

RFP For Empanelment of Consulting Organizations for Support of Project Development Cells in Government Ministries & Departments

Invest India

Room 225, 1st Floor Vigyan Bhawan Annexe Maulana Azad Road, New Delhi- 110011

CORRIGENDUM 1

Dated: 11th July 2020


Sl. No.	Pg No.	Clause	Existing Clause	Revised Clause
1.	70	Annexure H Detailed Financial Bid	Tier II- Small team (2-3 Consultants) 3 experts of 12 years of experience*25% Medium Team (5-7 Consultant) 5 Experts of 12 years of experience *25%	<u>Tier-II</u> <u>Small team (3 Consultants) + 3 experts of 12 years of experience*25%</u> <u>Medium Team (6 Consultants) + 5 Experts of 12 years of experience *25%</u>
2.	59	Annexure E: Technical Criteria- Tier II (Section 3)	#4. Team Members: Relevant experience, skills & competencies and qualifications. (5 points). Agency to submit 2 CV each against the proposed team and experts (5 points)	Agency to submit CV as per below detail: One Project Manager, 2 consultants and one for each sector and Five global expert's CV with at least 2 relevant-sector projects.
3.	89	Annexure P Section 3	Addendum: Scope of work Tier I and II	Addendum: indicative Scope of work Tier I and II <u>Scope of Work indicative but not limited to for Tier-I Firms</u> <ul style="list-style-type: none"> • Refine project plans, coordination for securing all approvals, land available for allocation. • Support development of Detailed Project Reports (DPRs) for projects, information collaterals including sector pitch deck, investors profile, investment profile etc.

				<ul style="list-style-type: none">• Identification of suitable industrial clusters, land-banks, states and areas for PDCs where investments could be grounded.• Identify and drive resolution for issues required to attract and finalize investments• Outline and document incentives/enablers required to support project/investment attractiveness/viability• Assist PDCs in online reporting and monitoring in order to attract investments• Organise industry Consultations to gauge industry feedback on industry wide issue and on improving investment climate in that sector.• Incorporate feedback from ongoing investor discussions in refining project and investment outlines/ blueprints.• Create high impact pitches along with ministries/departments and organize focused investor outreach programs.• Assisting PDC in coordinating with Ministries/departments and state Governments on building projects and investment pipeline.• Overall project management to ensure smooth operations/deliveries pertaining to the project• Digital content development for digital platform and Investor interaction• Update / maintenance of the existing content on the website across webpages / microsities / chatbot• Extend knowledge support to PDC's regarding their focus state and country.• Build briefing documents upon research and collate the content and provide inputs on the companies' and the respective senior management profiles requested by the client• Overall project and capacity management; review of all strategic documents and managing follow-ups on key action items under guidance from Senior Officials at Ministry. The
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			<p>manager should also take up few tasks on a regular basis, in addition to the project management role.</p> <ul style="list-style-type: none"> • Creating ready reckoner of clearances, incentives available at state as well as central level, policy, clusters to facilitate investments. • Assisting PDC's in implementing EODB measures to ease of investments process for investors. • Use of proprietary tools and databases to achieve the overall objective stated above <p><u>Scope of Work indicative but not limited for Tier-II Firms</u></p> <ul style="list-style-type: none"> • Analyse sector-specific decision-making process of investors and identify sectoral enablers/unlocks required to drive investments • Global value chain analysis and prioritization of sub-sectors/products under the department/ ministry • Assisting PDCs in developing suitable incentive/policy packages in order to improve /unlock the potential of the sector to attract investments and projects • Suggestions for attracting investment by leveraging existing/emerging strengths/global trends • Examine and suggest ways to attract more investments (Foreign and domestic) in greenfield projects • Support in new policymaking or policy changes through research and benchmarking global best practices • Leveraging global networks for strategic outreach key strategic/marquee investors • Package investible projects based on market potential, required investments, likely impact and attractiveness for investors to invest in India
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				<ul style="list-style-type: none"> • Identify and develop marquee projects/investments –important for developing and establishing critical supply chains in India • Conceptualisation and creation of new market-ready, investible projects through industry research, analysis of global best practices and institutionalising economic modelling of such projects. • Product wise /sector wise strategy/policy for improving export competitiveness and export basket of that product/sector • Policy suggestion for improving domestic manufacturing competitiveness of product/sector/ sub sector and reducing import dependency of that product/sector to improve self-reliance of that product/sector /sub sector • Improving competitiveness of MSME’s in sector/product lines by bringing in global best practices in areas of policy, skills, technology, and branding to Position Indian Products in Global Market and Global value chain • Driving Digital Transformation to improve investment landscape and improving Investor experience in that sector. • Unlocking Market potential by conceptualising and creating projects falling under the ambit of PDC, its PSU, its affiliate organisation by suggesting model economic, financial, and organisational structures including SPV’S. • Use of proprietary tools and databases to achieve the overall objective stated above • Building investor targeting framework and strategy <p>The above scope of work defined for Tier I and Tier II are indicative only. The respective PDC’s reserve the right to modify as per their requirement and they may engage any of the empanelled consultant from tier I or Tier II.</p>
4.	60	Tier II – Technical evaluation	- Understanding of scope, Approach & Methodology (10)	<p>Understanding of scope, Approach & Methodology (40)</p> <p>- Conceptuality Clarity & Understanding of Assignment (5 Marks)</p>

		<p>criteria #5 (Section 3)</p>	<ul style="list-style-type: none"> - Case study of similar type of engagement as anticipated in the scope of work of this proposal undertaken by the Bidder in India or outside India. (30 Marks) - - Investible project creation and grounding of same - Competitive landscape analysis of Sector in terms of investment attractiveness - Identification of key bottlenecks for investment in other areas and solutions to overcome those in mediam /long term - Identifying strategies interest for sector for boosting in house capabilities in manufacturing/services and strategy to target relevant investment thereof <p>3 Case study will carry 10 marks each, advisory fees should be of INR 5 crore or more value.</p>	<ul style="list-style-type: none"> - Approach & Methodology, use of proprietary tools and databases (5 Marks) <p>Case study of engagement as anticipated in the scope of work of this proposal undertaken by the Bidder in India or outside India.</p> <ul style="list-style-type: none"> - Investible project creation and grounding of same. - Competitive landscape analysis of Sector in terms of investment attractiveness. - Identification of key bottlenecks for investment in other areas and solutions to overcome those in medium/long term - Identifying strategies interest for sector for boosting in house capabilities in manufacturing/services and strategy to target relevant investment thereof - Bidder's understanding of minimum 2 key sectors in India (current situation, challenges, cost disadvantage compared to other industrially competitive countries. <p>3 Case study will carry 10 marks each, advisory fees should be of INR 5 crore or more value.</p>																				
<p>5.</p>	<p>71</p>	<p>Detailed Financial Bid (Section 3)</p>	<p>Man-Month rate of small and medium teams</p> <table border="1" data-bbox="618 941 1478 1266"> <thead> <tr> <th>S. No.</th> <th>Position Category</th> <th>Man-Month rate of agency (without tax)</th> <th>Weight</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>	S. No.	Position Category	Man-Month rate of agency (without tax)	Weight	Total						<table border="1" data-bbox="1518 925 2392 1307"> <thead> <tr> <th>S. No.</th> <th>Position Category</th> <th>Team Man-Month rate of agency (without tax)</th> <th>Weight</th> <th>Total</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>	S. No.	Position Category	Team Man-Month rate of agency (without tax)	Weight	Total					
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<p>6.</p>	<p>83</p>	<p>Eligibility Criteria</p>	<p>The Bidders must submit power of attorney issued by branch</p>	<p>A certificate from Company Secretary/ Board-level member/ authorized signatory of parent entity authorizing the signatory of the bid to act on behalf of the bidders (All the offices must be</p>																				

		(Tier II) Section 3	office authorizing the signatory of the bid to act on behalf of the Bidders (All the offices must be part of same entity)	part of same entity)
7.	27; 42	2.12.9 Opening of File 1 & Annexure B- File 1 Section 2, Section 3	The File -1 containing scanned DD /Bankers' Cheque of EMD and other documents as set out in the RFP below will be opened in the first instance in the presence of the Bidder's authorized representative. Annexure B:File 1 DD/ bankers' cheque for EMD.	Tier- I and Tier- II The File -1 containing scanned DD /Bankers' Cheque of EMD and other documents as set out in the RFP below will be opened in the first instance in the presence of the Bidder's authorized representative. Annexure B:File 1 DD/ bankers' cheque for EMD/RTGS/NEFT/Bank Guarantee
8.	9	Annexure A: Request for Proposal Data Sheet Section 1	INR 50,00,000 (Indian Rupee Fifty Lakh only) for Tier II, in the form of a DD/bankers' cheque/ bank guarantee in favour of Invest India payable at New Delhi.	Bank Guarantee Format – Annexure – S  Annexure S - Bank Guarnatee.docx
9.	21	Page 21, Eligibility Criteria - Tier 1	The Bidder must have successfully handled 1 large scale program (of a basic contract value of at least INR 5 crore (Indian Rupees Five Crore only)) covering Program Management Unit / Technical Support Unit / Knowledge Partnership services for any Government Agencies in last 5 (five) years in India	The Bidder must have successfully handled <u>or ongoing</u> 1 large scale program (of a basic contract value of at least INR 5 crore (Indian Rupees Five Crore only)) covering Program Management Unit / Technical Support Unit / Knowledge Partnership services for any Government Agencies in last 5 (five) years in India.
10.	22	Page No. 22 / B. Tier – II –	The bidder should have completed at least 1 (one) large investment project of project value > \$1 Mn / ₹INR 7 crore (Indian Rupees Seven Crore only) with INR 500 crore (Indian	The bidder should have completed at least 1 (one) large investment project of project value > \$1 Mn / ₹INR 7 crore (Indian Rupees Seven Crore only) with INR 500 crore (Indian Rupees Five Hundred Crore

		Strategy Consulting / Sr.No.4	Rupees Five Hundred Crore only) investment with public sector entities, government authorities, ministries or private industry departments in India or outside India in the last 5 years	only) investment/project size with public sector entities, government authorities, ministries or private industry, government departments in India or outside India in the last 5 years.
11.	57-58	Section E, Technical Evaluation Criteria, Clause 3	Please share the sample CV against each of the category with indicated experience	Please share the sample CV against each of the category with indicated experience: One CV each for sector experts, one each (1x11) for domain professionals, one for project leaders, two project managers and 2 consultants / project associates.
12.	20	2.11.1 (A) (2)	The annual turnover of Bidder should be a minimum of INR 100 crores (Indian Rupees One Crore only) in each of the last 3 (three) financial years (FY 2017-18, FY 2018-19, FY 2019-20). The turnover quoted must be from consultancy/professional work (excluding revenue from audit and taxation) undertaken by the Bidder in India.” Certificate from statutory auditor and audited financial statements for the 3 (three) previous financial years and letter of declaration if financial statements are under audit.	The annual turnover of Bidder should be a minimum of INR 100 crores (Indian Rupees Hundred Crore only) in each of the last 3 (three) financial years (FY 2017-18, FY 2018-19, FY 2019-20). The turnover quoted must be from consultancy/professional work (excluding revenue from audit and taxation) undertaken by the Bidder in India.” Certificate from statutory auditor/ <u>CA certificate/CS certificate</u> and audited financial statements for the 3 (three) previous financial years and letter of declaration if financial statements are under audit. Authorized signatory can sign and certify the revenues Since audit of FY 2019-20 is not completed.
13.	65	3 (G) (11) Section	Job details “Sector Name” in table	Following has been added in the table “Sector Name/ Areas of work”
14.	76	3 (J) Section	Case III – Selection by Ministry using QCBS a. Since Invest India has done the prequalification, User Ministry/Department can follow preparation of Terms of Reference (TOR) indicating nature/scope of work, supporting documents, duration, place of deployment, milestones, deliverables, selection criteria etc. for deliverable based consulting assignment from empanelled	Following is clarified for existing clause and it is added that in Case III – Selection by Ministry using QCBS provided to cover following situations: - Tier- II category consultant where different team composition may be required which is different from the current RFP.

			<p>Bidders.</p> <p>b. They can define the requirement of resources as per their requirement and may ask for lumpsum rate for deliverable based methods.</p> <p>c. Using QCBS method they can select the consultant required for the project from the empanelled Bidders.</p>	<ul style="list-style-type: none"> - In case of a different scope of work which has not been defined in the rfp for tier -II or - Where a completely different scope or resource requirement or any of two which is not provided in the current RFP if any required.
15.	31	Page 31, Panel Formation Section2	<p>b. If any Bidder quotes 0 (zero) or incredibly low rates or fails to quote in any of the constituent items (for each of the Position Category separately) in the detailed cost breakup, its bid will be rejected and EMD will be forfeited. The next successive lowest quote may be chosen to be declared as L1 rate for each of the Position Category separately, if found in order as per RFP terms and conditions and so on. Invest India may choose to reject all quotes as well.</p>	<p>b. If any Bidder quotes 0 (zero) or incredibly low rates or fails to quote in any of the constituent items (for each of the Position Category separately) in the detailed cost breakup, its bid will be rejected and 20% of EMD will be forfeited . The next successive lowest quote may be chosen to be declared as L1 rate for each of the Position Category separately, if found in order as per RFP terms and conditions and so on. Invest India may choose to reject all quotes as well.</p>
16.	21&22	Eligibility criteria, 2.11.1 B (Tier 2 strategy consulting) Section 2	<p>The Bidder should be registered in India under the Companies Act 2013 or a partnership firm registered under the Indian Partnership Act 1932 or LLP registered under LLP Act 2008 with their registered office in India and having office in Delhi for the last 3 (three) years as on date of publication of this RFP. The Bidder should have physical offices in more than 30 (thirty) countries with permanent staff including group company offices or branch offices in India or outside of India with access to their knowledge networks. The Bidders must submit power of attorney issued by branch office authorizing the signatory of the bid to act on behalf of the bidders (all the offices must be part of same entity)</p>	<p>The Bidder should be registered in India under the Companies Act 2013 or a partnership firm registered under the Indian Partnership Act 1932 or LLP registered under LLP Act 2008, or a body incorporated under the applicable laws of its origin with their registered office in India and having office in Delhi / NCR for the last 3 (three) years as on date of publication of this RFP.. The Bidder should have physical offices in more than 30 (thirty) countries with permanent staff including group company offices or branch offices in India or outside of India with access to their knowledge networks... A bidder may be a foreign business entity authorized by global principal to operate in India through it's branch office in India. In such a case, the Branch Office can utilize technical and financial credentials of its global principal which shall be considered for the purpose of meeting the Eligibility and Qualification requirements. The bidder must submit Power of Attorney issued by the branch office authorizing the signatory of the bid to commit the bidder or Letter of comfort from the holding company validating that India branch office is authorized to act on behalf of the global firm (all the offices must be part of same entity)</p>

17.	45-55	Annexure C (Tier I and II)	with state or central governments as a project leader in the preceding 3 (three) financial years.	Modified as “with state or central governments or its departments or PSU/ multilateral agency where the beneficiary was govt entity or private industry as a project leader in the preceding 5 (five) financial years.”
18.	58	Annexure E (pt no. 4 for Tier I)	Number of consultancy jobs of fee more than INR 5 crore undertaken (initiated, undertaken or completed) for the Government (central, state governments or associated agencies/ authorities in India or Global/Multilateral) in last 3 (three) years in Investment Promotion, Trade/Investment Facilitation Expert, Ease of Doing Business, Economic Development or Project Identification/ Attracting Private Sector investment Appraisal/ Facilitation/ improving Trade competitiveness. Project extensions can be considered as separate jobs. (Max Marks 15) <ul style="list-style-type: none"> • Upto 5 Project – 05 marks • 10 Project – 10 Marks • 15 Project-- 15 Marks 	Modified as “Number of consultancy jobs of fee more than INR 5 crore undertaken (initiated, undertaken or completed) for the Government (central, state governments or associated agencies/ authorities in India or Global/Multilateral) in last 5 (five) years in Investment Promotion, Trade/Investment Facilitation Expert, Ease of Doing Business, Economic Development or Project Identification/ Attracting Private Sector investment Appraisal/ Facilitation/ improving Trade competitiveness. Project extensions can be considered as separate jobs. (Max Marks 15) <ul style="list-style-type: none"> • Upto 5 Project – 05 marks • 10 Project – 10 Marks • 15 Project-- 15 Marks”
19.	61	Annexure F (pt no. 8) Section 3	Annexure F (pt no.8) It is certified that the information furnished here in and as per the document submitted is true and correct and nothing has been concealed or tampered with and accept that any misrepresentation contained in it may lead to our disqualification from the bid. We have gone through all the conditions of the RFP and are liable to any punitive action for furnishing false information/documents.	Modified as “To the best of our knowledge and belief, it is certified that the information furnished here in and as per the document submitted is true and correct and nothing has been concealed or tampered with and accept that any misrepresentation contained in it may lead to our disqualification from the bid. We have gone through all the conditions of the RFP and are liable to any punitive action for furnishing false information/documents.”
20.	21&22	Eligibility criteria, 2.11.1 B (Tier 2)	The annual turnover of the Bidder should be a minimum of INR 200 crores (Indian Rupees Two Hundred Crore only) in each of the last 3 (three) financial years (FY 2017-18, FY 2018-19, 2019-20). The turnover quoted must be from strategic	The annual average turnover of the Bidder should be a minimum of INR 200 crores (Indian Rupees Two Hundred Crore only) in the last 3 (three) financial years (FY 2017-18, FY 2018-19, 2019-20). The turnover

		<p>strategy consulting), Section 2</p>	<p>consultancy/ professional work (excluding revenue from audit and taxation) (Certificate from statutory auditor/ authorized signatory and letter of declaration.</p>	<p>quoted must be from strategic consultancy/ professional work (excluding revenue from audit and taxation) Certificate from statutory auditor/<u>CA certificate/CS certificate</u> and audited financial statements for the 3 (three) previous financial years and letter of declaration if financial statements are under audit. Authorized signatory can sign and certify the revenues Since audit of FY 2019-20 is not completed. Authorized signatory can sign and certify the revenues Since audit of FY 2019-20 is not completed.</p>
<p>21.</p>	<p>20</p>	<p>2.11, Eligibility Criteria S. No 1 Section 2</p>	<p>The Bidder should be a company registered in India under the Companies Act, 2013 or a partnership firm registered under the Indian Partnership Act 1932 or LLP registered under LLP Act 2008 with their registered office in India and having office in Delhi for the last 3 (three) years as on date of publication of this RFP</p>	<p>The Bidder should be a company registered in India under the Companies Act, 2013 or a partnership firm registered under the Indian Partnership Act 1932 or LLP registered under LLP Act 2008 with their registered office in India and having at least one office in Delhi-NCR for the last 3 (three) years as on date of publication of this RFP</p> <p>There is no restriction imposed on JV/Consortium but Subcontracting not allowed.</p> <p>In case of Joint Venture/ Consortium:</p> <p>(i) Bids can be submitted by a sole bidder or by a consortium of organizations. In a consortium, one bidder shall become the lead member of the consortium and shall submit an authorization letter issued by the other members of the consortium authorizing such lead bidder to act for and on behalf of the consortium as a whole. The evaluation of bids submitted by a consortium will be conducted on the basis of performance of consortium as a whole against evaluation criteria. However, no bidder applying individually or as a member of a consortium, as the case may be, can be a member of another consortium.</p> <p>(ii) The total number of consortium members shall not exceed 2 (two), including the lead bidder of the consortium. The</p>

				<p>consortium shall, along with the proposal, provide a copy of an Memorandum of Understanding (“MoU”)/Agreement signed amongst the members thereof, inter alia setting out the details of formation of the consortium, percentage of stake of each consortium member and the role of each member of the consortium with reference to this project.</p> <p>(iii) The terms of this RFP shall apply to each member of the consortium jointly and severally. In the event of award of contract to a consortium of bidders, each of the members of such consortium shall be a party to the Contract to be entered into with Invest India/ relevant User Ministry/Department in respect of the project.</p> <p>(iv) Members of consortium shall nominate a representative through a Power of Attorney who shall have the authority to conduct all business for and on behalf of any and all the partners of the Consortium during the bidding process and, in the event the Consortium is awarded the Contract, during contract execution; and</p> <p>(v) In case a consortium is the successful bidder for empanelment, a consortium agreement should be entered by and amongst the consortium members in a form and manner acceptable to Invest India or the User Ministry/Department, as the case maybe, and the said consortium agreement shall be duly submitted along with the Performance Bank Guarantee to Invest India/User Ministry/Department after notification of the award of contract.</p> <p>(vi) Notwithstanding the internal arrangements amongst the consortium members and notwithstanding disclosure thereof to Invest India or the User Ministry/Department, the lead</p>
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				consortium member shall solely be responsible for performance of all obligations of the consortium and provided however that Invest India may at its option hold each member of the consortium jointly and severally liable for the breaches, losses and liabilities and indemnities to be recovered from the lead member or otherwise from the consortium.
22.	27	Clause 2.12.8 Bid Opening Section 2	The bids of Bidders whose authorized representatives do not attend any of the bid opening sessions shall be deemed non-responsive and rejected.	The bids of Bidders whose authorized representatives do not attend any of the bid opening sessions shall be opened and will be assessed by Invest India without their presence however the bidder/bidders shall have no claim or will complaint to Invest India in relation to the evaluation of the bid submitted by the agency or any such related process.
23.	31	2.12.16 (d) Section 2	<p>Panel Formation</p> <p>“A panel of upto 5 (five) Bidders will be formed by giving successive opportunity to ‘T1’ ‘T2’, ‘T3’ Bidders to match the lowest unit rates for each of the Position Category finalized as above. If only one Bidder agrees to match the L1 rates, there shall be only one vendor on panel.”</p> <p>Signing of Contract</p> <p>“Invest India will have a panel of up to 5 (five) Bidders each for Tier-I and Tier-II category for providing the Services during the period of empanelment, which will be initially for 3 (three)</p>	<p>“A panel of upto 5 (five) Bidders will be formed by giving successive opportunity to ‘T1’ ‘T2’, ‘T3’ Bidders to match the lowest unit rates for each of the Position Category finalized as above. If only one Bidder agrees to match the L1 rates, there shall be only one vendor on panel.”</p> <p>However as per requirement of PDC/Technical Evaluation Committee the panel of 5 (5) may be modified.</p>

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Tender Evaluation Committee

Invest India

Invest India Ref: no. **INV/IND/PDC-RE-1001**