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Ref: AIDC/CC/KP/1/2506

Date: 18/07/2017

## CORIGENDUM No. II

**Reference:** Request for Proposal (RFP) for hiring of Knowledge Partner for Industries & Commerce Department, Government of Assam dated 27/06/2017 (Tender Reference No.: AIDC/CC/KP/1/1997)

**Date of issue of Corrigendum .** 18/07/2017

This Corrigendum No. II is issued to Clarify/Modified the following Clauses in above mentioned RFP document in view of various issues raised by intending bidders in the course of Pre Bid Discussion on 10/07/2017. The Clarifications/Modifications listed hereunder supersedes the provisions made in RFP document and to be read along with RFP document. In case of conflict of any provisions in RFP with the provision made in this Corrigendum, this corrigendum provision shall prevail.

The Bid Submission date is revised to 10-08-2017 till 3 PM, Opening of the Bid (Min eligibility criteria) shall be at 3.30 PM on 10-08-2017 and Technical bid opening will be done at 4.30 PM on 10-08-2017. The rest of the dates shall be communicated to the Bidders as applicable.

**Clarifications/Modifications to RFP document are as under: -**

Sr. No.	Clause Reference in the RFP dated 27/06/2017	Original Clause details	Revised clause
1	Section 3. Timelines and Data Sheet	Project duration - 36 months and further extendable by 24 months	Project duration - 24 months and further extendable by 24 months.
2.	Section 3. Timelines and Data Sheet	New clause inclusion at the end. Preparation and Submission of	• <b>Envelope A: Letter for Bid Submission (Form 1)</b> Supporting documents for Minimum Eligibility Criteria,

Sr. No.	Clause Reference in the RFP dated 27/06/2017	Original Clause details	Revised clause
		Proposal	<p>Tender Fee and EMD shall be placed in sealed envelope clearly marked <b>Minimum Eligibility Criteria</b>q An authorized representative of the bidder should sign all pages of the proposal. A power of Attorney (should be included in the <del>E</del>Envelope Aq for the same). A CD / pendrive containing a copy of the proposal in doc / docx / pdf format should be included.</p> <ul style="list-style-type: none"> <li>• <b>Envelope B:</b> the Technical Proposal shall be placed in a separate sealed envelope clearly marked <del>T</del>Technical Proposalq An authorized representative of the bidder should sign all pages of the proposal. Envelope B can only be opened upon qualifying Envelope A, i.e, Minimum Eligibility Criteria. A CD / pendrive containing a copy of the proposal in doc / docx / pdf format should be included.</li> <li>• <b>Envelope C:</b> Financial Proposal shall be placed in a sealed envelope clearly marked <del>F</del>Financial Proposalq An authorized representative of the bidder should sign all pages of the proposal. Envelope C can only be opened upon qualifying Envelope B, i.e, Technical Qualification.</li> <li>• <b>Envelope D:</b> Envelopes (A, B and C) shall be placed into an outer envelope (D)</li> </ul>

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			and sealed. This outer envelope shall bear the submission address and be super scribed %Response to RFP for hiring of Knowledge Partner for Industries & Commerce Department, Government of Assam+
3	4.3 MODULE 3- KNOWLEDGE MANAGEMENT and CAPACITY BUILDING	Digitization of records and creation of Document Management System for Assam Industrial Development Corporation	This is out of the Scope of Knowledge Partner (KP)
4	4.5 Module 5. Transaction Advisory service	The PMU shall carry out Transaction Advisory for industrial infrastructure projects of the Government of Assam including assistance in obtaining Central Government approval on major industrial parks / schemes/ zones/ clusters etc.	The Scope of work related to Module 5 stands deleted. However, the KP shall provide procurement related support to AIDC, as applicable.
5	Section 5 - Eligibility Criteria and proposal evaluation . 5.1. - Point 1 . Legal Entity	Legal Entity-For the purpose of this Invitation for RFP document, a Business Entity shall mean a company registered in India under the Companies Act, 1956 or a partnership firm registered under the Limited Liability Partnership Act of 2008, and operating for the last 10 years in Business Consulting as of March 31, 2016.	For the purpose of this Invitation for RFP document, a Business Entity shall mean a company registered in India under the Companies Act, 1956 or a partnership firm registered under the Limited Liability Partnership Act of 2008, and operating for the last 10 years in Business Consulting as of March 31, 2017.
6	Section 5 - Eligibility Criteria and proposal evaluation . 5.1. -	Employee Strength- The company should have at least 500 full time and permanent Staff on its rolls as on 31 <sup>st</sup>	The company should have at least 500 full time and permanent Staff on its rolls as

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	Point 3 . Employee Strength	March 2016	on 31 <sup>st</sup> March 2017
7	Section 5. Eligibility Criteria and proposal evaluation - (6. Prior Experience)	6 - Prior experience - The bidder should have served as Knowledge Partner for State or Center for their investment promotion program with a consulting fees of INR 5 crore through single contract or maximum of two contract totalling up to INR 5 crore	6 - Prior experience - The bidder should have served as Knowledge Partner for State or Center for their investment promotion program <b>or</b> central / state schemes for infrastructure investment programs with a consulting fees of INR 5 crore through single contract or maximum of two contract totalling up to INR 5 crore
8	5.2 Technical Evaluation (Firm's Experience) (Marks = 45)	<p>Experience of working with the Government of India on National Priority Projects such as Make In India, Swatch Bharat, Skill India, Digital India, Start-up India, Ease of Doing Business, etc.</p> <p>~ Each project will be given 2 marks, subject to a maximum of 10 projects.</p> <p>~ For project to be eligible, it needs to be a minimum of INR 1 crore value in last 4 years ending April 2017</p>	<p>Experience of working with the Government of India on National Priority Projects such as Make In India, Swatch Bharat, Skill India, Digital India, Start-up India, Ease of Doing Business and other similar assignments, etc.</p> <p>~ Each project will be given 2 marks, subject to a Maximum of 10 projects.</p> <p>~ For project to be eligible, it needs to be a minimum of INR 1 Crore value in last 4 years ending 31<sup>st</sup> March 2017</p>
		<p>Experience of Assisting State Governments in Investment Promotion.</p> <p>~ Marks for each project subject to a maximum of 10.</p> <p>~ Each Project to be of a minimum INR 1 crore in last 4</p>	<p>Experience of Assisting State Governments in Investment Promotion.</p> <p>~ Each project will be given 1 mark, subject to a maximum of 10 marks.</p> <p>~ Each Project to be of a</p>

Sr. No.	Clause Reference in the RFP dated 27/06/2017	Original Clause details	Revised clause
		years ending February 2017	minimum INR 1 Crore in last 5 years ending 31 <sup>st</sup> March 2017
9	5.2 Technical Evaluation (Project Team: 50 marks)	<p><b>Project Manager</b></p> <ul style="list-style-type: none"> <li>• B.E/B. Tech and MBA/PGDDB : 2 mark</li> <li>• 12 years of experience in relevant field: 2 marks</li> <li>• Should be on permanent rolls of the firm for at least 6 months: 1 mark</li> <li>• Should have strong experience of working with more than one department in Assam Government: 4 marks <ul style="list-style-type: none"> <li>“ Experience of working with 1 department: 2 marks</li> <li>“ 3 or more departments : 4 marks</li> </ul> </li> <li>• Should have experience of working with Central Government in Ease of Doing Business and Investment Promotion : 1 marks</li> </ul>	<p><b>Project Manager</b></p> <ul style="list-style-type: none"> <li>• B.E/B. Tech/CA and MBA / PGDDB / M.Tech / MS/ME or equivalent : 2 mark</li> <li>• 12 years or more of experience in relevant field: 2 marks</li> <li>• Should be on permanent rolls of the firm for at least 24 months: 1 mark</li> <li>• Should have strong experience of working with more than one department in any State Government: 4 marks <ul style="list-style-type: none"> <li>“ Experience of working with 1 department: 2 marks</li> <li>“ 2 or more departments : 4 marks</li> </ul> </li> <li>• Should have experience of working with Central Government / State Government in Ease of Doing Business and / or Investment Promotion : 1 mark</li> </ul>
		<p><b>Team Leader</b></p> <p>Should have experience of working with at least states government. 3 marks</p> <p>[Max points for Team Leader = 7]</p>	<p><b>Team Leader</b></p> <p>Should have experience of working with at least 3 states government . 3 marks</p> <p>[Max points for Team Leader = 8]</p>
		<p><b>Module Experts</b></p> <p>Minimum 3 years of relevant</p>	<p><b>Module Experts</b></p> <p>Minimum 5 years of relevant</p>

Sr. No.	Clause Reference in the RFP dated 27/06/2017	Original Clause details	Revised clause
		experience	experience
		<b>Module Experts</b> Ease of Doing Business Consultant . 1 (full time) [Max points 2]	<b>Module Experts</b> Ease of Doing Business Consultant . 2 (full time) [Max points 4]
		<b>Module Experts</b> Organizational / Institutional Restructuring Consultant	Stands deleted
		<b>Module Experts</b> New position	<b>Module Experts</b> Online Single Window Expert . 1 (full time) [Max points 2] a. BE/MBA from a recognized university b. Minimum 5 years of experience in ICT sector which includes experience in online single window system design and implementation for Government Department
		<b>Module Experts</b> New position	<b>Module Experts</b> ICT Expert . 1 (full time) [Max points 2] a. BE/MBA from a recognized university b. Minimum 5 years of experience in ICT projects in Government sector
		<b>Module Experts</b> New position	<b>Domain Expert / Sectoral Expert</b> (This position shall not be evaluated) Minimum 12 years of experience in relevant area /

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			<p>sector (such as Governance Expert, Legal Expert, Cluster Development Expert, Financial Modelling Expert, PPP Expert, Investment Promotion Expert etc.) as identified during the course of the assignment.</p> <p>The selected bidder will have to provide at least 2 CVs for the requirements identified by the client during the project period. The client will take the decision based on the suitability of the profile.</p>
10	5.10	The firm/consortium will be selected as per Quality and Cost Based Selection (QCBS) procedure. Weighing of technical score to financial score will be 80:20.	The firm will be selected as per Quality and Cost Based Selection (QCBS) procedure. Weighing of technical score to financial score will be 80:20.
11	5.11	Only those Applicants whose Technical Proposals score 65 marks or more out of 80 shall qualify for technical presentation, and shall be ranked from highest to the lowest on the basis of their technical score (ST). In the second stage, the financial evaluation will be carried out as per the Each Financial Proposal will be assigned a financial score (SF)	Only those Applicants whose Technical Proposals score 60 marks or more out of 85 shall qualify for technical presentation; the bidders shall be ranked from highest to the lowest on the basis of their technical score (ST) after the technical presentation. In the second stage, the financial evaluation will be carried out as per the Each Financial Proposal will be assigned a financial score (SF)
12	6.15.7	No bidder is allowed to modify, substitute or withdraw their bid after its submission on the portal.	No bidder is allowed to modify, substitute or withdraw their bid after its submission.

Sr. No.	Clause Reference in the RFP dated 27/06/2017	Original Clause details	Revised clause
13	6.41 Commencement of assignment	The bidder is expected to commence the Assignment within 28 Days from the date of issue of letter of acceptance.	Stands deleted.
14	6.43 Schedule of Payments	2. Twelve (12) quarterly payments of equal instalments will be paid during the assignment period of 36 months	<p><b>Mobilisation advance – 10%</b></p> <p><b>Milestone based payments</b> (Timeline in weeks is from start of engagement)</p> <ol style="list-style-type: none"> <li>1. <b>Assessment report for Ease of Doing Business in Assam</b> (6 weeks) . 5% of Contract value</li> <li>2. <b>Functional Requirement Specification for Online Single Window Clearance System</b> (10 weeks) . 5% of Contract value</li> <li>3. <b>RFP for Selection of SI for Investment Promotion Portal Development and online single window clearance system</b> (14 weeks) . 5% of Contract value</li> <li>4. <b>Design of Knowledge Management Processes and Procedures for Investment Promotion and Facilitation</b> (18 weeks) . 5% of Contract value</li> <li>5. <b>Action Plan and Strategy for AIDC for short, medium and long term in line with Departmental roadmap.</b> (24 weeks) . 5% of Contract value.</li> <li>6. <b>Selection of SI for Online Single Window Clearance System and Investment Promotion Portal</b></li> </ol>



Sr. No.	Clause Reference in the RFP dated 27/06/2017	Original Clause details	Revised clause
			<p><b>development (28 weeks) . 7% of Contract value</b></p> <p>7. <b>Long Term Industrial Infrastructure Development Plan (24 weeks) . 5% of Contract value</b></p> <p>8. <b>Setting up of Investment Facilitation Cell at AIDC (30 weeks) . 5% of Contract value</b></p> <p>9. <b>Sector Competitiveness Guide for MSME Sector (40 weeks) . 6% of Contract value</b></p> <p>10. <b>Eight (8) Quarterly payments of 5.25% each of the contract value during the assignment period of 24 months.</b></p>

**APPENDIX-III: FINANCIAL PROPOSAL** is revised as follows:-

(On the letter head of the Bidder)

(Date and Reference)

To,\*\*\* \*\*

Sub: Appointment of Consultant for \*\*\*\*\*

Sir,

I/We have perused the proposal document for subject assignment contracting scope of Work of RFP and other details and am/are willing to undertake and complete the assignment as per terms and condition stipulated in the proposal document.

<b>S. No.</b>	<b>Category</b>	<b>No of positions (A)</b>	<b>Deployment</b>	<b>Duration – months (B)</b>	<b>Rate per-man Month ('INR) (C)</b>	<b>Sub-total (AxBxC) (INR)</b>
1	Project Director	1	Part time	3		
2	Project Manager	1	Part time	12		
3	Team Leader	1	Full time	24		
4	Investment Promotion /Strategy Consultant	1	Full time	24		
5	Project Implementation Consultant	1	Full time	24		
6	Knowledge Management Consultant	1	Full time	24		
7	Project Management Consultant	1	Full time	24		
8	Research and Analysis Consultant	1	Full time	24		
9	Event Management Consultant	1	Full time	24		
10	EoDB Consultant	2	Full time	24		
11	MSME Consultant	1	Full time	24		

12	Online Single Window Expert	1	Full time	24		
13	ICT Expert	1	Full time	24		
14	Domain Experts	1	Part time	12		

The amount shall be excluding of all taxes and inclusive of all out of pocket expense.

This offer is valid for a period of 90 days from the date of opening of Financial Bid.

Signature of Authorised person

Name:

Address

**This corrigendum is issued on behalf of AIDC Ltd. by:**

**General Manager  
AIDC Ltd.**