

DIRECTORATE OF TEXTILES, ODISHA

BHUBANESWAR

No 4778 .dtd 25/06/2021

DTO-SCHM-01/20

| PRE-BID RESPONSE DOCUMENT REQUEST FOR PROPOSAL (RFP) FOR SELECTION OF CONSULTING FIRM FOR ESTABLISHMENT OF PMU UNDER SERICULTURE WING OF DIRECTORATE OF TEXTILES, ODISHA | | | | | |
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| SI No | Clauses | Page No of RFP | Required Clarification | Remarks by the Consulting Firms | Our Response Agreed by Committee. |
| 1 KPMG | General Terms & Conditions | P-6 | Pre bid query response- 22.6.21 Bid submission date- 23.06.21 | This is not a limited tender as the previous edition (based on empanelment).. This is a full-fledged bid requires furnishing of all administrative documents which requires time in a firm of this size. Moreover, response is also dependent on reply to Pre-bid queries. Hence it is requested to give more time for preparation i.e, at least 15 days time from publication of pre-bid queries. | As per corrigendum issued vide DTO No-4712 dtd-23.06.2021 for the revised schedule |
| 2 KPMG | Pre qualification Criteria | P-28 | It mentions a list of 16 documents to be furnished duly certified by Company Secretary. | Please clarify if this proposal is among the empanelled agencies or open to all | The RFP is Open to all |
| 3 KPMG | Submission, Receipt & opening of Proposal | P-13 | A nonrefundable tender fee of Rs 10,000/- to be deposited along with Pre bid document where as Pre-qualification criteria (Page-28) mentions to submit the same at the time of bid submission. | Please Clarify | The interested Consulting Firm may submit the non-refundable Tender fee of Rs.10,000/- along with the bid documents and EMD of Rs.2,50,000/- through NEFT/RTGS in addition to DD as per Bank details indicated in RFP. |

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| <p>4 KPMG</p> <p>Team experience under 1.6.6 Technical evaluation and summary of Costs from</p> | <p>P-44</p> | <p>Team would be composed of Team leader, Livelihood Expert, Jr. finance Consultant.</p> | <p>As per the project background document (page-45) the responsibility of the PMU is vast. This includes DPR preparation(5 envisaged projects), Institutional strengthening & Capacity Building(3 envisaged Projects), Procurement Support(1 envisaged Project) apart from other activities like Civil work monitoring, Market linkage etc. we envisaged added teamwork, and hence suggest increase of one or two additional position</p> | <p>No change</p> |
| <p>5 KPMG</p> <p>Scope of Work</p> | <p>P-46</p> | <p>Under PMU point(i) Complete Audit & Submission of Utilisation Certificate has been mentioned as one of the deliverables</p> | <p>Please clarify the exact nature of expectations as it may require further deliberation at our end</p> | <p>No change</p> |
| <p>6 KPMG</p> <p>Technical Evaluation</p> | <p>P-17, Point-1</p> | <p>Experience of running PMU or equivalent in the last 3 years of minimum contract value of INR 2 Crore</p> | <p>Please clarify if an agency which does not have experience of running PMU of required criteria will get 3 marks as well</p> | <p>It is amended as, 3 marks for each PMU, subject to a maximum of 15 marks</p> |
| <p>7 KPMG</p> <p>Technical Evaluation</p> | <p>P-17, Point-3</p> | <p>Experience of undertaking assignments related to Sericulture/Allied sector, Textiles, Handlooms, Handicrafts(or equivalent) granted by Central Govt./State Govt./ District administration including their departments and agencies, international organization, Multilateral agencies etc. In last 5 years of minimum contract value of IMR 50 lakhs</p> | <p>It is also requested to reduce the contract value and extend period of execution as such assignment are exclusive(Not regular in nature)</p> | <p>Corrigendum issued .</p> |

| | Pre-qualification Criteria | P-28, Point-12 | Experience in the field of evaluation, relating programme/ Project Monitoring/Evaluation | a. The experience is not mentioned in Technical evaluation criteria (Page-17). Please clarify how it is going to be evaluated? b. Is experience of Sericulture/allied sector, Textiles, Handlooms, Handicrafts(or equivalent) excluded in prequalification scrutiny as same is not mentioned in the sheet | Reported Total experience of the agency | Revised to Total experience in programme management enhanced to 10 years. |
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| 8 KPMG | | | | <p>10</p> <p>11</p> <p>12</p> | <p>Total experience in running PMU or equivalent in Govt. agencies in last 10 years</p> <p>Total experience in similar nature of assignment during last 5 years</p> <p>Total experience in field of evaluation/project monitoring/evaluation</p> | <p>As above at Point No-7</p> |
| 9 KPMG | Pre qualification Criteria | P-28 Point 14 | Proof of minimum average annual financial turnover amounting to Rs100.00 lakh in the relevant event management filed from the firm of Chartered Accountant during 5 financial years ending 31 st March each of the following years 2014-15, 2015-16,2016-17 & 2017-18,2018-19 2019-20. | The asked experience is for event management & monitoring. The required certificate is dependent on the clarification | Point -14 deleted | |

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| 10 Grant Thornton | Team experience | 1.6.6 B | The marks for the team leader/Livelihood expert allocated is 9(5+4) each and for Junior Finance Consultant is 5. It sums up to 23(9+9+5). But the resource criteria is allocated 30 marks | Request you to kindly clarify the number of resources under each category as the sum of the marks allocated to each of the resources is less than the total marks allocated to resources | Revised marks for each of the three positions are as follows: A. Position:- Team Leader-cum-Project / Manager Livelihood Expert/ Junior Finance Consultant Each carries 10 marks <ul style="list-style-type: none"> ➤ 3 marks - for educational qualification ➤ 2mark - for total work experience ➤ 01 mark for each year of specific experience subject to maximum of 5 marks |
| 11 Grant Thornton | Pre-qualification Criteria | P-29 (point-10) | Total Experience of the Agency | Request to kindly clarify the Documents to be furnished to qualify | Copy of the certified Work orders shall be considered as the supporting proof. |
| 12 Grant Thornton | Duration of engagement | P-49 | | We understand the initial engagement period is for one year. But as per the financial proposal format 4B the quote is requested for 2 years. Request you kindly clarify the initial engagement period of the contract. Whether it is one year or two years | The initial contract period shall be one year only and extendable further work depending upon the work performance and financial sanction under the project. |
| 13 Grant Thornton | Last date of Submission | | | Please extend the last date of submission of proposal to two weeks from the date of publishing of corrigendum for the response to the pre bid queries, | Extended up to 09.07.2021 vide corrigendum No-4712 dtd-23.06.2021 for the revised schedule |

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| <p>14 Grant Thornton</p> | <p>Form-4B, Financial evaluation/Clause-1.4.7(ii)</p> | <p>Pg-14 &45</p> | <p>Travel of team members outside base location</p> | <p>We understand that the OPE for base location is included in the financial proposal and to travel to out of base locations would be taken care by Govt. accommodation and conveyance. Hence there would be no additional reimbursement. However as per the clause mentioned here please clarify that travelling of resources outside base location would be reimbursed by Dept or by the agency itself. Also no tentative visits resource wise to be indicated if the cost to be borne by the agency for inclusion of cost in financial proposal.</p> | <p>Shall only be provided conveyance by road.</p> |
| <p>15 Grant Thornton</p> | <p>Project Understanding</p> | | | <p>There are several thoughtful initiatives undertaken by the Department. To design our approach for management, monitoring of initiatives, it would be quite helpful, if you could briefly share the scope, budget, stakeholders etc of each of the initiatives under the purview of this RFP</p> | <p>As in the RFP.</p> |
| <p>16 TERI</p> | <p>Minimum Qualification Criteria</p> | <p>1.6.5</p> | | <p>The experience for sericulture and allied livelihood experience is considered from last 10 years, while Programme Management experience is being asked for last 5 years. As you aware due to the Covid Pandemic work in all sectors came to a standstill in the past 2 years almost, hence experience of the organization in Programme Management may also be considered for the past 10 years</p> | <p>Agreed for last 10 years.</p> |

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| | Minimum Qualification Criteria | 1.6.5 | | Under Manpower it is specified that the organization must have adequate qualified and well experienced staff to monitor the activities. Where as in 1.6.6 Technical evaluation under Team experience scoring of 3 experts is given and it is mentioned that these 3 staff must be stationed at the Directorate. Since the PMU staff have to be recruited and deployed after award of Project, the scoring may please be considered for the staff of the organization who will be monitoring the project. | As clarified vide point 9. |
| 17 TERI | | | | | |
| 18 TERI | Last day of submission | | | Considering the practical realities and courier delays due to lockdowns, the date for submission of documents may please be extended to 15 working days after pre bpd , meeting | Extended up to 09.07.2021 vide corrigendum No-4712 dtd-23.06.2021 for the revised schedule |
| 19 TERI | | | | Is it necessary for people working at the secretariat to know the local language | Not mandatory but desirable. |
| 20 TERI | | | | Is it necessary to recruit any other team members to work at the Secretariat other than three main experts | No provision for support staff. |
| 21 TERI | | | | How many Blocks have been implemented/covered in each district | The OMBADC project is to be implemented in 44 PTRCS in 24 Blocks of Mayurbhanj, Keonjhar, Sundergarh & Jajpur districts. |
| 22 TERI | | | | What is the payment schedule if in case the project is sanctioned | The bidder may propose. |

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| 23 PWC | | p-8 | Time schedule of tender process | In order to prepare our response to the RFP, we request to allow us at least 2 weeks time after publishing the response to the pre bid queries | Extended up to 09.07.2021 vide corrigendum No-4712 dtd-23.06.2021 for the revised schedule |
| 24 PWC | Point No-1.1.9 | P-10 | The applicant shall submit his proposal in four separate sealed envelopes containing and clearly marked as Earnest Money Deposit(EMD), pre-qualification Proposal, Technical Proposal and Financial Proposal placed into an outer envelope-sealed and marked " Do not open except in Presence of official appointed. The applicant shall submit the proposal by post(Registered/Speed post) only at the Directorate of Textiles. | 1. In view of the current travel restrictions due to Covid situation across the country, it is requested to allow both physical as well as online submission of proposal via email. 2. In case of online submission is not possible, may we request you to allow submission of proposal by Hand also. | Bid document may be submitted through Speed Post/Registered Post/Courier/ by Hand in drop box only within the stipulated timeframe. |
| 25 PWC | | P-12 | | May we request you to allow payment of EMD via electronic means via RTGS/NEFT | The Tender Document Fee of Rs. 10,000/- & EMD of Rs.2,50,000/- can be deposited through RTGS/NEFT apart from DD. The Bank details have been mentioned in the RFP. |
| 26 PWC | | P-16, | point-1.5.3 | we understand that power of attorney or Board resolution may be submitted to confirm Authorized Representative's authorization | Yes |
| | | P-29, | point-16 | | |
| | | P-31 | Point-15 | | |

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| 27 PWC | | P-19 | | we understand that the minimum annual turnover of INR 50 Crore from Indian operations in each of the previous three financial years (FY-2017-18, 2018-19 and 2019-20) and positive net worth is required as the qualification criteria for submitting our proposal. In order to support that Certificate from statutory auditor or audited financial statements for the last three years are required to be submitted. Request to confirm on the above understanding | Supporting documents like work order audited statements duly signed by statutory auditors or a qualified Chartered Accountant where ever required should be submitted as experience of the agency. |
| | | P-33 | In case the applicant does not have a statutory auditor, it may provide the certificate from any other Chartered Accountant | As above | |
| 28 PWC | Technical Evaluation | P-20 | Team Experience 30 Mark | | Corrigendum issued |
| 29 PWC | Mode of Selection | P21 | The Tender evaluation Committee will determine the final selection of the Agency based on their combined technical(st) and financial(St) scores using weight of 75% for Technical proposal and 25% for financial proposal | We understand the strategic importance of such projects and their impact on the livelihood of the people. Such important project needs a PMU having robust technical understanding of implementation. So we may request you to revise the mode of selection as QCBS 80:20 | No change in the 75:25 ratio as in RFP. |
| | Penalty | P-22 | | The selected agency has to provide services as per the requirements of the RFP. In case the services rendered are not as per the requirement of the Directorate, the selected agency will have to come up with a solution within a given time frame as agreed mutually falling which a penalty of 0.5% of work order value per week of delay shall be deducted from payment subject to maximum of 5% contract value | We understand that the qualified bidder should have the competency to deliver the solution within a given time frame as agreed mutually to avoid penalty. |
| 30 PWC | | | | | |

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| <p>31 PWC</p> | <p>Scope of Work</p> | <p>P-48</p> | | <p>We request to confirm the role of the consultant will be only advisory in nature and PMU team will support the related and relevant Government department in implementing the Sericulture project funded by OMBADC fund.</p> | <p>As in the RFP.</p> |
| <p>32 PWC</p> | <p>Scope of Work</p> | <p>P-48 SI No-1</p> | <p>Review effective utilization of OMBADC funds across the districts. Complete audit and submission of utilization Certificate</p> | <p>We understand that the assignment requires the PMU to assist/ support Directorate in overall supervision of the sericulture projects. However the PMU team is not expected to manage any funds on behalf of the Directorate. Further PMU is not expected to involve in any audit and issuance of utilization certificate etc.. however, it may facilitate Directorate by coordination with the relevant authorities. We request your confirmation on the above understanding.</p> | <p>The PMU Cell has to manage and monitor the progress vis- a- vis utilization of funds at field and recommend for its acceptance and rest as in the RFP.</p> |

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| <p>33 PWC</p> | <p>Scope of Work</p> | <p>P-48 SI no-3</p> | <p>Set up systems and procedures for management, implementation and monitoring of various civil construction projects taken up by Serified under OMBADC across various districts</p> | <p>We understand that the Directorate expects the PMU team to assist in conceptualization and planning of the system/ procedure to monitor the implementation of various initiatives. However all such systems as well as processes will be duly approved by the Directorate. Further, the monitoring of civil construction required a Civil Engineer to be on ground. we suggest including an additional resource in the PMU team for a period of 6 months for the first year. A civil engineer having past experience in monitoring of infrastructures projects may support in timely implementation of the project</p> | <p>Civil Engineering cell of Serified shall execute the projects. In case of necessity, resource can be hired for a specific purpose temporarily.</p> |
| <p>34 PWC</p> | <p>Scope of Work</p> | <p>SI no-4</p> | | <p>We understand that we have to provide advisory services to support the relevant department to assess the quality of the assets created/ services provided and see how far these assets/services benefited and beneficiaries. We need not to provide and certificate/quality report of the asset/ services. Please confirm whether our understanding is correct. The PMU team size is very small and the skill set availability is limited. We request you to mention that PMU team can request for appointing additional manpower with required skill sets for limited time to deliver this point. The additional consulting fee for this additional resources deployment will be based on the financial proposal submitted but the consulting company and need to be mutually agreed.</p> | <p>As in the RFP</p> |

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| 35 PWC | Scope of Work | P-49 SI No.- 5 | Implement trainings/ workshops/capacity building events as per schedule/calendar | We understand that the Directorate expects the PMU team to assist in conceptualization, planning and monitoring of the capacity building activities. Further PMU team may be involved in the Bid process management for selecting appropriate agencies for conducting trainings/ workshops/ capacity building events, etc. However PMU team may not require conducting training/workshops/capacity building events. we request confirm on the scheme. | As in the RFP. |
| 36 PWC | Financial Proposal | 1.4.7 | | It is very difficult to estimate the travel requirement of the PMU team members beyond Bhubaneswar city. And thus may we request you to allow the Consultants to quote a consulting fee exclusive of expenses related to travel, accommodation and food outside Bhubaneswar. | As in the RFP |
| 37 PWC | Penalty | 1.7.4 | | we request you to make the penalty clause clear and cap it at 10% of total project value | It is substituted as clarified vide SI No. 30. |
| 38 EY | Time Schedule | | Request to extend the last date/time for submission by at least 7-10 days | | Extended up to 09.07.2021 vide corrigendum No-4712 dtd-23.06.2021 for the revised schedule |
| 39 EY | EMD | | | Request to clarify whether the EMD should be drawn in favour of DDO or Director of Textiles | It should be drawn in favour of Director of Textiles & Handloom, Odisha only |
| 40 EY | Proposal submission by Post | 1.5.2 | | Request to provide option to submit the proposal by hand. | Proposals can be submitted by post/Courier/Dropped In Box. Due to covid-19 pandemic not received by hand |
| 41 EY | Clause 1.6.5 (9 & 11) | | Minimum Qualification Criteria | Request to remove the word allied Livelihood Sector and limit experience to 5 years | As per Corrigendum |

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| 42 EY | Clause 1.6.5 | | | Request to increase Turn Over from Rs.50.00 Crore to Rs.100.00 Crore | No change. |
| 43 EY | Clause 1.6.5 | | | The word adequate manpower means EY has more than 10000 employees. | It is concerned to the PMU Cell for which Bidding process is on. |
| 44 EY | Clause 1.6.6 | | Technical Evaluation | Request to increase the contract value of PMU experience and correct marking scheme. | Clarified at point -6 |
| 45 EY | Clause 1.6.6 | | Technical Evaluation | Request to remove the word allied sector in project experience. | As per the corrigendum |
| 46 EY | Clause1.6.6 | | Technical Evaluation | Request to correct the marking scheme in team experience | Clarified vide point No-9 |
| 47 EY | Clause1.6.6 | | Technical Evaluation | Request to remove the word allied sector in approach & methodology | As per the corrigendum |
| 48 EY | Clause1.6.7 | | Method of Selection | Request to kindly increase the weightage the technical proposal from 75 to 80 %. | As in the RFP |
| 49 EY | Clause1.7.4 | | penalty | Reduce penalty from 10 to 5% | As in the RFP |
| 50 EY | Form-3A | | SI No 11,12, & 13 in the table included with the minimum qualification criteria in clause 1.6.5 | | Clarified at point -8 |
| 51 EY | Form-4B | | Request to limit quote financial bid for 1 year only. | | Clarified at point-11 |
| 52 EY | Section -5 | Scope of work | Request to modify scope of work | | As in RFP |
| 53 EY | Section -5 | Scope of work | Request to include scope of work | | Clarified at point-25 |

Section-6

Standard form of work order

Request to include the following point limitation of liability clause 3.4.3 Except as otherwise permitted by this Agreement, neither of the parties may disclose to third parties the contents of this Agreement or any information provided by or on behalf of the other that ought reasonably to be treated as confidential and/or proprietary. Parties may, however, disclose such confidential information to the extent that it: (a) is or becomes public other than through a breach of this Agreement, (b) is subsequently received by the receiving party from a third party who, to the receiving party's knowledge, owes no obligation of confidentiality to the disclosing party with respect to that information, (c) was known to the receiving party at the time of disclosure or is thereafter created independently, (d) is disclosed as necessary to enforce the receiving party's rights under this Agreement, or (e) must be disclosed under applicable law, legal process or professional regulations. These obligations shall be valid for a period of 3 years from the date of termination of this Agreement.

As in the RFP

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| 55 EY | | Standard form of work order | <p>The Client shall not recover from the Consultant, in contract or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. The Client shall not recover from the Consultant, in contract or tort, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services.</p> | <p>As in the RFP</p> |
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Madhusmita Patnaik
Madhusmita Patnaik
 Accounts Officer

Surya N. Pattnaik
Surya. N. Pattnaik
 Joint Director of
 Sericulture (L-I), Odisha

Sasmita Puhana
Sasmita Puhana
 FA-cum-Joint Secretary
 HT&H Deptt.

23/06/2024
Director of Textiles & Handloom,
 Odisha, Bhubaneswar