

PMU's Response to the queries/clarifications of potential consultants

Dear Sir(s)/Madam(s),

Thank you for your interest in the EOI.

Sl.	Queries	Response of PMU
1.	Under the project Is it possible to apply with in partnership with other NGOs to implement the project as consortium or sub- consultant i.e NGO- NGO as Consortium.	Yes.
2.	On Page 5 in the last section it is written that the sub-consultants can be part of more than one application. Please bring in more clarity on the statement.	Lead member shall be one, same sub-consultant can be in consortium with more than one lead member.
3.	Does the project allow to hire consultants for conducting baseline studies or any sectoral study if required in the duration of project?	Will be clarified with the short listing consultant during RFP stage.
4.	What would be the relationship between the various PMUs and the project staff recruited by the PISA? Will the staff have to report to the PMMU?	Will be clarified with the short listing consultant during RFP stage.
5.	On page 3, component 1, section b, 2 nd bullet point, does conservation include both flora and fauna?	Conservation includes both flora and fauna.
6.	Page 3, component 1, point d - SHGs are to be formed. ASRLM is also forming SHGs. Do separate SHGs need to be formed? What will their functions and desired sustainability model be? Will these SHGs be involved in credit and savings activity?	Separate SHGs need to be formed. More clarification with the short listing consultant will be provided during RFP stage.
7.	6 applicants will be selected and given RFPs. Will there be more than one agency that will be provided the final contract or only one agency will be PISA for entire state?	There will be a single contract for entire state.
8.	Do we need to fill up the Form 4 also? What is needed to be filled in the form is not clear. Request to bring clarity on this.	Consultant need to fill up the Form 4.
9.	Form2: Compliance to Eligibility Criterion, page-7: Experience in projects of livelihood generation in rural communities and projects related to Agriculture and allied sectors, JFMC/EDC, etc in last 5 years, with at least 2 in Assam and/or other North-Eastern states (at least 2): Request for relaxation- Since this is an EOI, request you to kindly consider global projects as well experience of other states in India and relax the experience of Assam / NE states. There are several best practices and innovative approaches in JFMC/EDC/Livelihoods/Agri and allied sectors which have been implemented globally and this global experience will bring in industry best practices and benchmarks which can be leveraged by the state. This will help state to devise more effective strategies for implementation of microplanning and livelihood opportunities by applying innovative and proven approaches successfully implemented globally. Hence, since this is an EOI, request you to not make the Assam/NE state experience as a mandatory experience and instead please accept global experience by allowing experience of global projects and capabilities to be showcased. Request you to kindly consider experience, technical project experience and credentials of the Organization and/or its parent company, subsidiaries/ sister concerns/	Cannot be changed.

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	member firms. This will enable the department to leverage global experience and global best practices.	
10.	<p>Form2: Compliance to Eligibility Criterion, page-7: Experience in government projects of planning and implementing Rural Development Government projects of similar size/complexity in multiple states, preferably with international donors (at least 5):</p> <p>Request for clarification-</p> <p>As per our understanding, the Govt. project experience of similar size/complexity in multiple states sought under this criterion is not restricted / confined to India and global projects of similar size/complexity where rural development projects with international donors have been implemented can be showcased not only from India but from across the globe from similar geographies.</p> <p>Since this is an EOI, request you to kindly consider global geographical experience as this will allow state to leverage global experience, learnings, and global best practices.</p>	Cannot be changed.
11.	<p>Page-6, The Client will also take into account for the evaluation of the applications the following items: Skills and availability of in-house technical back-up experts:</p> <p>Request for clarification-</p> <p>Request you to kindly clarify if CVs of in house technical back-up experts and resources need to be provided as part of the EOI submission.</p>	CVs are not required during the Eol stage.
12.	Page-5, Eligible Entity: Whether Consortium must include a NGO.	<p>Not necessary.</p> <p>The consortium should demonstrate its ability to reach in rural geographies of Assam, speak local language/ sub-dialects, and support with evidence its experience in similar activities using social research methods.</p>
13.	Page-5, Eligible Entity: Please specify maximum number of members in consortium. Whether four (4) nos. of organizations are allowed to form consortium.	No maximum limit in consortium partners.
14.	<p>Page-5, Expressions of Interest– Point 3: This Request for Expressions of Interest is open to:</p> <ul style="list-style-type: none"> • Consulting firms; • NGOs; • or Joint Venture/consortium between NGO(s) and consulting firm(s). <p>We understand that NGO includes Societies registered under Societies Registration Act, registered Trust/ NGO registered with NGO Darpan (NITI Aayog), etc. Kindly confirm.</p>	Only registered NGOs are allowed.
15.	<p>Page-7, Form 2: Compliance to Eligibility Criterion: Eligibility Criterion (Sl. No-5): Experience in government projects of planning and implementing Rural Development Government projects of similar size/complexity in multiple states, preferably with international donors (at least 5)</p> <p>We request you to consider relevant experience in Urban Development Government projects covering Peri Urban/</p>	

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	<p>Peri Rural areas as these areas largely have rural characteristics with significant population inflow from nearby peripheral rural areas.</p> <p>Therefore, experience of work carried out in these areas should be considered, rather than restricting it to rural areas only.</p>	<p>Cannot be changed.</p> <p>Consideration will be subject to the nature of work carried out.</p>
16.	<p>Page-7, Form 2: Compliance to Eligibility Criterion: Eligibility Criterion (Sl. No-6): Projects undertaken in livelihood skilling projects for rural areas of similar size/complexity (at least 5).</p> <p>We request you to expand the coverage to peri-urban/peri-rural areas on account of the reasons explained in Point 2.</p>	<p>Consideration will be subject to the nature of work carried out.</p>
17.	<p>Page- 9, Form 4: Matrix template for evaluating Expressions of Interest:</p> <p>We understand this is for evaluation purpose and is not required to be enclosed with the EOI. Kindly confirm.</p>	<p>It is required to be submitted with the EOI.</p>
18.	<p>The Lead Firm must comply the experience criteria given in Form no. 2 from point no. 3 to 7 or combined experience of firms in JV will be considered for evaluation.</p>	<p>Combined experience of JV will be considered for evaluation.</p>
19.	<p>Please also would request to know how many partners in consortium will be allowed to a maximum.</p>	<p>No maximum limit in consortium partners.</p>
20.	<p>Please confirm whether the EOI can be submitted in person or by hand besides email submission.</p>	<p>EOI can be submitted in person or by hand besides email submission.</p>
21.	<p>The consultant understands that in present situation of COVID-19, where the courier and postal services are not that efficient, if hardcopies reaches post 11th September also will be acceptable to your office. Kindly confirm.</p>	<p>Acceptable, subject to condition that email should be submitted by the last date.</p>
22.	<p>Are the CVs of all the team members to be submitted along with the EOI?</p>	<p>Not required during the Eoi stage.</p>
23.	<p>As per Format for Credentials, there is a mention of "Detailed Scope of Services, Coverage and relevance of this project". In this Relevance of this project needs to be explained w.r.t. to the assignment or other projects.</p>	<p>Relevance to the assignment.</p>
24.	<p>As we saw in the REoi, that Consortium is allowed in the Bid. Can you please let us know if we can form a consortium during RFP Stage or this need to be done during Eoi Stage only?</p> <p>REoi Extract on this subject in Page-5: This Request for Expressions of Interest is open to:</p> <ul style="list-style-type: none"> • Consulting firms; • NGOs; or • Joint Venture/consortium between NGO(s) and consulting firm(s)." 	<p>This Eoi clause is clear about consortium. Further, Conditions of the RFP will be intimated to the consultant if he qualifies in the EOI and is shortlisted for issuing the RFP.</p>
25.	<p>In the Form2: Compliance to Eligibility Criterion (Page-7), it is mentioned in Point No. 3, "Experience in projects of livelihood generation in rural communities and projects related to Agriculture and allied sectors, JFMC/EDC, etc. in last 5 years, with at least 2 in Assam and/or other North-Eastern states (at least 2)"</p> <p>Please clarify any two citations in North East/ Assam is sufficient to cover this criteria in projects of livelihood generation in rural communities/ projects related to Agriculture and allied sectors, JFMC/EDC, etc.? The statement with and/or is becoming confusing for us to interpret.</p>	<p>At least 2 projects relating to livelihood generation in rural communities and projects related to Agriculture and allied sectors, JFMC/EDC, etc. in last 5 years in Assam and/or other North-Eastern states are required.</p>

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26.	<p>In the Form2: Compliance to Eligibility Criterion (Page-7), it is mentioned in Point No. 5, "Experience in government projects of planning and implementing Rural Development Government projects of similar size/complexity in multiple states, preferably with international donors (at least 5)"</p> <p>We request to kindly objectively clarify the definition of the Rural Development Government Project as it is still ambiguous whether only Projects that has been undertaken with Rural Development Department of a state should be considered or if any rural development project with any State Department like Agriculture Department, Forest Department, Panchayati Raj Department etc. might be considered?</p> <p>We assume the experience of projects in Rural Development Ministry in Government of India will also be qualifying in this criteria. Please correct if our understanding is wrong.</p>	<p>This Eol clause is well defined and need not be clarified further.</p>
27.	<p>The REol mentions about 18 staff members to be deputed. Can you please share with us the profile/ position details, so that we can evaluate if we will have skills in all areas or we need to form a consortium to bring complete skill set on the table?</p>	<p>Will be shared with the short listing consultant during RFP stage.</p> <p>Further, the consultant may refer to the brief description about the project and the services to be carried out by the consultant under the assignment are mentioned in page number 2 to 5 of the Expression of Interest. That would help the consultant to evaluate whether they have skills in all the areas or not.</p>
28.	<p>Do we need to submit any profiles in the REol response? If so are there any preferred format for the same?</p>	<p>Kindly refer to Form 1, 2, 3 & 4 in the Expression of Interest.</p>
29.	<p>In Form 4: Matrix Template for evaluating Expression of Interest (Page-9), what is intended to be mentioned as "Experience A, Experience B" etc.</p> <p>If our past work, like "PMU for Agriculture Department" is Experience A, then corresponding to this, ticking these four columns does not make sense as it does not have any direct correlation. Or, if we take the parameters from Form 2, like " The consultants (including the JV partner) must be a registered legal entity and should have been in existence for at least 5 years", corresponding to this what we should write in column with heading "Reference in Form 2" and "The consultants (including the JV partner) must be a registered legal entity and should have been in existence for at least 5 years", what we should mark- a tick? In the both the scenarios possible, it is not making sense, hence we need a clarification on what is intended in this table from the bidders.</p> <p>Please provide us an example what to be filled in Form 4 in a row.</p>	<p>Kindly read the instruction in Form 4 and submit the filled-up form as per the requirement.</p> <p>The consultant should mark a tick if he is fulfilling the criteria and submitting the appropriate credentials/ documents.</p>
30.	<p>Do we need to submit the physical copy of REol Response or we can submit it online? Please provide us the exact address where physical copy is to be submitted. As COVID situation is prevailing in Guwahati, request you to allow online submission for it.</p>	<p>EOI can be submitted by E-mail also besides the physical copies.</p> <p>For more details, kindly refer to page 6 of Eol.</p>
31.	<p>In the Form 2-Compliance to Eligibility criteria, corresponding to "The bidder (lead or partner of the JV firm) should have a minimum average annual turnover</p>	<p>This clause clearly states "Self-certification. Copies of the audited balance sheet and I/E Statement duly sealed and certified by</p>

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	<p>from consultancy/ advisory of INR 8 Crore from Indian operations over the last Three financial years (2016-17; 2017-18 and 2018-19).", documentary evidence requested is "Self-certification. Copies of the audited balance sheet and I/E Statement duly sealed and certified by the CA and the authorized representative of the bidder."</p> <p>a. What is intended here by self-certification as the Balance Sheet & P&L Statements are signed by CA anyway.</p> <p>b. Secondly, we assume in place of "I/E Statement", Profit & Loss statement for those years along with Balance sheet will be sufficient. Please clarify if our understanding is incorrect.</p> <p>c. Is the Balance sheet & P&L Statements need to be signed by authorized representative of the bidder as well as it is already signed by CA?</p> <p>d. If the Balance sheet and P&L Statement, does not mention that turnover from Consultancy/ advisory explicitly, we hope a separate CA certificate can be submitted certifying the same or this need to be a declaration certified by the authorized representative of the bidder?</p>	<p>the CA and the authorized representative of the bidder."</p> <p><u>Hence, no need to clarify the clause again.</u></p> <p>Further, P&L can be submitted instead of I/E.</p>
32.	<p>Clause 2.2 mentions -</p> <p>b) subject to an administrative sanction within the past five years by the European Union or by the competent authorities of the country where we are constituted, for fraud, corruption or for any other offense committed during a procurement process or performance of a contract (in the event of such sanction, you may attach to this Statement of Integrity supporting information showing that this sanction is not relevant in the context of this Contract);</p> <p>Our Query: Do actions that have been subsequently revoked on appeal form part of Point 2.2(b)"?</p> <p>c) convicted, within the past five years by a court decision, which has the force of res judicata, of fraud, corruption or of any other offense committed during the procurement process or performance of an AFD-financed contract;</p> <p>2.3 Being listed for financial sanctions by the United Nations, the European Union and/or France for the purposes of fight-against-terrorist financing or threat to international peace and security;</p> <p>2.4 Having been subject within the past five years to a contract termination fully settled against us for significant or persistent failure to comply with our contractual obligations during contract performance, unless this termination was challenged and dispute resolution is still pending or has not confirmed a full settlement against us;</p> <p>Our query: Can PwCPL provide clarifications in the form of cover letter or footnote the following "However, we would like to clarify that given the large volume of work performed by PwCPL, contracts with clients may on certain rare occasions be terminated, suspended or not renewed for a variety of reasons, the vast majority of which have only to do with normal business reasons or necessities".</p>	<p>These clauses cannot be changed.</p>

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	Our query: It may be a challenge for us to keep these clauses as it is while submitting a declaration. Is there any scope for changes in these clauses or they are no-deviation clauses, please confirm.	
33.	Providing livelihood training to 5300-5400 trainees and refresher training to 5941 trainees on farm and non-farm skills that have a viable market and can be sustained in the long term. The selection of skills shall be based on the Market Study conducted by a separate consultant. Our Query: The selection of Skills as it will be based on the study conducted by a separate consultant we perceive a direct dependency of the delivery on the work of the separate consultant. Need clarity if such a dependency can cause delay and other risk pertaining to such engagement of other consultant?	Will be clarified with the short listing consultant during RFP stage.
34.	Create forward and backward linkages with the market for each skill based on the Market Study to ensure long term improvement in income Our Query: Request to understand the estimated geographic spread when we are talking about Market Study like within state, outside state but limited to North Eastern Indian State, or Other States in India as well or International Markets as well?	All over India as well as International Markets.
35.	Convergence initiatives with existing schemes and programs to leverage additional resources and get support from related line departments. Our Query: As this is a core Forestry cum Livelihood based engagement convergence of schemes would mean schemes from Rural Development Department, Forestry, Industries, MSME etc. In such case will there be a nodal person who can assist the team to identify and list the necessary scheme in order to leverage additional resources?	Will be clarified with the short listing consultant during RFP stage.
36.	Our Query: Are there any dedicated Primary Research that is required to be undertaken during this engagement in order to gather data?	The consultant could have to undertake primary research in the identified communities. Further clarification shall be provided with the short listing consultant at the RFP stage

This has an NOC of the AFD.

Thanking you.

-Sd/-
Project Director, PMU, APFBC Society