



THE AGRICULTURAL PROMOTION AND INVESTMENT CORPORATION OF ODISHA LIMITED (APICOL)

(A Wholly Owned Corporation of Government of Odisha)

326, Baramunda, Bhubaneswar – 751003, Odisha

Tel : 91-674-2354125

Website : www.apicol.nic.in , E-mail : apicol96@yahoo.com

No.1290/APICOL,

Dated : 08.03.2022

CORRIGENDUM

REQUEST FOR PROPOSAL FOR SELECTION OF AGENCY FOR ESTABLISHMENT OF AGRI-BUSINESS PROMOTION & TRANSFORMATION TEAM (APTT)

The last date for submission of Request for Proposal (RfP) documents which was fixed on 17.03.2022 earlier published in the news papers on dated 11.02.2022 has been revised to 31.03.2022 at 5.00 PM.

Date of opening of Technical Proposal	: 05.04.2022 at 3.30 PM
Date of Technical Presentation	: 12.04.2022 at 11.30 AM
Date of opening of Financial Proposal	: 19.04.2022 at 11.00 AM
Expected Date of Commencement of Assignment	: 1st, June, 2022

The details along with the compliances to the queries of different bidder agencies are available in (www.apicol.nic.in/ www.tendersodisha.gov.in / www.agriodisha.nic.in).

All other terms and condition shall remain unchanged.

Sd/-
MANAGING DIRECTOR

SECTION – A:
**Compliance on the Pre-bid Queries
of different bidders**

Clarifications on the queries of Oasys Tech Solutions Pvt. Ltd.

Sl No	Page no. of RFP Document	Section No. / Clause No. / Paragraph / Bullet No	Topic	Query	Clarification
1	14	2.1 Eligibility Criteria ,sl no (ii)	The Bidder should have an average turnover of minimum INR 100 crore during last three financial years - FY 2018-19, FY 2019-20, FY 2020-21.	Oasys is registered under MSME and NSIC As per the Finance Department of Govt. of Odisha notification 27928, dated 16.10.2020 , a relaxation towards turn over can be provided for the local MSME Bidders. Kindly allow to participate with the relaxation.	The clause 8 of the referred circular no. 27928, dated 16.10.2020 says, "The condition of prior turnover and prior experience may be relaxed/waived for local MSEs/Start-ups subject to meeting of quality and technical specifications". This service requirement is highly technical and sector focused with deployment of a large team to drive the state level interest.
2	14	2.1 Eligibility Criteria ,sl no (V)	The Bidder should have experience of working on minimum five (5) PMU assignments in last 5 years of a minimum duration of 1 year with Central/ State Government agencies in India.	Oasys is registered under MSME and NSIC As per the Finance Department of Govt. of Odisha notification 27928, dated 16.10.2020 , a relaxation towards prior experience can be provided for the local MSME Bidders. Kindly allow to participate with the relaxation.	As above
3	14	2.1 Eligibility Criteria ,sl no (VI)	The Bidder should have experience of completing minimum three (3) consulting assignments of minimum duration of 12 months with State/ Central Government agencies in Agriculture and Allied sector.	Oasys is registered under MSME and NSIC As per the Finance Department of Govt. of Odisha notification 27928, dated 16.10.2020 , a relaxation towards prior experience can be provided for the local MSME Bidders. Kindly allow to participate with the relaxation.	As above

Clarifications on the queries of Global Agri System

Sl. No.	Reference clause in the RFP	Clarification needed	Remarks	Clarification
1	Agri-business Promotion & Transformation Team (APTT) in Programme Management Unit (PMU) mode at APICOL Ref Title First Page	Is the APTT part of the PMU or both are same? Page-35, it is stated about the Project.	Since it is mentioned PMU mode.	Both are same
2	Bid Processing Fee (Non-Refundable) Ref Page 4	Whether this is exempted for registered MME? As per Govt. guideline, MSMEs are exempted for such processing fees. Letter attached for ref.	It is mentioned that - Rs.11,800/- (Rupees Eleven Thousand Eight Hundred only)including GST in shape of Demand Draft in favour of APICOLdrawn in any scheduled commercial bank payable at Bhubaneswar	As Notified. (Letter of reference not attached in the bidders' query.)
3	Bid Security Ref Page 4	Whether this is exempted for registered MME? As per Govt. guideline, MSMEs are exempted for such processing fees. Letter attached for ref.		Only Bid security declaration has been asked for in lieu of Bid security amount.
4	Performance Security Ref page 5	Whether this is exempted for registered MME? As per Govt. guideline, MSMEs are exempted for such processing fees. Letter attached for ref.		Concessional payment of Performance Security @ 25%only will be asked in case of eligible MSME as per Govt. of Odisha Finance department circular no. 27928, dated 16.10.2020
5	Mode of Submission Ref Page 5	Is it allowed to submit online?	It is now restricted to -Speed Post / Registered Post / Courier/ By Hand	As notified
6	Eligibility Criteria Ref Page 13	It is too high for MSME to apply. Suggest to downscale to 5 crores annual turn over.	The Bidder should have an average turnover of minimum INR 100 crore during last three financial years - FY 2018-19, FY 2019-20, FY 2020-21.	As notified
7	Full time employee Size Ref page 13	Considered too high for registered advisory and consulting MSMEs. Suggest to downscale it to 30.	Agency must have minimum 200 full time employees and should have in-house strength of professionals (on full time role)	As notified
8	Page 13 Note	Given the above criteria, it is suggested to allow partnerships and consortiums.	Any kind of consortium/ Joint Venture with other firms is not allowed.	As notified

Clarifications on the queries of Deloitte Touche Tohmatsu India LLP

SI No	Bidding Document Reference (Clause/Page)			Content requiring clarification	Points of clarification required and our recommendation	Clarification
	Clause No.	Page No.	Existing Clause in the RFP Document			
1	3	5	Proposal Due Date: 17.03.2022 up to 5.00 PM	Proposal Due Date	We request a three weeks extension so that we can submit a customized proposal uniquely tailored towards the specific requirements of APICOL	It has been decided to extend the proposed due date up to 31.03.2022
2	12	5	A pre-proposal meeting will be held on 28.02.2022 at 11.00AM at APICOL conference Hall.	Method of pre-proposal meeting	We request that the bid opening be carried out through an online platform in view of the COVID 19 pandemic	Can be made offline as well as online
3	ix	15	Power of Attorney (TECH – 4) in favour of the person signing the bid on behalf of the bidder	Power of Attorney	We request that a resolution by the board of the bidder empowering the authorized signatory be allowed	Board resolution is allowed.
4	vi	14	The Bidder should have experience of completing minimum three (3) consulting assignments of minimum duration of 12 months with State/ Central Government agencies in Agriculture and Allied sector	Completed assignments	As many of the agriculture sector assignments are multi year in nature, we request that ongoing assignments be allowed as well	If the ongoing assignments are more than one year old as on the RFP issuance date, the same will be considered.
5	x	15	List of completed assignments of similar nature (Past Experience Details, TECH – 5) along with copies of contracts / work orders from previous Clients	Completed assignments	As many of the agriculture sector assignments are multi year in nature, we request that ongoing assignments be allowed as well	If the ongoing assignments are more than one year old as on the RFP issuance date, the same will be considered.
6	c	20	Presentation by proposed core team members (at least 5 proposed prospective team members along with project manager to be present in technical presentation)	Presence of core team	We request that only the project manager's presence be made mandatory	As notified

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7	2b	20	Experience of Agriculture & Allied Sector advisory assignments for Central/ State Government agencies of any projects of at-least1-year duration in the last 5 years (3 marks for each project)	Years	We request that the restriction of duration be waived so that the bidders can showcase more relevant experience	As notified
8	c	20	The core team must be fulltime employee of the bidder (preferably for 6 months or more)	Fulltime employee	We request that the requirement of being on the rolls of the firm be waived to attract a larger talent pool and allow bidders to access more qualified & suitable resources	It is mentioned as preferable. However, the team members shall be full time employees of the bidder organization at joining in APTT. However, if the agency fails / delays to deploy requisite full time team employees i.e. the ones who were present during presentation & whose CVs were submitted for evaluation, then penalty will be levied from the day of award of contract as follows:- 1 week (25 members - 11 core team + 14 district coordinators) - 5%, 2 weeks (25 members - 11 core team + 14 district coordinators)

SI No	Bidding Document Reference (Clause/Page)			Content requiring clarification	Points of clarification required and our recommendation	Clarification
	Clause No.	Page No.	Existing Clause in the RFP Document			
						- 10%, 3 weeks (25 members - 11 core team + 14 district coordinators) - 15%, 4 weeks (25 members - 11 core team + 14 district coordinators) - 20%, 5 weeks (39 members - 11 core team + 28 district coordinators) - 25% & 6 weeks and above (39 members - 11 core team + 28 district coordinators) - 50% of the 1st quarter fee.
9	c	20	Project Manager / Team Lead:(1 Nos) MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, Gol Ranking 2020 for Management institutes)	Education	We request that relevant masters degree in general management, economics and other relevant fields be allowed as well from a recognized educational establishment	It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020)

SI No	Bidding Document Reference (Clause/Page)			Content requiring clarification	Points of clarification required and our recommendation	Clarification
	Clause No.	Page No.	Existing Clause in the RFP Document			
10	c	21	Module Lead –Entrepreneurship Promotion (1 Nos) MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, Gol Ranking 2020 for Management institutes)	Education	We request that relevant masters degree in general management, economics and other relevant fields be allowed as well from a recognized educational establishment	It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) (or) MBA/PG Diploma in Entrepreneurship Management from EDI, Gandhinagar
11	c	21	Module Lead – Scheme Implementation (1 Nos) MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, Gol Ranking 2020 for Management institutes)	Education	We request that relevant masters degree in general management, economics and other relevant fields be allowed as well from a recognized educational establishment	It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020)
12	c	21	Entrepreneurship Promotion/ Strategy Promotion Consultant (2 Nos) MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, Gol Ranking 2020 for Management institutes)/ PGDEM from EDI, Gandhinagar	Education	We request that relevant masters degree in general management, economics and other relevant fields be allowed as well from a recognized educational establishment	It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020)

SI No	Bidding Document Reference (Clause/Page)			Content requiring clarification	Points of clarification required and our recommendation	Clarification
	Clause No.	Page No.	Existing Clause in the RFP Document			
						(or) MBA/PG Diploma in Entrepreneurship Management from a reputed institute.
13	c	22	Project Implementation Consultant MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes)	Education	We request that relevant masters degree in general management, economics and other relevant fields be allowed as well from a recognized educational establishment	It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020)
14	c	23	Food Processing Expert B.Tech/ PGD in food processing technology from Top 100 Engineering Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Engineering institutes)	Education	We request that relevant degree in agriculture with requisite work experience in food processing be allowed as well	Qualifications will be as mentioned in RFP (or) Degree from IIFPT, Thanjavur, Tamil Nadu / NIFTEM, Sonapat, Haryana/ CFTRI, Mysore (or) Post Graduate in Food Processing Tech/ sciences from Top 30 Institutes as per ICAR ranking)
15	2.24	30	Copyright, Patents and Other Proprietary Rights	IPR	We understand that the bidder will retain the pre existing IPR	Bidder will retain the pre existing IPR

SI No	Bidding Document Reference (Clause/Page)			Content requiring clarification	Points of clarification required and our recommendation	Clarification
	Clause No.	Page No.	Existing Clause in the RFP Document			
16	2.25	30	After written notification, the Agency will provide at least 3 CVs of appropriate candidates within Fifteen (15) days for review and approval	Requirement of 3 CVs	We request that we be allowed to place the CV of one competent individual matching/exceeding the RFP defined requirement	As notified
17	3.5.2	40	Promotion of MKUY & other schemes for more investment in the sector	Organization cost	We understand that organization cost, logistical support will be provided by the client	Please refer to clause 3.9.2 (page no. 49)
18	3.5.11	42	Managing the online portal and development of the website	Development	We understand that the role of the consultants will be to provide technical inputs and subject matter expertise. The software development activities are to be carried out by team appointed by the client. Please confirm.	The software development activities shall be carried out by vendor appointed by APICOL
19	3.6	42	Payment to the Agency will be made on quarterly basis on submission of the quarterly report by the firm and subject to approval of the same by the Authority (Agency Monitoring Committee). The payment will be based on the deliverables defined. In order to calculate the performance of the agency, the performance against each of the KPI targets will be used.	Payment	Achievement of KPIs is linked to external factors which may be beyond the control of consultants and will require inputs of other stakeholders. We request that payments be disbursed based on the deployed man months.	As notified. Only the 1st quarter payment as against the achievement of KPIs will be considered, as the team members will take time to understand the assignment and acclimatize in the first quarter.
20	a	43	Penalty in case of low achievement: Penalty will be deducted from the quarterly payment in case low achievement in any one of the above KPIs (Maximum of 25 % deduction). If achievement in a quarter is <50 % - penalty will be 25%, achievement 50 to <60%, penalty is 20%, achievement 60 to <70%, penalty is 15%, achievement 70 to <80%, penalty is 10%, achievement 80 to	Penalty	We request that the penalty clauses be waived as achievement of KPIs is linked to external factors beyond the direct control of consultants	As notified. However, Penalty Clause at page 28 of RFP shall be modified as per penalty clause at page 42 of RFP

SI No	Bidding Document Reference (Clause/Page)			Content requiring clarification	Points of clarification required and our recommendation	Clarification
	Clause No.	Page No.	Existing Clause in the RFP Document			
			<90%, penalty is 5% and achievement is 90% or more, No penalty. Highest rate of penalty in six quarters will lead to termination of the contract & forfeiture of performance guarantee..			
21	3.9.2	50	The District Coordinators will make extensive tour for providing hand holding support to the entrepreneur. The State Level Team will make tour at least 4 days in a month	Travel	We understand that these travel costs will be borne by the client.	Please refer to the third bullet point under clause 3.9.2 (page no. 49)
22	TECH 3B	56	Filled in information in this format must have to be jointly certified and sealed by the CA and the authorized representative of the bidder and to be furnished in original along with the technical proposal failing which the proposal will be out rightly rejected. No scanned copy will be entertained NB: No Scanned Signature will be entertained	Scanned copy	We request that scanned copies and scanned signature be allowed.	Scanned copies with signature is allowed. CA has to mention the membership No. and Directors have to mention the Director Identification Numbers (DIN).
23	NA	NA	Limitation of Liability	We propose the mentioned to be added.	Notwithstanding anything contained in the contract, the Vendor/ Bidder/ Consultant shall not be liable, for any losses, claims, damages, liabilities, cost or expenses ("Losses") of any nature whatsoever, for an aggregate amount in excess of the fee paid under the contract for the services provided under the contract, except where such Losses are finally judicially determined to have arisen primarily from fraud or bad faith of the Vendor/ Bidder / Consultant. In no event shall the Vendor/ Bidder / Consultant, be liable for any consequential (including loss of profit and loss of data), special, indirect, incidental, punitive, or	Not allowed

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	Clause No.	Page No.	Existing Clause in the RFP Document			
					exemplary loss, damage, or expense relating to the services provided pursuant to this Contract.	

Clarifications on the queries of Ernst & Young LLP

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
Bidder Data Sheet Point no-2 Method of Selection # page 4	Quality and Cost Based Selection (QCBS) with weightage of 70:30(70 % technical proposal and 30 % for financial proposal)	The project is highly technical in nature which is evident from the emphasis on credentials of firm and the CVs of the individual project team members. In such case assigning higher weightage to technical marks will help APICOL get quality outcome. Hence it is proposed to revise the QCBS criteria to 80:20 instead of 70:30	As notified
(a) Bidders Data Sheet, Page 5, Point # 15 (b) Instruction to bidders, Page 25, Point # 2.10	(a) Performance security: Performance Bank Guarantee amounting to 3% of the contract value from a Scheduled Commercial Bank (b) Performance Bank Guarantee amounting to 10% of the contract value from a Scheduled Commercial Bank	Kindly clarify the value (%) of PBG that shall be required to be furnished by the award-winning bidder. It is suggested that "Instruction to bidders, Page 25, Point # 2.10" be amended to 'Performance Bank Guarantee amounting to 3% of the contract value'	It would be 10% of the contract value.
Section 2 2.8.A Technical Evaluation Criteria #page 18-19 # A. 1. Organizational Strength Experience of the	Bidder Average Annual Turnover from Indian Consulting operations in three years - FY 2018-19, FY 2019-20, FY 2020-21 (Copy of the audited balance sheet of the last three FYs, and CA certified Turnover certificate) INR 100 Cr – INR 300 Cr – 1 Mark INR 301 Cr – INR 500 Cr – 2 Marks	It is suggested to revise the criteria as below: INR 100 Cr – INR 300 Cr – 1 Mark INR 301 Cr – INR 500 Cr – 2 Marks INR 501 Cr – INR 700 Cr – 3 Marks INR 701 Cr – INR 900 Cr – 4 Marks INR 900 Cr above – 5 Marks	Yes. The last range would be INR 900 Cr above with 5 Marks

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
bidder	INR 501 Cr – INR 700 Cr – 3 Marks INR 701 Cr – INR 900 Cr – 4 Marks INR 1000 Cr above – 5 Marks		
Section 2 2.8.C Technical Evaluation Criteria #page 19 # C. Proposed team	The core team must be fulltime employee of the bidder (preferably for 6 months or more)	The RFP has clearly outlined the required professionals to be part of the project. The bidding firm will carefully select such individuals who will match the requirements as well as be able to deliver quality outcome to IPICOL. Consulting firm staff are usually deployed on long term projects and as such moving them between projects is best avoided. Resources who are 6 months old in the firm will already be engaged full time on some engagement. Hence it is requested to amend the clause as under: ‘The core team must be on payroll of the selected bidder on the date of the start of the engagement’	It is mentioned as preferable. However, the team members shall be full time employees of the bidder organization at joining in APTT. However, if the agency fails / delays to deploy requisite full time team employees i.e. the ones who were present during presentation & whose CVs were submitted for evaluation, then penalty will be levied from the day of award of contract as follows:- 1 week (25 members - 11 core team + 14 district coordinators) - 5%, 2 weeks (25 members - 11 core team + 14 district

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
			coordinators) - 10%, 3 weeks (25 members - 11 core team + 14 district coordinators) - 15%, 4 weeks (25 members - 11 core team + 14 district coordinators) - 20%, 5 weeks (39 members - 11 core team + 28 district coordinators) - 25% & 6 weeks and above (39 members - 11 core team + 28 district coordinators) - 50% of the 1st quarter fee.
Section 2 2.8.C Technical Evaluation Criteria #page 19 # C. Proposed team	Position- Project Manager/ Team lead Qualification: MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes) with minimum 8 years post qualification consulting experience in Agriculture and allied sectors Experience: Experience in working with Central Government/State Government/Fortune 500 Companies & Fortune next 500 Companies in the areas of Agri business/ agri products	Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR) The proposed project is a core agriculture sector project and it is essential that the resources required for this project should have an under-graduate / post-graduate degree in relevant areas such as agriculture / biotechnology / agri-business management / rural development / forest management, etc. Further, APICOL is aware that some of the reputed institutes of India delivering programs in the above listed areas are located in Odisha too. These institutes include- (a) Orissa	It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) with minimum 8 years post qualification experience in Agriculture and allied sectors + Experience of working with Central Government/State

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
	for a period of 3 years 0.5 marks per project max 3 marks	<p>University of Agriculture and Technology, (b) Utkal University</p> <p>Following Institutions of Govt of India also deliver programmes on Agri-Business Management/Rural Management (a)MANAGE,Hyderabad, (b) VAMNICOM,Pune, (c) NIRD & PR,Hyderabad</p> <p>It is suggested to amend the Qualification criteria to: 'MBA/PGDM/PGDRDM (or equivalent) from a recognized institute in the field of agriculture / biotechnology / agri-business management / rural development / forest management with minimum 8 years of Post qualification consulting/project execution experience in agriculture or allied sectors.'</p>	Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the areas of Agri Business / Agri Products for a minimum period of 3 years

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
<p>Section 2 2.8.C Technical Evaluation Criteria #page 20 # C. Proposed team</p>	<p>Position- Module Lead - Entrepreneurship promotion Qualification: MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes)/ PGDEM with minimum 5 years post qualification consulting experience in Agriculture and allied sectors</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>The proposed project is a core agriculture sector project and it is essential that the resources required for this project should have an post-graduate degree in relevant areas such as agriculture / biotechnology / agri-business management / rural development / forest management/ entrepreneurship management, etc.</p> <p>Further, the client is aware that some of the reputed institutes of India delivering programs in the above listed areas are located in Odisha too. These institutes include- (a) Orissa University of Agriculture and Technology, (b) Utkal University</p> <p>Following Institutions of Govt of India also deliver programmes on Agri-Business Management/Rural Management (a)MANAGE,Hyderabad, (b) VAMNICOM,Pune, (c) NIRD & PR,Hyderabad</p> <p>It is proposed that MBA/PGDM/PGDRDM (or equivalent) from a recognized institute in the field of agriculture / biotechnology / agri-business management / rural development / forest management/entrepreneurship management with minimum 5 years of Post qualification consulting/project execution experience in entrepreneurship promotion or agriculture or allied sectors.</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) (or) MBA/PG Diploma in Entrepreneurship Management from EDI, Gandhinagar with Experience as mentioned in RFP + Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
<p>Section 2 2.8.C Technical Evaluation Criteria #page 20 # C. Proposed team</p>	<p>Position- Module Lead – Scheme Implementation Qualification: MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes) with minimum 5 years post qualification consulting experience in Agriculture and allied sectors</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The ‘Preamble, Acknowledgements and Credits’ section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>The proposed project is a core agriculture sector project and it is essential that the resources required for this project should have an post-graduate degree in relevant areas such as agriculture / biotechnology / agri-business management / rural development / forest management/ entrepreneurship management, etc.</p> <p>Further, the client is aware that some of the reputed institutes of India delivering programs in the above listed areas are located in Odisha too. These institutes include- (a) Orissa University of Agriculture and Technology, (b) Utkal University</p> <p>Follwing Institutions of Govt of India also deliver programmes on Agri-Business Management/Rural Managemnt (a)MANAGE,Hyderabad, (b) VAMNICOM,Pune, (c) NIRD & PR,Hyderabad</p> <p>It is proposed that MBA/PGDM/PGDRDM (or equivalent) from a recognized institute in the field of agriculture / biotechnology / agri-business management / rural development / forest management with minimum 5 years of Post qualification consulting/project execution experience in agriculture or allied sectors.</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) with experience as mentioned in RFP + Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 20 # C. Proposed team</p>	<p>Position: Entrepreneurship Promotion/ Strategy Promotion Consultant MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The ‘Preamble, Acknowledgements and Credits’ section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
	<p>2020 for Management institutes)/ PGDEM from EDI, Gandhinagar with minimum 3 years post qualification consulting experience in Agriculture and allied sectors</p>	<p>Council of Agricultural Research (ICAR)</p> <p>The proposed project is a core agriculture sector project and it is essential that the resources required for this project should have an post-graduate degree in relevant areas such as agriculture / biotechnology / agri-business management / rural development / forest management/ entrepreneurship management, etc.</p> <p>Further, the client is aware that some of the reputed institutes of India delivering programs in the above listed areas are located in Odisha too. These institutes include- (a) Orissa University of Agriculture and Technology, (b) Utkal University</p> <p>Follwing Institutions of Govt of India also deliver programmes on Agri-Business Management/Rural Managemnt (a)MANAGE,Hyderabad, (b) VAMNICOM,Pune, (c) NIRD & PR,Hyderabad</p> <p>It is proposed that MBA/PGDM/PGDRDM (or equivalent) from a recognized institute in the field of agriculture / biotechnology / agri-business management / rural development / forest management/entrepreneurship management with minimum 3 years of Post qualification consulting/project execution experience in entrepreneurship promotion or agriculture or allied sectors.</p>	<p>Institutes (2020) (or) top 30 ICAR ranked institutes (2020) (or) MBA/PG Diploma in Entrepreneurship Management from EDI, Gandhinagar with Experience as mentioned in RFP + Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 21 # C. Proposed team</p>	<p>Position: Project Implementation Consultant MBA/PGDM in Agri Business management from Top 100 Management Institute (as per NIRF, Ministry of Education, Gol Ranking 2020 for Management institutes) with minimum 2 years post qualification consulting experience in Agriculture and allied sectors</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>The proposed project is a core agriculture sector project and it is essential that the resources required for this project should have an post-graduate degree in relevant areas such as agriculture / biotechnology / agri-business management / rural development / forest management/ entrepreneurship</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) with Experience as mentioned in RFP + Experience of</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
		<p>management, etc.</p> <p>Further, the client is aware that some of the reputed institutes of India delivering programs in the above listed areas are located in Odisha too. These institutes include (a) Orissa University of Agriculture and Technology, (b) Utkal University</p> <p>Following Institutions of Govt of India also deliver programmes on Agri-Business Management/Rural Management (a)MANAGE,Hyderabad, (b) VAMNICOM,Pune, (c) NIRD & PR,Hyderabad</p>	<p>working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 21 # C. Proposed team</p>	<p>Position: Project Financing Consultant MBA/PGDM in Finance from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes) with minimum 3 years post qualification consulting experience in Agriculture and allied sector project financing</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>It is proposed that MBA/PGDM in Finance/MFC from a recognized institute (or equivalent) / CA/CFA with minimum 3 years of Post qualification consulting/project execution experience in agriculture or allied sector project financing.</p>	<p>Qualifications & Experience as mentioned in RFP + CA/CFA Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 21 # C. Proposed team</p>	<p>Position: Accounting and Finance Consultant MBA/PGDM in Finance from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes)/ CA/ CFA with minimum 3 years post qualification consulting experience in Agriculture and allied sector project Accounting and Finance</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>It is proposed that M. Com/MBA/PGDM in Finance/MFC from a recognized institute (or equivalent) / CA/CFA with minimum 3 years of Post qualification consulting/project execution</p>	<p>Qualifications & Experience as mentioned in RFP Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
<p>Section 2 2.8.C Technical Evaluation Criteria #page 21 # C. Proposed team</p>	<p>Position: Food Processing Expert B.Tech/ PGD in food processing technology from Top 100 Engineering Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Engineering institutes) with minimum 3 years post qualification consulting experience in food processing sector for technology upgradation, quality assurance. etc (preferably to MSME)</p>	<p>experience in agriculture or allied sector project on accounting and finance.</p> <p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>It is proposed that B.Tech/PGD or equivalent in Food processing technology/M.Sc in food Science technology from a recognized institute with minimum 3 years of Post qualification consulting/project execution experience in food processing sector for technology upgradation, quality assurance, etc (preferably MSME).</p>	<p>respective fields as mentioned in RFP</p> <p>Qualifications & Experience as mentioned in RFP (or) Degree from IIFPT, Thanjavur, Tamil Nadu / NIFTEM, Sonapat, Haryana/ CFTRI, Mysore (or) Post Graduate in Food Processing Tech/ sciences from Top 30 Institutes as per ICAR ranking) Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 22 # C. Proposed team</p>	<p>Position: Marketing and Export Expert MBA/PGDM from Top 100 Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Management institutes) with minimum 3 years post qualification consulting experience in Agriculture and allied sector market/ export promotion</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR)</p> <p>It is proposed that MBA/ PGDM (or equivalent) from a</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) with</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
		<p>recognized institute in the field of agriculture / biotechnology / agri-business management / rural development / forest management/entrepreneurship management with minimum 3 years of Post qualification experience in the field of agriculture and allied sector market and export promotion</p>	<p>experience as mentioned in RFP + Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 22 # C. Proposed team</p>	<p>Position: Technical and Data Consultant B.Tech from Top 100 Engineering Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Engineering institutes) with minimum 3 years post qualification consulting experience in IT projects</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR) It is proposed that B.Tech/BE/MBA in IT/Data Science/ from a recognized institute with minimum 3 years of Post qualification consulting/project execution experience in IT projects</p>	<p>Qualifications & Experience as mentioned in RFP Experience of working with Central Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP</p>
<p>Section 2 2.8.C Technical Evaluation Criteria #page 22-23 # C. Proposed team</p>	<p>Position: District Coordinator District Coordinators -28 nos B. Tech/ MBA from Top 200 Engineering/ Management Institute (as per NIRF, Ministry of Education, GoI Ranking 2020 for Engineering/Management institutes) with minimum 3 years of experience a) Additional 0.25 marks for each year of additional relevant experience: 0.5 mark for each resource.</p>	<p>Qualification: NIRF listed 100 institutes exclude the top ranking institutes from the social sector and agriculture space. The 'Preamble, Acknowledgements and Credits' section of the said report states that the institutes from the agriculture domain were not undertaken in this report and same was desired by the Indian Council of Agricultural Research (ICAR) It is proposed that PGDM/PGDRDM/ ABM /BSc Agriculture/ B.Tech Agri engineering or equivalent with minimum 3 years of post-qualification experience in project execution</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 200 NIRF ranked Management Institutes (2020) (or) top 50 ICAR ranked institutes (2020) + Experience of working with Central</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
	b) (CV of 14 persons has to be submitted at the time of application and CV of balance 14 nos within one month)	The scoring is for all 28 CVs, if 14 CVs are to be submitted at the time of application, so how is the score to be calculated. Please clarify.	Government/State Government/ Multi laterals /Fortune 500 Companies & Fortune Next 500 Companies in the respective fields as mentioned in RFP
Section -2 2.13 -iii Working Hours # page -26	12 days leave per person per year will be available to the Consultants deployed in the PMU	This clause is in direct conflict with 'Section 2 2.8.C Technical Evaluation Criteria #page 19 # C. Proposed team'. Consultants deployed in the PMU will be on the payroll of the selected bidder and as per law the HR and Leave policy of the firm will be applicable to them. Leaves may be allowed as per Policy of the Consulting Agency without affecting outcome of the programme, with prior intimation to APICOL..	Leaves entitlement will be as per Odisha Govt. leave rules.
Section-2 2.20 Governing Law & Penalty clause # page 28 Section -3 3.6. a Penalty in case of low achievement # page 42	Section 2.20 is reflecting penalty 1% per week failing to deliver in time subject maximum deduction of 10 % of contract value. While Payments Terms at 3.6.a # page 42 talks about maximum 25 % deduction if the performance is less than 50 % in a quarter	Only one criterion may be fixed for awarding penalty in case of low achievement. Please clarify.	Penalty Clause at page 28 of the RFP shall be modified as per penalty clause at page 42 of RFP
Section -2 2.25 Replacement of Key Professionals # page 29	The Key Professional and Programme Associates to be deployed under this contract must be dedicated in nature. No replacement of resources is allowed with in the lock in period of 1 Year from the date of effectiveness of the contract. 	While the professional deployed on the PMU will be dedicated to the project with APICOL, certain circumstances, beyond the control of the selected bidder, such as health issues, family issues, unfortunate death or physical impairment etc. <u>may</u> require the replacement of personnel on the project. In such cases it is unfair to penalise the selected bidder. It is requested to make this clause applicable to key Professional only i.e., Team Lead/Project Manager, Module	As Notified, No replacement of resources is allowed within the lock in period of 1 Year from the date of effectiveness of the contract.

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications
		Lead Entrepreneurship promotion, Module Lead Scheme Implementation.	
Section 3 3.6 Payment Terms #page 42	<p>Payment condition from 1st year and 2nd Year onwards</p> <p>Condition no 5</p> <p>First year</p> <p>Timely sanction of Bank Loans after issuance of Go-ahead @ 10% and Disposal of legacy (at time of issuance of work order) applications pending with banks @ 10% (Sl. No-7)- 20%</p> <p>Second year</p> <p>Timely sanction of loans by banks (after issuance of go-ahead) (Sl. No-7) -20%</p>	<p>Consulting Agency will facilitate bank loans, however sanctioning and disbursement loan is done by the bank which normally observed as bit slow. In that case keeping 20 % payment terms in 1st year and 2nd year seems to be less logical, hence this clause shall be removed. In this 20 % Payment Terms may be equally (5% each) divided with clauses 1,2,3,4.</p>	<p>As notified</p> <p><i>(Bank finance in one of the most vital expectations from APTT. It should carry 20% weight in performance evaluation.)</i></p>
Section 3 Terms of Reference 3.9.2 Consulting Agency #page 49	<p>Roles and responsibilities of stake holders Department</p> <p>The District Coordinators will make extensive tour for providing hand holding support to the entrepreneur.</p> <p>The local travel cost at base location shall be borne by the agency.</p>	<p>We understand that District Coordinators have to travel extensively within base location district, so special provision may be kept for their travel, this should not be clubbed with their monthly remuneration.</p> <p>Local travel cost should not be quoted within the District Coordinators remuneration, since the quantum of local travel cannot be gauged at the bidding stage.</p>	<p>Travel expenses will be borne by APICOL.</p>
Section 4 TECH 9 Clause 14 #page 62	<p>Format of Curriculum Vitae clause 14</p> <p>Employment record</p> <p>..... for each employment (see format here below): dates of employment, name of employing organization, positions held. For experience in last ten years, also give types of activities performed and Client references, where appropriate as per the prescribed format given below]</p>	<p>We understand that all information (dates of employment, name of employing organization, positions held, types of activities performed and Client references) shall be reflected in the table please clarify.</p> <p>It has been mentioned to write last 10 years experiences, but we understand for scoring evaluation this number may exceeds and vary from consultant to consultant please clarify.</p> <p>Details of the task assigned (List all tasks to be performed under this assignment/job) shall be separate from the above table and applicable for present consultancy assignment,</p>	<p>For experience, number of years will vary depending on the position applied for, Thus, experience will not be considered for last 10 years only,</p>

Clause Reference	Clause description/ observation	Query/ Suggested Amendments (if Any)	Clarifications								
	<table border="1"> <tr> <td>From year</td> <td>To Year</td> </tr> <tr> <td>Procuring entity name</td> <td></td> </tr> <tr> <td>Position held</td> <td></td> </tr> <tr> <td>Details of the task assigned (List all tasks to be performed under this assignment/job)</td> <td></td> </tr> </table>	From year	To Year	Procuring entity name		Position held		Details of the task assigned (List all tasks to be performed under this assignment/job)		please clarify.	
From year	To Year										
Procuring entity name											
Position held											
Details of the task assigned (List all tasks to be performed under this assignment/job)											
Section -5 FIN-2 Summary of Financial Proposal-B # page 68	Consulting Fee for the Deliverables L.S (for 3 years)	Please clarify expenses for which type of deliverables will be consider under this section.	In the Financial proposal Table, the row indicating Consulting Fee for the Deliverables L.S (for 3 years) will be deleted								

Clarifications on the queries of Palladium Consulting India Pvt. Ltd.

Section&PageNo	Content of RFP Requiring Clarifications	Change/Clarification Requested	Clarifications
2. Instruction to Bidders, 2.1 Eligibility Criteria, Page 13 & 14	Point ii: The Bidder should have an average turnover of minimum INR 100 crore during last three financial years - FY 2018-19, FY 2019-20, FY2020-21.	We understand an Indian firm with majority holding with parent firm can claim its Parent firms or other member firms resource strength, project credentials and financials. Kindly confirm if our understanding is correct. Many transformational programs, such as APTT, focus on adoption of Global best practices and making global outreach for technical updation, market linkage, trade, and export promotion. We are a global firm, and we keep leveraging our technical expertise and learnings from our international projects.	Only Indian Turnover and experience from Indian operations will be considered.

2. Instruction to Bidders, 2.1 Eligibility Criteria, Page 13 & 14	Point iv: Agency must have minimum 200 full time employees and should have in-house strength of professionals (on full time role)	We understand that Global firms can show case its employee strength working across projects in agriculture and allied sectors. Please confirm if our understanding is correct.	Only Indian Turnover and experience from Indian operations will be considered.
2. Instruction to Bidders, 2.1 Eligibility Criteria, Page 13 & 14	Any kind of consortium/Joint Venture with other firms is not allowed. Bidder Experience and strength including financials will be considered from Indian operations only.	Request to allow Joint Venture for technical enhancement of the bidders. We understand an Indian firm with majority holding with parent firm can claim its Parent firms or other member firms resource strength, project credentials and financials. Kindly confirm if our understanding is correct.	As Notified
2.14 Conflict of Interest, page 26	Conflict of interest exists in the event of: (iv) Conflicting assignments, typically monitoring and evaluation/ environmental assessment of the same project by the eligible bidder (v) Consultants, agencies, or institutions (individuals or organisations) who have a business or family relation with the APICOL directly or indirectly; and	Various agencies are working with APICOL on several assignments or scheme or programme implementation. This is a separate work and prohibiting a bidder from participation on account of existing relationship is restrictive. Please clarify how and why this can be a conflict of interest.	Disclosure is mandatory. Agency has to disclose conflict of interest.
2.8 Evaluation of Proposal: page 17, c) Technical Evaluation Criteria	A. Experience of the Bidder a. Bidder Average Annual Turnover from Indian Consulting operations in three years - FY 2018-19, FY 2019-20, FY 2020-21 (Copy of the audited balance sheet of the last three FYs, and CA certified Turnover certificate) INR 100 Cr – INR 300 Cr – 1 Mark INR 301 Cr – INR 500 Cr – 2 Marks INR 501 Cr – INR 700 Cr – 3 Marks INR 701 Cr – INR 900 Cr – 4 Marks INR 1000 Cr above – 5 Marks	This is a restrictive clause as there are very few consulting firms in India whose Average Annual Turnover from Indian Consulting operations in three years would be over INR 1000 crore. It's a humble request to relax this clause and allow other bidders to participate.	As notified
2.8 Evaluation of Proposal: page 23,	Note: The persons for the State Level Team should have experience of at least 6 months in the agency.	This is a very restrictive clause as no consulting firm can keep such highly qualified manpower for 6 or more months available for deployment. We understand that the clause will remain as per evaluation criteria if any resource will be replaced by any unavoidable circumstances or situation beyond control of the bidder.	It is mentioned as preferable. However, the team members shall be full time employees of the bidder organization at joining in APTT. However,

			<p>if the agency fails / delays to deploy requisite full time team employees i.e. the ones who were present during presentation & whose CVs were submitted for evaluation, then penalty will be levied from the day of award of contract as follows:-</p> <p>1 week (25 members - 11 core team + 14 district coordinators) - 5%, 2 weeks (25 members - 11 core team + 14 district coordinators) - 10%, 3 weeks (25 members - 11 core team + 14 district coordinators) - 15%, 4 weeks (25 members - 11 core team + 14 district coordinators) - 20%, 5 weeks (39 members - 11 core team + 28 district coordinators) - 25% & 6 weeks and above (39 members - 11 core team + 28 district coordinators) - 50% of the 1st quarter fee..</p>
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Compliance on Pre-bid queries of KPMG India Pvt. Ltd.

#	Section No. /Clause No./ Paragraph /Bullet No.	Page no.of RFP Document	Query/clarification	Compliance
1.	Bidder Data Sheet Point No. 2 Proposal Due Date	4	As the engagement requires large pool of resources and in-depth understanding of the TOR especially state government scheme / policies therefore we request APICOL to extend the deadline for proposal submission by 1month i.e.,18.04.2022 (Monday)	Submission of ProposalDueDate will be 31.03.2022 instead of 17.03.2022
2.	Bidder Data Sheet Point No. 13 Bid Processing Fee (Non-Refundable)	4	We request the APICOL to provide provision for Electronic transfer of Bid Processing Fee.	Online payment will also be considered for electronic transfer of Bid Processing Fee.
3.	Bidder Data Sheet PointNo. 18 Mode of Submission	5	We request the APICOL to provide provision for online submission of bid at https://tendersodisha.gov.in	As notified
4.	Point No.2.5 Pre-Proposal Queries/ Pre-Proposal Meeting Paragraph1	15	We request the APICOL to accept alternation / change in existing terms and conditions of the RFP which ensures a level playing field to all consulting firms.	Alteration/change in the RFP will be considered basing upon merit.
5.	PointNo.2.6 Submission of Proposal Point No.a) Technical Proposal (Original+1Copy) Paragraph1	16	We request the APICOL to provide provision for online submission of bid at https://tendersodisha.gov.in. This shall reduce the compliance of submitting digital copy of Technical Proposal in a CD as there may be chances of such electronic devices being corrupted and loss of data at the time of evaluation leading to Complexities for both the parties.	As notified
6.	Point No.2.6 Submission of Proposal PointNo.b) Financial Proposal (Original+1Copy) Paragraph1	16	We request the APICOL to provide provision for online submission of bid at https://tendersodisha.gov.in. This shall reduce the compliance of submitting digital copy of financial proposal in a CD as there may be chances of such electronic devices being corrupted and loss of data at the time of evaluation leading to Complexities for both the parties.	As notified

7.	<p>PointNo.2.8 Evaluation of Proposal Point No.c) Technical Evaluation Criteria A.1.a) Average Annual Turnover</p>	18	<p>The current parameter may please be modified as under: Bidder Average Annual Turnover from Indian Consulting operations in three years - FY 2018-19, FY 2019-20, FY 2020-21 (Copy of the audited balance sheet of the last three FYs, and CA certified Turnover certificate) INR 50 Cr – INR 150 Cr – 1 Mark INR151Cr–INR250Cr–2Marks INR251Cr–INR350Cr–3Marks INR351Cr–INR450Cr–4Marks INR500Cr above–5Marks</p>	As notified
8.	<p>PointNo.2.8 Evaluation of Proposal Point No.c) Technical Evaluation Criteria A.2.C Proposed Team</p>	19,20&21	<p>KPMG's has vast experience of working in the domain of investment promotion and implementation of various state and Central government programs / schemes /policies. As per our understanding of TOR and team requirement, we would request APICOL to revise the education qualification criteria of following team members as under:</p> <ul style="list-style-type: none"> • Project Manager / Team lead • Module Lead–Entrepreneurship Promotion • Module Lead–Scheme Implementation • Entrepreneurship Promotion/Strategy Promotion Consultant • Project Implementation Consultant <p>Proposed Change in education qualification criteria of above listed members: MBA / PGDM in agribusiness management / Rural management/ Social development from premier institute. Remove restriction of Top 100 Management Institute (as per NIRF, Ministry of Education, Gol Ranking 2020 for Management institutes) Also, APICOL is requested to revise the No.of consultants for following requirements: Project Financing Consultant (2Nos)s</p>	<p>It will be MBA (Agribusiness) / PGDM (Agribusiness) from Top 100 NIRF ranked Management Institutes (2020) (or) top 30 ICAR ranked institutes (2020) for Project Manager / Team lead, Module Lead Entrepreneurship Promotion, Module Lead–Scheme Implementation, Entrepreneurship Promotion/Strategy Promotion Consultant & Project Implementation Consultant (or) MBA/PG Diploma in Entrepreneurship Management from EDI, Gandhinagar</p>

9.	Point No.2.8 Evaluation of Proposal PointNo.c) Technical Evaluation Criteria Proposed Team Project Manager / Team Lead	19	The current parameter may please be modified as under: Experience of working with Central Government/ State Government/ multilateral/ IFI/ private organizations in the areas of AgriBusiness/ Agri Products for a minimum period of 3 years: 1marks per year, max.:3 marks	Experience of working with Central Government / State Government /multilateral will be allowed
10	2.Instruction to bidders Point No.2.8 Evaluation of Proposal PointNo.c) Technical Evaluation Criteria A.2.CProposedTeam A.2.C.2 Module Lead – Entrepreneurship Promotion	20	The current parameter may please be modified as under: Experience in managing AgriBusiness programs preferably in entrepreneurship promotion, incubation, capacity building of entrepreneurs (Agri Business Sector preferred) with Central Government/ State Government/ multilateral/IFI/ private organizations for a minimum periodof3years: 0.5marksperyear,max.:1.5 marks	-do-
11	2.Instruction to bidders Point No.2.8 Evaluation of Proposal Point No. c) Technical Evaluation Criteria A.2.CProposedTeam A.2.C.3ModuleLead–Scheme Implementation	20	The current parameter may please be modified as under: Experience in managing AgriBusiness programs preferably in process re-engineering, process management with Central Government/ StateGovernment agencies/ multilateral/ IFI/ private organizations for a minimum period of 3 years: 0.5marksperyear,max.:1 mark	-do-
12	2.Instruction to bidders Point No.2.8 Evaluation of Proposal Point No. c) Technical Evaluation Criteria Note	23	As there are specific requirement of expertise and experience of team members of the PMU which may or may not be working with the bidder. Additionally, existing employees of the firm which may qualify for the proposed criteria would be engaged in other projects and mobilizing such resources from existing projects may not be feasible. Therefore, the following clause “The persons for the State Level Team should have experience of at least 6 months in the agency” may please be removed.	It is mentioned as preferable. However, the team members shall be full time employees of the bidder organization at joining in APTT. However, if the agency fails / delays to deploy requisite full time team employees i.e. the ones who were present during presentation & whose CVs were submitted for evaluation, then penalty will be levied from the day of award of contract as follows:- 1 week (25 members -

				11 core team + 14 district coordinators) - 5%, 2 weeks (25 members - 11 core team + 14 district coordinators) - 10%, 3 weeks (25 members - 11 core team + 14 district coordinators) - 15%, 4 weeks (25 members - 11 core team + 14 district coordinators) - 20%, 5 weeks (39 members - 11 core team + 28 district coordinators) - 25% & 6 weeks and above (39 members - 11 core team + 28 district coordinators) - 50% of the 1st quarter fee.
13	2.Instruction to bidders Point No.2.8 Evaluation of Proposal Point No.c) Technical Evaluation Criteria A.2.C Proposed Team District Coordinator (28nos)	22/23	When only 14 CVs are submitted ,how can the evaluation be done for 28 resources and allocated 14 marks as mentioned.	Scoring of 14 marks can be done on the basis of 14 CVs (1 mark each)
14	2. Instruction to bidders Point No.2.8 Evaluation of Proposal Point No. c) Technical Evaluation Criteria Note	23	Having all resources as full time resource and be ready for full time deployment on confirmation of the project will be a challenge. Request you to remove this clause.	It is mentioned as preferable. However, the team members shall be full time employees of the bidder organization at joining in APTT.
15	2. Instruction to bidders Point No. 2.11 Contract Negotiation	25	As it requires certain approvals and standard mechanism to finalize candidature at the bidder level,and the candidate may also require time to serve notice period at the existing	As notified

			work place therefore the current clause may please be modified as under: The bidder should ensure positioning of all State Level Team Members along with at least 50% of the District Coordinators (14 nos) within 2 month and rest 50% of District Coordinators within 3 months of signing the contract.	
16	2. Instruction to bidders Point No..2.13 Working Hours Clause no.iii	26	As the recruitment of the candidates are done at bidder level therefore the applicability of leave policy shall also be the prevailing policy of bidder's firm. Therefore clause 2.13.iii i.e., "12 days of leave per person per year will be available to the consultants deployed in the PMU" may please be removed.	Leaves entitlement will be as per Odisha Govt. leave rules.
17	2. Instruction to bidders Point No.2.20 Governing Law and Penalty Clause	28	The following clause may please be modified as under: Failure on bidder's part to furnish the deliverables as per the agreed timeline will enforce a <u>penalty@0.5% per week subject to maximum of 10% of the total contract value</u>	Penalty Clause at page 28 of the RFP shall be modified as per penalty clause at page 42 of RFP
18	2. Instruction to bidders Point No.2.25 Replacement of Key Personnel	29	The following clause may please be modified as under: The APICOL will not consider substitutions during contract period unless both the parties agree that such substitutions unavoidable, and for reasons such as death or medical incapacity or resignation which is really beyond the control of bidder	As notified
19	2. Instruction to bidders Point No. 2.25 Replacement of Key Personnel	30	The following clause may please be modified as under: Change in Key Resources within the lock in period will attract a penalty of 1% of the contract value.	As notified
20	3. Terms of Reference Point No. 3.4.1 Measurable KPIs and Deliverables Table Sl. No. 1 & 2	35	With regards to the current scenario prevailing COVID- 19 pandemic and the uncertainty aroused due to it, we request that the proposed events such as roadshows, Buyer-Seller meets, sectoral events, 1 to 1 In person meetings etc. may please be decided as per the prevailing conditions of COVID-19 or any other such circumstances and therefore evaluation as per KPIs may please be relaxed.	As notified

21	3. Terms of Reference Point No. 3.4 Detailed Scope of Work Table Sl. No. 3	36	As understood from the go-ahead issued during 2018-19, 2019-20 and 2020-21, there is a decrease in go ahead issued from 2019-20 to 2020-21 which may be attributed to COVID-19 disruptions. On similar grounds, we request APICOL to be considerate in terms of criteria listed under investment through projects (1st, 2nd and 3rd year) and provide provisions for relaxation in case of non-achievement of targeted investment. Investment targets may be mutually agreed after evaluation of investment potential.	As notified
22	3. Terms of Reference Point No. 3.4 Detailed Scope of Work Table Sl. No. 4	36	Timely disposal of applications and Timely disposal of incentives is not in the control of PMU, hence should be deleted from KPIs.	As notified
23	3. Terms of Reference Point No. 3.4 Detailed Scope of Work Table Sl. No. 7	37	With regards to approval of new / legacy loan applications of MKUY, it may please be noted that banks are third party to this engagement and the bidder will not have any control over their adherence with regards to the timeline mentioned by APICOL for approval of LOAN applications. Apart from the application and documents, the bank loans are subject to many other conditions such as CIBIL ratings which may attribute to delay in sanctions of the applications. Therefore, APICOL may please remove this KPI. The bidder shall support the applicants during the entire process of bank loan but bidder's performance shall not be subject to sanction of loan by bank.	As notified
24	3. Terms of Reference Point No. 3.9 Tenure of Engagement	49	As there is not provision for hiking the price during the entire engagement of 3 years, APICOL is requested to revise the fee hike provisions upon extension of PMU as under: Upon extension, the fee will be hiked @ 10% per annum over the original contract fee.	As notified
25	3. Terms of Reference Point No. 3.9.2 Consulting Agency Buller No. 3	49	APICOL is requested to clarify that base location for district level consultant (for travelling allowances purpose) will be considered as the district headquarter or entire territory of the district.	Base location would be district headquarter.

26	3.6 Payment Terms	42	<p>We understand that payment should be rationalize in terms of the deployment of Team and deliverables. There should be the cooling period of 6 months to align the team with the policy and investment climate of the State. Moreover, to attract investment in the State there are many factors which influences the investors interest like Policy, Infrastructure and Governance, which is beyond the control of Consulting Firm. Therefore, the payment should be rationalized 50% on deployment and quarterly basis and 50% linked to the achievement of target.</p> <p>We would also like to know the basis of arrival of the numbers in target fixed for the investment in every quarters. The entire payment terms should be in equal proportion distributed among team deployment and given KPIs on quarterly basis.</p>	As notified
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Clarifications on the queries of NABCONS (Queries received on 21.02.2022 instead of deadline-19.02.2022)

Sl. No.	Section No. – ClauseNo. – Paragraph/ BulletNo.	Corresponding page no in the RFP/Bidding Document	Particulars of the query / clarification	Remarks of Procuring Entity	Clarification
1.	2.Instructions to bidder 2.1 Eligibility criteria (ii)	Pg- 13	The Bidder should have an average turnover of minimum INR 100 crore during last three financial years - FY 2018-19, FY 2019-20, FY 2020-21.	The average annual turnover requirement may be reduced to INR 50 crore,	As notified
2.	Serial No. 3.5.1	Pg- 41	Managing the online portal and development of the website	It is requested to clarify whether the operational cost of running the portal will be borne APICOL or the consultant.	APICOL will bear.

SECTION – B:

**Rectification/Corrections to be made in
RFP on APTT document floated in the website on dt 10.2.2022**

A. Corrections in RFP document on APTT floated in the website on 10.2.2022

Sl. No.	Discrepancy/ Ambiguity	Page No., Reference Clause and Point	Suggested Correction
1	Performance security (Bank Guarantee) has been mentioned as 3% and 10% in two difference places	Page 5 Bidder data sheet Sl. 15 and page 25 clause 2.10	It should be corrected everywhere as 10% of contract value.
2	INR 701 Cr – INR 900 Cr – 4 Marks INR 1000 Cr above – 5 Marks	Page 19, Technical Evaluation criteria 1 a)	It should be read as “INR 900 Cr above – 5 Marks”
3	Experience in running... (2 mark for each project): 10 marks	Page 19, Technical Evaluation criteria 2 a)	Since eligibility criteria for this parameter has been set 5 such projects, marks should be given for no. of such projects exceeding 5.
4	Experience of Agriculture & Allied Sector... (3 marks for each project): 15 marks	Page 19, Technical Evaluation criteria 2 b)	Since eligibility criteria for this parameter has been set 3 such projects, marks should be given for no. of such projects exceeding 3.
5	The core team must be fulltime employee of the bidder (preferably for 6 months or more)	Page 19, Technical Evaluation criteria C. Proposed team	“Core team” is the “state level team”
6	The core team must be fulltime employee of the bidder (preferably for 6 months or more)	Page 19, Technical Evaluation criteria C. Proposed team	It is mentioned as preferable. However, the team members shall be full time employees of the bidder organization at joining in APTT. However, if the agency fails / delays to deploy requisite full time team employees i.e. the ones who were present during presentation & whose CVs were submitted for evaluation, then penalty will be levied from the day of award of contract as follows:- 1 week (25 members - 11 core team + 14 district coordinators) - 5%, 2 weeks (25 members - 11 core team + 14 district coordinators) - 10%, 3 weeks (25 members - 11 core team + 14 district coordinators) - 15%, 4 weeks (25 members - 11 core team + 14 district coordinators) - 20%, 5 weeks (39 members - 11 core team + 28 district coordinators) - 25% & 6 weeks and above (39 members - 11 core team + 28 district coordinators) - 50% of the 1st quarter fee.
7	MBA/PGDM in Agri Business... 8 years post qualification consulting experience	Page 19, Technical Evaluation criteria C.1 Project Manager and other positions	The word “consulting” under post qualification consulting experience is omitted.

8	Technical proposal will be opened and evaluated for those bidders who qualify the preliminary evaluation stage.	Page 19, b) Technical evaluation	The word “evaluation” will be substituted by “scrutiny”
9	Technical Evaluation criteria Bidders have been asked to submit 14 CVs out of 28 positions immediately but scoring has to be done for 28 candidates	Page 22, Evaluation criteria C.11 District Coordinator (28 nos.)	Scoring of 14 marks will be done on the basis of 14 CVs (1 mark each)
10	Chief Secretary and Secretary to Government, Agriculture and Farmers Empowerment Department will be the final authority to resolve the dispute arising between and the APICOL and the Consultant.	Page 30, Clause 2.27. Arbitration	Since APC is Chairman with Secy.-Agri & FE, Secy.-F&ARD are members of the Agency Monitoring Committee, Chief Secretary, Odisha will be the final arbitrator.
11	Title of the position: Project Financing Consultant in table but Project Finance Consultant in chart	Page 21 & 49	Title of the position will be Project Finance Consultant in the table as well as the chart
12	Title of the position: Accounting & Finance Consultant in table but Accounts Consultant in chart	Page 21 & 49	Title of the position will be Accounting & Finance Consultant in the table as well as the chart
13	Title of the position: Food Processing Expert in table but Food Processing Consultant in chart	Page 21 & 49	Title of the position will be Processing Consultant in the table as well as the chart
14	Title of the position: Marketing & Export Expert in table but Market Linkage & Exports Consultant in chart	Page 21 & 49	Title of the position will be Market Linkage & Exports Consultant in the table as well as the chart
15	Detailed Scope of work Organize 1-to-1 meetings/ (VC) with interested potential investors. At least 100 meetings should be organized in every 3 months	Page 35, 3.4.1: Measurable KPIs at Sl. No. 1, Para -3)	It will be read as: At least 1000 meetings should be organized in every 3 months

16	Illustration for Payment of Quarterly fees, Incentives, etc. Illustration for Payment of Quarterly fees, Incentives, etc. If achievement is 101 to120 % - incentive will be 3%,	Page 43, under Weightage for 1st year payment at (b)	It will be: If achievement is >100 to120 % - incentive will be 3%,
17	Illustration Table for Payment of Quarterly fees, Incentives, etc. At least 100 meetings should be organized in every 3 months	Page 44, under Stage Symbol :A, Measurable KPIs A3	It will be: At least 1000 meetings should be organized in every 3 months under Measurable KPIs , and accordingly 1000 under Quarterly Target , 1200 under Scenario - 1 and 600 under Scenario -2
18	Illustration Table for Payment of Quarterly fees, Incentives, etc. 1 large event every 6 months	Page 44, under Stage Symbol :A, Measurable KPIs A4	It will be: 1 State level event every 6 months
19	Illustration Table for Payment of Quarterly fees, Incentives, etc. At least 90% of the total applications submitted to be disposed within 90 days of its submission,	Page 45, under Stage Symbol :C, Measurable KPIs C1	It will be: At least 90% of the total applications submitted to be disposed within average 45 days of its submission,
20	Illustration Table for Payment of Quarterly fees, Incentives, etc. at least 70% of the total incentive(CIS) applications submitted to be disposed within 90 days of its submission	Page 45, under Stage Symbol :D, Measurable KPIs	It will be: at least 70% of the total incentive(CIS) applications submitted to be disposed within average 45 days of its submission
21	Illustration Table for Payment of Quarterly fees, Incentives, etc. 50% of projects to be sanctioned with loans within 90 days of issuance of go-ahead.	Page 45, under Stage Symbol :E, Measurable KPIs E1	It will be: 50% of projects to be sanctioned with loans within average 45 days of issuance of go-ahead.
22	a) Incentive for over achievement: If the performance exceeds 100% achievement. Incentive will be calculated If achievement is 101 to120- 3%, 121 to 130- 5%, 131 to 140- 7.5%, >140- 10%	Page 47, 1st para	It will be: if the performance exceeds 100% achievement. If achievement is >100 to120 % - incentive will be 3%, achievement >120 to 130% - incentive is 5%, achievement >130 to 140% - incentive is 7.5% and achievement >150 % - incentive is 10%

23	Illustration Table for Annual Incentive Payment : Create a potential target database of 2,000 entrepreneurs in the identified focus sectors in the year	Page 47, under Stage Symbol :A, Measurable KPIs A1	It will be: 2000 under Annual Target , 2400 under Actual Achievement
24	Illustration Table for Annual Incentive Payment : At least 100 meetings should be organized in every 3 months	Page 47, under Stage Symbol :A, Measurable KPIs A3	It will be: At least 1000 meetings should be organized in every 3 months under Measurable KPIs , and accordingly 4000 under Annual Target , 3200 under Actual Achievement
25	Illustration Table for Annual Incentive Payment : 1 large event every 6 months	Page 47, under Stage Symbol :A, Measurable KPIs A4	It will be: 1 State level event every 6 months
26	Illustration Table for Annual Incentive Payment:Measurable KPIs : At least 90% of the total applications submitted to be disposed within 90 days of its submission,Quarterly Target: 360 applications to be disposed off within 90 days	Page 47, under Stage Symbol :C, Measurable KPIs C1 & Annual Target C1	It will be: At least 90% of the total applications submitted to be disposed within average 45 days of its submission,360 applications to be disposed off within average 45 days
27	Illustration Table for Annual Incentive Payment : at least 70% of the total incentive(CIS) applications submitted to be disposed within 90 days of its submission	Page 48, under Stage Symbol :D, Measurable KPIs	It will be: at least 70% of the total incentive(CIS) applications submitted to be disposed within average 45 days of its submission
28	Illustration Table for Annual Incentive Payment : 50% of projects to be sanctioned with loans within 90 days of issuance of go-ahead.	Page 48, under Stage Symbol :E, Measurable KPIs E1	It will be: 50% of projects to be sanctioned with loans within average 45 days of issuance of go-ahead.
29	Two technical forms have been numbered as Tech-10	Page 64 and 65	These forms need to be correctly numbered as Tech-10 and Tech-11
30	Duly filled in Technical Proposal Forms TECH - 7 to 10 .	Page 18, point xiv	It will be Forms TECH - 7 to 11 .
31	Consideration of projects	The Bidder should have experience of completing minimum three (3) consulting assignments of minimum duration of 12 months	If the ongoing assignments are more than one year old as at the RFP issuance date, the same will be considered.

		with State/ Central Government agencies in Agriculture and Allied sector	
31	Payment terms for 1 st quarter	Payment to the Agency will be made on quarterly basis on submission of the quarterly report by the firm and subject to approval of the same by the Authority (Agency Monitoring Committee). The payment will be based on the deliverables defined. In order to calculate the performance of the agency, the performance against each of the KPI targets will be used. (Bidders stated that the team would take time to understand the assignment and acclimatize in the first quarter. Hence linking the 1 st quarter payment to achievement of KPIs would not be justified.)	To be considered. However, the annual target will remain constant.

SECTION – C:

Extension of Closing dates as per discussion held on Pre-Proposal meeting

SI No.	Subject	Dateline as per RFP Floated	Revised Dateline
1	Proposal Due Date	17.03.2022 up to 5.00 PM	31.03.2022 up to 5.00 PM
2	Date of opening of Technical Proposal	21.03.2022 at 3.30 PM	05.04.2022 at 3.30 PM
3	Date of Technical Presentation	28.3..2022	12.04.2022 at 11.30 AM
4	Date of opening of Financial Proposal	05.04.2022 at 11.00 AM	19.04.2022 at 11.00 AM
5	Expected Date of Commencement of Assignment	May, 2022	1 st June, 2022