

Expression of Interest For Selection of Professional for Invest Bihar Pre Bid Query Reply			
Section/Page No.	Content of RFP requiring clarifications	Change/Clarification Requested	Remarks
Factsheet/Page no. 5	Proposal due date and time	May we request an extension of 7 working days and revise the submission of proposal date to 17th of January (Monday). This to meet internal compliance requirements before we participate in the bid.	Not Possible
Factsheet/Page no. 5	Cost of EOI and EMD	Can an electronic transfer be accepted as well? If yes, may we request the necessary details to be shared?	Accepted
Factsheet/Page no. 5 Blacklisting	The Bidder should not have been blacklisted/banned/debarred/under investigation by any State Government or Central Government entity / PSU	Blacklisting' is a very specific term and case in point. May we request if the criteria could be limited to 'Self Certification by an authorised signatory of the bidding firm declaring that the bidding entity is not blacklisted'.	Accepted
Others	QCBS weightage	There is a no mention of the QCBS weight age in the given document. May we request this clarity? May we also request if the QCBS could be kept at 80:20 (80 for Technical and 20 for Financial)	70:30
Others	Local Offices	May we request that a requirement to submit 'List of atleast 10 Global Offices' is also submitted. Considering the Multisectoral and Diverse Geographical intelligence that goes into promoting an Investment Promotion program, this would be a complimenting credentials to understand a firm's global footprint.	Japan, UAE, Saudi Arabia, USA, UK, Singapore, Mauritius, European Countries.

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Section3/Page No. 8 - Eligibility Criteria	<p>Financial Capacity</p> <p>'-The bidder should have a minimum annual turnover of INR 10 Crore from Indian operations in business consulting services in each of the previous two financial years (FY 17-18 and 18-19)</p>	<p>Can the Term ' Business Consulting' be changed to 'Consulting Services'. Business Consulting else includes very specific area of consulting</p>	<p>The bidder should have a minimum annual turnover of INR 1 Crore from Indian operations in Investment consulting.</p>
Section3/Page No. 8 - Eligibility Criteria	<p>Documentary Evidence - Bidder Experience</p> <p>- 1. Experience of work in at least three-government departments of any State.</p> <p>'-2. Have provided consultancy to at least 10 corporates listed in National Stock Exchange (BSE/NSE).</p>	<p>- 1. May we request the Documentary Evidence on this to be Letter of Award OR Completion Certificate.</p> <p>'- 2. May we request that a Self-Certification by an authorised representative of the bidding entity be allowed as a supported documentary evidence as well.</p>	<p>1. Accepted</p> <p>2. Letter of Award OR Completion Certificate is required</p>
Section4: RFP Document Fee and EMD- Section a/ Page 11	<p>RFP document can be downloaded from the website..... Document submission fee in form of bank demand draft of INR 5000/- and EMD of INR 2,50,00 drawn in favor of NIVESH AYUKT MUMBAI, payable at Patna from any nationalized bank/scheduled commercial Bank.</p>	<p>The EMD amount mentioned under Factsheet is INR 2,50,000/- , whereas on the given page 11, the EMD amount is INR 25000/-. Request you to clarify the final amount.</p>	<p>The amount is 2,50,000 (Two lacks fifty thousand only)</p>

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Section 4: Deployment of Team- Page 15	Within 5 working days from the award of contract	Since our objective is to provide most qualified and relevant resources on the project if selected, May we request if this is relaxed to a 30-day period for an effective transitioning. As this may also include us mobilizing resources from other geographies as well.	Deployment of Team can be done till 1 st March 2020.
Section 4: Terms and Conditions: Applicable Post Award of Contract: Page 15-24	Terms and Conditions	We understand upon finalization of results, the selected bidder would be allowed to study the General Terms of Business and any other related terms and seek amendments/clarity if any? This as per the term mentioned under ' Modification of Contract' under Page 22. Please confirm.	No changes will be made
Section 6: Team Composition	2. Professional (2Nos.) MBA/ Post graduate (Economics)/ CA/ CFS with minimum 5 years of experience in similar projects - policy preparation, marketing	May we request if these 2 resources are allowed remote delivery on the project. This considering the nature of Investment Promotion work, there are key deliverables associated which can be quantifiable in nature, a delivery-based outcome with a flexibility to operate from diverse location would allow us to pull intelligence and deploy relevant and experienced resources from some of the most developed Investment Promotion programs in the country. This we feel would be a big value add to the program.	Not Accepted

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<p>With reference to Clause 3. Eligibility Criteria Eligibility requirements for the Professional</p> <p>Page 8:</p>	<p>Bidder Experience</p> <ol style="list-style-type: none"> 1. Experience of work in at least three-government departments of any State. 2. Have provided consultancy to at least 10 corporate listed in National Stock Exchange (BSE/NSE). <p><i>Letter of Award and Completion Certificate</i></p>	<p>We would like to highlight that several clients refrain/ hesitate from issuing client completion/experience/customer satisfactions certificates. We request the Authority to accept CA certificates validating that the complete fee for the assignment has been received by the Consultant and therefore, the said assignment has been completed.</p>	<p>Request Accepted</p>
<p>With reference to Clause 6. Team Composition</p> <p>Page 25:</p>	<p>Clause for Technical Proposal Evaluation Parameters</p> <p>Page 27:</p> <p>Team (6 Marks for each professional,8 marks for senior professional, 4Marks for each support executive)</p>	<p>We request the Authority to provide further clarity on distribution of marks for the key personnel required for execution of the project.</p>	<p>Team (6 Marks for each professional,8 marks for senior professional, 2 Marks for each support executive)</p>

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<p>With reference to Clause for Technical Proposal Evaluation Parameters Page 27:</p>	<p>Experience in Similar Project of minimum Value Rs.25 lacs each. Each Project: 3 marks Maximum of 18 marks</p> <p>Max Score - 16</p> <p>Letter of Award/ Certificate from the Client showing the time period and contract value</p>	<p>We would like to highlight that several clients refrain/ hesitate from issuing client completion/experience/customer satisfactions certificates. We request the Authority to accept CA certificates validating that the complete fee for the assignment has been received by the Consultant and therefore, the said assignment has been completed.</p> <p>Additionally, we request the Authority to kindly provide clarity on the marks allocated to eligible assignments as the Maximum Marks reflected in the table are 18, however the Maximum Score reflected in the table is 16.</p>	<p>Request accepted</p> <p>Each Project: 4 marks Maximum of 16 marks</p> <p>Max Score - 16</p>
<p>With reference to 1. Fact Sheet Page 3</p>	<p>Proposal Due Date and Time: 10/02/2020 at 05:00 pm</p>	<p>The preparation of bid documents involves extensive work in niche domain and includes heavy paperwork and collation of data. Furthermore, it requires time to formulate a team of qualified professionals suitable for their respective positions. Hence, we request the authority to extend the date of submission by at least 2 weeks from date of release of corrigendum.</p>	<p>Request Not accepted</p>

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1.	<p>1. Experience of work in at least three-government departments of any State.</p> <p>2. Have provided consultancy to at least 10 corporate listed in National Stock Exchange (BSE/NSE).</p>	<p>Please clarify</p> <p>1. if the experience should be of any type of advising to any state or Central Govt/PSU Dept</p> <p>2. What type of advisory for corporate listed companies on BSE/NSE</p>	<p>1. Investment Consulting</p> <p>2. Business development advisory</p>
2.	Minimum 200 employees in consulting division in India.	We request it should cover the total no of employees in the group	Minimum 100 employees in consulting division in India.
3.	Should have offices in a minimum of 7 out of top 10 metro Cities in India.	To make experience more wide spread, we request it should cover state capital in place of metros	Not accepted
4.	The bidder shall meet the criteria for eligibility mentioned in the EOI/RFP document. Any kind of consortium will not be permitted.	We request to allow the bidders join to form JV/Consortium in order to have more wider specialized capabilities	Not accepted
5.	Selection criteria shall be combined QCBS and H1 will be given offer.	Kindly Clarify how the basis and ration of marking in Technical and Financial Bidding will be evaluated	70:30
6.	TP-2 Professional's Organization and Confirmation to eligibility criteria	Please advise if any specific format is there for the same or may use any format	Use any Format

For Electronic Transfer Details

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