

Response to RFP Pre-Proposal Queries-1

Sl.	RFP Page. No.	Existing clause in RFP	Consultant's Queries	MTIPB Response
1	Page 1	Pre-Qualification Criteria, Bidder should have completed at least one consulting project in the area of MSME schemes/policies with a State Government in any of the past 3 years. (FY 17-18, FY 18-19, FY 19-20)	We request you to modify the clause as follows: Bidder should have at least one consulting project (completed / ongoing) in the area of MSME schemes/policies/governance with a State / Central Government in any of the past 3 years. (FY 17-18, FY 18-19, FY 19-20)	Accepted. Please see Corrigendum.
2	Page 1	Sl. no. 5, Pre-Qualification Criteria, Bidder should have a minimum average turnover of Rs. 10 Cr. (audited) in the previous three financial years (FY 16-17, FY 17-18, FY18-19).	We request you to modify the clause as follows: Bidder should have a minimum average turnover of Rs. 100 Cr. (audited) in the previous three financial years (FY 16-17, FY 17-18, FY18-19).	Not agreed to.
3	Page 1, Page 13 and Page 31	Pre-Qualification Criteria	In Page 31 it is mentioned that EMD should be submitted in the form of DD while in Page 1 and Page 13 it is mentioned it can be DD or Bank Guarantee. Please clarify	Either of the two - DD or Bank Guarantee are acceptable. Please see Corrigendum.
4	Page 1	Pre-Qualification (PQ) Criteria Bidder should have carried out at least one institutional development/institutional reorganization study worth at least Rs. 1 Crore in any of the past 3 years (FY 17-18, FY 18-19, FY 19-20). • Bidder should have completed at least one consulting project in the area of industrial development/sector modernization in a state worth at least Rs. 1 Crore in any of the past 3 years (FY 17-18, FY 18-19, FY 19-20) • Bidder should have completed at least one consulting project in the area of MSME schemes/policies with a State Government in any of the past 3 years. (FY 17-18, FY 18-19, FY 19-20)	The pre-qualification criteria require at least one project to qualify for the bid which may not be able to portray the experience and indepth understanding of the firm with regards to the sector. Also, the experience required as part of evaluation criteria under experts require multiple project experiences which is misaligned to the overall firm's experience. It is also requested that assignments at the Central Government level be made eligible as they are equally demonstrative of the firm's capacity to implement/ execute similar assignments and also of the experience in the relevant sectors. Further some of the large scale projects are multi-year projects and might have started in the last three years but not finished as yet so ongoing projects should be allowed. It is requested to kindly modify the PQ to allow experienced firms with similar work experiences to participate: • Bidder should have carried out at least three institutional development/institutional reorganizational study (atleast one out three should have been complete) worth at least Rs. 1 Crore in any of the past 3 years (FY 17-18, FY 18-19, FY 19-20).Bidder should have at least three consulting projects in the area of industrial development/sector modernization in centre/state worth at least Rs. 1 Crore in any of the past 3 years (FY 17-18, FY 18-19, FY 19-20) • Bidder should have worked on (completed/ ongoing) at least three consulting projects in the area of MSME schemes/policies with Central/ State Government in any of the past 3 years. (FY 17-18, FY 18-19, FY 19-20)	Central Government Projects have been now allowed for Prequalification. Ongoing projects shall also be permitted. Other suggestions are not agreed to. Please see Corrigendum.
5	Page 2	Due date & time for submission of bids, The last date for submitting the bids is 11.02.2021 up to 03:00 PM	In order to propose and engage the right 10 members as indicated in the RFP and draft a well-qualified technical proposal it is requested that the last date of submission be extended by at least 10 days i.e. February 22, 2021. Additionally, it is requested that online payment for EMD as well as online submission of proposals be facilitated in lieu of the prevailing situation.	The last date has been modified to 15/02/2021 to allow time for preparation of Technical Proposals. Other suggestions are not agreed to. Please see Corrigendum.
6	Page 2	Cl 2, Sl. 1 Pre-Qualification (PQ) Criteria	We request that you also permit Societies to bid for this project as several academic institutions (IIT, IIM, XLRI), Govt. consulting entities are registered as societies. This is also the normal practice in similar projects.	Not agreed to.

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7	Page 2	Cl 2, Sl. 2 Bidder should have carried out at least one institutional development/institutional reorganisation/study worth at least Rs. 1 Crore in any of the past 3 years (FY 17-18, FY 18-19, FY 19-20).	It is proposed to permit that the size of project be reduced to about 25 Lacs each. This is in line with the cost of work that is likely to be incurred on this study. Alternatively, the total value of works carried out in similar area (over multiple projects) can be retained at Rs. 1 Crore.	Not agreed to.
8	Page 2	Interested firms shall submit the RFP in the prescribed format up to 3:00 pm on 11.02.2021 to The Managing Director, MSME Trade and Investment Promotion Bureau (M-TIPB), 1st Floor, SIDCO Corporate Office Building, Guindy, Chennai -32.	We request you to provide two weeks' time for preparation and submission of proposal, from the date of issue of response to pre-bid queries.	The last date has been modified to 15/02/2021 to allow time for preparation of Technical Proposals. Please see Corrigendum.
9	Page 2	Key Dates Serial Number 4	Please postpone the date of submission by at least 10 days from 11th Feb 2021 as we require more time to prepare proposal document for the opportunity of this scale	The last date has been modified to 15/02/2021 to allow time for preparation of Technical Proposals. Please see Corrigendum.
10	Page 10	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part F - Data Sheet	Based on our experience in similar transformation and institutional strengthening projects, the duration of projects has been in the range of 18 months – 24 months. We request you to consider the assignment duration to be for 18 months or 24 months.	Not agreed to.
11	Page 11	Section 2: Instructions to Bidders Part A: General Provision Point 3: Conflict of Interest	Request to consider Team exclusivity for the projects instead of the entire company exclusivity regarding conflict of interest clauses. We wish to highlight that we are a large organization providing various services to various state and central government departments, PSUs, international organizations and private clients. We wish you to note that while we have a mechanism in place to identify patent and direct conflict of interests, it may not always be possible to identify any or all indirect or remote conflict of interests. Kindly appreciate that our no conflict confirmations will be subject to the foregoing.	It is clarified that Team exclusivity is implied in such a project. On the other hand, Company exclusivity is not required as per the RFP. What is required is paramountcy of the client's interest with respect to this project and non-existence of a direct conflict which can jeopardize the interests of the client and produce sub-optimal outcomes in the project.
12	Page 12	Section 2. Instructions to Bidders (ITB) and Data Sheet, A) General Provisions, 3) Conflict of Interest, b) Conflicting relationships. Relationship with the Client's staff: a Bidder (including its Experts) that has a close business or family relationship with a professional staff of the Client, who are directly or indirectly involved in any part of (i) the preparation of the Terms of Reference for the assignment, (ii) the selection process for the Contract, or (iii) the supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Client throughout the selection process and the execution of the Contract	Relationship with the Client's staff: a Bidder (including its Experts) that has a close business or family relationship with a professional staff of the Client, who are directly or indirectly involved in any part of (i) the preparation of the Terms of Reference for the assignment, (ii) the selection process for the Contract, or (iii) the supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Client throughout the selection process and the execution of the Contract.	It is clarified that the contract is liable to be cancelled only if the conflict stemming from this relationship is so serious that it cannot be resolved in a manner acceptable to the Client during the selection process and execution of the Contract.

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13	Page 14	Section 2: Instructions to Bidders Part B: Preparation of Proposals Point 12.b: Proposal Validity (SubContracting)	Currently the clause asks for resources to be on payroll of the PMC and HR / Authorized signatory to provide certificate. Requesting the agency to exclude some of the positions which are not core capability of the PMC. In case the above position is not acceptable, we request the agency to allow the PMC to sub-contract few of the roles which are not the core competencies of the PMCs. The PMC to provide certificate from HR / Authorized signatory to ensure the availability of the resources throughout the project	The qualification requirements have been amended. Please see Corrigendum.
14	Page 14-15	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part B- Preparation of Proposals, Point No. 12 b: Sub-Contracting, 12.7 Sub-Contracting of Key Experts is not allowed, and all the resources should be on the payroll of the Project Management Consultant 12.8 Project Management Consultant to provide a Self-Certificate from its Head-HR or Authorized Signatory that the resources deployed on the Project is on the Payroll of the Project Management Consultant, at the start of the project. This Certificate needs to be provided every 6 months.	We request you to modify the clauses as follows: 12.7 Sub-Contracting of Key Experts is not allowed. All the resources should be on the payroll of the Project Management Consultant at the time of deployment for the project. 12.8 Project Management Consultant to provide a Self-Certificate from its Head-HR or Authorized Signatory that the resources deployed on the Project is on the Payroll of the Project Management Consultant, at the time of deployment for the project. This Certificate needs to be provided every 6 months.	Accepted. Please see Corrigendum.
15	Page 16	Section 2: Instructions to Bidders Part C: Submission, Opening and Evaluation Point 16.2: Submission, Sealing, and Marking of Proposals	Kindly allow submission of a Board Resolution in place of a Power of Attorney to identify the authorized person	Accepted. Please see Corrigendum.
16	Page 18	Section 2: Instructions to Bidders Part C: Submission, Opening and Evaluation Point 22: Financial Proposal for Least Cost Selection (LCS)	Kindly use QCBS method for selection of the consultants instead of LCS. Generally, QCBS is more preferred selection method for projects of this scale and quality.	The selection method has been modified. Please see Corrigendum.
17	Page 18	Section 2: Instructions to Bidders Part D: Negotiations and Awards Point 23 a: Availability of Key Experts	Considering the projects is mix of both milestones based and time-based items. Requesting the agency to relax the attendance requirement of the Experts as the project will run on module-based approach. Thus, availability of all the experts at all the time might not be efficient	The requirements have been reconsidered. Please see the Corrigendum.

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18	Page 18	Clause 2.1, Data sheet Method of selection: Least-Cost Selection (LCS)	Evaluation criteria for hiring of consultants is typically based on Quality and Cost Based Selection (QCBS) criteria to ensure selection of the right consultant with the requisite experience (demonstrated by project credentials), technical capability (indicated through approach and methodology) and right team to deliver the scope. In lieu of these factors and to ensure high quality resource deployment to ensure success of the project, it is requested that the evaluation criteria be revised to QCBS with weightage of the technical scores as 80% and weightage for the financial scores as 20%.	The selection method has been modified. Please see Corrigendum.
19	Page 18	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part D- Negotiations and Award, Point No. 23 a: Availability of Key Experts	We request you to consider mobilization of key experts on-site at client premises as per the staffing schedule proposed by the consultant in Form TECH-6 (page 41) in RFP, and accordingly modify clauses pertaining to availability of key experts.	Clauses regarding team deployment and on-site presence have been modified. Please see the Corrigendum.
20	Page 19-20	Section 26: Bank Guarantee issued by one of the Nationalized Banks in India	Request you to broaden the clause and allow Bank Guarantee issued from any of the Commercial Banks as eligible	Accepted. Please see Corrigendum.
21	Page 20	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part D- Negotiations and Award, Point No. 27: Liquidated Damages	We request you to add the following clause: The Liquidated Damages will be applicable only if the delay is solely attributable to the Consultant / Bidder.	As per Clause 27.6 of ITB, "Delivery period may be extended if the delay is on account of hindrances beyond the control of the bidder." The suggested modification is covered under this clause.
22	Page 21	Section 2: Instructions to Bidders Part D: Negotiations and Awards Point 29: Penalty clause	Currently the maximum extent of penalty is 10% of the work order amount. Requesting the agency to bring down the penalty to 5% of the work order amount.	Not agreed to.
23	Page 21	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part D- Negotiations and Award, Point No. 29: Penalty Clause, 29.1. The successful bidder shall render services strictly adhering to the milestones in the Letter of Award. Any delay in achieving the milestones except approved by MTIPB in writing shall attract a penalty of 1.0% of total value of work order per week of the delay subject to a maximum of 10.0 % of the value of work order. If the delay is beyond 30 days, then client has the right to issue the termination notice	Section 2: We request you to modify the clause as follows: The successful bidder shall render services strictly adhering to the milestones in the Letter of Award. Any delay in achieving the milestones except approved by MTIPB in writing shall attract a penalty of 1.0% of total value of work order per week of the delay subject to a maximum of 5.0 % of the value of work order. If the delay is beyond 30 days, then client has the right to issue the termination notice	Not agreed to.
24	Page 21	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part D- Negotiations and Award, Point No. 29: Penalty Clause	We request you to add the following clause: The Penalty will be applicable only if the delay is solely attributable to the Consultant / Bidder.	Accepted. Clause suitably amended. Please see Corrigendum.

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25	Page 25	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part E- Other Terms and Conditions, Point 36, Termination	We request you to add the following clause: Corporate Consultant may terminate this Agreement by a written notice to client if Corporate Consultant determines that a law, regulation or anything having similar import, or a circumstances (including cases where client's ownership or constitution has changed), makes Corporate Consultant performance of the Contract impermissible or in conflict with independence or professional rules applicable to Corporate Consultant.	A modified version of the suggested clause has been added. Please see Corrigendum.
26	Page.29	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part F - Data Sheet, ITB Clause 2.1, Method of selection: Least-Cost Selection (LCS)	Selection of consultant on least cost basis may lead to a compromise in the quality of professional services. Since this project is strategic in nature and requires varied skill sets, we request you to consider Quality and Cost Based Selection (QCBS) and give 80% weight for Technical score and 20% weight for Financial score.	The selection method has been modified. Please see Corrigendum.
27	Page 31	Evaluation Criteria Point A: Approach and Methodology	Currently the RfP suggests 10 points for Approach & Methodology (A&M). Project of this scale required clear understanding of the problem statement. The A&M section will allow the agency to understand the view of the PMCs and their approach to solve the issue. Requesting the agency to provide 30-point weightage to A&M.	The selection method and evaluation mechanism have been modified. Please see Corrigendum.
28	Page 31 -32	Evaluation Criteria Point B: Profile of the Team – Individual CVs Serial Number: I (Project Leader)	Currently, the criteria for Team Leader appears very restrictive. Kindly replace the requirement of Formal specialisation in process reengineering/industrial engineering or equivalent. [If yes – 4 points; else 0]. to Post Graduate degree in Business Administration / Industrial Engineering / Operations Management or equivalent Kindly replace the requirement of S/he should have international work experience relevant to MSMEs/Industry in another country. [1 point for each year of experience; maximum 4 points]. to 2 countries	The evaluation mechanism and point spread has been modified. Please see Corrigendum.

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29	Page 31-33	<p>Profile of the Team – Individual CVs Project leader:</p> <ul style="list-style-type: none"> • Should have led organization design, process re-engineering, and HR policy design studies in central and state government [1 mark per study; maximum 5 points]. • Formal specialization in process re-engineering/industrial engineering or equivalent [If yes – 4 points; else 0]. • S/he should have international work experience relevant to MSMEs / Industry in another country. [1 point for each year of experience; maximum 4 points]. 	<p>The core expertise required with respect to Project Leader is MSME sector development/facilitation, investment promotion. This necessarily does not include experience in organization design, process re-engineering, and HR policy design etc (which is more specific to the institutional strengthening expert) which is one of the criteria and it is expected that the leader should have worked on 5 such studies. It is suggested that instead of this criteria, the number of projects in the MSME sector should be given more weightage and the number of projects relevant to this could be increased</p> <ul style="list-style-type: none"> • It is requested to clarify the term ' formal specialisation' in process re-engineering. Does this pertain to educational qualification? • Given the indigenous nature of scope of work, it is requested to relax the points associated with work experience in international domain. Suggested clause: <ul style="list-style-type: none"> o S/he should have international work experience relevant to MSMEs / Industry in another country. [2 point for each country of experience; maximum 4 points]. 	The evaluation mechanism and point spread has been modified. Please see Corrigendum.
30	Page 32	Profile of the Team – Individual CVs, Trade Promotion Expert:	<p>Any professional who has experience of working with Export Promotion Councils/ Industry Associations would have primarily worked on trade promotion and import/ export facilitation and have understanding of trade procedures, compliances, regulations etc. The resource would not have hands on expertise in import/ export.</p> <p>It is suggested that the criteria for hands on expertise in import/ export be removed and instead the number of trade facilitation projects undertaken could be given more weightage.</p>	Not agreed to.
31	Page 32	Profile of the Team – Individual CVs, Manufacturing Expert	<p>The expert is required to have understanding of the manufacturing landscape with respect to MSMEs in the country and specifically with respect to Tamil Nadu. While international exposure is desirable, experience of working in 3 countries out of a total 8 years of experience seems challenging. It is requested to remove the criteria associated with work experience in international domain or it could be restricted to any one country other than India.</p>	The evaluation mechanism and point spread has been modified. Please see Corrigendum.

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32	Page 31	Evaluation Criteria (100 Points) A. Approach and Methodology (10 points) B. Profile of the Team – Individual CVs (90 points)	In order to select the right consultant, it is important for the client to also consider the past experience of the consultant in order to ensure preparedness of the consultant to leverage best practices and deliver in a tried and tested methodology. Typically, any such RFP for engagement of consultant would include a technical evaluation criterion that consists of: a) Experience of the Consultant (15-25% marks) b) Approach and Methodology (20-40% marks) c) Profile of the Team – Individual CVs (35% - 65%) Request you to please include experience of the consultant as part of the evaluation and modify the rest of the parameters accordingly.	The evaluation mechanism and point spread has been modified. Please see Corrigendum.
33	Page 31	Evaluation Criteria (100 Points) B. Profile of the Team – Individual CVs (90 points)	The experience requirements indicated for the key personnel are highly restrictive and it will be very difficult for any firm to find the right candidates in the market that meet all the requirements as indicated in the RFP e.g. the candidate for Project Leader with minimum 12 year of experience in Government Consulting and is also expected to have 4 years of international experience and 12 specific type of experience requirement (under 3 separate categories). Request you to please make the profile requirements less restrictive to higher participation.	The evaluation mechanism and point spread has been modified. Please see Corrigendum.
34	Page 32	B. Profile of the Team – Individual CVs (90 points) Project Leader (20 points) • Formal specialisation in process re-engineering/industrial engineering or equivalent. [If yes – 4 points; else 0]. • S/he should have international work experience relevant to MSMEs/Industry in another country. [1 point for each year of experience; maximum 4 points].	Please specify what you mean by formal specialisation in process re-engineering/industrial engineering? Are you referring to any specific degrees or certifications?	The said requirement has been waived. Please see Corrigendum.
35	Page 32	B. Profile of the Team – Individual CVs (90 points) Trade Promotion Hands on expertise in import and export of products [1 point for each Rs. 5 Crore of imports/exports handled: maximum 3 points]. Expert (15 points)	Please specify the method for verification of the following criteria: Hands on expertise in import and export of products?	It is clarified that Hands on expertise in import and export will be verified by looking at the past experience of the said resource person. For scoring on this criteria, the individual should have worked in the core trade operations of a company involved in export/import of a product or a service.
36	Page 32	Section 2: Instruction to Bidders (ITB) and Data Sheet, Part F - Data Sheet, ITB Clause 21.1, Evaluation Criteria, Part B – Profile of the team, Sl.No. 1 - Project Leader Formal specialisation in process re-engineering/industrial engineering or equivalent. [If yes – 4 points; else 0].	We request you to modify the clause as follows: "Should have led process re-engineering projects for government entities" - 1 point per study, maximum of 4 points.	The said requirement has been waived. Please see Corrigendum.

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37	Page 33	B. Profile of the Team – Individual CVs (90 points), Support Team [5 members; 5x2 = 10 points] S/he should have a post-graduate degree (Public Policy/ Economics/ Management/ with minimum of 3 years of work experience in the relevant area.	Given the strong expertise of core staff as laid out in evaluation criteria, support consultants for relevant work experience with Graduate degrees would be appropriate for project delivery. Kindly revise the criteria to Graduate to ensure successful deployment. Please include engineering as part of the acceptable degrees as several resources working in the MSME sector come from an engineering background. In addition, include graduating degree in marketing for resources with expertise in PR/Marketing/ Branding/Social Media	The evaluation mechanism and point spread has been modified. Please see Corrigendum.
38	Page 33	Evaluation Criteria A and Evaluation Criteria B, The bidders who secure at least 80% of the points in the Evaluation Criteria A and B above will be shortlisted and only their financial bids will be opened	Clarification is required if 80% would be applied on A and B separately or A and B as a whole.	The evaluation mechanism and point spread has been modified. Please see Corrigendum.
39	Page 33	21.1, Sl. 6 Support Team [5 members; 5x2 = 10 points]	Proposed to modify the qualification of the Support team as follows: PG + 2 Years (or) Graduate + 3 Years relevant experience. This is in line with standard consulting bids of similar nature.	The evaluation mechanism and point spread has been modified. Please see Corrigendum.
40	Page 31-33	Evaluation Criteria Approach and Methodology (10 points) Profile of the Team – Individual CVs (90 points)	The nature of scope of work involves research, surveys, evaluation, organizational setup, training, social media support along with investment facilitation and export promotion. These activities need to be completed within a duration of 10 months which requires a strategic and customized quick paced approach to complete the deliverables within timelines while ensuring that the outcomes as envisaged are achieved. Given the niche area of work and tailored methodology required, request you to assign at least 40 points against Approach and Methodology & technical presentation and the points allocated to the resources could be 60. This would also be a reflection of the bidder firm's commitment to the project beyond the allocated resources.	The selection method and evaluation mechanism have been modified. Please see Corrigendum.
41	Page 35	Bidder should have carried out at least one institutional development/institutional reorganisation study worth at least Rs. 1 Crore in the past 3 years	EY LLP has conducted multiple institutional development/institutional reorganisation studies of varied scope. Clarification is requested that projects that involve support for organization transformation, governance frameworks, internal capacity building etc will be accepted as eligible projects under this category.	It is clarified that these kinds of projects will be allowed under the said criteria
42	Page 35	FORM PRE-QUAL-1 Compliance Sheet Format	Please consider the ongoing projects as eligible projects. And, consider signed work order as proof of the project	Ongoing Projects have been now permitted for Prequalification. Please see Corrigendum.
43	Page 41	Form Tech 6 Team Composition, Assignment, and Key Experts' Inputs Support Team (10 Nos; create separate rows for each named resource)	The evaluation criteria mentions 5 resources while Form Tech 6 mentions 10 support resources. Please clarify	5 Support resources are required. The clause has been amended. Please see Corrigendum.

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44	Page 48	Section 5: terms of Reference Articulating MSME Strategy, Do a quick study of entities in the government MSME ecosystem in GoTN.	Request you to please provide details as to what will be the nature, scope and expected outcomes of study to be conducted	It is clarified that it would require only a simple and quick analysis of the different entities in the MSME Department in terms of their functions and work allocation. This would help in deciding MTIPB's role and mandate in the Government MSME setup to avoid overlaps with other departments. This is to help in deciding the vision, mission and long term strategy for MTIPB. The focus of the analysis must be keeping in mind this objective and the objective is not to undertake an in-depth study of other agencies which is beyond the scope of this project.
45	Page 48	Section 5: terms of Reference Articulating MSME Strategy Based on 1 to 3 above, recommend an MSME Strategy for supporting MSMEs in TN – in line with the overall intent of the state.	Since the MSME Strategy design is the basic building block for this engagement and subsequent deliverables have a dependency on it, request you to extend the timelines is T0+30 days to T+ 90 days as this requires multiple stakeholders meeting and conducting evaluation studies / benchmarking which would be difficult to cover in a short span of 30 days.	As indicated in the RFP, the milestone and delivery schedule may be negotiated with the successful bidder to provide more flexibility and operational autonomy.
46	Page.49	Section 5 – Terms of Reference, Point no. 3 – Growing M-TIPB, Part B – PR, Social Media Support, Assist M – TIPB in preparation and usage of standardized marketing collateral templates. This shall include the design of creatives, social media posts, articles, write-ups, social-media imagery etc. and their promotion on social-media channels.	We understand that the consultant is required to provide support in preparation of content and design only, and any cost relating to printing will be borne by client. Please confirm.	Yes. The understanding is correct.
47	Page 49	Section 5 – Terms of Reference	We understand that any travel, boarding and lodging expenses that may be incurred by the consultant for visit to District Industries Centre or other field offices of MSME (based on project requirement and with prior approval of client) will be reimbursed by client. Please confirm.	Suitable modifications have been made. Please see Corrigendum
48	Page.50	Section 5: terms of Reference Investment Facilitation Training and capacity building of DIC staff to equip them with necessary soft skills and orient them towards investment promotion and facilitation.	The scope of work under Investment facilitation covers an additional scope of skill training and capacity building which requires a different skillset. Request you to kindly accommodate a Capacity Building expert in the profile.	The request could not be agreed to.
49	Page 54	Deliverables, Output and Payment Schedule	The timeline of the project is 12 months including 2 months of Knowledge Transfer Activity. Considering the amount of work, requesting the agency to increase the timelines to 15 months	The request could not be agreed to.
50	Page 55	Deliverables, Output and Payment Schedule	It is proposed that the number of milestones (Sl. 1 to 20) be reduced to around 10. Point No. 21 may be retained as is. This is to simplify the overall project administration.	The request could not be agreed to.

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51	Page 55	Deliverables, Output and Payment Schedule	The scope of work envisaged under the project is very comprehensive, involves coordination with multiple stakeholders and creation of comprehensive databases/ profiles/ reports which we feel is a very time consuming exercise and difficult to execute in 10 months. It is requested that the duration of the project be relooked and increased.	The request could not be agreed to.
52	Page 57	Section 5. Terms of Reference, DELIVERABLES, OUTPUT and payment schedule, The Project Head in consultation with the M-TIPB shall assign tasks / role as mentioned in proposed PMC Structure to individual resource persons	Is the client expecting the full 10-member team to be deployed full-time out of the M-TIPB office or is the consultant free to recommend the deployment based on the effort for the deliverables as prescribed in the section.	Clauses regarding team deployment and on-site presence have been modified. Please see the Corrigendum.
53	Not specified	Online bid notification	In the online bid notification the tentative budget was indicated as Rs. 1 Cr. Please clarify if this is the upper cap within which the quotes must be provided. Such an indicative limit may result in bids coming in at rates lower than those feasible - thereby compromising the quality of work.	It is clarified that it is only an indicative number and does not create any constraint on the bid amount
54	Not specified	Pre-Qualification (PQ) Criteria	The nature of work to be carried out spans the following areas: 1) Institutional 2) MSME engagement, exports, events etc. We request that the bids be permitted to be submitted as Joint Ventures since these are very distinct. There can be one lead bidder - clearly identified; but the qualifying criteria can be met by either one of the bidders. Similarly, the profiles of individuals also can be from both entities.	Not agreed to.
55	Not Specified	Tender Value as mentioned in www.tenders.tn.gov.in, Tender Value: INR 100,00,000	Kindly clarify whether the consultant is required to quote within the tender value mentioned in www.tenders.tn.gov.in	It is clarified that it is only an indicative number and does not create any constraint on the bid amount
56	Not Specified	Bid Submission Date	Considering the scale of the project, the prerequisites, and in order to deliver an effective approach towards implementing the program, it is requested that the bid submission date be extended by two weeks.	The last date has been modified to 15/02/2021 to allow time for preparation of Technical Proposals. Please see Corrigendum.