

Phone : 2201215, 2202216
 Fax : 0361 - 2200060
 E-Mail : aidcltd@gmail.com
 CIN : U75112AS1965SGC001246

	ASSAM INDUSTRIAL DEVELOPMENT CORPORATION LTD. (A Govt. of Assam Undertaking) R. G. Baruah Road, Guwahati - 781 024 অসম ঔদ্যোগিক উন্নয়ন নিগম সীমিত (অসম চৰকাৰৰ প্ৰতিষ্ঠান) বাধাগোবিন্দ বৰুৱা পথ, গুৱাহাটী-৭৮১০২৪
---	--

Ref: AIDC/CC/KP/1/2507

Date: 18/07/2017

Response to Pre-Bid Queries - “Request for Proposal (RFP) for hiring of Knowledge Partner for Industries & Commerce Department, Government of Assam”

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
1.	Section 3 - Timelines and Data Sheet	7	<p>i. Format for Tender Fees - Demand Draft to be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+payable at Guwahati. Tender Fees should reach AIDC before the last date and time submission of response to RFP</p> <p>ii. Format for EMD - Demand Draft/ Bank Guarantee to be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+ payable at Guwahati. Tender Fees should reach AIDC before the last date and time submission of response to RFP</p>	<p>Please confirm that both Tender Fees as well as EMD can be submitted along with the proposal. It has already been mentioned in point number 6.15.10 on page number 28 which mentions that EMD shall be placed in separate envelope.</p>	<p>i. The tender fees and EMD can be submitted along with the proposal. However, the submission guideline for EMD remains unchanged and should be done as prescribed in Clause 6.15.10.</p> <p>ii. The revised clause related to Format of Tender Fees and EMD is as follows:</p> <p>a. Format for Tender Fees - Demand Draft to</p>

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
					<p>be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+payable at Guwahati. Tender Fees should be submitted along with the Technical Qualification Bid and should be placed in %Technical Qualification Bid+ envelope.</p> <p>b. <u>Format for EMD</u> - Demand Draft/ Bank Guarantee to be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+payable at Guwahati. EMD should be</p>

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
					submitted as part of the bid. Refer Clause 6.15.10 for EMD submission guideline.
2.	Section 3 - Timelines and Data Sheet	7	Format for EMD - Demand Draft/ Bank Guarantee to be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+payable at Guwahati. Tender Fees should reach AIDC before the last date and time submission of response to RFP	We understand and suggest that it should read as "EMD" instead of "Tender Fee"	Refer to our earlier response to Point #1 on this.
3.	4.5. Module 5 . Transaction Advisory Services	12	x. Develop a financial model for the Project to improve the financial / commercial viability of the project;	Given this requirement of preparing financial models, we suggest that there should be a financial modeler in the team. The suggested qualifications are: - Chartered Accountant or MBA (Finance) or equivalent - Minimum 3 years of experience - Experience of financial analysis (preferably modeling)	Refer Corrigendum No.II.
4.	4.5. Module 5 . Transaction Advisory Services	12	i. Conduct pre-feasibility studies for potential projects identified	For conducting such pre-feasibility studies, there would be requirement of domain experts. It is requested, that as part of financial bid, the bidder should also submit a flat per hour rate for domain / subject matter experts (minimum 5 years of relevant experience), services of whom would be availed after prior approval from AIDC	Refer Corrigendum No.II.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
5.	Section 5 - Eligibility Criteria and proposal evaluation	15	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.	It is requested that it should be read as March 31, 2017	Refer Corrigendum No.II..
6.	Section 5- Eligibility Criteria and proposal evaluation . Sub-section 5.1	15	Employee Strength- The company should have at least 500 full time and permanent Staff on its rolls as on 31 st March 2016	It is requested that it should be read as March 31, 2017	Refer Corrigendum No.II..
7.	Section 5 - Eligibility Criteria and proposal evaluation - Sub-section 5.1	16	The bidder should have working in the consultancy assignments for a minimum of 5 years having annual turnover of INR 10 Crore from Government/ Public Sector consulting services in India in each of the last 3 financial years	Please confirm that last three years refer to FY 2013-14, FY 2014-15 and FY 2015-16	Confirmed. The last three financial year refer to 2013-14, 2014-15 and 2015-16.
8.	5.2. Technical Evaluation	18	Firm's experience- For project to be eligible, it needs to be a minimum of INR 1 crore value in last 4 years ending April 2017	It is requested that it should be read as last 4 years ending March 2017	Refer Corrigendum No.II.
9.	5.2. Technical Evaluation	18	Firm's experience- For project to be eligible, it needs to be a minimum of INR 1 crore value in last 4 years ending April 2017	It is requested that it should be read as last 4 years ending March 2017 for both the criteria under Firm's Experience	Refer Corrigendum No.II.
10.	5.2. Technical	18	Technical Presentation on the approach and methodology	We observe that the total maximum marks as per current RFP are 95 and not 100. It is requested that the maximum marks for	Refer Corrigendum No.II.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Evaluation			technical presentation be increased to 20.	
11.	5.2. Technical Evaluation . Sub-section 5.2.8.	19	<p>Project Manager:</p> <p>a. B.E/B. Tech and MBA/PGDMB : 2 mark</p> <p>b. 12 years of experience in relevant field: 2 marks</p> <p>c. Should be on permanent rolls of the firm for at least 6 months: 1 mark</p> <p>d. Should have strong experience of working with more than one department in Assam Government: 4 marks</p> <ul style="list-style-type: none"> • Experience of working with 1 department: 2 marks • 3 or more departments : 4 marks <p>e. Should have experience of working with Central Government in Ease of Doing Business and Investment Promotion : 1 marks</p>	<p>The Project Director is already expected to have experience of working with state government of Assam. Therefore, we request that a similar experience from Project Manager (who also much like Project Director is a part-time position) should not be sought and emphasis should be given on working with multiple state governments. Therefore, the revised criteria we suggest should be:</p> <p>Should have strong experience of working with multiple state governments:</p> <ul style="list-style-type: none"> - Experience of working with 1-2 state governments: 2 marks - Experience of working with more than 3 state governments: 4 marks 	Refer Corrigendum No.II.
12.	5.2. Technical Evaluation . Sub-section 5.2.8.	20-21	MSME Consultant	We recommend that given the limited scope with respect to MSME, a specific need for MSME consultant is not required	No Change.
13.	5.2. Technical Evaluation . Sub-section 5.2.8.	21	Organizational / Institutional Restructuring Consultant	We recommend that given the limited scope with respect to restructuring, a specific need for Organizational / Institutional Restructuring consultant is not required	Refer Corrigendum No.II.
14.	Clause 1.7 and other places in the	6	Consortium	Please confirm that JV / Consortium is not permitted and any reference to the same	JV / Consortium is not permitted and reference

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	bid document			shall be omitted from the complete RFP	to the same stands deleted across the document.
15.	APPENDIX-III: FINANCIAL PROPOSAL	44	The amount shall be excluding of all taxes and inclusive of out of pocket expense	Given the scope and nature of this project, we request that out of pocket expenses should be over and above the financial bid. The out of pocket expenses shall be charged at actuals during the course of engagement and with prior approval from AIDC.	No change.
16.	4.5. Module 5 . Transaction Advisory Services	12-14	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.	Transaction Advisory Service is a specialized skill set and the scope varies a lot in terms of the projects. As the industrial development plan is to be formed as part of assignment so transaction would be clear post this stage. If we may suggest to drop this module.	Refer Corrigendum No.II.
17.	Section 3 - Timelines and Data Sheet	7	Last date and time for submission of response to RFP (Bid . Documents) : 13:00 hrs, 31.July.2017	We request you to please extend the submission date by a week.	Refer Corrigendum No.II.
18.	Section 3 - Timelines and Data Sheet	7	Date of opening of the bid (Minimum Eligibility Criteria): 14:00 hrs, 31.July.2017	As discussed in the meeting held at AIDC office on 10 th July 2017, the time be changed from 14:00 hrs to 15:00 hrs. Also the date will be changed. Please confirm the date and time for opening of the bid (Minimum Eligibility Criteria).	Refer Corrigendum No.II.
19.	Section 3 - Timelines and Data Sheet	7	Date of opening of the bid (Technical Proposal): 15:00 hrs, 31.July.2017	As discussed in the meeting held at AIDC office on 10 th July 2017, the time be changed from 15:00 hrs to 16:00 hrs. Also the date will be changed. Please confirm the date and time for opening of the bid (Technical Proposal).	Refer Corrigendum No.II.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
20.	Section 4, Terms of Reference	10-11	<p>MODULE 3- KNOWLEDGE MANAGEMENT and CAPACITY BUILDING</p> <ul style="list-style-type: none"> Digitization of records and creation of Document Management System for Assam Industrial Development Corporation 	The knowledge partner will assist in planning and selection of the IT company and software development part will not be in the scope of work. Please confirm the same.	Refer Corrigendum No.II.
21.	Section 5, Eligibility Criteria and proposal evaluation . Sub-Section 5.2 Technical evaluation table	18	Technical Presentation on the approach and methodology	The marks for the Technical presentation are increased from 15 to 20 to bring the overall scoring to 100. Please confirm the same.	No Change.
22.	Section 5, Eligibility Criteria and proposal evaluation . Sub-Section 5.2 Technical evaluation table	19-21	<p>Module Experts:</p> <ul style="list-style-type: none"> - Investment Promotion/ Strategy Consultant - Project Implementation Consultant - Knowledge Management Consultant - Project Management Consultant - Research and Analysis Consultant (Lead Generation and Investment Grounding) - Event Management Consultant - Ease of Doing Business Consultant - MSME Consultant - Organizational / Institutional Restructuring Consultant 	There are few roles which are not relevant to the scope of this project. And there are few modules which will require extra people working on it. For example, the EODB team will consist of more than 2-3 team members and infrastructure module require at least 2 team members. So we can possibly have 2 to 3 team members per module.	Refer Corrigendum No.II.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
23.	Section 6. Instructions to the bidders . Clause 6.28 and 6.41	29,33	6.28 Commencement of the Assignment: Assuming that the contract can be satisfactorily concluded in two weeks after finalizing the consultant, it is expected that the works shall commence within two weeks. 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.	The two mentioned points have different explanation about commencement of the assignment. Please clarify when the assignment will start.	Refer Corrigendum No.II.
24.	Section 3 - Timelines and Data Sheet	7	Last date and time for submission of response to RFP (Bid. Documents) is 1300hrs on July 31, 2017.	The last date and time for submission of response to RFP (Bid . Documents) may kindly be extended to 1300 hrs on August 10, 2017. The date of opening of bid may also be changed likewise.	Refer Corrigendum No.II.
25.	Section 4: Terms of Reference 4.3 Module 3, sub-point (vii) of bullet point 7	11	Digitization of records and creation of Document Management System for Assam Industrial Development Corporation.	Our understanding is that the KP will assist AIDC in creating a plan/roadmap and assist in hiring of an agency to carry out the digitization. The KP is not expected to do the digitization. Kindly confirm. .	Refer Corrigendum No.II.
26.	Section 4 . Terms of Reference - 4.5. Module 5 . Transaction	12-14	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 number of projects where transaction advisory services have to be provided have not been mentioned in the RFP. It will be helpful for the bidders if the envisaged number of transaction (approximate) is indicated in the RFP.	Refer Corrigendum No.II..

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Advisory Services				
27.	Section 5 - Eligibility Criteria and proposal evaluation - Sub-section 5.1 . Point 7 - Blacklisting	16	The bidder should never have been blacklisted, suspended or terminated by any agency of the central government, public sector undertaking or by any department of State Government in India	The bidder should never have been blacklisted, by any agency of the central government, public sector undertaking or by any department of State Government in India	No change.
28.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table . Point 1 . Firm's Experience	18	<p>The firm's experience has two criteria:</p> <ul style="list-style-type: none"> - 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. - Experience of Assisting State Governments in Investment Promotion. 	<p>The scope of service in the RFP talks about Investment promotion, EoDB assistance and Infrastructure Development / Transaction Advisory for State Government of Assam.</p> <p>Projects such as Swatch Bharat, Skill India etc. with Government of India have no relevance of any sorts with the scope of the RFP and hence are irrelevant in evaluation. Also, such projects with Govt. of India can have only 1 consultant engaged (publicly known information) thus providing an undue market advantage to the consultant in evaluation.</p> <p>Also different cut-off dates such as April 2017 and February 2017 do not make sense. Cut-off dates are usually end of financial year/bid issue date/bid submission date.</p> <p>Thus the technical evaluation criteria may be modified as under:</p> <p>(i) Experience of working with the Government of India/ Central Ministries/</p>	<p>It may be noted that we have mentioned national priority projects for illustrative purpose only and is not restrictive in nature. The consultants may include projects done with Govt. of India of national importance on similar lines.</p> <p>Refer Corrigendum No.II.</p>

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
				<p>Agencies on National Priority and Infrastructure Projects</p> <p>~ Each project will be given 2marks, subject to a maximum of 5 projects.</p> <p>~ For project to be eligible, it needs to be a minimum of INR 1 crore value in last 4 years ending March, 2017 [10marks]</p> <p>(ii)Experience of Assisting State Governments in Investment Promotion.</p> <p>~ 2 Marks for each project subject to a maximum of 10 projects.</p> <p>~ Each Project to be of a minimum INR 1 crore in last 4 years ending March 2017 [20marks]</p> <p>(ii)Technical Presentation [20marks]</p> <p>Thus total marks for Firms' –Experience will be 50 marks.</p>	
29.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table . Point 2 . Project Team	18	Project Director and Project Manager are part-time roles on the engagement.	<p>Specifying the level of involvement of the Project Director and Project Manager on the engagement will help bidders calculate cost basis the same involvement. The involvement may be as under:</p> <p>Project Director:10%</p> <p>Project Manager:25%</p>	Refer Corrigendum No.II.
30.	5.2. Technical	18-19	Project Manager	Project Manager is a senior role in the team and as such must have spent	Refer Corrigendum No.II.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Evaluation . Sub-section 5.2.8. . Table . Point 2 . Project Team		(a)B.E/ B. Tech and MBA / PGDMB: 2mark (c)Should be on permanent rolls of the firm for at least 6 months: 1mark (e) Should have experience of working with Central Government in Ease of Doing Business and Investment Promotion: 1mark	significant time in the organization to be able to understand the delivery processes and get to know the team well. E ase of Doing Business implementation actually happens in the State. The project with DIPP for EoDB is only project management. Since Assam needs to implement EoDB measures, hence evaluation of EoDB experience with State Governments is important for evaluation. Points(c) and (e)may be revised as: (a)B.E/B. Tech and MBA or Equivalent : 2mark (c)Should be on permanent rolls of the firm for at least 2 years:1 mark (e)Should have experience of working with Central Government/ State Governments on Ease of Doing Business and InvestmentPromotion:1mark	
31.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table . Point 2 . Project Team	19	Team Leader (a)BE/ B.Tech and MBA from a recognized university: 2 marks (c)Should have experience of working with at least states government. 3marks	The criteria may be revised as: Team Leader (a)BE/ BTech and MBA or Equivalent from a recognized university:2marks (c)Should have experience of working with at least 2 state governments. 3marks	Refer Corrigendum No.II.
32.	5.2. Technical Evaluation .	19	9 Module Experts: - Investment Promotion/ Strategy	These experts proposed do not seem to serve the scope of work envisaged in entirety and some of the roles are not in	Refer Corrigendum No.II.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Sub-section 5.2.8. . Table . Point 2 . Project Team		<p>Consultant</p> <ul style="list-style-type: none"> - Project Implementation Consultant - Knowledge Management Consultant - Project Management Consultant - Research and Analysis Consultant (Lead Generation and Investment Grounding) - Event Management Consultant - Ease of Doing Business Consultant - MSME Consultant - Organizational / Institutional Restructuring Consultant 	<p>line with the scope of work. The proposed experts should be as under:</p> <ul style="list-style-type: none"> - Investment Promotion / Strategy Consultants (2) - Ease of Doing Business Consultants(2) - Infrastructure and Transaction Consultants(2) - Research and Knowledge Management Consultants(2) - Organizational /Institutional Restructuring Consultant(1) 	
33.	Section 5.Eligibility Criteria and proposal evaluation. Clause5.2 Technical Evaluation , 2. Project Team [Page19-21 of 43]		<p>9 Module Experts:</p> <ul style="list-style-type: none"> a. MBA or equivalent from a recognized university b. Minimum 3 years of relevant experience 	<p>For the 9 module experts, the evaluation criteria may be specified as under:</p> <ul style="list-style-type: none"> a. MBA or equivalent from a recognized university – 1 Mark b. Minimum 3 years of relevant experience –1 Mark 	Refer Corrigendum No.II.
34.	Appendix 1: Technical Proposal Form 1, Point 6.	35-36	<p>I/We certify that in the last three years, we have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or</p>	<p>This point may kindly be revised as:</p> <p>I/We certify that in the last three years, we have neither failed to perform on any contract, as evidenced by imposition of a penalty</p>	No change.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
			contract by any public authority nor have had any contract terminated by any public authority for breach on our part.	by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant.	
35.	Section 3 - Timelines and Data Sheet and Clause 6.1	8, 24	<p>Format for Tender fees: Demand Draft to be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+payable at Guwahati. Tender Fees should reach AIDC before the last date and time submission of response to RFP</p> <p>Clause 6.1: Bid Documents for the Assignment can be collected by paying a non-refundable fee of Rs. 10,000/-(Rupees ten thousand only) in the form of demand draft in favour of Managing Director, AIDC at Guwahati, Assam. The RFP Documents can also be downloaded from the website. The applicable fee should be paid along with the RFP document at the time of submission of the same. The RFP document without requisite fee will be automatically rejected</p>	Please clarify whether the Tender Fee should be paid along with RFP before last date and time or at the time of submission of the bid.	Refer Corrigendum No.II.
36.	Section 3 - Timelines and Data Sheet	8	<p>Format for EMD: Demand Draft/ Bank Guarantee to be issued by any Nationalized / Scheduled Bank drawn in favour of %Assam Industrial Development Corporation Limited+payable at Guwahati. Tender Fees should reach AIDC before the last date and time submission of response to RFP</p>	It is understood that EMD shall be submitted along with the Technical bid. Please confirm.	Refer Corrigendum No.II.
37.	Disclaimer, Point 1.7, Section 3.	4, 8, 22	Disclaimer point no. 1.7: By purchasing the RFP, the purchaser of the RFP and each Member of a Consortium (collectively	Please clarify whether Consortium is permitted or not as point 1.7 under Disclaimer and Clause 5.10 is mentioning	Refer Corrigendum No.II..

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Timelines and Data Sheet, Section 5. Eligibility Criteria and proposal evaluation; Clause 5.10		referred to as Covenanter , shall be deemed to have confirmed that the Covenanter is fully satisfied with the process of evaluation of the Bid by the Procurer/ Authorized Representative and its decision regarding the qualification or disqualification or short-listing of the Bidders for sale of the RFP Data Sheet-Consortium/JV/Sub contracting: Not permitted Section 5: Clause 5.10: The firm/consortium will be selected as per Quality and Cost Based Selection (QCBS) procedure. Weighting of technical score to financial score will be 80:20.	the lines as Firm/Consortium	
38.	Section 6. Instruction to the bidders, Clause 6.15.7	27	No bidder is allowed to modify, substitute, or withdraw their bid after its submission on the portal.	Bid submission will be in hard copy to the designated authority and address as mentioned in RFP or to be uploaded in some portal- please clarify	Bids are to be submitted in hard copy at the address provided in the bid document.
39.	Section 6. Instruction to the bidders, Clause 6.28, Clause 6.41	29, 33	Clause 6.28- Assuming that the contract can be satisfactorily concluded in two weeks after finalizing the consultant, it is expected that the works shall commence within two weeks. Clause 6.41- The bidder is expected to commence the assignment within 28 Days from the date of issue of letter of acceptance.	Which time of commencement to be considered, please clarify	Refer to our earlier response to Point #23 on this.
40.	Section 6. Instruction to		Within 15 days of the signature of the contract, the successful contractor shall at	No Annexure II was found in the RFP- please guide from where to be collected	The format of Performance Bond will be

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	the bidders, Clause 6.29, Page 29		its own cost and expenses, furnish to The Managing Director, AIDC, a Performance Bond as per Annexure II, as sum equivalent to 5% of the total contract price. The Performance Bond shall be valid for a period of three months after the expiration date of the contract.	this	provided at the contracting stage.
41.	Section 4.3	12	Digitization of records and creation of Document Management System for Assam Industrial Development Corporation	Digitization / DMS - Kindly confirm if design and development of DMS is in the scope of the Consultant. For these activities a partner organization maybe required. Can subcon be allowed?	Refer Corrigendum No.II.
42.	Section 5		MBA or equivalent	Will MS / ME / M Tech / PMP certified / Prince 2 certified be considered equivalent for MBA? If yes, then which other qualifications will also be considered equivalent?	Refer Corrigendum No.II.
43.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table . Team Leader	20	c. Should have experience of working with at least states government. 3 marks	Will experience in ULB or PSU under state government be considered for full 3 marks?	Experience of PSU may be considered.
44.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table	20	Relevant experience	Will experience of working with private clients qualify or will it need to be for Government and Public Sectors only. Please clarify.	Experience of working with private clients will not qualify. Experience with Government and Public Sector will only qualify as relevant experience.
45.	5.2. Technical	18	Row 2 . Firm's Experience . Point 1: Marks for each project subject to a	What will be the marks for each project experience?	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Evaluation		maximum of 10		
46.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table	18-20	Core Team comprises of Project Director, Project Manager and Team Leader	Considering the emphasize of Information technology driven reforms, it is requested to consider a position of senior ICT Expert as part of Core Team	Refer Corrigendum No.II for clarification.
47.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table	18-20	Project Team	It is requested to include a position of Online Single Window Expert in the team of Module Experts	Refer Corrigendum No.II for clarification.
48.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table	18-20	Project Team . Module Experts	The Module Experts will play a critical role in the success of the initiative. Hence it is requested to consider the higher experience requirements; min 7years.	Refer Corrigendum No.II for clarification.
49.	Section 3 - Timelines and Data Sheet	7	Last date and time for submission of response to RFP (Bid . Documents) - 13:00 hrs, 31.July.2017	It is requested to give time of 4 weeks from date of release of Corrigendum	Refer Corrigendum No.II for clarification.
50.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table	18-20	Maximum Marks	The maximum marks do not sum up to 100 marks. We request the Authority to kindly clarify.	Refer Corrigendum No.II for clarification.
51.	5.2. Technical Evaluation . Sub-section 5.2.8. .	18-20	Project Team	The qualification requirements for the Project Manager, Project Director and Team Leader are very restrictive in nature. These will allow only few consultants to participate in the bid process and will limit	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Table			<p>competition.</p> <p>For all positions, we request the Authority to consider professionals from other educational backgrounds as well with the relevant experience. We propose that any professional post-qualification experience may be considered for all positions provided the experience of the expert/consultant is relevant to the scope of work for the study.</p>	
				Project Manager: We request the Authority to consider maximum 10 years of experience	Refer Corrigendum No.II for clarification.
				Team Leader: Should have experience of working with at least states governments . We request the Authority to clarify as to how this would be evaluated and scored	Refer Corrigendum No.II for clarification.
52.	Appendix1: Technical Proposal Form1, Point 6.	35-36	A Power of Attorney (PoA) in favour of the authorized signatory to sign and submit this Proposal and documents is attached herewith in Appendix II.	We request the Authority to kindly also consider Board Resolution confirming the Authority of the signatory to sign and submit the proposal	Accepted.
53.	Section5: Eligibility Criteria. Clause3 . Employee Strength		The company should have at least 500 fulltime and permanent Staff on its rolls as on 31 st March 2016	<ul style="list-style-type: none"> Since the project shall commence in FY 17-18 and most other criteria such as project experience for marking purpose and for eligibility provided in the tender is allowed till April2017, we request that the current employee strength may be considered instead of the employee strength in Mar16. Further, for delivering the project present employee strength is of 	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
				<p>greater importance.</p> <ul style="list-style-type: none"> The nature of the project makes staff strength in consultancy services relevant for the project and not that in other service lines such as tax / audit /etc. Hence, we request that only consulting staff may be considered In the period between Mar 2016 and present date, multiple factors may alter the employee strength and capabilities of an organization. Hence, we would request that fulltime and permanent staff in consultancy services as of last month or April 2017 be considered for this criteria 	
54.	Section5: Eligibility Criteria. Clause 5 - Pending Litigations		The amount involved in pending litigations against the Bidder in various Courts/Tribunals should less than the net worth of the company/firm	For proof of Clause 5, %Certificate from statutory auditor has been asked for in the tender. We would request that %Signed undertaking by the authorized signatory may be considered as proof as well for this tender	Accepted. Certificate from authorized signatory will be accepted.
55.	Section5: Eligibility Criteria. Clause 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	<ul style="list-style-type: none"> Investment promotion requires extensive promotion of the state both in India and globally to attract investment, more so foreign investment. Further, the tender refers to promotion of the state as India Express way to ASEAN, which requires foreign promotional activities as well. We would hence request that, experience of having conducted such projects either nationally or internationally both may be considered. Keeping it to only national projects may be restrictive. 	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
				<ul style="list-style-type: none"> Further, the value of the project is extremely high, especially given it is a government (state or central) project that the tender is referring to. Since, government projects are generally awarded through a competitive bidding process, we would request that the value of the project be not be considered and only experience of having worked on such projects be taken, else it may make the criteria restrictive. The scope of work for the engagement covers capacity building, developing infrastructure development plan and transaction advisory services as well. Hence, we would request that experience of having worked on such projects be considered as well else the criteria may be restrictive in nature. 	
56.	Section5: Eligibility Criteria. Clause7. Blacklisting		There should not be any non- tax pending litigation in any courts across India	Clause 5 already covers a certificate from statutory auditor that the pending litigations should be less than the net worth of the company / firm. Clause 7 (1) requires that the bidder is not blacklisted, suspended or terminated by any central or public undertaking. In view of the above points, may we request that instead of limiting the clause to non-tax litigations, AIDC may consider barring firms with any pending litigation (tax and non-tax)	Refer Corrigendum No.II for clarification.
57.	5.2. Technical Evaluation . Sub-section	18	Technical Evaluation: Marking Criteria Firm's Experience Experience of working with the Government	<ul style="list-style-type: none"> In the eligibility criteria the tender requires experience only in knowledge promotion activities for central/state government, where as in marking 	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	5.2.8. . Table . Point 1 . Firm's Experience		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>criteria experience of having worked with Gol on National Priority Projects has been awarded almost 20 marks out of 30 marks for project experience</p> <ul style="list-style-type: none"> • We would request that, experience of having worked with Gol or State Government or their undertakings may be considered as it qualifies as experience of having worked with the public sector in India. Limiting it to working with Gol on National Priority Projects such as Make in India, Swatch Bharat, etc. makes the entire criteria restrictive • The scope of work requires assistance in ease of doing business, capacity building, investment promotion, transaction advisory, etc. We would hence request that experience of the agency of having worked on such projects for the government may be considered as it may be of greater value for the project instead of experience only in priority projects. • Most of the priority projects mentioned are of recent nature as they have been introduced in the last 3 years only. Hence, the criteria may avoid covering the entire experience of a firm (especially as firms with over 10 years of registration are allowed as per eligibility criteria).Hence, we shall request for relaxing of the said criteria. • Further, it is mentioned that these projects should be of a value of at least 	

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
				<p>INR 1 crore in the last 4 years. Since, these projects may have been awarded through competitive bidding process by the government to ensure low cost to the government, such engagements may be of low fees. We would request that experience of having worked on such projects may be considered more important than the contract value.</p>	
58.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table . Point 1 . Firm's Experience	18	<p>Technical Evaluation : Marking Criteria Firm's Experience</p> <p>Experience of Assisting State Governments in Investment Promotion.</p> <p>Each Project to be of a minimum INR 1 crore in last 4 years ending February 2017</p>	<ul style="list-style-type: none"> As the scope covers many more activities like transaction advisory, capacity building, etc. only marking only on promotion experience may make it restricted select firms. Further, as government projects are tendered out to attract competitive bids, contract costs may be of low value. Hence, we would request that experience in such projects may be marked rather than the contract value We would request for relaxing the 4 years criteria, as it doesn't capture the entire experience which firms may have and instead may limit it to select firms. We would also request that since promotion requires international promotion as well, both national/international experience may be allowed for the said criteria 	Refer Corrigendum No.II for clarification.
59.	5.2. Technical Evaluation . Sub-section 5.2.8. .	18-20	Point 2 . Project Team	<ul style="list-style-type: none"> Project director is apart-time position, his/her experience of having worked on promotion projects in last 3 years may make the criteria restrictive to 	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
	Table			<p>select firms</p> <ul style="list-style-type: none"> • Further the project requires extensive national and international experience, hence we would request that marks for experience of working in Assam may make it restrictive and hence may be relaxed • As it is a part-time position, we would request that AIDC may consider awarding lesser marks for it instead of 15 marks of 50 awarded currently. • We would also request that since project experience till last 3 years is being considered for investment promotion experience, similar criteria may be applied for experience of having worked with Government of Assam 	
60.	5.2. Technical Evaluation . Sub-section 5.2.8. . Table	18-20	Project Manager	<ul style="list-style-type: none"> • Only one position in the entire list of 12 members is being awarded marks for being on the permanent payroll of the company for at least 6 months, hence we would request for relaxation of the said criteria. • We would also request that, since the project requires extensive national and international experience, hence marks for experience of working in Assam may make it restrictive 	Refer Corrigendum No.II for clarification.
61.	Section 5 . Clause 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	<p>Clause 5.11 Only those Applicants whose Technical Proposals score 65 marks or more out of 80 shall qualify for technical presentation</p> <p>As there is already a screening of</p>	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
			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)	consultants in the form of eligibility criteria, requiring 65 marks out of 80 instead of full marks may make the criteria restrictive. Hence, we would request for suitable modification of the same.	
62.	Section 5		Clause 5.12 All bids which score where price is less than 80% of the average bid price will be disqualified. Average bid price is calculated as average bid price of all technically qualified bids	<p>We would like to request AIDC for considering removal of the said criteria basis the following:</p> <ul style="list-style-type: none"> • The basic intent of QCBS criteria is to select a high quality company with best costing. The said criteria, may invariably prompt all bidders to quote an extremely high value instead of making a competitive bid, thus increasing the overall consulting value for the project significantly. • Further, the criteria may automatically disqualify the lowest bid because it may not be 80 percent of average bid. The criteria seems to favour companies which shall bid the highest value instead of lowest • The selection process is not L1 and the technical criteria is extremely stringent, further we have an eligibility criteria and on top of that firms need to score minimum 65 out of 80 (80 percent marks). After having cleared all the technical capability, in case a firm quotes a more affordable rate than other firm, it may get disqualified instead of being selected cause of the said criteria. • Since a bid has to be at least 80% of 	No Change.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
				<p>the average bid price, the entire process of computing a financial score by giving 100 marks to the lowest financial proposal may be contradictory.</p> <ul style="list-style-type: none"> In a situation where one bidder quotes an extremely high amount compared to others, such that the overall average financial bid becomes high, other bidders may automatically get disqualified as their bids may not be 80% of the average bid price. 	
63.	Section 3 - Timelines and Data sheet	8	Assignment duration - The duration of the consultancy assignment shall be three years and may be further extended by two more years on mutually agreeable terms with annually increased rate of 15% per annum per resource.	Please clarify if the annual increase is beyond the suggested duration of 3 years or is it to be built into the financial bid from year 1 itself	Refer Corrigendum No.II for clarification.
64.	Section 3 - Timelines and Data sheet	8	Consortium/JV/Sub contracting : Not permitted	Due to the varied nature of the requirements, we propose allowing of sub-contracting and JV with the lead partner being responsible for meeting deliverables. This is in line with most recent RfPs issued by central and state government agencies	Refer to our earlier response to Point #14 on this.
65.	Section 4 - Terms of Reference	11	4.3 Knowledge Management and capacity building - clause vii - Digitization of records and creation of Document Management System for Assam Industrial Development Corporation.	<p>Please clarify if the digitization effort is to be taken up by the IT partner with inputs from consultant</p> <p>Suggested changes: Assist IT vendor in Digitization of records and creation of Document Management System for Assam Industrial Development Corporation.</p>	Refer Corrigendum No.II for clarification.
66.	Section 4 - Terms of Reference	13	4.5 Module 5. Transaction Advisory service - The PMU shall carry out Transaction Advisory for industrial	<p>Please clarify</p> <p>- The number of projects / schemes which</p>	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
			infrastructure projects of the Government of Assam including RFP for Selection of Knowledge Partner for Industries Department, Govt. of Assam including assistance in obtaining Central Government approval on major industrial parks/ schemes/ zones/ clusters etc.	will require transaction advisory services? - If all of the above projects are restricted to industrial parks, zones, clusters and schemes?	
67.	Section 4 - Terms of Reference	14	4.5 B i) Conduct pre-feasibility studies for potential projects identified	Please clarify if assessing technical feasibility (e.g topographic surveys, detailed design and costing, master planning, connectivity & trunk infrastructure requirements) is part of the proposed pre-feasibility study	Refer Corrigendum No.II for clarification.
68.	Section 5 - Eligibility criteria	16	2 - Financial Capacity - The bidder should have a minimum annual turnover of INR 200 crore from Indian operations in business consulting services in each of the last three financial years (FY 2013-14, FY 2014-15 and FY 2015-16)	Since the project is to be bid by a single registered company, we request you to consider companies with turnover of >100 Cr from Indian operations in business consulting services over the last 3 financial years Suggested changes: The bidder should have a minimum annual turnover of INR 100 crore from Indian operations in business consulting services in each of the last three financial years (FY 2013-14, FY 2014-15 and FY 2015-16)	No change.
69.	Section 5 - Eligibility criteria	16	3 - Employee strength - The company should have at least 500 full time and permanent Staff on its rolls as on 31st March 2016	Employee strength is usually not a minimum criteria in most central government RFPs and is well reflected in the business turnover criteria; we request removal of this eligibility criteria	No change.
70.	Section 5 - Eligibility criteria	17	4 - Turnover from Government Consulting Services - The bidder should have working in the consultancy assignments for a minimum of 5 years having annual turnover of INR 10 Crore from	- Since global experience in working with Governments on investment programs is relevant to this engagement, we request inclusion of similar programs with governments of other countries as part of	No change.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
			Government/ Public Sector consulting services in India in each of the last 3 financial years	the eligibility criteria Suggested changes: 4 - Turnover from Government Consulting Services - The bidder should have working in the consultancy assignments for a minimum of 5 years having annual turnover of INR 10 Crore from Government/ Public Sector consulting services in India or with governments of other countries in each of the last 3 financial years	
71.	Section 5 - Eligibility criteria	17	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	- Request extension of "investment promotion program" to "investment promotion program" and "central / state schemes or infrastructure investment programs" Suggested changes: 6 - Prior experience - The bidder should have served as Knowledge Partner for State or Center for their investment promotion program or central / state schemes or 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	Refer Corrigendum No.II for clarification.
72.	Section 5.2 - Technical Evaluation	19	Firm's Experience (Marks =45) 1. 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 (20 marks) ~ Each project will be given 2 marks,	- Current requirement for full marks requires 10 central govt. projects and 10 state government project in the last 4 years by a single firm. May we request inclusion of global projects and PSUs in the same area as there are significant benefits from global experience which can be leveraged along with India experience can help in developing a best in class program for AIDC Suggested changes: Firm's Experience	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
			<p>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>2. Experience of Assisting State Governments in Investment Promotion (10 marks)</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 years ending February 2017</p> <p>3. Technical Presentation on the approach and methodology (15 marks)</p>	<p>(Marks =45)</p> <p>1. Experience of working with the Government of India and Governments of other countries on National Priority Projects such as Make In India, Swatch Bharat, Skill India, Digital India, Start-up India, Ease of Doing Business, etc. or Governments / government agencies in other countries (20 marks)</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 10 years ending April 2017</p> <p>2. Experience of Assisting State Governments, PSUs and government bodies in India or other countries in Investment Promotion over the last 10 years (10 marks)</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 10 years ending February 2017</p> <p>3. Technical Presentation on the approach and methodology (15 marks)</p>	
73.	Section 5.2 - Technical Evaluation	19	<p>Project Director (Marks = 15)</p> <p>a. Should be a Senior Member of the firm :1 mark</p> <p>b. Engineer + MBA: 2 Marks;</p> <p>c. Minimum 20 years of experience: 4</p>	<p>- c. We request revision of minimum years of experience to 15 years</p> <p>- d. We request inclusion of projects done with central government and governments of other countries in the evaluation criteria for Project Director</p>	Refer Corrigendum No.II for clarification.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
			<p>Marks;</p> <p>d. Should have worked extensive with State Governments in the last 3 years (min 5 projects): 3 Marks;</p> <p>e. Should have led at least 3 Investment Promotion Projects as Project Director or Engagement Partner: 3 Marks</p> <p>f. Should have experience of working with Government of Assam: 2 Marks</p>	<p>- e. We request extension of "Investment Promotions Program" to "investment promotion program" and "central / state schemes or infrastructure investment programs" & inclusion of similar international projects as part of the evaluation for Project director</p> <p>- f. We request removal of this requirement so as to leverage our full pool of senior program directors in our firm to find the best fit personnel for this assignment</p>	
74.	Section 5.2 - Technical Evaluation	20	<p>Project Manager (Marks = 10)</p> <p>a. B.E/B. Tech and MBA/PGDMB : 2 mark</p> <p>b. 12 years of experience in relevant field: 2 marks</p> <p>c. Should be on permanent rolls of the firm for atleast 6 months: 1 mark</p> <p>d. Should have strong experience of working with more than one department in Assam Government: 4 marks</p> <p>~ Experience of working with 1 department: 2 marks</p> <p>~ 3 or more departments : 4 marks</p> <p>e. Should have experience of working with Central Government in Ease of Doing Business and Investment Promotion : 1 marks</p>	<p>- d. We request removal of this requirement so as to leverage our full pool of senior project managers in our firm to find the best fit personnel for this assignment. Instead we propose inclusion of relevant project experience for evaluation of project manager (work with central, state, PSUs or governments / government agencies in other countries)</p> <p>- d. We request inclusion of projects with central government and governments in other countries as part of the eligible projects for evaluation for Project Manager</p> <p>- e. We propose extension of " Ease of Doing Business and Investment Promotion" to "investment promotion program" or "central / state schemes or infrastructure investment programs"</p>	Refer Corrigendum No.II for clarification

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
75.	Section 5.2 - Technical Evaluation	21	Module Experts (total 18 points for 9 module experts) a. MBA or equivalent from a recognized university b. Minimum 3 years of relevant experience	- We request inclusion of projects with central government and governments in other countries as part of the eligible projects for evaluation for module experts	Refer Corrigendum No.II for clarification
76.	Section 5.2 - Technical Evaluation	23	5.10 The firm/consortium will be selected as per Quality and Cost Based Selection (QCBS) procedure. Weighting of technical score to financial score will be 80:20	- Total score in the technical criteria totals up to 95 (45 for firm experience & 50 for team). Please clarify if the score on a total of 95 will be scaled down to 80 - The clause states firm / consortium - please clarify if consortiums are allowed to participate in the bid. This is reflected in various other places in the RFP such as Pg 36, 37, 43 (power of attorney), Pg 5 , Pg 16 clause 5.1 etc.	Refer to pre-bid clarifications and Corrigendum No.2.
77.	Section 4:Terms of Reference 4.3	11	Module 2. Lead Generation and Investment Grounding Support	Post the Advantage Assam Global Investors Summit, it is expected that the majority of the work of the KP will be to follow-up on the MOUs signed and Expressions of Interest received from various investors. We propose addition of a dedicated Investment Facilitation Cell to be set up in AIDC/ Investment Cell to cater to queries/clarifications of various potential investors. This will also help Assam improve ranking/implementation of Ease of Doing Business Reforms since in FY2017-18 and beyond, DIPP and World Bank will also assess Investor Feedback and connect in determining rankings. 2 resources may be dedicatedly positioned for the Investment Facilitation Cell. Also, it may be clearly mentioned in the	Accepted. However investment promotion works other than those related to Advantage Assam Global Investors Summit will follow.

#	Section/ Clause	Page No.	Content of RFP requiring clarification(s)	Points of Clarification	Response
				RFP that the work of the KP should not conflict with the work currently being undertaken by the KP for the Advantage Assam Global InvestorsqSummit. The major IP work for the new KP will be post the Summit.	