

Queries raised by potential firms/agencies

Dear All,

The below mentioned queries have the NOC of the AFD.

Sl.	Queries	Response of PMU
1	<p>As part of Form 2: Compliance to Eligibility Criteria, it has been mentioned -"The bidder (lead or partner of the JV firm) should have a minimum average annual turnover from consultancy/ advisory of INR 40 Crore from Indian operations over the last three financial years(2017-18, 2018-19 and 2019-20)."</p> <p>Our Query: As for FY 2019-20 results are still unaudited for us in PwC and our Audited Balance sheet is yet to be published. Considering the same, we will not be able submit the turnover certificate from consultancy/ advisory from Indian operations, for FY 2019-20. Request you to please allow submission of Turnover certificate for FY 2016-17, 2017-18 and 2018-19 or allow us to submit unaudited figures of turnover for FY 2019-20 as it will not be feasible to submit copies of audited balance sheet and I/E statements etc.for FY 2019-20.</p>	<p>The consultants need to submit Annual Turnover for the last three financial years(2016-17, 2017-18 and 2018-19).</p> <p>Necessary corrigendum in this regard has already been published.</p>
2	<p>Page 4: Organize workshops/dissemination events/trainings/preparation for participation in national & international events/draft MoUsfor cooperation arrangements for internal as well as external stakeholders</p> <p>Our query: What kind of workshops to be conducted here, and who are these stakeholders and how they are affected in this engagement?</p>	<p>Kindly 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 4 of the Expression of Interest. Further information would be shared with the shortlisted consultants during RFP.</p>
3	<p>For the training part, we request the Train-the-Trainer approach (TTT). Request to please confirm if this approach may be considered.</p>	<p>A bidder may submit his approach, while submitting proposal, if shortlisted for RFP.</p>
4	<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 acontract (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</p>	<p>These clauses cannot be changed.</p>

	<p>Contract);</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-againstterrorist 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: 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.</p>	
5	<p>We have reviewed the document would like to put your kind attention for the Eligibility Criteria on page 6 & Sl. No. 2 of Form-2 says that “The bidder (lead or partner of the JV firm) should have a minimum average annual turnover from consultancy/ advisory of INR 40 Crore from Indian operations over the last three financial years (2016-17, 2017-18 and 2018-19).”</p> <p>Putting the eligibility criteria of INR 40 crores average turnover, which is a very large amount and only selected multinational organizations may fulfill these criteria. Many of the national organizations who are in small or medium business and NGOs could not participate, who have similar experience in other parts of the country including NE States in Forestry Sector. And, is not in consonance with Public Procurement Guidelines of Government of India, which promotes small and medium enterprises in India.</p> <p>We would also like to draw attention to the other programs of the Japan International Cooperation Agency (JICA) in India, where the evaluation criteria are well balanced, and do not starkly discriminate small and medium Indian firms competing with large multinational firms in terms of financial turnover. JICA Projects where project value is about INR 600-1200</p>	<p>This criterion has been set according to the procedures suggested in the procurement guidelines of AFD, and the capacity of the firm to undertake such high value consulting services.</p>

	<p>crores and the eligibility criteria falls between INR 15-20 crores. We do request the PMU to take a considered call and an enabling decision on rationalizing this eligibility criteria. PMU may consider similarly making the eligibility criteria between INR 15-20 cores of average turnover in previous three financial years.</p> <p>We also request the PMU should accord adequate emphasis to firms with experience in the North East India, given challenges of the region, and the growth priorities projects like APFBC are designed to address. The inclusion of this criteria with adequate weightage would ensure competing firms are evaluated on the suitability of working in the real world social, political and economic context of the region.</p>	
6	<p>We would also like to draw your attention due to COVID-19 situation across the country postal and courier services are highly affected and delivering the hard copies of the EOI at Guwahati where lockdown has been extended till 19th July and, may be further extended depending on situation. May we request PMU to consider to extend the last of EOI submission by one week. Revised date of submission may be 30th July, 2020. This will enable many organizations to submit response of EOI to the PMU at Guwahati. PMU will also have wider choice of selection of the Organization.</p>	<p>EOI can be submitted by E-mail also besides the hard copies. Kindly refer to the corrigendum published in the website.</p> <p>Last date of submission of EoIs will not be extended.</p>

Thanking you.

-Sd/-
Project Director, APFBC Society