

**Government of Bihar
Department of Industries**

Corrigendum

Reference No. 4/Tech./PMA/216/2017

Dated: 05/01/2019

Selection of Consultancy Firm to work as Technical Support Unit of Dept. of Industries, Govt. of Bihar, Government of Bihar (Ref No.-4/Tech./PMA/216/2017 dated 27.12.2018)

With reference to our Tender Notice no. 4/Tech./PMA/216/2017 dated 27.12.2018, a communique was published in various newspapers (Refer Advertisement No.22421,dated: 27.12.2018) mentioning the last date for bid query submission on 05.01.2019. On basis of Pre-Bid queries received from prospective bidders, query response is attached herewith. Prospective bidders can download query response on website www.industries.bih.nic.in.

Director (Technical Development),
Department of Industries, Government of Bihar

Pre-Bid Query and Response to the Request for Proposal for selection of agency to work as Technical Support Unit of Department of Industries, Government of Bihar

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1	Tender Notification	4	Rs. 10, 00,000/- (Rupees Ten Lakh Only) in the form of Bank Guarantee from a Nationalized bank/ Scheduled Bank in favour of “Department of Industries, Government of Bihar” valid for 180 days from the date of submission of Bid.		
2.	Section 2 Table 1 Point 6	11	Bid Security: The bidder shall submit Bid Security of an amount Rs. 10 Lakh (Rs Ten Lakh Only) either in the form of Demand Draft or in the form of Bank Guarantee in the prescribed form from scheduled bank of India valid up to three months beyond the bid validity period or in the form of Fixed Deposit Receipt (FDR) pledged in the name of “Department of Industries, Government of Bihar”.	In page 4 it has been mentioned EMD in the form of Bank Guarantee and in page 11, Bid security sought in form of Demand Draft. Requesting to amend the sentence as Bank Guarantee/ Demand Draft	Only Bank Guarantee is accepted “Demand Draft validity is 90 days only against as stipulated in tender notification where validity should be 180 days”
3	Section 1.12.2	9	1.12.2 It is also clarified that the Consultancy firm so selected as a result of this bid process shall not be able to Participate as a vendor to implement the IT initiatives, if any mentioned in this bid.	To be deleted	The proposed clause remains unchanged
4.	Section 2 Table 1	11	Method of Selection: Least Cost Method (L1 basis)	Since this is a consulting assignment and in order to ensure a selection of the technically competent bidder, it is suggested bid evaluation shall be done on QCBS format in 75:25 ratio, which is in line with the Combined Scores Clause given within the Manual for procurement of consultancy and other services 2017, by Department of Expenditure, Ministry of Finance, Government of India	The proposed clause remains unchanged.

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				<p>and Model RFP for Selection of Financial Consultants and Transaction Advisors issued by the planning commission and many of the RFPs being published by the GoI and State Government Departments. (details of different state governments engagements for similar assignments are enclosed herewith).</p> <p>We request to change the weightage criteria whereby the Technical weightage proposal will be allotted weightage of 75% and Financial Proposal will be allotted weightage of 25%.</p>	
5.	Section 2, Table 3 Point 1	14	<p>The bidder should be a company/ LLP registered in India under the Companies Act, 1956/ 2013 or LLP Act 2008 with a registered office and operations in India. The bidder should be operating for the last 10 years in Business Consulting as of March 31, 2018.</p> <p>The bidder should be a single legal entity for all purposes during the entire duration of the project. Joint venture or association / Consortiums are not allowed to bid is not allowed.</p>	<p>Request to allow Joint Venture/Consortium clause. As this clause is already being used in many other central govt. departments like Ministry of Road Transport and Highways, National Highway Authority of India, Airport Authority of India, Urban Development Department and at the same time quality of work is being maintained and monitored on regular basis or JV/Consortium Partner/Local Consultant should have reasonable degree of work experience with Industries Department and should have reasonable Turnover. This will ensure capacity building of Local JV/Consortium Partner and improve delivery system of various schemes of Department.</p> <p>Allow selected consultant to outsource certain consultancy services say 50% to the local constancy agency operating and having registered office in Bihar.</p>	<p>The proposed clause shall be considered revised as follows:</p> <p>"The bidder should be a company/ LLP registered in India under the Companies Act, 1956/ 2013 or LLP Act 2008 with a registered office and operations in India. The bidder should be operating for the last 5 years in Business Consulting as of March 31, 2018.</p> <p>The bidder should be a single legal entity for all purposes during the entire duration of the project. Joint venture or association / Consortiums are not allowed to bid is not allowed."</p> <p>The selected agency may outsource certain consultancy services to the local consultancy agency (registered in Bihar and operating in Bihar) which are recommended by such agencies like Bihar</p>

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					Industries Association/CII Bihar Chapter/Bihar Chamber of Commerce and Industries.
6	Section 2, Table 3 Point 1		The bidder should have a minimum annual turnover of Rs. 25 Crores or more in the last three financial years (each year) ending 31st March 2018 (FY 2015-16, 2016-17 and 2017-18) as evidenced by the audited accounts of the company. This turnover should be from business consulting related services only.	We would request you to modify the clause as: The bidder should have a minimum average annual turnover of Rs. 25 Crores or more in the last three financial years ending 31 st March 2018 (FY 2015-16,2016-17 and 2017-18) as evidenced by the audited accounts of the company. This will allow to get a large participation who are already into the similar field. We request to consider the turnover of the bidding company instead of limiting it to only the turnover from consultancy. This will encourage financially sound Companies with multidimensional experience including consultancy to participate and will give a new and practical perspective to the assignment.	The proposed clause shall be considered revised as follows: “The bidder should have a minimum annual turnover of Rs. 15 Crore or more in the last three financial year (each year) ending 31 st March 2018 (FY 2015-16, 2016-17 and 2017-18) as evidenced by the audited accounts of the company. This turnover should be from business consulting related services only”.
7				In page 4 it has been mentioned EMD in the form of Bank Guarantee and in page 11, Bid security sought in form of Demand Draft. Requesting to amend the sentence as Bank Guarantee/ Demand Draft	
8				The bidder should have a minimum annual turnover of Rs 200 Cr or more in the last three financial years (each year) ending 31st March 2018 (FY2015-16, 2016-17 and 2017-18) as evidenced by the audited accounts of the company. This turnover should be from Business consulting related services only. The Bidder should have a minimum annual turnover of INR 100 Crore from technical consultancy and transaction advisory services for Government/ Public	

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				Sector in India in each of the last 3 financial years each year) ending 31st March 2018 (FY2015-16, 2016-17 and 2017- 18) as evidenced by the audited accounts of the company.	
9.	Section 2, Table 3 Point 6		The bidder should not be associated with the Department of Industries, Govt. of Bihar in the context of any assignment (directly or indirectly)	We request the department to remove this clause so that good number of bidders can participate in the tender process.	The proposed change shall be considered revised as follows: The bidder should not be associated with the Department of Industries, Govt. of Bihar in the context of any assignment (directly or indirectly) as on date of advertisement i.e 27.12.2018 and thereafter.
10				With reference to the clause 3.9 Technical Evaluation Criteria, wherein it is mentioned that "Experience of assisting State Governments in implementation of schemes for any State or Central Government agency (preferably in Bihar)" and as per the Table 3: Pre-Qualification. The bidder should not be associated with the Department of Industries, Govt. of Bihar in the context of any assignment (directly or indirectly) both seem to be contradictory.	
11				Further, it is requested to relax this criteria so that larger participation can be encouraged for the captioned bid to make it competitive. It may please be noted that association with the Department of Industries will help in better understanding, coordination and smooth operation. Hence, it is requested to consider our request to relax this criteria specially for the assignment that are scheduled to be closed before the Bid due date	
12				Please clarify whether Consultant worked as PMA in past with Industries Department shall be eligible for bidding The bidder should not be associated with the Department of Industries, Govt. of Bihar in the context of any	

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				assignment (directly or indirectly) - This point may be dropped as normally such a criteria is not provided unless there is a clear case of conflict of interest in an assignment , which we feel is not the case here.	
13				Requesting to change the clause as: The bidder should not be associated with the Department of Industries, Govt. of Bihar in the context of any assignment under new Policies or schemes considered for implementation under the scope of work mentioned in this tender.	
14	Section 3 3.22 & 3.2.3	16	<p>3.2.2 The Financial Bids of only the technically qualified bidders will be opened for evaluation. Only those bidders who's Technical Proposals score 70 marks or more shall be technically qualified for financial bid opening.</p> <p>3.2.3. Bidders are required to provide a financial quote for providing the technical support services with the team size mentioned in the RFP. This quote shall be used for the selection of the lowest quoting bidder. However bidders are also required to provide unit rates for one quarter for each of the team members except for the Project Manager cum Team Leader. These rates shall be used for hiring additional manpower from the successful bidder in due course if required and shall be binding on the</p>	<p>The Bidder shall be selected on the basis of Quality cum Cost Based System (QCBS), whereby Technical Proposal will be allotted weightage of 75% and Financial Proposal will be allotted weightage of 25%.</p> <p>The Proposal with the lowest bid shall be given a financial score of 100 and the other proposals shall be given financial scores that are inversely proportionate to lowest Financial Proposal as stated below. The total score, both technical and financial, shall be obtained by weighing the quality and cost score and adding them up.</p> <p>Financial Proposals of only those Applicants who scores at least 60% marks in Technical Proposal evaluation shall be opened and evaluated as per financial evaluation criteria.</p> <p>The Financial Proposals shall be given scores as</p>	The proposed clause remains unchanged

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			bidders during the agreement period. The unit rates provided for the additional manpower should be same as in the main financial quote	<p>follows: $Sf = 100X \text{ Fm} / \text{Financial Proposal of Applicant under consideration}$ 1. Fm: Lowest Financial Proposal 2. Sf: Financial Score For selection of Consultant/Advisor, final ranking will be determined based on the combined total score for each Bidder separately. This will be done by applying a weight of 0.75 (or 75 %) and 0.25 (or 25%) respectively to the technical and financial scores of each qualifying Proposal.</p> <p>The Total Score of Technical Proposal and Financial Proposal shall be computed as follows: $\text{Total Score} = (\text{Te} \times 0.75) + (\text{Sf} \times 0.25)$ Te: Technical score.</p>	
15	Section 3.2.6		The bidders whose financial bid is less than the average bid price will be disqualified. Average bid price is calculated as average bid price of all technically qualified bids.	Requesting to remove the clause	The proposed clause shall be considered dropped.
16	Section 3 3.9:Technical evaluation criteria	18	<p>Experience of long term Project Management Consulting Assignment for any State or Central Government agency or any other Public Sector Undertaking or a Corporation in India</p> <ul style="list-style-type: none"> The projects should have been either 	Since both experiences include assignments for State or Central Government agency, please clarify whether an assignment for assisting State Governments in implementation of schemes for any State or Central Government agency can be considered for both (1 & 2) experience.	<p>The proposed clause shall be considered revised as follows:</p> <p>“A: Experience of long term Project Management Consulting Assignment for any State or Central Government agency or any other Public Sector Undertaking or</p>

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			<p>completed or an ongoing project as on bid submission date.</p> <ul style="list-style-type: none"> • Each Project to be of minimum duration of 2 years or more • Each Project to be of a minimum Rs. 1 crore or more in last 5 years as on bid submission date • Each project will be given 6 marks, subject to a maximum of 5 projects 	<p>Whether all 10 projects have to be different i.e. 5 projects for Management Consulting Assignment and 5 projects for implementation of schemes or a few of the projects can be common for both criteria.</p> <p>How “Project Management Consulting Assignment” can be distinguished from “assignment of implementation of schemes”</p>	<p>a Corporation in India</p> <ul style="list-style-type: none"> • The projects should have been either completed or an ongoing project as on bid submission date. • Each Project to be of minimum duration of 1 years or more • Each Project to be of a minimum Rs. 1 crore or more in last 5 years as on bid submission date • Each project will be given 6 marks, subject to a maximum of 5 projects
17			<p>Experience of assisting State Governments in implementation of schemes for any State or Central Government agency (preferably in Bihar)</p> <ul style="list-style-type: none"> • The projects should have been either completed or an ongoing project as on bid submission date. • Each project will be given 4 marks, subject to a maximum of 5 projects 	<p>Requesting to revise the sentence as Experience of long-term Project Management Consulting Assignment (PMA/PMC) for any State or Central Government agency or any other Public Sector Undertaking or a Corporation in India</p>	<p>B: Experience of assisting State Governments in implementation of schemes for any State or Central Government agency (preferably in Bihar)</p> <ul style="list-style-type: none"> • The projects should have been either completed or an ongoing project as on bid submission date. • Each Project to be of minimum duration of 1 years or more • Each Project to be of a minimum Rs. 1 crore or more in last 5 years as on bid submission date • Each project will be given 4 marks, subject to a maximum of 5 projects.”
18			<p>completed or an ongoing project as on bid submission date.</p> <ul style="list-style-type: none"> • Each project will be given 4 marks, subject to a maximum of 5 projects 	<p>Requesting to change as Each Project to be of minimum duration of 1years or more</p>	<p>Further it is clarified that an experience certificate considered in “A” shall not be considered in “B”</p>

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19			Technical Evaluation Criteria	<p>The Scope of work majorly divided into 3 major components (i) Investment Promotion & Facilitation (ii) Start up Policy implementation and (iii) Implementation of Ease of Doing reforms.</p> <p>All the 3 components are competitive in nature. To execute the scope of work consultants should require prior experience in Investment Promotion, Start up Policy Implementation and Ease of Doing reforms as per DIPP’s BRAP action plan. Apart from that the team should have prior experience of executing such assignments.</p> <p>The proposed Technical Evaluation Criteria; as proposed in Annexure- I</p>	The proposed clause remains unchanged
20			1. Firm's Experience (Marks =50: Last 3 years only (work order of the period 01 Jan 2015 – 31 Dec 2018)	Request to consider Firm’s experience for the last five years only (work order of the period 01st Jan. 2013 -31st Dec. 2018) instead of last three years	The proposed clause shall be considered revised as follows: “Firm’s experience for the last five years only(work order of the period 01 st Jan 2014- 31 Dec. 2018)”
21		Request to consider Firm's experience for the last as follows: five years only (work order of the period 1st Jan. 2013 -31st Dec. 2018)			
22	Appendix-III	20	New Clause	Our liability under this guarantee is restricted to Rupees ten lakhs only. Our guarantee shall remain in force until and thereafter all our rights under the said guarantee shall be forfeited and shall be relieved and discharged from all liabilities thereunder.	The proposed clause remains unchanged
23			If the Consultant is not the successful Consultant, upon the earlier of (i) our receipt of a copy your notification to	Request for deletion	The proposed clause remains unchanged

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			the Consultant of the name of the successful Consultant; or (ii) Ninety days after the expiration of the Consultant's proposal.		
24	Appendix III		This guarantee is subject to the Uniform Rules for Demand Guarantees, ICC Publication No. 458.	Deletion of the clause	The proposed clause remains unchanged
25	Section 4 Point 4.3.1	21	4.3.1. Implementation of Bihar Industrial Investment Promotion Policy, 2016	<p>New Addition</p> <p>a) Assistance to Department of Industries, Government of Bihar in Evaluating and Benchmarking of state Industrial areas/Park/Corridors under Industrial Park Rating System (IPRS) as recently introduced by DIPP, Government of India.</p> <p>b) Implementing the IPRS guidelines in the state</p>	The proposed clause remains unchanged
26	Section 4. Point 4.3.2	21	Implementation of "Bihar Start-up Policy, 2017"	<p>New Addition</p> <p>Support in implementing Startup Ranking Framework launched by DIPP</p> <p>It will cover all seven areas listed in the framework:</p> <ol style="list-style-type: none"> i. Startup policy and implementation ii. Incubation support iii. Seed funding support iv. Funding support: Angel and Venture funding v. Simplified regulations vi. Easing public procurement vii. Awareness and outreach <p>By Providing support in preparation of evidences to be uploaded on DIPP portal Coordination with DIPP</p>	The proposed clause remains unchanged

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				<p>Support in creating awareness of State Government entrepreneurship schemes and programs among students Assist in designing entrepreneurship focused Learning and Development modules for colleges/universities</p> <p>Support in building a Strong Start up Community Support in building mentor network in the State across sector and stage of Operation Support in leveraging corporate partnerships for the Startup ecosystem Support in development/scaling up of incubation space as required Support in Government partnerships/ MoUs with ecosystem players Support in setting up a funding support system to support incubators Facilitate access to incubation support for Startups and other premier educational institute</p>	
27	Section 4 Point 4.3.2	22	<p>4.3.4. Implementation of “Ease of Doing Business” reforms as per the recommendations of the DIPP, Government of India. for investment grounding</p> <p>a) Coordination with all concerned Departments and assist them in the implementation of the business reform action points</p> <p>b) Coordination with the Department</p>	<p>Scope of work as per the changing needs 4.3.4. Implementation of "Ease of Doing Business" reforms as per the recommendations of the DIPP, Government of India.</p> <p>a) The consultant would document the functional requirements and propose improvements for betterment and optimization of the system in consultation with Software developer and the Department.</p> <p>b) The consultant would document the business rules and</p>	The proposed clause remains unchanged

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			<p>of Industrial Policy and Promotion, Government of India for guidance and clarification</p> <p>c) Providing advisory to the designated vendor for the improvement and updating of functions of online application and approval portals</p> <p>d) Documentation of implemented business reforms action points and progress reporting</p> <p>e) Assist all concerned Departments in spreading awareness about the implemented reforms across the investors and other beneficiaries</p>	<p>applicable official checklists for approval or rejection of any service in consultation Departmental teams. The consultant would also design/ redesign the Forms, investor's checklists and the departmental checklists.</p> <p>c) The consultant would prepare a design document for existing systems and updations/ improvements which need to made for betterment of the system.</p> <p>d) The Consultant will prepare SOPS(Set of Procedures) for the smooth roll out of the application at the State and District level.</p> <p>e) The consultant would be expected to suggest re-engineering in the processes for granting approvals and service delivery through online platform.</p> <p>f) The consultant will support departments for testing of the developed applications (User Acceptance Testing) and prepare test cases for the same.</p> <p>g) The consultant will prepare requirements and plan for interfaces for integration of Single Window Clearance Portal Udyog Mitra with relevant departmental portals (State as well as Government of India) andvice-versa for automatic data/ information exchange in consultation with NIC and the Departments. The consultant would also coordinate & follow-up for implementation of portal and integration with the other systems.</p> <p>h) The consultant will prepare and document the contents/information requirements for uploading on</p>	

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				<p>the portal.</p> <p>Assistance in BRAP</p> <p>a) Assist the departments in complying with BRAP notified by DIPP and support in building necessary evidence as per DIPP requirement.</p> <p>b) Support the Government of Bihar, Department of Industries and other Departments in implementation of Ease of Doing Business Reforms as part of DIPP World Bank States Assessment Framework 2018-19 and onwards</p> <p>c) Enable optimized preparation of forthcoming DIPP-World Bank evaluation.</p> <p>d) Coordinate and assist in preparing videos of all the services under Udyog Mitra portal as well as BRAP going to be assessed by the DIPP.</p> <p>e) Prepare the Current State Assessment for Bihar with respect to the States Assessment Framework for States/UTs (DIPP guidelines) and prepare gap analysis along with all the relevant details/evidences of implementation (Orders, Notification, Web links, Screenshots, etc.)</p> <p>f) Visit the line departments to check compliance of Business Reform Action Plan2018 & identify key bottlenecks impacting the ease of doing business and the work of the department officials</p> <p>g) Study and identify amendments which may be</p>	

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				<p>required in the current relevant Acts/ Rules towards compliance to Assessment Framework</p> <p>h) Conduct periodic stakeholder consultation workshops to discuss new frameworks, proposed approaches/ methodologies to be adopted for implementation of reforms.</p> <p>i) Assist the departments in preparing, designing and uploading the evidences for the DIPP assessments & support the State in periodic preparation and submission of Action Taken Report (ATR) to DIPP.J) Develop an investor feedback mechanism to understand investor satisfaction and challenges in Ease of Doing Business and suggest measures to overcome the challenges.</p> <p>k) Conduct and organize review meetings and workshops and accordingly prepare required presentations and resource materials.</p> <p>Assistance in ushering reforms beyond BRAP Assistance in ushering reforms in business regulations and re-engineering business processes across key departments and agencies over and above BRAP based on best practices nationally and internationally. Government of Bihar would provide the list of priority departments to the selected consultant.</p>	
28	Section 4 Point 4.3.6	22	<p>4.3.6.Support on Investment Promotion activities</p> <p>a) Preparation of an investment promotion calendar for the State</p> <p>b) Preparation of shelf of investment</p>	<p>Addition of Scope under 4.3.6, but not limited</p> <p>4.3.6 Support in Investment Promotion Activities Investment Strategy</p> <p>a) Analysis of investment promotion strategies followed by other states & countries and suggesting the best</p>	The proposed clause remains unchanged

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			<p>opportunities in the state.</p> <p>c) Develop appropriate content, presentation and other promotional material (collaterals) for each of the priority sectors</p> <p>d) Assist Department of Industries in organizing investor meets, road shows (national & international), sectoral seminars and participation in national and international events.</p> <p>e) Coordinate with the national and international trade agencies and assist Department of Industries in diplomatic trade missions etc. for investment mobilization</p> <p>f) Create a comprehensive database of domestic and international potential investors in each of the identified focus sectors of the State including the investors identified during various events, investors meet etc.</p> <p>g) Assist Secretariat in actively engaging with prospective investors to facilitate them in formulating investment proposition</p>	<p>practices</p> <p>b) Design and develop an investment promotion strategy/ program and action plan for Bihar</p> <p>c) Contribute to overall intellectual input which would best showcase the state at various events</p> <p>d) Create a sector and company focused contact strategy and action plan to reach the targeted investors and to promote Bihar as an Investment destination</p> <p>e) Define Strategies and follow up mechanism to attract investors from India and specific countries for designated investment regions in Bihar, for focus sectors in the State</p> <p>f) Prepare all presentations and draft speeches for Hon'ble Chief Minister; Hon'ble Ministers; Chief Secretary; Principal Secretary- Industries and other officials for the main event and all the sub events</p> <p>Investment Monitoring & Management</p> <p>a) Provide assistance in the follow up with investors and track progress</p> <p>b) Coordinating with existing mechanism on Single Window System to ensure Investment</p> <p>c) Tracking for monitoring cases from lead generation to commercial production stages</p> <p>d) Assist in managing the Investment tracking system: Synchronize investment data across various departments with the help of the existing system developer</p>	

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				<p>e) Monitoring of Projects through online Project Monitoring System Portal and co-ordination activities with other departments wherever necessary</p> <p>f) Assistance in addressing the investor's grievances received through helpline, grievance redressal system</p> <p>g) Assisting and educating investors and potential investors in the single window clearance portal and helping investors to get necessary clearance through this online portal.</p> <p>h) Regular engagement with investors and visit to their office to maintain relationship with investors.</p>																																																																									
29	Section 4 Point 4.6	23	<p>4.6 Resource Requirement The Technical Support Unit should comprise of the following personnel who shall be stationed in Patna on a fulltime basis i.e.for36 months as mentioned below.</p> <table border="1"> <thead> <tr> <th>S.No</th> <th>Personnel</th> <th>No.</th> <th>Period</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Project Manager and Team Lead</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>2.</td> <td>Company Secretary</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>3.</td> <td>Chartered Accountant</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>4.</td> <td>Information and Communication Technology Expert</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>5.</td> <td>Project Management Consultant</td> <td>5</td> <td>36 months</td> </tr> <tr> <td colspan="2">Total</td> <td>9</td> <td></td> </tr> </tbody> </table>	S.No	Personnel	No.	Period	1.	Project Manager and Team Lead	1	36 months	2.	Company Secretary	1	36 months	3.	Chartered Accountant	1	36 months	4.	Information and Communication Technology Expert	1	36 months	5.	Project Management Consultant	5	36 months	Total		9		<p>4.6 Resource Requirement The Technical Support Unit should comprise of the following personnel who shall be stationed in Patna on a fulltime basis i.e. for 36 months as mentioned below.</p> <table border="1"> <thead> <tr> <th>S.No</th> <th>Personnel</th> <th>No.</th> <th>Period</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Project Manager and Team Lead</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>2.</td> <td>Policy Expert</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>3.</td> <td>Industrial Infrastructure Expert</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>4.</td> <td>CA or CS</td> <td>1</td> <td>36 months</td> </tr> <tr> <td>5.</td> <td>Policy Implementation Experts</td> <td>3</td> <td>36 months</td> </tr> <tr> <td>6.</td> <td>Investment Experts</td> <td>3</td> <td>36 months</td> </tr> <tr> <td>7.</td> <td>Ease of Doing Experts (Managerial Expert)</td> <td>4</td> <td>36 months</td> </tr> <tr> <td>8.</td> <td>Ease of Doing (Technical Expert)</td> <td>2</td> <td>36 months</td> </tr> <tr> <td>9.</td> <td>Support consultant/ Relationship manager</td> <td>2</td> <td>36 months</td> </tr> <tr> <td colspan="2">Total</td> <td>18</td> <td></td> </tr> </tbody> </table>	S.No	Personnel	No.	Period	1.	Project Manager and Team Lead	1	36 months	2.	Policy Expert	1	36 months	3.	Industrial Infrastructure Expert	1	36 months	4.	CA or CS	1	36 months	5.	Policy Implementation Experts	3	36 months	6.	Investment Experts	3	36 months	7.	Ease of Doing Experts (Managerial Expert)	4	36 months	8.	Ease of Doing (Technical Expert)	2	36 months	9.	Support consultant/ Relationship manager	2	36 months	Total		18		The proposed clause remains unchanged
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30	Section 4 4.7.1		Department of Industries shall pay the consultancy fee on quarterly basis for 12 quarters, at the end of each quarter on input basis.	The project demands minimum 9 experts to be deployed to Bihar for 36 months. Hence there will be considerable monthly financial outflow for the consultancy firm. Moreover, as per the Clause 4.4 (Deliverables and timelines) of Section 4 of the RFP, consultancy firm requires to submit monthly progress report and attend monthly progress review meetings every month for the entire project duration, Therefore, the suggested quarterly payment terms by authority is not based on the effort and inputs of the consultancy firm.	The proposed clause remains unchanged
31	Section 4 Point 4.8.2	23	Technical Support Unit will be responsible for the following and may include these cost in their “Out of Pocket Expense” component in their fees itself: (i) Arrange its own communication facilities (including internet facilities) necessary for the assignment excluding any printout etc. related requirements. (ii) Arrange for all local transportation, travelling within Bihar, all stay, lodging, boarding and food arrangements required for the assignment (iii) Any travel outside Bihar for project related requirements will be reimbursed based on actuals. These travel should be approved by the nodal officer before undertaking any such travel.	Please clarify whether these “Out of Pocket expenses”, for travel & stay within Bihar, may be quoted separately in financial bid or these cost has to be included in quarterly manpower rate as provided in Form C2: Breakdown of Financial Proposal	“Out of Pocket Expenses” component has to be included in quarterly manpower rate as prescribed in Form C2: Breakdown of Financial Proposal
32	5.1.4 Format power of Attorney	24	(hereinafter referred to as the "Attorney")	(hereinafter referred to as the (“Authorized Representative”))	The proposed clause remains unchanged

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			Financial Information	FY << Enter FY>>	FY << Enter FY>>	FY << Enter FY>>		
33	Section3 5.7 Form T6	30	Annual Turnover (in Rs. Crore)				<p>In form financial information is divided as:</p> <ul style="list-style-type: none"> • Annual Turnover (in Rs. Crore) • Annual Turnover from business consulting (in Rs. Crore) • Annual Turnover from Government consulting (in Rs. Crore) <p>Since it is mentioned in Table 3: Pre-qualification criteria in page no. 14, that the turnover should be from business consulting related services only, then what is the relevance of mentioning turnover from Government consulting</p>	The proposed clause remains unchanged
			Annual Turnover from Business Consulting (in Rs. Crore)					
			Annual Turnover from Government Consulting (in Rs. Crore)					
34			New Clause				<p>On site Deployment</p> <p>a) Resources deployed by Consultant may be allowed 20 (Twenty) leaves per year on pro-rata basis, however prior approval of the DEPARTMENT shall be required before availing the leave(s).</p> <p>b) The proposed team stationed in Patna for the entire project period with the exception of the Project Manager as per the requirements of the RFP. The proposed team has to follow the working hours, working days and Holidays of Bihar State Government</p>	Not accepted
35			New Clause				Department of Industries, Government of Bihar shall not recover from the bidder, in contract or tort, under statute or otherwise, any amount with	Not accepted

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				<p>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. Department of Industries shall not recover from the bidder, 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>The bidder may terminate this Agreement, or any particular Services, immediately upon written notice to the Department of Industries if the bidder reasonably determines that it can no longer provide the Services in accordance with applicable law or professional obligations</p>	

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Annexure-I			
(It has been raised by one of the bidder and it has not been accepted, please refer the point no. 19.)			
S. No.	Technical Proposal Evaluation Parameters	Max Score	Supporting Documents
A	Project Experience	60	
A1	<p>Experience of long term Project Management Consulting Assignment for any State or Central Government agency or any other Public Sector Undertaking or a Corporation in India.</p> <p>The projects should have been either completed or an ongoing project as on bid submission date. Each Project to be of minimum duration of 2 years or more</p> <p>Each Project to be of a minimum Rs.1 crore or more in last 5 years as on bid submission date</p> <p>Each will be given 4 marks, subject to a maximum of 5 projects</p>	20	Work order/ letter of contract showing the year of assignment, cost and duration of the project
A2	<p>Experience in Investment Promotion and facilitation assignments with engagement duration of at least 12 months as Consultant for State Government in India in the last 5 Years.</p> <p>Each Project: 4 marks, Maximum of 5 projects</p>	20	Letter of Award / Contract agreement showing the time period and contract value
A3	<p>Experience of working with state Government for implementation of Business Reforms Action Plan of DIPP for duration of at least 12 months as Consultant in the last 3 Years.</p> <p>States ranked in top 10 only consider for evaluation</p> <p>Each project 3 marks</p>	15	Work order/ contract agreement with state DIPP ranking in particular year.
B	Team Composition	20	
B1	Project Manager cum Team Leader (1 No.)	3	<p>Should be MBA/Post Graduate Diploma in Management/ M.Tech/ M.A. (Economics)/Chartered Accountant or equivalent from reputed institutions (Mark: 1)</p> <p>Should have minimum experience of 10years or more (Mark: 1)</p> <p>Should have experience in policy implementation Programmes, Investment promotion and facilitation and Ease</p>

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			of Doing Business (Mark:1)
B2	Policy Expert (1 No.)	1.5	Should be MBA/ equivalent management qualification with minimum 5years of experience in strategy/consulting /advisory (1 mark) Should have experience of business climate reforms/ policy reforms projects/ governance reforms/ institutional capacity building with State Governments / Central Government (0.1 mark)
B3	Industrial Infrastructure Expert (1 No.)	1.5	Should have Post Graduate in Civil/ Urban Planning/ Infrastructure Management with minimum 7 years of experience in infrastructure Advisory(1 mark) Minimum 3 years of experience in Government Sector advisory(0.5 mark)
B4	Chartered Accountant or Company Secretary	1	Should be Chartered Accountant certified from the Institute of Chartered Accountants of India or Should be Company Secretary certified from the Institute of Company Secretaries of India (0.5 mark) Should have minimum experience of 5years in project accounting, project structuring, DPR preparation and evaluation, investment promotion, grounding, business restructuring and handling the company liquidation! Winding up matters etc.(0.5 marks)
B5	Policy Implementation expert (3 No.)	3	should have experience of 5 years or more Should be CA/MBA/CS Should have experience in project accounting, project structuring, DPR Preparation and evaluation, grounding, business restructuring and State/ Central Government Scheme Implementation.(Each resource: 1 mark)
B4	Investment Promotion Expert (3 No.)	3	Should be B.Tech/MBA Should have experience of 5 years or more Should have prior experience in Investment Promotion and

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			Facilitation(Each resource: 1 Mark) Should be B.Tech /MBA /LLB /CA
B5	Ease of Doing Managerial Experts (4. No)	4	Should have prior experience in managing Business process Re-engineering, BRAP, and Assistance in ICT enablement & Automation(Each resource: 1)
B6	Ease of Doing Technical Expert (2 No.)	2	Should be B.Tech /MBA /MCA or any relevant profession certification Should have prior experience of handling BRAP / E-Governance projects(Each resource: 1 Mark)
B7	Support Consultant/ Relationship Managers (2.No)	1	Should have 3 years of experience Should have experience of handling investment promotion/ facilitation projects with the State Govt./Central Govt. in India(Each resource: 0.5 Mark)
C	Approach & Methodology	20	
C1	Understand scope of work, Approach Methodology to execute the assignment	10	Not more than 10 pages
C2	Technical Presentation	10	
	Total	100	