Net Worth	3.1 (B)	Minimum average annual turnover of the bidder - Rs.100 Crore during each of the last 3 financial years (FY2017-18, 2018-19,2019-20) And The bidder should have a minimum annual turnover of Rs. 100 Crore (Hundred Crore only) during each of the last 3 financial years viz. FY2017-18, 2018-19 and 2019-20.	It is requested you to clarify whether average annual turnover should be INR100 crore or turnover for each year should be INR 100 crore.	<p>The clause may be read as below :</p> <p>Minimum annual turnover of the bidder - Rs.100 Crore during each of the last 3 financial years (FY2017-18, 2018-19,2019-20)</p>

*[Handwritten signatures and initials]*


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4.	7	1.1 Introduction	S.No.7	Sub letting of the contract in part or full is not allowed.	We understand that the firm is not allowed to sublet the contract to third parties. However, please clarify whether the individuals can be hired as experts on sub-contracting / retainer ship basis, wherein the Complete responsibility of work will be of the firm.	1. Condition remains the same as per RFP. 2. The proposed professionals should be on the role of the bidder firm.
5.	7	E-Tendering Procedure	1.2 (7)	The Tender documents should be submitted online on or before 15.09.2021, 1500 hrs. in the prescribed format given on the websites and bids received online shall be opened as per the schedule given at page no.4 above	We request for an extension of 15 days to the current last date of submission of bid, keeping in mind that certain clarifications and internal approvals may be issued post the pre-bid meeting.	The Tender documents should be submitted online on or before 24.09.2021, 1500 hrs. in the prescribed format given on the e-Tendering portal (Tenderwizard.com) and bids received online shall be opened as per the revised schedule as mentioned at <b>Sr. no.1 above</b>
6.	8	1.2 E-Tendering Procedure	S.No.10	The complete Bidders application... Bidders can upload a single file of size 5 MB only, but they can upload Multiple files.	Please clarify how the files need to be divided as complete proposal will be in the range of 40-50MB. For e.g. will there be specific field for experience, CV, A&M etc. against which files need to be uploaded or complete proposal can be divided into multiple files, each of 5MB and has to be uploaded sequentially by naming file1, file 2...soon.	For separate information as per checklist separate folders are created on the e-tendering portal. However, each file should not be more than 5 MB.  Further if any additional documents are required to be uploaded the same can be done in the "Additional Information Form".

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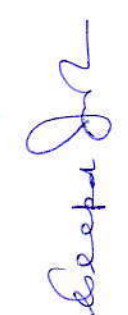
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7.	11	1.4 General Conditions and other conditions	12	An undertaking on the letter head of the bidder and signed by the authorized person...The Above undertaking submitted by the bidder would be binding on them	Please specify is there any format specified for this undertaking.	Form no. 2 (page -69) and Form 4 (page- 71 to 73 as applicable) of the RFP shall be applicable.
8.	11	1.4 General Conditions and other conditions	15	Bid Amount	As per Manual for Procurement of Consultancy and other Services-2017 by Govt. of India Ministry of Finance, Department of Expenditure, it is stated to include price adjustment provisions for the remuneration rate based on the Consumer Price Index for contracts of duration more than 18 Months (refer clause 6.2.6 on page 49). Hence it is requested to include price adjustment clause as duration of engagement is more than 18 months.	Conditions remain same as per RFP.
9.	12-13	Taxes and Duties	17	Bidders shall be solely responsible for ascertaining all types of taxes and duties applicable for providing the services as mentioned in the scope of work.	We understand that the financial quotes should include GST as this is the only tax applicable for providing services within the country. Request you to kindly	The financial bid shall be considered as per Form 16 of the RFP - total amount including GST. TDS @10% would be deducted as per



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10.	29	Required Team for Project Implementation Support	2.4(III)	NSIC shall deduct applicable Indian income tax from the payments due to the Successful Bidder under the Contract. (Without deviating the criteria) at different levels. In case of interchangeability as per requirement, the number of senior consultants may be enhanced (e.g. from 4 to 6) by same reduction of the number of Experts (refer table above) and vice-versa. Similarly, number of Consultants may be enhanced by reduction in the same number of Sr. Consultants. The billing will be done accordingly on actual basis.	elaborate what other taxes are we expected to cover.  What deductions as per Indian income tax are being considered by NSIC?  It is requested to provide clarity on the calculation of man month rate for additional experts (to be deployed), in case they are deployed in place of Sr. Consultants	prevailing norms.  In case of additional requirement of domain experts, if any (other than 4 domain experts mentioned in the RFP), the lowest cost quoted out of the cost of four role positions of domain experts (Form-16, Sr. no. 1 to 4) shall apply.  On deployment of Sr. Consultant as interchangeable for domain expert, the rate quoted for Sr. Consultant shall apply.
11.	30,36	Section 3, Bid Evaluation Process	Final Evaluation	Profile of Key Professionals Total marks =20	Considering the national importance of the project and objectives which needs to be achieved, a firm with best quality of resources, vast experience and absolute clarity in Approach & Methodology shall be	The weightage of Technical and Financial bids for final evaluation as per CQCCBS (70 : 30) shall remain as per RFP. The evaluation of CVs of key professionals shall be as under –  Refer Section 3.2. Table 3.2.1 :






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					<p>selected. Hence it is requested to increase the weightage of technical bid score from 70% to 80%. Accordingly, the clause may be changed to as follows:</p> <p><b>“Final Evaluation:</b> Final evaluation of the bid will be based upon the final technical scoring and financial scoring through Combined Quality-Cum-Cost-Based System (CQCCBS) where Technical Bid Score will get a weight age of 80% and Financial Bid Score a weight age of 20%. The Proposal, that obtains the highest Combined Score (S) value, will be rated as the best evaluated Proposal.”</p> <p>Please provide breakup of 20 marks i.e. Marks assigned for each expert.</p>	<p>Profile of Key Professionals</p> <p><b>(A) Mandatory criteria:</b></p> <ul style="list-style-type: none"> <li>• <b>Educational Qualification</b> (Minimum) and</li> <li>• <b>Minimum experience</b> - as mentioned in the RFP (1<sup>st</sup> Bullet) for each position of key professionals (Positions at Sr. No. 1 to 4 : 10 yrs, Sr. No. 5 : 8 yrs, Sr. No.6 : 4 yrs) while keeping other profile requirements same. There will be no marking on the above mandatory requirements.</li> </ul> <p><b>(B) Marking on profile of key professionals</b></p> <p>Total 20 marks for evaluation of CVs of key professionals on their profile (experience) are further divided as under :</p> <ul style="list-style-type: none"> <li>• Project Management Expert - 5</li> <li>• Capacity Building Expert - 4</li> <li>• Solution Expert (IT) - 4</li> <li>• Media Expert - 4</li> <li>• Sr. Consultant - 2</li> <li>• Consultant - 1</li> </ul> <p>As per section 3.2, bidders shall have to enclose documentary evidence in respect of Technical Bid</p>

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12.	30	Section 3, Bid Evaluation Process	Final Evaluation	An affirmative determination will be a prerequisite for award of the Contract to the Bidder. A negative determination will result in rejection of the Bidder's Proposal, in which event, NSIC will proceed to the next Best Evaluated Proposal to make a similar determination of that Bidder's capabilities to perform satisfactorily.	Please clarify the clause. What does affirmative determination from bidder means? Do we have to provide any kind of declaration?	NSIC shall determine to its satisfaction whether Bidders meet the qualifying criteria specified in the RFP, during evaluation of the bids. The determination shall be based upon examination of the documentary evidence of the Bidder's qualifications submitted by the Bidder. Bidder should give only positive, correct, valid, authentic, responsible, clear and non-objectionable statements/document. The successful bidder has to comply with all the conditions of RFP. Conditional Offers shall be rejected.
13.	31	Financial Strength-Turnover and Net Worth	3.1, Sr. No. B	The bidder should have a minimum annual turnover of Rs. 100 Crore (Hundred Crore only) during each of the last 3 financial years viz. FY 2017-18, 2018-19 and 2019-20. Proof of turnover of the Company for the last 3 years duly certified by the Chartered Accountant/Auditor.	Request you to kindly clarify if the Bidder has to showcase turnover earned for providing consultancy services in India. Kindly elaborate what does "Other Income" stands for in the annual turnover certificate.	Bidder firm must have a minimum annual turnover of Rs. 100 Cr during each of the last 3 financial years viz. FY 2017-18, 2018-19 and 2019-20. The turnover should be from operation in India excluding "Other Income". (Refer section 3.1, page 31, and Form 5)  Other income-Means any income generated except the receipts of income from services / charges like Interest or dividend income, sale of

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14.	32	3. Bid Evaluation Process	3.1 Pre qualification on Criteria D Previous Experience	<p>(Form 5). Turnover should not include "Other Income".</p> <p>Bidder must be providing, Management Consulting/Advisory Services to <b>Government/ Public</b> Sector in India, through assignments, valued at minimum <b>INR 30,00,00,000 (INR Thirty Crores)</b> during 3 years from FY2018-19 to FY2020-21.</p>	<p>We believe Government includes both Centre and State Governments. If not please include State Govt also.</p> <p>Secondly, please clarify whether assignments of 30 Cr is cumulative or for each of the last 3 financial years (2018-19 to 2020-21). Since, this criterion is to evaluate past experience of bidders, hence it is suggested that Rs.30 Cr should be for each of the last 3 financial years.</p> <p>Third, this criterion is related to past experience in executing similar kind of projects. Hence, work order may not give actual value of work undertaken by the firm. Hence, it is requested to include CA certificate for fee received as supporting</p>	<p>assets, sale of goodwill, sale of equity or any kind of shareholding, revaluation of assets, compensation, commissions, insurance receipts etc.</p> <p>Government means both Central and State Governments.</p> <p>Assignments, valued at minimum <b>INR 30,00,00,000 (INR Thirty Crores)</b> during each of last 3 years from FY 2018-19 to FY 2020-21. It is not cumulative.</p> <p>Providing of supporting documentary as per RFP is mandatory, however for more clarification certification from Auditor / Chartered Accountant who is certifying related bid documents should be provided for the amount received against such work orders (Form 10 and Form 11).</p>



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					document instead of work orders/contracts. As work orders/contracts may not give actual figures for past experience of bidders.  Fourth, please clarify whether the assignments which are awarded between FY 2018-19 to FY 2020-21 will only be considered or assignments which were awarded before FY 2018-19 but are currently ongoing or completed between FY 2018-19 to FY 2020-21 will also be accepted under this. We suggest that assignments which were awarded before FY 2018-19 but are currently ongoing may also be considered.	Assignments / Work Orders which are awarded between FY 2018-19 to FY 2020-21 will only be considered.
15.	33	3.Bid Evaluation Process	3.2 Technical Proposal	Evaluation criteria and scoring for Technical Evaluation Sr. No. 2,3,4 & 5	We believe Government includes both Centre and State Governments. Please confirm that our understanding is correct.	Government means both Central and State Governments.
16.	33	3.Bid Evaluation Process	3.2 Technical Proposal Sr. No. 3	Value of largest single Order in management consultancy / advisory services: Order value in INR Crores during last 3	Please mention, number of work orders above Rs.10 Cr to be submitted for scoring full marks.	Under section 3.2, sr.no.3 it is clear that full 10 marks shall be given if the bidder has minimum 7 numbers of work orders each valuing Rs.5 Cr and above.

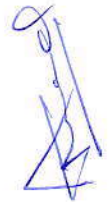



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17.	33-35	3. Bid Evaluation Process	3.2 Technical Proposal S.No. 5	<p>FYs :2018-19;2019-20;2020-21 from Government/PSU in India</p> <p>Note: If same authority has issued multiple orders for same assignment in one financial year, then such orders can qualify for consideration of consolidated value as one single order</p> <p>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.</p>	<p>Please clarify, whether the projects which are awarded after 1.4.2018 will only be considered or project awarded before 1.4.2018 but completed between 1.4.2018 to 31.3.2021 or are currently ongoing will also be considered.</p>	<p>Therefore minimum 7 numbers of orders each of INR 10 crores will also get full 10 marks.</p> <p>The work order / LOI which are awarded between after 1.4.2018 to 31.3.2021 shall be considered.</p>
18.	34	PROFILE OF BIDDER AND EXPERIENCE	4 and 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</p>	<p>Most of the domains in the Work Order are interlinked / interdependent and it is not feasible to gauge an independent value in particular to a specific domain within a given Work Order or Contract Value. Therefore, it is requested you to kindly remove the criteria</p>	<p>It would be considered on the basis of highest value of the particular work domains in a particular work order. <b>One Work order would be assigned to only one Domain for marking in the section 3.2</b></p>









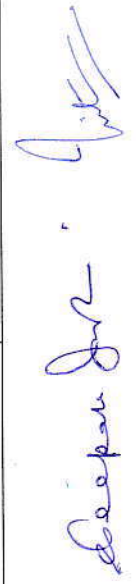
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19.	34	3.Bid Evaluation Process	3.2 Technical Proposal S.No5	<p>than INR 1 crore only to be considered.</p> <p>Note: a) Mention of one domain in one order- Actual value of order to be considered for categorization</p> <p>Mention of more than one domain in one order-....</p>	<p>to ascertain value of each domain in a Work Order or equivalent.</p> <p>Please clarify how the marking will be done in case of more than one domain in one order. Does the consultant have to mention on their own the value of each domain on their own or some certificate will be required to prove the value of each domain?</p>	<p>It would be considered on the basis of highest value of the particular work domains in a particular work order (Form 11). <b>One Work order would be assigned to only one Domain for marking in the section 3.2</b></p> <p>Marking as mentioned at sr. no. 5 at page 34-35 of RFP shall be done accordingly.</p>
20.	35-36 &38	3.Bid Evaluation process	3.2 Technical Proposal	<p>(B)Proposed Approach and Methodology</p> <p>Presentation (The bidder will also need .....30 minutes of Q&amp;A)</p> <p><b>Presentation in PPT must also be uploaded</b></p>	<p>The presentation sometime contains PoC of tools, animation, and live demos. Hence, it is requested that the requirements of uploading a PPT along with technical proposal shall be done away with. The bidders may be asked to submit the presentation in PDF after making the presentation to NSIC.</p>	<p>Technical presentation will held in physical mode instead as mentioned as virtual. However, if situation of current Covid-19 pandemic changes it shall be held virtual and same shall be informed to bidders in advance who qualified the pre bid qualification.</p> <p><u>Technical Presentation (ppt or pdf file) is to be submitted in the Technical Bid.</u></p> <p>Other Condition remains the same as per RFP.</p>

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21.	36	3. Bid Evaluation Process	Table 3.2 1.: Profile of Key Professionals Educational Qualification (Minimum)	2 years fulltime MBA/PG Diploma.... from a Govt. recognized University or Institution.	Institutes of repute such as ISB Hyderabad, IIM Ahmedabad, FMS etc. offers executive and 1 year MBA besides 2 year MBA course. Moreover, foreign universities and institution aren't recognized by government. Hence, it is requested to change the criteria for educational qualification as follows:  "Masters' Degree or equivalent degree in Management....from a reputed institute."	Conditions as per RFP will prevail.
22.	36	3. Bid Evaluation Process	Table 3.2 1.: Profile of Key Professionals Educational Qualification (Minimum)	<b>Project Management Expert (Team Leader) Educational Qualification (Minimum):</b> 2 years full time- MBA/PG Diploma/ master's in management or Economics from a Govt. recognized university /institute.	In view of our query at Sy.no. 14, please change Education Qualification (Minimum) to as follows:  "Masters' Degree or equivalent degree in management / economics / finance/ technology / engineering from a reputed institute	Conditions as per RFP will prevail

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23.	36	3.Bid Evaluation Process	Table 3.2 1.: Profile of Key Professionals Educational Qualification (Minimum)	<p><b>Capacity Expert Qualification (Minimum):</b> 2 years full time- MBA/PG Diploma/master's in management from a Govt. recognized university/institute.</p> <p><b>Experience:</b> Experience of minimum 1 (one) project as team leader with Central Government for Capacity Building/</p>	<p>In view of our query at Sr. No 14, please change Education Qualification (Minimum) to as follows: "Masters' Degree or equivalent degree in management/social science from a reputed institute"</p> <p><b>Experience:</b> Experience as team leader for a capacity building expert is not desirable. Usually capacity building experts in a project are part of the team with expertise in undertaking activities related to capacity building. However, experience of multiple Projects may be asked. Also, experience of state government and PSUs shall also be included. Accordingly, please change the clause to as follows: Experience of minimum 2 projects as capacity building expert with Central / State Government / PSUs for Capacity Building / Skill development / Training of</p>	<p>Capacity Building being one of the important components under National SC-ST Hub, therefore conditions as per RFP will prevail.</p>
				<p>Skill development/ Training of MSMEs/Industrial Development.</p>		

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24.	37	3. Bid Evaluation Process	Table 3.2.1.: Profile of Key Professionals Educational Qualification (Minimum)	<p><b>Solution</b> 2 years full time - MBA-IT / M Tech/ MCA and B. Tech in Information Technology/ Computer Science (Preferably PMP/ Prince 2 and ITIL certified) from a Govt. recognized University or Institution.</p> <p><b>Expert-IT</b></p>	<p>MSMEs/ Industrial Development.</p> <p>In view of our query at Sr. No 14, please change Education Qualification (Minimum) to as follows: "Masters' Degree or equivalent degree in management / technology and bachelor's degree in Technology (Preferably PMP/Prince 2 and ITIL certified) from a reputed institute</p>	Conditions as per RFP will prevail
25.	37	3. Bid Evaluation Process	Table 3.2.1.: Profile of Key Professionals Educational Qualification (Minimum)	<p><b>Media</b> 2 years full time - MBA or PG Diploma in Management or Mass Communication/ Master's in Mass Communication with Bachelor's in Journalism/ Mass Communication from a Govt. recognized University or Institution.</p> <p><b>Expert</b></p>	<p>In view of our query at Sr. No 14, please change Education Qualification (Minimum) to as follows: "Masters' Degree or equivalent degree in management/ mass communication / journalism and bachelor's degree in journalism/ mass communication from a reputed institute"</p>	Conditions as per RFP will prevail

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26.	37	3.Bid Evaluation Process	Table 3.2 1.: Profile of Key Professionals Educational Qualification (Minimum)	<p><b>Senior Educational Qualification (Minimum):</b> 2 years full time- MBA/PG Diploma in Management/ Master's in Management or Economics from a Govt. recognized University or Institution.</p> <p><b>Experience:</b> Minimum 8 years of experience. Should have experience of working for at least one project in the Government sector with responsibility for implementing system and practices towards Achieving objectives.</p>	<p>In view of our query at Sr. No 14, please change Education Qualification (Minimum) to as follows:</p> <p>"Masters' Degree or equivalent degree in management/ economics/ technology/finance from a reputed institute" <b>Experience</b> Minimum experience may be changed from 8 to 6 years to ensure balance in the team.</p> <p><b>Please clarify what does</b> "with responsibility for implementing system and practices towards achieving objectives" means. What type of systems needs to be implemented?</p>	<p>Conditions as per RFP will prevail</p> <p>"implementing system and practices towards achieving objectives" means the professional, apart from other responsibilities as per the RFP, shall be required to develop and implement the Systems / SoPs / Procedures related to the areas as per requirement which may include the following -</p> <p>"Market linkages / Trade promotion / Finance facilitation / Vendor Management / Capacity Building".</p>

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*Deepak Jor*

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#	RFP Page No.	Section	RFP Clause/Section No.	Existing text of clause provision in the RFP	Query	Response / Modifications in the RFP clause
27.	37	3.Bid Evaluation Process	Table 3.2 1. Profile of Key Professionals Educational Qualification (Minimum)	<p><b>Consultant Educational Qualification (Minimum):</b> 2 years full time- MBA/PG Management /Master's in Economics/ B.Tech. Or B.E. from Govt. recognized University or Institution.</p> <p><b>Experience:</b> Minimum 4 years of experience. Should have experience of working for at least <b>one</b> project in the Govt. Sector and should have implemented <b>one</b> system.</p>	<p><b>Consultant Educational Qualification (Minimum):</b> 2 years full time-MBA/PG Diploma in Management or /Master's in Management or Economics/ B.Tech. Or B.E. from Govt. recognized University or Institution.</p> <p><b>Experience:</b> Minimum 4 years of experience. Should have experience of working for at least <b>one</b> project in the Govt. Sector and should have implemented <b>one</b> system.</p> <p><b>Please clarify what does "should have implemented one system" means? What type of implementation experience is required from the candidate ?</b></p>	<p>Conditions as per RFP will prevail</p> <p>Candidate possessing any of the following educational qualification are eligible :</p> <p>Bachelors : B Tech / B.E</p> <p>And / or</p> <p>Masters : 2 year full time MBA / PG Diploma in Management / Masters in Management or Economics</p> <p>"should have implemented one system" means should have implemented the Systems / SoPs / Procedures related to the Project in Govt. sector.</p>
28.	37 & 38	Profile of Key Professionals	3.2 Table 3.2.1.	<p>Profile of Key Professionals Total marks =20</p>	<p>We understand that total 20 marks have been allocated for evaluation of profiles of key resources. However, there is no marking breakup provided for key resources. Request you to please</p>	<p>Refer Section 3.2. Table 3.2.1 : Profile of Key Professionals The evaluation of CVs of key professionals shall be as under –</p> <p><b>(A) Mandatory criteria:</b></p> <ul style="list-style-type: none"> <li>• <b>Educational Qualification</b> (Minimum) and</li> <li>• <b>Minimum experience</b> - as</li> </ul>

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					<p>elaborate on marking criteria for the same.</p> <p>It is also requested to elaborate on section wise (such as education, qualification, experience, etc.). Marking criterion of individual profile.</p>	<p>mentioned in the RFP (1<sup>st</sup> Bullet) for each position of key professionals (Positions at                      Sr. No. 1 to 4 : 10 yrs,                      Sr. No. 5 : 8 yrs,                      Sr. No.6 : 4 yrs ) while keeping other profile requirements same . There will be no marking on the above mandatory requirements.</p> <p><b>(B) Marking on profile of key professionals</b>                      Total 20 marks for evaluation of CVs of key professionals on their profile (experience) are further divided as under :</p> <ul style="list-style-type: none"> <li>• Project Management Expert - 5</li> <li>• Capacity Building Expert - 4</li> <li>• Solution Expert (IT) - 4</li> <li>• Media Expert - 4</li> <li>• Sr. Consultant - 2</li> <li>• Consultant - 1</li> </ul> <p>As per section 3.2, bidders shall have to enclose documentary evidence in respect of Technical Bid parameters. <u>Therefore, documentary evidence should be submitted in the Technical Bid for all the 6 CVs.</u></p>






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#	RFP Page No.	Section	RFP Clause/ Section No.	Existing text of clause provision in the RFP	Query	Response / Modifications in the RFP clause
29.	37 & 38	Profile of Key Professionals	3.2 Table 3.2.1.	2 Years Full time Degree	There are many experienced professional sand experts, who have completed executive MBA (duration 1 – 1.5 years) or MBA through distance learning (2 years) from various reputed institutions. In this regard, it is requested to relax the criterion of educational qualification to include such programs as well.	Conditions as per RFP shall prevail
30.	38	3.Bid Evaluation Process	Note provided at the end of table 3.2.1.: Profile of Key Professionals	The minimum technical score (ST) for qualification is 70% of the total 100 marks allotted for Technical Evaluation. In addition, the bidder must score FULL 100% in criterion“(C) Profile of Key Professionals “for which details are given at Table 3.2.1.” The proposals with CVs that do not match with requirements will be outrightly rejected.	On page 30 under Bid Evaluation Process it is stated that <b>“In addition, the bidder must score atleast 70% in Criterion: Profile of Key Professionals”</b> . Whereas here it is mentioned 100% in criteria (C)  It is requested to amend this clause. CV of experts may not be allotted marks in case of deviations from the specified experience and education. However whole proposal may not be rejected. It is also Requested to	The condition in this clause has been revised and may be read as –  “In addition, the bidder must score 70% in criterion (C) Profile of Key Professionals” for which details are given at Table 3.2.1”.

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#	RFP Page No.	Section	RFP Clause/ Section No.	Existing text of clause provision in the RFP	Query	Response / Modifications in the RFP clause
31.	40	4: General Terms and Conditions	D) Commencement and progress Sr.No.	The Successful bidder shall commence work on the NSSH Project within seven (7) days from the date of issuance of award/work order.	provide breakup of marks assigned for each position.  Considering the size of team, it will be difficult for any bidder to mobilize the team within seven (7) days. It is requested to please amend the clause to as follows as per standard industry practice: "The Successful bidder shall commence work on the NSSH Project within fifteen (15) days from the date of signing of contract."	The clause may be read as under :  "The Successful bidder shall commence work on the NSSH Project within fifteen (15) days from the date of issuance of award/work order".
32.	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 written notice 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"	Conditions prevail as per RFP.

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33.	81	Form 11: Purchase /Work Orders for category consideration	27.11	Apportioned value of Purchase/ Work Order (INR Crores)	Most of the domains in the Work Order are interlinked / independent and it is not feasible to gauge an independent value in particular to a specific domain within a given Work Order or Contract Value. Therefore, it is requested you to kindly remove the criteria to ascertain value of each domain in a Work Order or equivalent.	It would be considered on the basis of highest value of the particular work domains in a particular work order (Form 11). <b>One Work order would be assigned to only one Domain for marking in the section 3.2</b>  Marking as mentioned at sr. no. 5 at page 34-35 of RFP shall be done accordingly.
34.	-	-	-	Payment terms	Please clarify within how many days payment will be released to bidder after submission of quarterly invoice.	If all the required details as per contract agreement are submitted alongwith Invoice, it generally takes 20 days.
35.	-	New Clause	-	IPR	Please add the following clause:  "Consultant may use data, software, designs, utilities, tools, models, systems and do the 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	Condition remains the same as per RFP.

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36.	-	New Clause		Confidentiality	<p>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."</p> <p>Please add the following clause:</p> <p>"Except as otherwise permitted by this 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</p>	Condition remains the same as per RFP.







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#	RFP Page No.	Section	RFP Clause/ Section No.	Existing text of clause provision in the RFP	Query	Response / Modifications in the RFP clause
37.	30 and 38	3.2 Technical Proposal	Technical Proposal		<p>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. <b>These obligations shall be valid for a period of 3 years from the date of termination of this Agreement."</b></p> <p>The condition of scoring 100% in Criterion "(C) Profile of key professionals" should be waived off and Proposals should not be rejected on account of this clause</p>	<p>The clause may be read as under :                      "The minimum technical score (ST) for qualification is 70% of the total 100 marks allotted for technical evaluation. In addition, <b>the bidder must score 70% in criterion "(C) Profile of Key Professionals"</b> for which details are given at Table 3.2.1".</p> <p>This is also clarified at Sr. No. 28 &amp; 30 above.</p>

