

**DIRECTORATE OF INDUSTRIES**

**Selection of Project Management Agency for Identification, Funding and Execution of various projects/activities in Food and Feed Processing Sector in the State of Jharkhand"**

**Response to Pre-Bid queries**

| Sl. No.                                        | Section/<br>Page No.                              | Content of RFP requiring clarifications                                                                                                                                                                                                                                                                       | Change/ Clarification Requested                                                                                                                                                                      | Clarification                                                                                                                                                                                                 |
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| <b>Pricewaterhouse Coopers Private Limited</b> |                                                   |                                                                                                                                                                                                                                                                                                               |                                                                                                                                                                                                      |                                                                                                                                                                                                               |
| 1                                              | Notice<br>Inviting<br>tender (NIT)<br>/ Page No.3 | Tender Fee & Earnest Money Deposit (EMD) (In INR) –<br>Tender Fee: Rs. 5, 000.00<br>EMD Rs. 5,00,000.00 in the form of Bank Guarantee                                                                                                                                                                         | The NIT mentions DD and Bank Guarantee both, therefore it is requested to ask for either of them to be provided by the bidding consultant                                                            | Tender Fee: Rs. 5, 000.00<br><br>EMD Rs. 5,00,000.00 in the form of Bank Guarantee/DD in favor of Director of Industries, Govt. of Jharkhand<br><br>Validity – 3 Months (Refundable for unsuccessful Bidders) |
| 2                                              | Section 11.8<br>& Section 12<br>/ Page no.<br>25  | The firm quoting the L1 fee will be awarded contract for providing PMA services in the state, for which it shall have to execute a contract agreement with the Directorate of Industries, Government of Jharkhand<br><br>The Applicant quoting the L1 Fee shall be declared y6stas the "Selected Consultant". | Instead of L1 fee for selection of the Consultant, we request to consider Quality and Cost Based Selection (QCBS) method for evaluation of proposals with weightage as Technical: Financial :: 75:25 | No Change is admissible                                                                                                                                                                                       |

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| 3       | Section 6/<br>Page no. 22   | Two experts<br>Team Lead & Project Consultant                          | Considering the diversity of scope of work and comprising of activities as diverse as appraisal and information dissemination to formation of vision document on food processing as well as state Action plan for food processing; we request to consider 4 members required for the assignment.<br><br>Two additional members as : <ul style="list-style-type: none"> <li>▪ Food &amp; Agri expert and</li> <li>▪ Agri value chain expert</li> </ul> May be considered along with the two already proposed resources in Rfp | No Change is admissible |
| 4       | Section 5.9/<br>Page no. 21 | Developing an Online Portal based Application Platform for the Schemes | To develop an Online Portal, we need an IT expert                                                                                                                                                                                                                                                                                                                                                                                                                                                                            |                         |
| 5       | Section 5.1/<br>Page No. 20 | Manpower at Directorate of Industries                                  | For the additional Manpower, should we mention it in the proposal stage or shall we add it during the project execution stage?                                                                                                                                                                                                                                                                                                                                                                                               | No Change is admissible |

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| <b>KPMG Advisory Services Pvt. Ltd.</b> |                                             |                                                                                                                                                                                                                                                                                                                                                   |                                                                                            |                                                                                   |
| 6                                       | 3.1.1.<br>Technical Capabilities/<br>Page 7 | Should be a reputed Institution/Company/Consulting Firm/Organization (Corporate House) with a track record of providing consulting/advisory services in Agriculture, Food Processing sector for more than ten years in India. The Agency should submit relevant proofs to that effect. Agencies with international experience would be preferred. | Request clarification on proof of documents to be submitted. Which documents are required? | Assignment Work Order                                                             |
| 7                                       | 3.1.1.<br>Technical Capabilities/<br>Page 7 | The consultant should have in-house experts with required skill sets in food processing, horticulture, Agri business, value chain analysis, project development, project appraisal monitoring and reporting etc.                                                                                                                                  | Request clarification on proof of documents to be submitted. Which documents are required? | HR Certificate                                                                    |
| 8                                       | 2.2                                         | Programme Management Agency (PMA) and all eligible                                                                                                                                                                                                                                                                                                | We believe that this is a call for submission of proposal. However the                     | <b>Programme Management Agency (PMA)</b> and all eligible agencies are invited to |

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|         | Resources available in the state: / Page 5    | agencies are invited to submit an <b>Expression of Interest (Eoi) proposal</b> in this regard.                                                                                                                   | aforementioned statement is misleading as it mentions about submission of Eoi. Please clarify.                                                                                                                                                                | submit their proposal in this regard.                                                                                                                                                                                                                                          |
| 9       | 11. Evaluation and Selection: / 11.5/ Page 25 | 11.5. The <b>qualified consultants</b> would be offered to make concept presentation before the designated committee of the Directorate of Industries, Government of Jharkhand.                                  | We request clarification on <b>qualified consultants</b> as presentation marks is included in total marks of Technical proposal (i.e.100).<br><br>Please inform us on the total marks that the consultant has to score to get qualified for the presentation? | No change is admissible                                                                                                                                                                                                                                                        |
| 10      | 11. Evaluation and Selection: / 11.7/ Page 25 | 11.7. All the proposals of evaluation of cost shall include all the local taxes of the state government and shall include the <b>service tax and other relevant taxes</b> to be paid to the Government of India. | We request for a clarification in this regard. We believe that it should be GST only                                                                                                                                                                          | All the proposals of evaluation of cost shall include all the local taxes of the state government and shall include the <b>GST</b> and other relevant taxes to be paid to the Government of India. The proposal with lowest cost shall be given financial score of 100 points. |
| 11      | 10. Bidding Procedure: / Page 24              | The bidders are also required to submit an Earnest Money Deposit (EMD) of Rs.5,00,000.00/- (Rupees Five Lakh Only) along with the bid in the                                                                     | Please inform on the validity period of the Bank Guarantee?                                                                                                                                                                                                   | 90 Days                                                                                                                                                                                                                                                                        |

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| Sl. No. | Section/<br>Page No.                                               | Content of RFP requiring<br>clarifications                                                                                                                                                                                                                                                                                                                                                                                       | Change/ Clarification Requested                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Clarification           |
|---------|--------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------|
|         |                                                                    | form of Bank Guarantee.                                                                                                                                                                                                                                                                                                                                                                                                          |                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                |                         |
| 12      | Annexure II:<br>FORMAT<br>FOR POWER<br>OF<br>ATTORNEY /<br>Page 28 | issued by The <b>Secretary,<br/>Department of Information<br/>Technology, Ranchi</b>                                                                                                                                                                                                                                                                                                                                             | We request for a clarification in this regard.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 | No change is admissible |
| 13      | Evaluation<br>criteria:<br><br>Page<br>Number 24                   | As per the RFP document,<br>the following has been<br>mentioned under point<br>number (b) of Evaluation<br>criteria:<br><br>1. Past experience of<br>working as a<br>Project/Programme<br>Management<br>Unit/Agency<br>(PMU/PMA) in<br>Agri/Horticulture/ food<br>processing programmes/<br>schemes with Central<br>and/ or State<br>Government/ bilateral<br>or multilateral<br>international funding<br>agencies in the last 5 | The RFP has requested for team of 2<br>members only and not a large team of 6-<br>7 members. Hence experience of the<br>firm in PMU/PMA assignments in<br>Agri/Horticulture/ food processing<br>programmes/ schemes with Central and/<br>or State Government may not be<br>necessary. Instead having domain<br>experience in agri/horticulture/food<br>processing projects only may be<br>considered sufficient for the firms.<br><br>In any case, the required resources has<br>to have experience in PMA/PMU<br>assignments in Agri/Horticulture/ food<br>processing programmes/ schemes in<br>central and/ or State Government,<br>hence the deployed team will be well<br>versed with the nuances of Govt. | No change is admissible |

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|         |                                    | <p>years at least 3 ongoing</p> <p>2. 5 or more assignments as PMU/PMA in Agri/Horticulture/Cooperative/food processing programmes</p> <p>– 20 marks (4 marks per assignment)</p> | <p>procedure and processes etc.</p> <p>Therefore we request you to kindly consider our request for removing the requirement of having PMA/PMU experience in Agri/Horticulture/ food processing programmes/ schemes with Central and/ or State Government. Also as per the Eligibility criteria, it has been mentioned that <b>Agencies with international experience would be preferred.</b> We would like to humbly submit that in International Assignments, PMA/PMU concept is not very prevalent and that they are project based assignments.</p> |                                                         |
| 14      | NIT, point number 8, page number 3 | The last date of submission of the bids has been mentioned a 2P <sup>nd</sup> P July 2018.                                                                                        | We would request for extension of 2 weeks from the date of publishing of response to the pre-bid queries.                                                                                                                                                                                                                                                                                                                                                                                                                                             | Last date of submission:<br>09 July, 2018 till 2.00 P.M |