

Annexure II

Pre-bid Meeting Clarification for the RFP no 22759 dated 08.07.2025 for Selection of Agency under “Revival and Sustainable Intensification of Forgotten Food & Neglected Crops in Odisha”

1. Intellecap – Aavishkaar Group

SL. No	RFP Documents (Section & Page Number)	Content of RFP Requiring Clarifications	Clarification Requested	Compliances/ Clarification by the Technical Committee
1	Section 2: Minimum Eligibility Criteria Pg. 9	d. Should have a minimum of 3 years of experience of managing PMUs/ Program Secretariats with Govt. of Odisha/ Govt. of India/ PSUs/ Any Govt. Undertaking. Experience of managing PMU/Program Secretariats at Government of India level will be an added advantage.	It is requested to include other state governments in India in the list of eligible project.	Experience with other State Govt. having functional office at Bhubaneswar will be considered.
2	Section 2: Minimum Eligibility Criteria Pg. 10	g. Should have a functional office at Bhubaneswar, Odisha with sufficient workforce in the State.	It is requested to exclude this from the minimum eligibility criteria as it will limit participation of agencies having offices outside Odisha but have operations in Odisha. The office can be established in Odisha post signing of the contract. As regards the sufficient workforce, it may be noted that the ToR has specifically mentioned the staffing structure and it is assumed that these staffs will be deployed to the project in a full-time basis to work. Therefore, having sufficient workforce in the state may be excluded from the minimum eligibility criteria.	As per RFP



















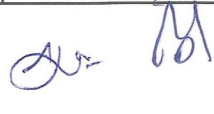
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3	Section 2: Score Sheet Pg 17	Criteria - Promotion of under-utilised/ traditional crops	Please consider relaxing this to include international webinars, virtual conclaves, or thematic side-events in larger conferences (e.g., on millets or agro-biodiversity), which serve similar awareness and promotion purposes.	Promotional Criteria event includes types of events which has been organised, managed by the agency related to Forgotten Food & Neglected Crops are considered under this category.
4	Section 2: Score Sheet Pg 17	Criteria - Promotion of under-utilised/ / traditional crops & related food culture through awareness/ campaign etc.	Kindly allow aggregated outreach campaigns across multiple blocks or states, even if not titled as "food festivals" — especially where IEC, traditional variety promotion, or seed diversity awareness were key components.	Any promotional activities on forgotten good and neglected crops will be considered.
5	Section 3 – Introduction & Objectives Pg 27-28	The ToR reiteratively uses the terms "Forgotten Foods" and "Neglected Crops" without providing a formal definition or list.	Can you please provide the scheme's official definition / criteria for "Forgotten Food" and "Neglected Crops," along with any indicative or approved list of species/ landraces to be covered.	The official definition of the scheme is Revival & Sustainable Intensification of Forgotten food and Neglected Crops in Odisha. Baseline study will be done to identify list of FF&NC under this project.

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6	Section3: Scope of Work Pg 29	n. A MoU will be signed with the selected agency and DA & FP as per the scheme guideline and operational modalities as per at point no 4.3.	We could not locate "point no 4.3" within the RFP document. Does this clause refer to a section in a separate Scheme Guideline or operational manual? If so, kindly provide or share a copy/link to that guideline so that we can align our technical proposal.	As per RFP. After selection of the Agency the MoU part comes.
7	Section 3: Scope of Work Pg 29	j. Facilitate the nutritional analysis of forgotten food and standardization of selected recipes along with the Institute of Hotel Management.	Will laboratory testing, recipe trials and publication costs be funded separately or must they be covered within the SPMU overhead line?	Testing, trials and all kind of publications will be done separately and with due approval of the appropriate authority. It is excluded from the Programme Secretariat cost.
8	Section 3: Budget/ Payment Schedule Pg 30	Payment process shall be as per the approved scheme guideline. a. Funds shall be released on quarterly basis to the programme secretariat against the GST tax invoice with the performance report submitted by the designated officer as per the scheme.	Kindly confirm whether quarterly payments are purely time-based (lump-sum against presence of staff and reports) or tied to activity-wise milestones (e.g., number of trainings, seed-banks established).	As per RFP. The quarterly payment will be based on the progress on the key deliverables & performance of the agency. The detail payment clause will be mentioned during the time of MoU.

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9	Section 3: Staff Structure & Eligibility Qualification of the proposed staff Pg. 30-32	The ToR mentions the staff structure and their eligibility.	Kindly clarify that whether the CVs of the proposed team members will be included in the technical proposal or not.	The CVs of the proposed staff position will be included in the Technical Proposal.
10	Section 4: Experience of managing PMU Pg.35	Experience of Managing PMU related to agriculture for government programs at state and district level in Odisha	Kindly include other state along with Odisha including the PMUs managed with Govt. of India.	As per RFP.
11	Section 5; Financial Bid Pg. 39	The program management cost includes overheads/ miscellaneous cost (Travel, DA, laptops, institutional cost, audit cost, office stationary, office rent, utilities equipment, administrative cost etc.)	It may be noted that the proposed overhead includes both recurring and non-recurring costs. We would like to submit clarification/ information on the following for better understanding the scope for preparing the proposal. A. Indicate minimum number of days of travel to estimate the TA, B. Laptops will be used for more than one year. Kindly clarify we include the entire cost of laptop purchase in the first year or it should be splited year wise appropriating the cost over the project duration. C. Institutional cost and administrative cost will be similar. We assume we combine both. D. Kindly clarify whether the department will provide office space or not as it includes office rent.	A. The staff should visit at least 15 days in each month. B. Assets like laptop, hard drive etc are purely managed by the agency. Client DA will not be responsible such type of activities. C. Institutional cost and administrative cost can be combined. D. As per the scheme requirement Office space may be provided with due approval of the authority, if required.






2. EY- Ernst & Young LLP

SL No	RFP Documents (Section & Page Number)	Content of RFP Requiring Clarifications	Clarification Requested	Compliances/ Clarification by the Technical Committee
1	Section-2: Information to the Bidder 1 1. Minimum Eligibility Criteria for Technical Bid (Point f) (Page 10)	Should have a minimum annual turnover of Rs 10.00 crore for the last 3 each year.	Given the scale and timeline and complexity of the scheme, we request the Directorate that the annual turnover criteria be revised to Rs. 100 Crores each in the last 3 years.	As per RFP.
2	Section-2: Information to the Bidder 1 1. Minimum Eligibility Criteria for Technical Bid (Point g) (Page 10)	Should have a functional office at Bhubaneswar, Odisha with sufficient workforce in the State.	We request the Directorate to provide clarification on, "sufficient workforce" as the same has not been quantified.	As per RFP.
3	Section-2: Information to the Bidder 1 1. Minimum Eligibility Criteria for Technical Bid (Point i) (Page 10)	Should not have more than one-third of the Governing Body members related to each other and no staff members related to each other should be supervising each other.	We request the Directorate to provide clarification on, whether any specific document/undertaking has to be submitted for this point as this has not been mentioned.	As per RFP. Undertaking in this regard shall be submitted.

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4	Section-2: Information to the Bidder 1 9.4 Method of Selection (Point b) (Page 19)	In deciding the final selection of the bidder, the technical quality of the proposal will be given a weightage of 70% on the basis of criteria for evaluation. The price bids of only those bidders who qualify technically will be opened. The proposal with the lowest cost will be given a financial score of 100 and the other proposal given financial scores that are inversely (in reverse) proportional to their prices. The financial proposal shall be allocated a weightage of 30%.	The project requires technically competent and niche/domain expertise. We, therefore request the Directorate to kindly increase the weightage of the technical score from 70% to 80%	As per RFP.
5	Section 3-Terms of Reference 5. Budget / Payment Schedule (Point a) (Page 30)	Funds shall be released on quarterly basis to the programme secretariat against the GST tax invoice with the performance report submitted by the designated officer as per the scheme.	We request the Directorate to consider releasing funds on monthly basis.	As per RFP.
6	General Query		Given the highly technical nature, niche objectives, overall budgetary allocation and timespan of the bid, we would request the Directorate to allow JVs which would facilitate bringing in more technical partners with niche skillsets.	Joint Venture Not Allowed. As per RFP.

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7	Section 3-Terms of Reference 7. Eligibility Qualification of the proposed staff. Sl. No. 1 (Page 30)	Position: State Coordinator Age (as on 01.04.2025) Minimum 45 years Eligible Qualification The candidate should hold a full-time Bachelor degree/ Master degree in Agriculture, Horticulture from a SAU/ICAR recognised institute.	We request the Directorate to consider Masters in Agribusiness Management/ Forestry Management/ Natural Resources Management/Rural Development for the position of State Coordinator.	As per RFP.
8	Section 3-Terms of Reference 7. Eligibility Qualification of the proposed staff. Sl. No. 2 (Page 31)	Position: Agriculture and Horticulture Expert Age (as on 01.04.2025) Minimum 35 years Eligible Qualification The candidate should hold a Bachelor degree/ Master degree in Agriculture, Horticulture from an ICAR or NAAC accredited institution.	We request the Directorate to consider Masters in Agribusiness Management/ Forestry Management/ Natural Resources Management/ Rural Development under Eligible Qualification for the position of Agriculture and Horticulture Expert.	As per RFP.

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3. Kanak Bioscience and Research PVT.LTD

SL No	RFP Documents (Section & Page Number)	Content of RFP Requiring Clarifications	Clarification Requested	Compliances/ Clarification by the Technical Committee
1	Section 2.1 d , Page-9	Involvement in PMUs/ Programme secretariats	Whether the eligibility criterion regarding experience in managing PMUs of functioning as a Programme Secretariat requires the completion of a full 3 year tenure, or if ongoing assignments with a completed duration of at least 3 years at the time of submission would also be considered valid.	As per RFP.
2	Section 2.1.f, Page- 10	Annual Turnover	We seek clarification on whether the required annual turnover of 10.00 crore is to be achieved in each of the last three financial years individually, or if it can be considered as a cumulative turnover across the three years.	As per RFP.
3	Score Sheet 5, Page-17	Promotion of the crops through food festivals	We respectfully seek clarification on the rationale for including prior experience in organizing food festivals, recipe development and culinary promotion activities as part of the eligibility or evaluation criteria. We would be grateful if you could clarify on these specific activities are relevant in the selection process.	As per RFP.



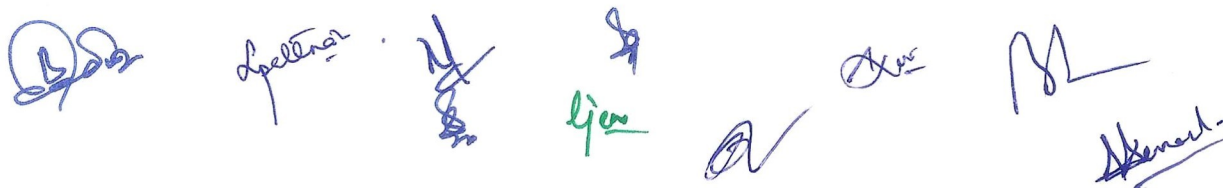






4. WASSAN

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1	Section 8. Page no-12 (Opening & Evaluation of the Proposal)	The SECOND envelope containing FINANCIAL PROPOSAL of the technically qualified bidders will be opened after	In the RFP under section- 4 (Submission of Proposal) point no 9- The Financial bid shall be submitted only through e-procurement portal (tendersodisha.gov.in). no hard copy is required to submit. Kindly give clarity on the two statements (Section 8 & Section 4) whether the applicant will submit the financial proposal (hard copy) is required to submit or not.	If there is any difference between the offline (physical) and online versions of the technical proposal, the version submitted through online mode shall prevail and be treated as final. Financial proposal shall be submitted through online mode only. Hard Copy is required to submit for technical proposal.
2	Financial proposal (Page- 40)	The consultancy fee proposed for the assignment shall remain fixed till completion of the contract.	Without violating the total proposed cost, the staff salary may be allowed for inter-component adjustment within the proposed nos of position.	As per RFP.
3	Financial proposal (Page- 40)	Taxes and Duties (if applicable)	1. Weather, the financial bid will be calculated including tax, if so what percentage of tax will be calculated. 2. Is it also applicable for the Not-for-profit organization.	The Financial bid shall include the tax as per applicable as per RFP. This is service, so GST will be charged.



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4	Financial proposal (Page- 39)	Approved numbers of the positions under the scheme	Do the applicant need to submit CVs of the proposed positions along with the Financial Bid or will it be submitted with the technical bid.	The CVs of the proposed staff shall be submitted along with technical Bid.
5	Section-4 (Technical Bid) page no 33	(Furnish the details in English without exceeding 20 pages).	If the application will be in portrait mode it will increase the size of paper it may be allowed to modify the mode of paper for submission of technical proposal as per requirement, it can be easier for review as well.	It will be considered.

5. Krishi Vikash Sahakari Samiti Ltd.

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1	Section 2.1 & page number 9	Minumum Eligibility Criteria	Consortium participation: Kindly confirm whether participation through a consortium is permitted under the terms of this proposal/tender	Consortium not allowed. As per RFP.
			Concession for Government Agency: we would also like to inquire whether any relaxation is applicable for government or govenment-empanelled agencies	As per RFP.

















6. WOSCA- Women's Organization for Socio-Culture Awareness

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1	Section- 2 (Information to the bidder), page no-9	Point no.1.a. Experience of the Bidder	Can one agency take this assignment in Consortium mode. If yes , which documents of the consortium partners will be required to submit along with the proposal?	No consortium mode is allowed. As per RFP.
2	Section-2 (Information to the Bidder) Page no-9	Point no 1.k Registration of the Bidder under GS Act.	Registration of the societies under GST act is not mandatory as the societies are not for profit organization. Hence allow all the bidder without GST registration.	As per RFP.
3	Section-2 (Information to the Bidder) Page no-9	Point no 1.b Experience of the bidder	If the Organization has the expertise in the filed of horticulture, orchard plantation, agriculture cluster development programme but no expertise on forgotten crops then will it be an added advantage for the bidder	As per RFP.
4	Section-2 (Information to the Bidder) Page no-9	Point no 1.k Registration of the Bidder under GS Act.	The EMD amount is too high for the Not-for-Profit organization and the fee should be minimized to Rs- 5 Lakhs.	As per RFP..