



Office of the
NAGALAND BAMBOO DEVELOPMENT AGENCY
Chümoukedima: Nagaland



NO.NBM-IT/ADB/2024/05

20th March 2024

MEETING MINUTES OF PREBID MEETING

Name of work : -REQUEST FOR PROPOSAL FOR SELECTION OF CONSULTANT FOR PREPARATION OF FEASIBILITY STUDY REPORT, PRELIMINARY PROJECT DESIGN AND DETAILED PROJECT REPORT FOR BAMBOO VALUE CHAIN PROJECT IN NAGALAND

RPF No : - NBM-IT/ADB/2024

The response to the queries received from the bidders for the above-mentioned RFP are as follows :-

Sl.No.	RFP Reference (Clause no/page) as per Queries received	Content of RFP requiring clarification	Points of clarification required	Response from NBDA
1.	Point 3.4;Pg 7	The Bidder should have an average annual turnover of more than INR 20 crores from consulting/advisory services in last 3 years. (2020-21,2021-22 and 2022-23)	Average annual turnover shall be reduced to Rs.10 crore	<p>Agreed</p> <p>The revised clause is as follows: "The Bidder should have an average annual turnover of more than INR 10 crores from consulting/advisory services in last 3 years. (2020-21,2021-22 and 2022-23)"</p> <p>Revised Evaluation Criteria: Financial strength: Average annual turnover from consulting/advisory services within the last three Financial Years (FY 2020-21, FY 2021-22, FY 2022-23):</p> <ul style="list-style-type: none">• More than INR 10 crores – INR 50 crores – 3 marks• More than INR 50 crores to INR 100 crores – 5 marks• More than INR 100 crores – 10 marks



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2.	Point 3.12.7;Pg 9	Bidding in consortium/ JV shall not be allowed.	Consortium shall be allowed	No Change
3.	Point 4.14.1; Pg 12 Under Technical Evaluation Criteria (A.1)	Financial strength: Average annual turnover from consulting/advisory services within the last three Financial Years (FY 2020-21, FY 2021-22, FY 2022-23): <ul style="list-style-type: none">• More than INR 20 crores – INR 50 crores – 3 marks• More than INR 50 crores to INR 100 crores – 5 marks• More than INR 100 crores – 10 marks	We request the following changes to be considered: <ul style="list-style-type: none">• More than INR 20 crores – INR 100 crores – 3 marks• More than INR 100 crores to INR 200 crores – 5 marks• More than INR 200 crores – 10 marks	Refer Sl. No. 1 for the change
4.	Point 4.14.1; Pg 12 Under Technical Evaluation Criteria (A.3)	Experience of Agency PMA/ PMU/ PMC with Central Govt./ State Govt. in Agriculture and allied sectors in last 5 years. Each Project with the completion of minimum duration of 2 years shall be considered. (2.5 marks per assignment)	We understand that by PMA/PMU/PMC, it is meant that the bidder has a project team that is deployed with any Central Govt./ State Govt. in Agriculture and allied sectors in the last 5 years.	The understanding is correct. We will evaluate those projects only where the bidders have deployed team members for execution/implementation of projects with Central Govt./ State Govt. in Agriculture and allied sectors in last 5 years. Each Project with the completion of minimum duration of 2 years shall be considered. (2.5 marks per assignment – Total 15 marks)



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5.	Appendix A: Covering Letter; Pg 15; Sl No: 1.a	“that notwithstanding any qualifications or conditions, whether implied or otherwise, contained in our Proposal, we hereby represent and confirm that our Proposal is unqualified and unconditional in all respects, and we agree to the terms of the proposed Agreement, a draft of which also forms a part of the RFP document provided to us.”	<p>We request the following change to be considered:</p> <p>“that notwithstanding any qualifications or conditions, whether implied or otherwise, contained in our Proposal, and we agree to the terms of the proposed Agreement, a draft of which also forms a part of the RFP document provided to us.”</p>	<p>Agreed; Revised clause is as follows:</p> <p>“that notwithstanding any qualifications or conditions, whether implied or otherwise, contained in our Proposal, and we agree to the terms of the proposed Agreement, a draft of which also forms a part of the RFP document provided to us.”</p>
6.	Point 3.4 (iv); Pg 7 Under Minimum Eligibility Criteria)	The Bidder should have experience in handling at least one project (completed/ongoing) as a Consultant in North-East India with a minimum fee of INR 1 crore.	<p>We request the following changes to be considered:</p> <p>The Bidder should have experience in handling at least one project (completed/ongoing) as a Consultant in India with a minimum fee of INR 1 crore.</p>	<p style="text-align: center;">No Change</p> <p style="text-align: center;">As per the RFP</p>
7.	Point 4.14.4 (i); Pg 13 Under Technical Evaluation Criteria	The Bidder is required to achieve a minimum score of 60 marks in their technical proposal.	<p>We request the following changes to be considered:</p> <p>The Bidder is required to achieve a minimum score of 70 marks in their technical proposal.</p>	<p style="text-align: center;">No Change</p> <p style="text-align: center;">As per the RFP</p>



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8.	Appendix E: Particulars of Key Experts; Pg 19; SI No: 2	Educational Qualification: MBA in Finance/ CA/ Equivalent	<p>We request the following change to be considered:</p> <p>Educational Qualification: Post graduate or Masters in Finance / MBA in Finance/ CA/ Equivalent</p>	<p style="text-align: center;">Agreed</p> <p>Revised Criteria is as follows:</p> <p>Post graduate in Finance/Masters in Finance / MBA in Finance/ CA/ Equivalent</p>
9.	Page 12 Point no.2, clause 4.14.4 of Section 4 of RFP	<p>The bidder should have existing office in any of the North-Eastern States operational from a minimum duration of 12 months-5 marks</p> <p>5 Additional Marks if the agency has a valid trade license for any of the NE States</p>	<p>As per clause 3.4 Minimum Eligibility Criteria of the RFP, bidder registered in India and experience of handling at least 1 project in North East India would be eligible to participate. However as per the evaluation criteria, marks have been allocated for existing office in North East India along with trade license in the region. This is a restrictive condition for participation of the bidders, as the eligible bidder is highlighting experience of working in the region. Such a clause would reduce participation and ultimately defeat the purpose of a transparent procurement process. Hence, we request the Authority to kindly delete the above-mentioned clause as a part of technical evaluation.</p>	<p style="text-align: center;">No Change</p> <p style="text-align: center;">As per the RFP</p>



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10.	Page 12 Point No. 5.clause 4.14.4 of Section 4 of RFP	The firm should have experience of designing a project in agri and allied sectors funded or assisted by multilateral agency 2.5 marks. Maximum 5 marks Additional 5 marks if the projects are approved by Govt. of India.	Consultants are generally not privy to the official communication from Govt. of India when project approvals are accorded. In such a scenario, this evaluation criteria becomes limiting condition for bidders participation. Hence, we would request the Authority to revise the same as- The firm should have experience of undertaking multilateral agency funded/supported projects in agri and allied sectors-2.5 marks per project subject to a maximum 10 marks	No Change As per the RFP
11.	Page 12 Point no. 4, clause 4.14.4 of Section 4 of RFP	Experience of undertaking large-scale consultancy externally aided project (completed/ongoing) in agri and allied sectors with State Department of a North-East State, with consultancy fee realised from a single project. <ul style="list-style-type: none"> • INR 5 cr - <10 cr – 5 marks • INR 10 cr - <15 cr – 10 marks • More than 15 crore – 15 marks 	We request the authority to amend this criterion, as INR 15 Crore or more as fee realization is limiting condition and reduce prospective bids. Moreover, such a condition may give rise to speculation with respect to preference to certain bidder, which compromises the transparency of the process.	Agreed The revised clause is as follows: “Experience of undertaking large-scale consultancy externally aided project (completed/ongoing) in agri and allied sectors with State Department of a North-East State, with consultancy fee realised from a single project.



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			<p>Hence,we request the Authority to revise the same as-</p> <p>Experience of undertaking large-scale consultancy (completed/ongoing) in agri and allied sectors with State Department of a North -East State/ Central Govt./externally aided, with consultancy fee realised from a single project.</p> <ul style="list-style-type: none"> • INR 1 cr - <2.5 cr – 5 marks • INR 2.5 cr - <5 cr – 10 marks • More than 5 crore – 15 marks 	<ul style="list-style-type: none"> • INR 1 cr - <7 cr – 5 marks • INR 7 cr - <12 cr – 10 marks • More than 12 crore – 15 marks”
12.	Page 14 Appendix G, 'Format of Financial Proposal, Form FIN 01' of RFP	Our financial proposal for project is% (Percentage of the project cost)	<p>We understand that Detailed Project Report is to be prepared as part of the scope of work and project cost estimate would be a intrinsic part of DPR. Hence, it is not possible for the bidder to specify the financial quote as a percentage of the project cost at this phase. We request the authority to delete the same from the Fin Form.</p>	<p style="text-align: center;">Deleted</p> <p>We clarify that the bidder must quote in lump sum amount instead of %age of the project cost.</p> <p>The financial proposal should include team cost, travel cost, TA/DA for the team etc. and should be exclusive of GST.</p>



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13.	Page 6 1.8 location	Proposal Due Date (POD) and time (i.e., last date and time of receiving Proposals) 29.03.2024 up to 15.00 Hrs	We request the authority to kindly provide extension of at least 10 days for the bid submission as it is a hard copy submission. Moreover, 29th March is a schedule holiday on account of Good Friday. Further, we request sufficient time to incorporate any material changes that may arise due to the response to the pre-bid queries, and the extension would allow us to submit a quality proposal.	<p>No change in last date of submission for proposals through email (online). It remains 29.03. 2024 up to 15:00 Hrs.</p> <p>Please note that hard copy of technical proposal should reach the Department by 6th April, 2024 15:00 Hrs. In case of any discrepancy in soft and hard copy of the technical proposal, Department will consider the soft copy for evaluation.</p> <p>We hereby clarify that in case of last date of submission being a holiday the bids shall be opened on the next working day in the State.</p>

Looking forward to maximum participation from all the bidders.

(S. TAINIU)

Mission Director,
Nagaland Bamboo Development Agency