

RFP For Selection of an Agency for Accelerating Investment in India by**Invest India****Room 225, 1st Floor Vigyan Bhawan Annexe****Maulana Azad Road, New Delhi- 110011****CORRIGENDUM 2****Dated: 3rd, September 2019**

Sl. No.	Pg No.	Clause	Existing Clause	Revised Clause
1	31	2.29, #17,	<u>The last date of submission of Bids has been revised from 20th August 2019 to 6th September 2019 at 16:00.</u> For any clarifications please contact: Vivek Sonny Abraham Vice President Invest India, First Floor, Vigyan Bhawan Annexe, Maulana Azad Road, New Delhi 110 011 T: +91 11 2304 8107 (D) E: procurement@investindia.org.in	<u>The last date of submission of Bids has been revised from 20th August 2019 to 24th September 2019 at 17:00.</u> For any clarifications please contact: Vivek Sonny Abraham Vice President Invest India, First Floor, Vigyan Bhawan Annexe, Maulana Azad Road, New Delhi 110 011 T: +91 11 2304 8107 (D) E: procurement@investindia.org.in
2.	31	2.29, #18, A1	The bidder shall be scored on the number of countries in which the bidder has physical offices with permanent staff including group company offices or branch offices with access to knowledge networks. (All	The bidder shall be scored on the number of countries in which the bidder has physical offices with permanent staff including group company offices or branch offices with access to knowledge networks. (All offices must be part of the same legal entity.) • Number of countries ≥ 10 and < 20 : 1 Marks

			<p>offices must be part of the same legal entity.)</p> <ul style="list-style-type: none"> • Number of countries ≥ 30 and < 40: 1 Marks • Number of countries ≥ 40 and < 50: 3 marks • Number of countries ≥ 50 : 6 marks 	<ul style="list-style-type: none"> • Number of countries ≥ 20 and < 30: 3 marks • Number of countries ≥ 30: 6 marks
3.	32	2.29, #18, B1	<p>Recent experience of a large end to end investment outreach and facilitation project in India or globally with the public sector (6 marks): Experience of a recent (last 3 years) investment facilitation assignment with a Public Sector organization / ministry / department / enterprise / undertaking owning / operating a large (minimum 500 acres) industrial park / SEZ. The project duration should be a minimum of 12 months and project value $> \\$1\text{Mn}$ ($\text{₹}7\text{ Cr}$). The nature of work should be to provide end to end investment facilitation support. This support should not be limited to only building marketing collateral or investor awareness and it should include direct investor outreach, international road shows, creation of a pitch document to target companies and</p>	<p>Recent experience of a large end to end investment outreach and facilitation project in India or globally with the public sector (6 marks): Experience of a recent (last 5 years) investment facilitation assignment with a Public Sector organization / ministry / department / enterprise / undertaking. The project value $> \\$1\text{Mn}$ ($\text{₹}7\text{ Cr}$). The nature of work should be to provide end to end investment facilitation support. This support should not be limited to only building marketing collateral or investor awareness and it should include direct investor outreach, international road shows, creation of a pitch document to target companies and international travel and outreach to the investors in at-least 2 countries. The project should have resulted in confirmed investments including a sizable FDI component. (6 marks)</p> <p>(Relative Marking will be done)</p>

			<p>international travel and outreach to the investors in at-least 2 countries. The project should have resulted in minimum of ₹500 cr of confirmed investments including a sizable FDI component (at least 50%). (4 marks)</p> <p>Additional 2 marks if the above case study is with an Indian Public Sector organization / ministry / department/ enterprise/ or undertaking (2 marks)</p>	
4.	32	2.29, #18, B1	<p>Sector Experience in India (12 marks): The lead bidder shall be scored on experience on the number of projects undertaken in India in each of the following sectors in the last 3 years of project value greater than \$1 Mn / (₹7cr) excluding revenues from audit, taxation, transaction advisory, IT services, systems integration projects:</p>	<p>Sector Experience in India or globally (12 marks): The lead bidder shall be scored on experience on the number of projects undertaken in India in each of the following sectors in the last 5 years of project value greater than \$1 Mn / (₹7cr) excluding revenues from audit, taxation, transaction advisory, IT services, systems integration projects:</p>
5.	34	2.29, #18, B3	<p><u>Qualification & competence of the key members and experts for the</u></p>	<p><u>Qualification & competence of the key members and experts for the</u></p>

			All team members / experts proposed by the bidder will be assessed on the basis of the relevance of their past experience for the scope of this RfP. All team members should be permanent employees of the organization for the last 2 years.	All team members / experts proposed by the bidder will be assessed on the basis of the relevance of their past experience for the scope of this RfP. All team members should be permanent employees of the organization at the time of bid submission.
6.	35	2.29, #18, B3	<p>Team Lead - 4 marks</p> <ul style="list-style-type: none"> • Should have relevant postgraduate professional qualification such as Master's in Economics, Commerce or Business Administration, and must have a minimum of 10 years' experience in consulting, with increasing levels of responsibility • Should have experience with Indian or global Public sector organizations / ministries / departments / enterprises/ undertakings in strategy or action plan or road map preparation / policy formulation – at least 3 projects of project value > ₹5 cr over the last 5 years • Should have at-least 5 years of relevant professional experience in India and in other 	<p>Team Lead - 4 marks</p> <ul style="list-style-type: none"> • Should have relevant postgraduate professional qualification such as Master's in Economics, Commerce or Business Administration, and must have a minimum of 10 years' experience in consulting, with increasing levels of responsibility • Should have experience with Indian or global Public sector organizations / ministries / departments / enterprises/ undertakings or private sector in strategy or action plan or road map preparation / policy formulation – at least 3 projects of project value > ₹5 cr over the last 5 years • Should have at-least 5 years of relevant professional experience in India and in other leading geographies in

			<p>leading geographies in projects related to investment planning, strategic investments, capex project management, market entry planning, and growth strategy.</p> <ul style="list-style-type: none"> • Should have managed at least one investment outreach and facilitation project as defined under the section B1: “Relevant Experience” above. • Should be a permanent employee of the organization for the last 2 years • CVs will be evaluated for relevance to the project. • Team Lead should be a partner-level resource with the Consultant firm. 	<p>projects related to investment planning, strategic investments, capex project management, market entry planning, and growth strategy.</p> <ul style="list-style-type: none"> • Should have managed at least one investment outreach and facilitation project as defined under the section B1: “Relevant Experience” above. • CVs will be evaluated for relevance to the project. • Team Lead should be a partner-level resource with the Consultant firm.
7.	38	2.29, #18, B3	<p>Project Manager - 3 marks</p> <ul style="list-style-type: none"> • Should have relevant postgraduate professional qualification such as Masters in Economics, Commerce or Business Administration, and must possess a minimum of 5 years' experience, with increasing levels of responsibility • Should have experience with Indian or global 	<p>Project Manager - 3 marks</p> <ul style="list-style-type: none"> • Should have relevant postgraduate professional qualification such as master’s in economics, Commerce or Business Administration, and must possess a minimum of 5 years' experience, with increasing levels of responsibility • Should have experience with Indian or global public

			<p>public sector organizations / ministries / departments / enterprises / undertakings in strategy or action plan or road map preparation / policy formulation – at least 1 project with project value greater than ₹5 Crore over the last 3 years</p> <ul style="list-style-type: none"> • Should have experience of working on invest facilitation projects with private or public sector entities in the last 3 years • CVs will be evaluated for relevance to the project • Should be a permanent employee of the organization for the last 2 years 	<p>sector organizations / ministries / departments / enterprises / undertakings or Private sector companies in strategy or action plan or road map preparation / policy formulation – at least 1 project with project value greater than ₹5 Crore over the last 3 years</p> <ul style="list-style-type: none"> • Should have experience of working on invest facilitation projects with private or public sector entities in the last 3 years • CVs will be evaluated for relevance to the project
8.	35	2.29, #18, B3	<p>Process industry expert– 4 marks</p> <ul style="list-style-type: none"> • Should have experience of working in minimum 3 of the following industries <ul style="list-style-type: none"> ○ Steel ○ Cement ○ Chemicals & Petrochem ○ Food Processing 	<p>Process industry expert– 4 marks</p> <ul style="list-style-type: none"> • Should have experience of working in minimum 3 of the following industries <ul style="list-style-type: none"> ○ Metals & Mining ○ Cement ○ Oil & Gas ○ Chemicals & Petrochem ○ Food Processing
9.		2.29, #18, B3,	Discrete manufacturing industry expert Should have experience of working in minimum 3 of the	Discrete manufacturing industry expert Should have experience of working in minimum 3 of the

			following industries: o Auto and Auto components o Aviation & Defence o Electrical Equipment & Machinery o Electronics o Textiles	following industries: o Auto and Auto components o Aviation & Defence o Industrial Equipment & Machinery o Electronics o Textiles
10.	20	2.30 C	Attach the audited account sheet/ P&L Sheet for last three financial years.	Documentary evidence certified by an Independent auditor on having revenue of Rs. 100 crores from Management consulting services should be submitted to Invest India.
11.	47	Form Tech 2 – (A)	Bidder's organization turnover (audited account sheets/ P&L Sheets)	Documentary evidence certified by an Independent auditor on having revenue of Rs. 100 crores from Management consulting services should be submitted to Invest India.
12.	20	2.21.2 a	Envelope 1: i. Demand Draft for Earnest Money Deposit	“Demand Draft/Bank guarantee for Earnest Money Deposit”.
13.	61	Form Fin 2	Form Fin 2: Lump sum Cost	Out of Pocket Expenses including project travel related expenses incurred after pre-approval of Invest India will be reimbursed on actuals.

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Tender Evaluation Committee

Invest India