

RFP For Empanelment of Consulting Organizations for Support of Project Development Cells in  
Government Ministries & Departments  
Pre-Bid Clarifications (2) / 14<sup>th</sup> July, 2020

Invest India

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

S. No.	Page No.	Clause No.	Section No.	Content of RFP Requiring Clarifications/Current Clause	Change/Clarification Requested	Invest India Response
1	21	Eligibility Criteria-Tier 2 -B.1	Section 2	The Bidder should be a company Certificate of 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)	Request: Allow Offices of the Parent Entity or Member firms to be accepted.  Justification: Usually, the Global offices are of the Parent Entity. This will help maximize participation as well as allow Parent company Global and National Credentials, expertise to be leveraged	Please refer to corrigendum
2	23	Eligibility Criteria-Tier 2 -B.3	Section 2	The annual turnover of the Bidder should be a minimum of INR 200 crores (Indian Rupees Two Hundred. Certificate from statutory auditor/ authorized signatory 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 consultancy/ professional work (excluding revenue from audit and taxation)	Request: Kindly considered the Financials of Parent Company of the bidding Entity.  Justification: This will help maximize participation as well as allow Parent company Global and National Credentials, expertise to be leveraged.	No Change
3	22	Eligibility Criteria-Tier 2 -B.4	Section 2	The bidder should have completed at least 1 (one) large investment project of project value > \$1 Mn / ₹INR 7 crore (Indian Rupees Seven	Request for Change: The bidder should have ongoing/ completed at least 1 (one)	Refer to Corrigendum

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				<p>Crore only) with INR 500 crore (Indian 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</p>	<p>large investment project of project value &gt; \$1 Mn / ₹INR 7 crore (Indian Rupees Seven Crore only) with confirmed INR 500 crore (Indian Rupees 500 Hundred Crore only) Trade and Export Potential increase or investment with public sector entities, government authorities, ministries or private industry departments in India or outside India in the last 15 years. Kindly Consider Self Certification for projects.</p> <p>In addition, while Tier-1 is mostly support to PDC for investment promotion related scope of work, RFP has asked for PMU experience in Tier-1, and in Tier-2 which has strategy related scope of work, RFP has asked for investment promotion implementation experience. We request you to kindly re-consider swapping the two criterion so that relevant experience is submitted in respective Tiers.</p> <p>Justification: We understand</p>	
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					grounding of investment as well as improving Trade potential and increase of Exports is the key objective of any economic growth project for the country. Such project are generally of longer duration, hence old projects may be accepted. Further across the globe, Multi Lateral agencies play a major role across such project focusing on Inter Country Trade facilitation leading to substantial economic growth. In view of the same, we request you widen the criteria to accept effective impacts achieved. Further Self Certification may be allowed	
4	23	Eligibility Criteria- Tier 2 -B.6	Section 2	The Bidder should have minimum number of resources on their rolls as per qualification & experience in domain area etc. as defined in Annexure C	Request: Resources of Parent and Other member firms should be considered to be part of the bidding entity.  Justification: We are a global firm and often cross leverage our resources seamlessly between our member firms extensively for our projects either in India or outside India.	No Change
5	58	Technical Evaluation	Section 3	Annual Turnover from consultancy business in FY 19-20 in India (excluding revenue from IT,	Request: Kindly allow Financials of Parent Company	No Change

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		Criteria-Tier 2 - B.1		audit, taxation and other financial services Ø 200 crore ----- 5 Marks Ø 400 Crore ----- 7 Marks Ø 600 crore -----10 Marks	of the bidding Entity.  Justification: This will help maximize participation as well as allow Parent company Global and National Credentials, expertise to be leveraged	
6	59	Technical Evaluation Criteria-Tier 2 - B.2	Section 3	Detailed project experience description of a global or Indian assignment in infrastructure sector focusing on designing regulatory framework or designing /Setting up & building of SPV/ Setting up of SEZ piloting a new PPP model for large programme. Consultancy fees for the assignment should not be less than 5 crores - Benchmarking conducted of different regulatory framework/models/PPP models in the sector. - Key challenges/objective of client and how the new model addressed the issue - Role played by the consultant - degree of involvement in designing the regulatory framework /new PPP model	Request: Request: To consider credentials of Parent Company and also allow projects in India or abroad with Multi-lateral agencies  Justification: We are a global firm with experience across large scale projects focused on various sectors, which usually run for large time period.	No Change
7	59	Technical Evaluation Criteria-Tier 2 - B.3	Section 3	Sector Experience in India The Bidder will be scored on experience on the number of projects undertaken in India or outside India in each of the following sector in the last 5 years of project value greater than 5 Crores. - Infrastructure, discrete and process manufacturing - Petrochemical, Oil & Gas and Pharma - - Electronic, IT, Telecom - Auto, Defence, Aviation	Request: To consider project value of INR 1 Cr. and with project across 3 out of 6 categories shared and allow credentials of Parent Company and also allow projects in India with Multi-lateral agencies  Justification: We are a global firm with experience across large scale projects focused on	No Change

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				- Consumer goods, Food processing, Textile - Travel, Transport, Logistic and Tourism (Minimum 2 in each of the sectors) 10 Projects - 10 Marks 20 Project - 20 Marks 30 Projects - 30 Marks	various sectors, which usually run for large time period.	
8	59	Technical Evaluation Criteria-Tier 2 - B.4	Section 3	Team Members - Relevant experience, skills & competencies and qualifications	Request: Resources of Parent and Other member firms should be considered to be part of the bidding entity.  Justification: We are a global firm and often cross leverage our resources seamlessly between our member firms extensively for our projects either in India or outside India. Further this is an empanelment, hence resources from local market who can be leveraged at a later stage may be allowed. Restricting resources only from payroll is limiting competition	No change
9	10	Bids submission date:	Section 1, A	Not later than the following date and time by email at <a href="mailto:procurement@investindia.org.in">procurement@investindia.org.in</a> and please do confirm with Invest India receipt of same. Date: 20th July 2020 Before 1700 Hrs	Kindly allow additional 15 days for submission. i.e. 5th August 2020	No change
10	52 & 57	EDUCATIONAL QUALIFICATIONS	Section 3	Resource Requirements and marking	Request: We request you to kindly clarify the following	Refer to Corrigendum

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		AND EXPERIENCE (Tier-2) (Annexure - C) and Technical Evaluation (Annexure-E) - Criteria 3			points for resources - 1. We assume that since the Technical evaluation criterion mentioned 2 CVs against each position, we have to submit 2 CVs for each - Project Leader, Project Manager, Sector Expert, Consultant i.e. total 8 CVs. 2. We assume that one resource with multiple sector experiences can be showcases in different categories.	
11	70	Annexure - H Detailed Financial Bid	Section 3	Refer to Table	Request: Kindly clarify the following: 1. The cost of small team and medium team is mentioned, wherein each team consists of some consultants and experts. We would like to highlight that - a. What does consultant/expert mean here b. Is there a clarity that resources shall be hired by ministries in only these two groups and there cant be any other combination or even larger team that will be hired. c. The category mentions - 3 or 5 experts of 12 years experience whereas the requirement in Annexure - C	Refer to Corrigendum

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					(EDUCATIONAL QUALIFICATIONS AND EXPERIENCE) mentions 10 years of experience. So is it a different requirement? d. There are no requirements/costs for Project Leader/manager, so how will these be accounted for e. It is not clear that the 25% of time condition applies only to experts or to consultants also. f. We request you to kindly include a third category of larger team also as there may be requirement of the ministries for the same. Alternatively, we can have a model similar to Tier-1 for costing	
12	77	Annexure K - PROPOSED CONSULTANTS FOR PROJECT DEVELOPMENT CELL	Section 3	Resource List and Rates	We request you to kindly clarify if Annexure-K shall be provided with technical proposal or financial proposal, since it includes resource details along with rates of resources	This is the format in which the PDCs will seek the requirement
13	13	2.1.5	Section 2	The scope of work for the envisaged PDCs would include: • Assist in Environment Impact Assessment	We wish to clarify that assistance for Environment Impact Assessment should be restricted to handholding and other support an cannot	TBD at time of award of contract by PDCs

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					extend to the consultancy work required to obtain Environmental Clearances as this is undertaken by specialised firms	
14	14	2.1.8	Section 2	The empanelled Bidders will provide consultancy Services anywhere in India, depending on the requirements of the respective User Ministries/Departments.	We request you to clarify and provide details on the exact locations and timelines in man months for deployment	The information about the same shall be provided after award of contract to the empaneled bidder by the PDC.
15	22	2.11.1.B	Section 2	See table in original	We request you to allow bidders to submit financial statements for FY 2016-17, FY 2017-18, and FY 2018-19. The financial statement for FY 2019-20 is still under preparation and the authorised signatory cannot sign and certify revenues.	If Authorised Signatory is not available, then the partner from the bidding firm can certify.
16	45& 57	Annexure C, Education Qualifications and Experience & Annexure E, Technical Evaluation Criteria	Section 2	See table in original	Corrigendum has clarified the number of CVs to be submitted for Tier 1. However, there appears to be confusion on the number of staff to be shown and certified on the rolls of the bidder. In Annexure C, the total number of staff to be shown on rolls is 56. In Annexure E, the total number of staff to be shown is 155. Please clarify.	Bidder is requested to provide certificate for number of resources available on bidders roll as per format prescribed at Annexure E and Annexure N only only. Further bidder is requested to submit CV as per criteria mentioned in Annexure C



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17	28	2.12.11 a)	Section 2	Invest India at its discretion may call for revised financial bids from the Bidders whose technical bids have been accepted before financial bid opening, which should be submitted within the stipulated time period set out by Invest India. The rates quoted for any of the resources/ position categories in the revised financial bids shall not be more than the original financial bids submitted, otherwise the bid shall be rejected and EMD shall be forfeited.	We request you to delete this clause. A single financial bid submitted at the time of the technical bid is the standard practice for tenders.	No Change
18	30	2.12.15 g)	Section 2	Bidders quoting less than 30% (thirty percent) of the average Gross Total Value (GTV) quotes will be disqualified, other Bidders will be considered for opening of Detailed Financial Bid and further evaluation. The average bid price is computed by adding GTVs of ALL the technically qualified Bidders and dividing the same by the number of technically qualified Bidders.	We request you to delete this clause. An arbitrary threshold of 30% may not lead to value for money from bidders	No change.
19	32	2.13.1 g)	Section 2	The empanelled Bidder may also be used for Invest India's other projects as per terms mutually agreed between the empanelled Bidder and Invest India.	We request you to clarify what the scope and timelines of such assignments may be	Already covered under the broad scope of work. However, the exact scope of work and timeline of such assignment shall be shared as and when required.
20	33	2.15 b) and c)	Section 2	b. The empanelled Bidder and their personnel shall not, either during the term or after expiration of the Contract, disclose any proprietary or confidential information relating to the Services, contractor business or operations of Invest India or User Ministries/	We request you to clarify that confidential information does not include any information which (i) is rightfully known to the recipient prior to its disclosure; (ii) is	This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a

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				<p>Departments without the prior written consent of Invest India.</p> <p>c. The empanelled Bidder shall ensure that no information about the software, hardware, and database, policies of the User Ministries/ Departments or any other confidential or proprietary information of the User Ministries/Departments is removed or taken out in any form including electronic form or otherwise, from the work Site by the manpower posted by them.</p>	<p>independently developed by the recipient without use of or reliance on confidential information; or (iii) is or later becomes publicly available without violation of this agreement or may be lawfully obtained from a third party; or (iv) which would be required to be disclosed under the (Indian) Right to Information Act.</p>	<p>contract with the empanelled bidder.</p>
21	35	2.16.5, Payment Terms	Section 2	<p>No TA/DA will be admissible for the first posting of a professional. However, a professional would be entitled to TA/DA if s/he is asked to go on tour for project work from her/his project Site.</p>	<p>We request you to consider paying TA/DA for the first posting also as there is no indication of where and when deployment may occur</p>	<p>No change</p>
22	35	2.16.6	Section 2	<p>TA/DA will be reimbursed on production of original documents. Each work order will be considered a project and TA/DA should not exceed 10 (ten percent) of the work order value.</p>	<p>We request you to delete this clause as TA/DA will be billed on the basis of actuals. Alternatively, we request you to define the limits of TA/DA on the basis of existing government rules for equivalent positions</p>	<p>This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.</p>
23	35	2.17, Penalty	Section 2	<p>Project delays on account of the empanelled Bidder or due to deployment of persons who are not carrying the skills / experience / expertise of the level they are reasonably expected to have, on the basis of the scope description set out in the Annexures to this RFP will attract a penalty of 1% (one percent) per week of the</p>	<p>We request you to clarify that penalties shall be imposed only after an independent arbitration process identifies that the projects delays are on account of the bidder and after sufficient time is</p>	<p>This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a</p>

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				<p>total project value upto 6 (six) weeks. Thereafter, work order will be treated as cancelled and cancellation charges of 10% (ten percent) of work order value will be levied. In addition, PBG will be forfeited by the concerned User Ministry/Department as the case may be and the concerned User Ministry/Department shall be entitled to get the job done from an alternate source at the risk and cost of the defaulting empanelled Bidder who may also be blacklisted.</p>	<p>provided for remediation. We also request you to clarify that the arbitrator(s) will be appointed with mutual consent of both the parties. Alternatively, a panel of three arbitrators may be set up in which one arbitrator is appointed by Consultant, one by the client and the two arbitrators appoint third arbitrator.</p> <p>We also request you to consider a penalty of 0.5% per week with cancellation charges being capped at 5%, which is standard practice. Furthermore, we also request you to delete the portion of the clause pertaining to the defaulting bidder bearing the costs of alternate sources, as this is not standard practice.</p>	<p>contract with the empanelled bidder.</p>
24	37	2.18.1 j), Terms and Conditions	Section 2	<p>The resources deployed are entitled for 15 (fifteen) days annual leave with maximum of 3 (three) days at a time and 15 (fifteen) days of trainings similarly. The leave will be calculated on pro-rata (1.25 per calendar month) basis for period less than a year</p>	<p>We request you to clarify that this shall be exclusive of situations where resources are unable to work for reasons such as ill-health, in which case a suitable and qualified replacement shall be provided</p>	<p>Suitable and qualified replacement shall be accommodated only after due interview and approval of the candidate by the Ministry/Department/ Invest India.</p>

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25	37	2.18.2, Intellectual Property Rights	Section 2	<p>Any and all information, works of authorship, inventions, discoveries, improvements, methods, processes, formulas, techniques, technology, know-how, ideas, copyrights, source code, designs, architecture diagrams, licenses reports, presentations, and materials forming a part of or relating to this RFP, and all intellectual property and proprietary rights pertaining to the aforesaid (excluding any third party intellectual property rights) and anything (a) that is conceived, discovered, developed or otherwise made by the empanelled Bidder/its consultants, solely or in collaboration with others, in the course of performing the assignment pursuant to the award of the Contract under this RFP; or (b) that reflects or contains Invest India's or any User Ministry/Department's confidential information; or (c) that forms all or part of a deliverable to be provided by the empanelled Bidder/its consultants, whether developed as part of the assignment or separately ("Work Product"), will be the sole property of Invest India or the User Ministry/Department, as applicable and Invest India or the User Ministry/Department shall have all the rights, title and interests in respect of the same, in accordance with the terms of the Contract. In no event can the empanelled Bidder/its consultants claim its control or any rights, title or interest over any Work Product</p>	<p>There are innumerable IPRs that exist with us which we would like to use to your benefit while delivering our services to you. These are our pre-existing IPRs and we use it for all clients. We will not be able to give ownership in such IPRs to you just because we are using them for providing services to you, like we use these for other clients. We request that we are allowed to retain ownership of our pre-existing IPRs, else we might be not be able to use these in providing services to you in order to protect our ownership in them. We request you to clause as follows. This is also the standard mentioned by MEITY in its guidelines.</p> <p>"Notwithstanding anything to the contrary in this agreement, Consultant will retain the ownership of its pre-existing intellectual property rights (including any enhancement or modification thereto) even if such IPRs are used for creating deliverables,</p>	<p>This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.</p>
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					are incorporated in the deliverables, etc. To the extent such pre-existing IPRs are included/incorporated in the deliverables, upon receipt of all due and payable payment in full, the Consultant shall grant a non-exclusive, perpetual and fully paid up license to the Purchaser/Client to use such pre-existing IPRs for use of deliverables for the purpose for which such deliverables are meant for client's internal business operations."	
26	37	2.18.3 a), Suspension and Termination	Section 2	<p>Suspension Invest India or the concerned User Ministry/Department may by a written notice of suspension, suspend all payments to the empanelled Bidder under the Contract, if the empanelled Bidder fails to perform any of its obligations under the Contract provided that such notice of suspension:</p> <ol style="list-style-type: none"> <li>1. will specify the nature of the failure; and</li> <li>2. will request the empanelled Bidder to remedy such failure within a specified period from the date of issue of such notice of suspension.</li> </ol>	<p>To uphold the principles of natural justice, we request you to clarify that bidders shall be given a rectification period of at least 30 days, prior to invoking this clause. We also request you to clarify that payments shall be made for work already completed on a pro-rata basis.</p> <p>Also, to bring parity in the contract, we request you to clarify that bidders shall have the right to terminate the contract in case client breaches any of its material</p>	<p>This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.</p>

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					obligations under the contract, provided a notice for such breach is given to client along with a rectification period of 30 days.	
27	38	2.18.3 c), Suspension and Termination	Section 2	Termination for Convenience Invest India or any of the concerned User Ministry/ Department reserves the right to terminate by prior written notice of atleast 30 (thirty) days, the whole or part of the Contract. The notice of termination will specify that termination is for Invest India's or the concerned User Ministry's/Department's convenience, the extent to which performance of work under the contract is terminated and the date on which such termination becomes effective.	To uphold the principles of natural justice and to bring parity in the contract, we request you to clarify that bidders shall have the same right to terminate the contract for convenience subject to a written notice of 30 days. We also request you to clarify that payments shall be made for work already completed on a pro-rata basis.	This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.
28	38	2.18.3 d), Suspension and Termination	Section 2	Termination for default Default is said to have occurred: (a) If the empanelled Bidder fails to deliver any or all of the Services within the time period(s) specified in the work order or any extension thereof granted by Invest India or any of the concerned User Ministry/ Department. (b) If the empanelled Bidder deploys persons who are not carrying the skills / experience / expertise of the level they are reasonably expected to on the basis of the scope description set out in the Annexures to this RFP. (c) If the empanelled Bidder/consultant deployed fails to perform any other obligation(s) under the Contract / work order.	To uphold the principles of natural justice and the provisions of the Arbitration and Conciliation Act, we request you to clarify that such termination shall occur only after arbitration, and that the arbitrator(s) be appointed with mutual consent of both the parties. Alternatively, a panel of three arbitrators may be set up in which one arbitrator is appointed by Consultant, one by the client	This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.

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				(d) If the empanelled Bidder, in either of the above circumstances, does not take remedial steps within a period of 30 (thirty) days after receipt of the default notice from Invest India or any of the concerned User Ministry/ Department (or takes longer period in spite of what Invest India or the concerned User Ministry/ Department may authorize in writing), Invest India or the concerned User Ministry/ Department may terminate the Contract / work order in whole or in part. In addition to above, Invest India or the concerned User Ministry/Department may at its discretion may transfer upon such terms and in such manner, as it deems appropriate work order for similar support service to other empanelled Bidder and the defaulting Bidder shall be liable to compensate Invest India or the concerned User Ministry/Department for any extra expenditure involved towards support service to complete the scope of work.	and the two arbitrators appoint third arbitrator.	
29	39	2.18.4 a), Force Majeure	Section 2	The Bidder shall intimate Invest India or the concerned User Ministry/ Department in writing, duly certified by the local Chamber of Commerce, the beginning of a Force Majeure event, within 7 (seven) days of the occurrence thereof. In the event of a delay in performance of a work order that lasts for more than 1 (one) month arising out of a Force Majeure event, Invest India or the User Ministry/ Department reserve the right to cancel the work order without any	We request you to delete the requirement for certification by a local Chamber of Commerce as this is not standard practice.  Furthermore, we request you to clarify that if the work order is cancelled for reasons of Force Majeure, payments shall be made for work already	This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.

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				obligation to compensate the Bidder in any manner for whatsoever reason.	completed on a pro-rata basis as this is standard practice.	
30	77	Annexure K, Proposed Consultants for Project Development Cell	Section 3	Indicative format provided	We request you to clarify the requirement for Annexure K to be a part of the financial proposal for empanelment as it is not clearly defined.	Annexure K is the indicative format in which PDC will be seeking quote and seeking resources from empaneled bidders.
31	87	Annexure N, Employee Details	Section 3	Signature of HR Representative: Name: Designation: Date and Company Seal:	We request you to consider allowing the authorised signatory for the proposal to sign in place of the HR representative	Refer to Corrigendum
32	59	Annexure E: Technical evaluation, point 3	Section 3	E. TECHNICAL EVALUATION CRITERIA No. 4  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) • Upto 5 Project - 05 marks • 10 Project - 10 Marks • 15 Project-- 15 Marks	the value equivalent to INR 5 Crore is not mentioned in USD (700k?)	Equivalent value of project in USD, calculated at the average exchange rate of INR 69.14525 = USD 1



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33	59	Annexure E: Technical evaluation criteria	Section 3	<p>E. TECHNICAL EVALUATION CRITERIA (As per Corrigendum)</p> <p>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</p>	<p>new CV requirement as per corrigendum is given below (in quotes). We need to check if</p> <p>A. CV of project leaders needs to be attached as well</p> <p>B. The list of sector referenced is the one mentioned in point 3 of technical evaluation criteria for Tier II firms on Pg 59 (and not the indicative 3list on Pg 46)</p> <p>"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."</p>	Please refer corrigendum
34	46	Annexure C (3) "Sector Experts"	Section 3	<p>Experience for technical evaluation Experience of working on at least 10 (ten) consulting, including 5 (five) focused on the sector, engagement with state or central governments as a Sector Expert or Project Manager in the preceding 3 financial years</p>	<p>Please confirm that multi-sector engagements wherein the proposed Expert has played role as Sector Expert for 1 or more sectors will be considered. Otherwise, the</p>	<p>It is clarified, that multisector engagements wherein the proposed expert has played role as sector expert for one or more sectors will be considered.</p>

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									clause will become restrictive. This is because most of the government consulting engagements, especially with Ministries handling multiple sectors, like Ministry of Commerce & Industry, and in the Indian states, are multi-sectoral engagements.	
35	79-80	Annexure L: Enclosure Checklist	Section 3	File size mentioned under column "Format"					The file size mentioned for 'File-2' and 'File-3' is mentioned as 10 MB each. However, since the tender requires submission of a large number of CVs and Credentials along with supporting documents including 'Work Orders' and/or 'Completion Certificates', it is requested that the allowable file size be increased to at least 20 MB each for 'File-2' and 'File-3' respectively.	Please refer corrigendum
36	66	Annexure G: Tec Form 2: Technical Bid (12)	Section 3	SNo	Experience	No. of Resources required on bidder's role	No of resources on bidders roll along with sample of CV as per		As per the corrigendum dated 11 July 2020 issued by Invest India, following are the CVs required to be submitted by the bidding agency: <ul style="list-style-type: none"> <li>one CV each for sector experts</li> <li>one each (1x11) for domain professionals</li> </ul>	Bidder is requested to provide certificate for number of resources available on bidders roll as per format prescribed at Annexure E and Annexure N in the prescribed Tabular format.



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37	NA	Corrigendum 1 dated 1 July 2020, Sl. No. 3	NA	Addendum: Scope of work Tier I and II	Most of the scope items mentioned for Tier II could be equally or better delivered under Tier I category firms too. For example, "Global value chain analysis and prioritization of sub-sectors/products under the department/ ministry" is included under the Scope of Work for Tier-II Firms. However, understanding of the value chain is a prerequisite for most of the activities covered under the scope of Tier-I firms. Therefore, it is requested to add most Tier II items into Tier I and let just strategy work be there in Tier II.	Please refer corrigendum
38	17	Clause 2.5 Conflicting activities  2.6. Conflicting assignments  2.7. Conflicting relationships	Section 2	Conflict of Interest	We understand that any of the past, existing or future engagements of a Bidder with central or state governments or their agencies/ authorities will not be construed as a conflict of interest for the Bidder for the purpose of empanelment under this RFP or for the purpose of providing services as an empanelled agency to any of the User Ministry/ Department.	This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.

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					Please confirm	
39	17	<p>Clause 2.5 Conflicting activities</p> <p>2.6. Conflicting assignments</p> <p>2.7. Conflicting relationships</p>	Section 2	Conflict of Interest	<p>We understand that in case a successful bidder/ empanelled agency while working with a User Ministry/ Department observes a conflict of interest because of any third party being an audit client of the successful bidder/ empanelled agency, then it is responsibility of such successful bidder/ empanelled agency to disclose such conflict to the User Ministry/ Department.</p> <p>For instance in case a successful bidder/ empanelled agency is deployed by a User Ministry/ Department for identification &amp; promotion of projects and an audit client "Volvo" displays interest to set-up a project identified &amp; promoted by the successful bidder/ empanelled agency, then it is the responsibility of such successful bidder/ empanelled agency to disclose such conflict to the User Ministry/ Department.</p> <p>Please confirm the above understanding and that there are no other conflict situations</p>	<p>This clause will be considered/appropriately addressed after award of contract to the empanelled bidder and at the time of entering a contract with the empanelled bidder.</p>

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40	59	Evaluation criteria #2	Section 3	Detailed project experience description of a global or Indian assignment in infrastructure sector focusing on designing regulatory framework or designing /Setting up & building of SPV/ Setting up of SEZ piloting a new PPP model for large programme.	We understand the case study to be submitted should cover <u>one or more</u> of the works mentioned here: designing regulatory framework or designing /Setting up & building of SPV/ Setting up of SEZ/ piloting a new PPP model for large programme	Please ensure that all the criteria provide at sl. No 5, page no 59, under section 3: Evaluation Criteria, gets covered under the case study presented before the Technical Evaluation Committee.
41	66	TEC Form 2 - Agency project description	Section 3	Current form requires following information for each project experience claimed by the bidder  <i>Total amount of confirmed investments (INR cr) :</i> <i>Of which, FDI investments (INR cr) :</i>	RFP seeks experience across sectors, many of which are strategy development & implementation support, and hence, value of investments/ FDI may not be relevant.  We understand this information can be left blank, where not relevant. Kindly confirm.	Yes, it is clarified that wherever information related to investments/FDI may not be relevant may be left blank.
42	89	Corrigendum 1, Sl. No. 3 & RFP Annexure P	Section 3	Corrigendum 1 SL. NO. 3  Addendum: indicative Scope of work Tier I and II Scope of Work indicative but not limited to for Tier-I Firms • 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.	As clarified in the corrigendum, we understand that the scope of work defined for Tier I and Tier II are indicative only. The respective Ministries / PDCs / Government agencies reserve the right to modify as per their requirement and they may engage any of the empaneled consultant from tier I or Tier II.	Yes, it is clarified that subject to the decision of concerned Ministries / PDCs / Government agencies, specific items under the scope of work indicated under Tier II may also be undertaken by Tier I consultants.

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			<ul style="list-style-type: none"> <li>• Identification of suitable industrial clusters, land -banks, states and areas for PDCs where investments could be grounded.</li> <li>• Identify and drive resolution for issues required to attract and finalize investments</li> <li>• Outline and document incentives/enablers required to support project/investment attractiveness/viability</li> <li>• Assist PDCs in online reporting and monitoring in order to attract investments</li> <li>• Organise industry Consultations to gauge industry feedback on industry wide issue and on improving investment climate in that sector.</li> <li>• Incorporate feedback from ongoing investor discussions in refining project and investment outlines/ blueprints.</li> <li>• Create high impact pitches along with ministries/departments and organize focused investor outreach programs.</li> <li>• Assisting PDC in coordinating with Ministries/departments and state Governments on building projects and investment pipeline.</li> <li>• Overall project management to ensure smooth operations/deliveries pertaining to the project</li> <li>• Digital content development for digital platform and Investor interaction</li> <li>• Update / maintenance of the existing content on the website across webpages / microsities / chatbot</li> <li>• Extend knowledge support to PDC's regarding their focus state and country.</li> <li>• Build briefing documents upon research and collate the content and provide inputs on the</li> </ul>	<p>Please note that various items under the scope of work currently defined under Tier II (For example, 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) may be integral to the work items indicated under Tier I. Hence, we understand that, subject to the decision of concerned Ministries / PDCs / Government agencies, specific items under the scope of work indicated under Tier II may also be undertaken by Tier I consultants. Please confirm our understanding.</p>	
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				<p>companies' and the respective senior management profiles requested by the client</p> <ul style="list-style-type: none"> <li>• 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 manager should also take up few tasks on a regular basis, in addition to the project management role.</li> <li>• Creating ready reckoner of clearances, incentives available at state as well as central level, policy, clusters to facilitate investments.</li> <li>• Assisting PDC's in implementing EODB measures to ease of investments process for investors.</li> <li>• Use of proprietary tools and databases to achieve the overall objective stated above</li> </ul> <p>For RFP Refer to Annexure P</p>		
43		<p>Corrigendum 1, Sl. No. 9 &amp; RFP Annexure</p>	<p>Section 3</p>	<p>Corrigendum 1 SL. NO. 9</p> <p>The Bidder must have successfully handled or ongoing 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.</p>	<p>We understand that large scale program covering Program Management Unit / Technical Support Unit / Knowledge Partnership services for any Government Agency would also include engagements funded by bilateral / multilateral development agencies (like World Bank, ADB, DFID, GIZ etc.) where the beneficiary / end client was a Government Agency. Please confirm.</p>	<p>Yes, it is clarified that engagements funded by bilateral / multilateral development agencies (like World Bank, ADB, DFID, GIZ etc.) where the beneficiary / end client was a Government Agency in India will be considered under this clause.</p>



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44	75-76	Corrigendum 1, Sl. No. 14 & RFP Annexure J	Section 3	<p>Corrigendum 1 SL. NO. 16</p> <p>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> <p>For RFP Refer to Annexure J</p>	The corrigendum makes the QCBS applicable only for Tier II empanelment. We would request the same provisions be extended to Tier I also.	The clause is self-explanatory.
45	21-22	Corrigendum 1, Sl. No. 16 & RFP 2.11.1.B Point 1 and 5	Section 2	<p>Corrigendum 1 SL. NO. 16</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 its branch office in India. In such a case, the Branch Office can utilize technical and financial credentials of</p>	As clarified in the corrigendum, the bidder maybe a foreign business entity authorized by global principal to operate in India through its branch office in India. Please confirm whether this provision would also be applicable for a bidding entity in India which is part of a member firm network with offices in at least 30 countries, sharing a common brand and knowledge network.	Refer to Corrigendum.

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				<p>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> <p>For RFP Refer to Table</p>		
46	46-52	<p>Corrigendum 1, Sl. No. 17 &amp; RFP Annexure C (pt no. 3 - 15 for Tier I)</p>	<p>Section 3</p>	<p>Corrigendum 1 SL. NO. 17</p> <p>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."</p> <p>For RFP Refer to Annexure C</p>	<p>While the technical evaluation criteria for the project leader for Tier I and II has been changed in the Corrigendum in line with the engagement requirements, those for the Sector and Domain Experts have not been amended. For many of these sectors and domains, limiting the experience with Central / State Governments in the last 3 years may be contrary to the objectives of the engagement. For example, it is unlikely that a sector expert in pharmaceuticals, food processing, electronics and information technology etc. would be able to appreciate</p>	<p>Refer to corrigendum.</p>

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					<p>the business priorities and eco-system needs of large private anchor investors without having advisory experience with private sector clients. Hence, we would request that both Government and private sector experience be considered for all Sector as well as the following Domain Experts (for the positions related to Digital Promotion, Investment Tracking, Start-up / Entrepreneurship, Investment Financing, Investment Promotion).</p> <p>Additionally, the minimum post qualification experience should be 10 years for Tier I, as in case of sector experts in Tier II.</p>	
47	19-23	<p>Corrigendum 1, Sl. No. 12&amp;20 &amp; RFP  Eligibility Criteria 2.11.1</p>	Section 2	<p>Corrigendum 1 Sl. No. 12</p> <p>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</p>	<p>As per clarification in the corrigendum, the turnover figures have to be provided for FY 17-18, FY18-19 and FY19-20, with a certification by the authorized signatory on the revenues in case audit for FY19-20 has not been completed (with another certification required on status of audit completion).</p>	<p>No Change.</p> <p>In case there is no authorized signatory available, then partners can self-certify.</p>

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		(A) and 2.11.1 (B)		<p>auditor/CA certificate/CS certificate 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.</p> <p>Corrigendum 1 Sl. No. 20</p> <p>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 quoted must be from strategic consultancy/ professional work (excluding revenue from audit and taxation) Certificate from statutory auditor/CA certificate/CS certificate 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>We would request that based on certification from the statutory auditor / CA certificate / CS certificate that the audit for FY 19-20 is not complete, the respective bidders be allowed to submit the audited financial statements for FY16-17, FY17-18 and FY18-19.</p>	
48	58-60	Annexure E (pt no. 5 for Tier I and Tier II)	Section 3	Pre-bid Clarification (Page No. 28) SL. NO. 84	Sl. No. 84 and 108 of the pre-bid clarification states that the understanding of scope of work, approach and	No Change.

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				<p>Understanding of scope, approach and methodology will be a part of technical presentations.</p> <p>Pre-bid Clarification (Page No. 39) SL. NO. 108</p> <p>In case it is required after issue of clarification or corrigendum or addendum, Invest India may issue further clarification if required for ease of bidders.</p> <p>For RFP Refer to Annexure E</p>	<p>methodology will be part of the technical presentation only. We would propose that the option be given to bidder to select the case studies to be presented based on the impact and objectives outlined in the scope of work rather than the value of the engagement. This may enable the Evaluation Committee to better assess the capabilities of the bidder since it has been our experience that many of the impactful public policy initiatives with Government are often undertaken based on the perceived impact rather than the quantum of engagement fees. Further, as per the proposed evaluation framework, the engagement value threshold is anyway a separate criterion for technical evaluation.</p>	
49		Section 2	Section 2	<p>Pre-bid Clarification (Page No. 40) SL. NO. 111</p> <p>No sub-contracting allowed, please refer corrigendum.</p>	<p>Sl. No. 111 of the pre-bid clarification states that sub-contracting is not allowed. We assume that the bidder would be able to deploy independent experts for the position of Sector Experts, Please confirm.</p>	<p>Subject to the approval of the PDCs after the bidders are empanelled, basis other criteria laid down in the RFP document.</p>

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