

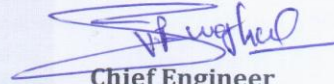
Corrigendum No. 03

NIT No. 41 dated 31/12/2020

Date: 20/01/2021

Name of Work: Request for Proposal (RFP) for Selection of Agency for Project Management Unit for the Implementation of International Trade Intelligence & Export Facilitation Centre (ITIEFC).

Corrigendum: - With reference to NIT No. 41, Response to Prebid Queries is as attached.



**Chief Engineer
MPIDC Ltd.**

Reply to Pre Bid Queries with Amendments

Date: 20/01/2021

Sub: (NIT-41) Request for Proposal (RFP) Selection of Agency for Project Management Unit for the Implementation of International Trade Intelligence & Export Facilitation Centre (ITIEFC).

S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
1.	Grant Thornton	2.36 on page no. 17	Firm should have experience of managing at least 3 export oriented assignments from Government or private agencies in the last 10 years.	Firm should have experience of managing at least 3 export oriented / trade facilitation / policy advocacy assignments from Government or private agencies in last 10 years.	As per RFP
2.		2.37 on page no. 17	Firm should have experience in export promotion / trade promotion assignments at national or international level (5 Marks for each project)	We hereby request to consider projects related to export promotion / trade facilitation / trade promotion / policy advocacy assignments at national or international level.	As per RFP
3.		2.37 on page no. 18 (5 CV of the proposed team).	On site senior trade advisor, on site junior trade advisor.	We understand that one senior trade advisor and one junior trade advisor is required please clarify.	As per Annexure A attached
4.		2.37 on page no. 18 (5 CV of the proposed team).	Each resource must have undertaken at least one project in the export promotion	We hereby request to modify the following clause Each resource must have undertaken at least one project in the export	As per RFP

1 |



(Dy. Manager)
[Signature]

S.No.	Agency	RFP Clause	Content in RFP assignment (5 marks for each resource)	Query/ Clarification	MPIDC's Response
5.		10.2 on page no. 42 dispute resolution	Arbitration procedure subject to the provisions of clause 10.1 above any dispute which is not resolved amicably within 30 days, the same shall be referred to the sole arbitration of Chairman, MPIDC who's decision shall be final and binding on both the parties.	We hereby request to modify the following clause subject to the provision of clause 10.1 above any dispute which is not resolved amicably within 30 days the same shall be referred to a mutually appointed arbitrator who's decision shall be final and binding on the parties.	As per RFP
6.		Additional clause to be Incorporated : Confidentiality	No clause on confidentiality is available in the RFP.	We hereby request the department to kindly add the following clause. Confidentiality obligations set forth above shall not be applicable when disclosure is required under any law or pursuant to a direction from any legal or regulatory authority or mandated by a judicial order. We hereby informed the department that confidentiality should include a compelled / legal disclosure clause as given below : In the event that the firm or its representatives are requested pursuant to, or required by,	As per RFP




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
7.		Additional clause to be Incorporated : On retention of document and information	There is no Clause of retention of document and information in RFP :	<p>applicable law or regulation or by legal or administrative process to disclose any confidential information, or where the firm wishes to disclose to its professional indemnity insurers or to its advisors the firm agrees that it will, as far as is legally an practically possible, provide the client with prompt notice of such request or requirement in order to enable the client to seek an appropriate protective order or other remedy in the event that such protective order or other remedy is not obtained the firm or is representatives as the clause may be, shall disclose only the portion of the confidential information which is legally or professionally required to be disclosed.</p> <p>We hereby request the department to kindly add the following clause. The Service provider should be permitted to retain copies of all documents and other information as it may be required for legal or professional regulatory purposes. Further it should be permitted to use the deliverables for its own purposes. Retention of Copies: The Service Provider may use data, software designs, utilities, tools</p>	As per RFP




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
8.		Additional clause to be incorporated : indemnification	No clause on indemnification is available in the RFP.	<p>models, systems and other methodologies and know-how ("Materials") that it owns or has the right to use in performing the services. Notwithstanding the delivery of any reports, the agency retains all intellectual property rights in the materials (including any improvements or knowledge developed while performing the services), and in any working papers compiled in connection with the services"</p> <p>We hereby request the department to kindly add the given clause: Indemnification: The Service Provider shall indemnify the Client in full for any failure in performance on account of its default or non-fulfilment of its obligations and the same is performed by the client or any other agency engaged by the Client. In such case all the costs and expenses incurred by the client are recoverable from the Service Provider. Madhya Pradesh Industrial Development Corporation must also indemnify the Service Provider for losses/damages suffered : (i) Due to any third party claims (ii) Due to any fraud, misrepresentation or omission</p>	As per RFP




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification of facts by the Client or any of its personnel	MPIDC's Response
9.		Additional Clause to be incorporated : Limitation of the Consultant's Liability towards the client	No clause on Liability is available in the RFP.	We hereby request the department to kindly add the given clause : " In no event shall the aggregate liability of the Consultant, its partners, directors, consultants, employees, agents, affiliates and other personnel for damage exceed the amount of the fees that the Consultant has received in connection with this Agreement"	As per RFP
10.		Additional Clause to be Incorporated : Non-Exclusivity	No clause on Non-Exclusivity is available in the RFP.	We hereby request the department to kindly add the given clause: The Parties acknowledge that the Firm shall have the right to provide consulting or other professional services of any kind or nature whatsoever to any person or entity as the Firm in its sole discretion deems appropriate.	As per RFP
11	EY	RFP Technical Evaluation Criteria Clause 2.37	Firm Should have Experience in Export Promotion/Trade Promotion Assignments at National or International level	Team Requirement We request you to include a position for project Director on 10% time basis to support overall over all supervision and guidance of the project	As per RFP
12		Clause 3.2 Schedule of deliverable on page 24	Team mobilization fees Timeline T+15 days	Please allow 30 days time from award of contract time as on-boarding the team will need a month.	As per RFP




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
13		Clause 3.2 Schedule of deliverable on page 24	5% of the total project cost against BG which shall be recovered in 10 equal installments quarterly Timeline: Quarterly On submission of QPR, the payment shall be released in equal quarterly installments	Quarterly basis progress report: We request that the payment term to be modified and proposed that payment shall be made on a monthly and quarterly basis with 30% attached to monthly billing and 70% linked with quarterly billing . This will ensure regular payments and invoicing.	As per RFP
14		No Clause in RFP	No Clause in RFP	Please clarify if office related other expenditures like stationary, etc. Shall be billed in as expenses to the client or will be provided by Client	The quoted price bid shall include all such expenditures.
15		No Clause	No clause in RFP Need resource Replacement Clause to be included in RFP	Kindly allow the agency for replacement of at least two resources during the project duration. This will enable the agency in resource mobilization in case of any deployed resource is leaving the company.	Allowed only after approval from authority and interview by MD, MPIDC.
16		Clause 3.1 On: Page 23	Others : Agency will provide support staff for the initial project phase and to ensure effective implementation of over all plan and	Kindly clarify the meaning of Agency here: MPIDC or Consultant: Also elaborate on the duration of initial project phase.	Agency means consultant here. Initial project phase means duration from Starting to Effective functioning of project.




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
17.		Clause 1.2 on page 8	effective functioning of the same. Tender opening is on 01.02.2021	We would request you to extend the submission date by at least 7-10 days to prepare a competitive and technically responsive proposal.	Revised as per Annexure B (attached)
18		Clause 10.1 page 42	Dispute resolution Any dispute, difference or controversy of whatever nature between the party howsoever arising under, out of or in relation to this Agreement (the "Dispute") shall in the first instance be attempted to be resolved amicably through discussions between the Parties.	The Consultant may Terminate this Agreement, or any particular Services, immediately upon written notice to MPIDC in the Consultant reasonably determines that it can no longer provide the Services in accordance with applicable law or professional obligations. The clause should be revised as "Subject to the provisions of Clause 10.1 above, any Dispute which is not resolved amicably within 30 days, the same shall be referred to the sole arbitration in accordance with the provisions of the Indian Arbitration and Conciliation Act, 1996"	As per RFP
19.	KPMG	Clause 2.37 on page no. 17	Technical Evaluation Criteria The firm should have experience in export promotion / trade promotion assignments at National or International level. Firm should have	It is suggested that the experience of the firm should be expanded to other sector / domains which should include logistics, strategy & policy, National and International trade obligation support and should have given assistance in ranking support such as EODB, Startup etc.	As per RFP
20		Clause 2.36 on page no.	Firm should have	It is suggested that the turnover of	As per RFP




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
21		17 Clause 2.37 on page no. 17-18	turnover of more than INR. 250 lacs from the last three financial years. CV of the proposed team Minimum 10 years of industry experience . MBA / Masters in International Business / Statistics / data science	the firm in last three financial years should be increased to 100 Cr. Team leader should possess more than 12 years experience with export development and policy and should have worked in National / International rankings supporting trade and undertaking assignments relative to trade and larger industrial domain. The team leader should also possess experience of working in deferent states / territories as well as central government to provide a larger prospective to the project.	As per RFP
22		Clause 2.36 on page no. 17 and Appendix B2 on page no. 32	Eligibility criteria firm should have turnover of more than 250 lacs from the last three financial years. Average annual turnover from consultancy services that is financial year 2017-18, 2018-19, 2019-20	As per the requirement of pre-qualification criteria the annual turnover of last three years has been asked but in the appendix B-2 another element regarding the receiving of the payment shown as turnover is asked. It is important to not here that turnover constitutes various factors. Hence it is requested that audited P&L statements of the bidder for last three years may be asked along with statutory auditor certificate for turnover and the requirement of	As per Appendix B2 of the RFP

S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
23		Clause 2.36 on page no. 17 Eligibility Criteria	Firm should have experience of managing at least 3 export oriented assignments from government or private agencies in the last 10 years.	Attach details of project to be considered for technical evaluation: State Date/Completion Date It is suggested that the format for project data sheet should also include "Ongoing Projects" and should not be restricted to just completed project" in this regard attached related proof of work should take cognizance of ongoing projects.	As per RFP
24		Clause 2.37, CV of propose Team and Appendix- F, Point 13 page 37	Work Undertaken that Best Illustrates Capability to Assigned Handle the Tasks Assigned	Point 13 : Details of Tasks Assigned/Works Undertaken that best illustrates Capability to assigned handle the tasks Assigned Duration of the project It is suggested to remove end date of the project criteria since the project and date and deployment of personal may differ.	As per RFP
25		Clause 2.27 page 16 Draft Consultancy Agreement Appendix - G Page - 38 ,	In consideration thereof, MPIDC will pay to the consultant fee (hereinafter referred to as "the Fee") and more particularly described in clause 2 and will perform, fulfil, comply with and observe all	Appendix G: In case of additional payment in the extended time period i.e. beyond the 36 months schedule time period shall be paid as per the rate mentioned above and the key personal shall be deputed as an when required on quoted basis. Bid price is asked as lumpsum amount for 36 months. In absence of resource wise price breakup, it	As per RFP




S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
26		Page 17-18 Clause 2.0 Sub Clause 2.37 Point 5, No.1 Propose project team	singular provisions, conditions and requirement to the agreement , The signing of this agreement shall mean start of works,	would be difficult to ascertain payable amount in case of partial deployment in any particular time during the course of delivery. Hence, it is suggested for the Ease of business operation, to also take man month cost.	As per RFP
		Clause 2.37 page 17-18	1. Team Leader -1 (One Resource). 2. Onsite Senior Trade Advisor 3. Onsite Junior Trade Advisor	Propose Project Team It is understood from the resource table that resources (9 other than team lead) will work from client/bidder's office and provide their services to the project, as per requirements. Requested to suggest, if our understanding is correct.	As per RFP
28		Clause 2.37 page 17-18 , Propose project team	Propose project team : 1. Team Leader -1 (One Resource). 2. Onsite Senior Trade Advisor 3. Onsite Junior Trade Advisor Propose project team : 1. Team Leader -1 (One Resource). 2. Onsite Senior Trade Advisor 3. Onsite Junior	It is understood from the resource table that the team leader engaged for providing guidance to the team and client communications and remain on the project for part time basis. Request to suggest, if our understanding is correct. It is requested to clarify if there are 2 Senior Trade Advisors are required or 1. The Minimum, Experience criteria mentioned against the profile mentions "5 marks are for each resource" while the column having role doesn't mention about	As per attached Annexure A

S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
		Clause 2.37 page 17-18 , Propose project team	Trade Advisor Propose project team : 1. Team Leader -1 (One Resource). Minimum 10 year Industrial Experience 2. Onsite Senior Trade Advisor Minimum 07 year Industrial Experience 3. Onsite Junior Trade Advisor Minimum 05 year Industrial Experience	number of resources. It is observed that the experience of only export promotion is asked from the resources which is limiting the resources with knowledge required for effective execution of project as per the Scope of Work. Hence, it is suggested that broader experience is asked having knowledge on different fields of export development and having a good skill matrix within the team. The criteria may be like resource (s) Should have worked on assignments related to Policy, strategy. Trade/investment Promotion, Market development, Content development, Global Trade Obligations, FTAs, Economic Corridors, Logistics & Infrastructure etc.	As per RFP
30		Clause 4.6 Financial Bid Evaluation sub Clause (b) on Page 26	All quoted price shall be inclusive of all taxes/GST.	It is suggested that, as part of standard practice, the GST Should not be included in the price bid and be paid separately on each of the invoice, as applicable.	The Price bid shall exclude GST.

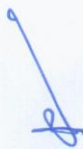



S.No.	Agency	RFP Clause	Content in RFP	Query/ Clarification	MPIDC's Response
31		Clause 6.2 Page 27The applicant Agrees and releases the Client its employees, agents and advisers, irrevocably, unconditionally, and fully from any and all for claims, losses, damages, costs.	It is requested to keep the maximum amount of penalties or any other liabilities up to 05% of the total contract value.	As per RFP
		Clause Notice Inviting Tender key Dates one page 3	Key dates : 1. Bid Submission Start Date 04.01.2021 2. Bid Submission Closing Date 30.01.2021	It is requested to extend the submission date by 21 days post the publishing of the Corrigendum.	As per attached Annexure B
33	Incubation Masters	Clause 2.36 Sub Clause 1 On page 17	Firm Should have turnover of more than INR 250 lakhs from the last three financial years	We request you to add a exemption point for the firms who have not completed three years of incorporation. "In case a company has not completed 3 financial years, it should have turnover of more than INR 75 lakhs last Financial year with experience of managing at least 3 export-oriented assignments from Government /Foreign agencies.	As per revised Pre qualification criteria and Technical Evaluation Criteria. (Annexure A)
34		Clause 2.37 Technical Evaluation Criteria On page 17-18	We have no clause	Firms who have work orders from Government in Incubation/Trade Promotion/Startup should be given advantage in technical marking.	As per RFP




1. Technical Evaluation Criteria

S.No.	Technical Evaluation Criteria		Max Score
Bidder's Competence (20 Marks)			
1.	Firm should have experience in Export Promotion/ Trade promotion assignments at National or International level	5 marks for each project	15
2.	Annual turnover in any of the last three financial years	INR 0.75 Crore: 3 Marks More than INR 0.75 Crore: 5 Marks	5
Approach and Methodology (20 Marks)			
3.	Understanding, proposed methodology and work plan.	Following parameters will be evaluated: <ul style="list-style-type: none"> Proposed solution and detailed methodology of execution Approach for export promotion 	5 15
Demonstration and Presentation (15 Marks)			
4.	Demonstration/Presentation by bidder (The date and time of Presentation will be shared later by e-mail)	Following parameters will be evaluated: <ul style="list-style-type: none"> Presentation of Approach & Methodology for Implementation Clarifications given during Presentation 	15

Proposed Project Team (45 marks)

5. CV of the proposed Team		Minimum Experience	Max Marks
Sr. No.	Role	Minimum Qualification	
1	Team Leader - 1 (One Resource)	Minimum 10 years of industry experience MBA/ Masters in International Business/ statistics/ data science	15
2	Onsite Senior Trade Advisor	Minimum 07 years industry experience Master degree in international business / trade / MBA/ statistics/ data science	10
3	Onsite Junior Trade Advisor	Minimum 05 years industry experience Master degree in international business / trade / MBA/ statistics/ data science	10




4	Onsite Assistant – 2 (Two Resources)	Minimum 03 years industry experience Bachelors/ Master degree in international business / trade / MBA/ statistics/ data science	Each resource must have undertaken atleast 01 project in the export promotion assignment (5 marks for each assignment of each resource)	10
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2. Pre Qualification Criteria

No.	Previous Eligibility Criteria	Revised Eligibility Criteria	Documents Required
1.	Firm should have turnover of more than INR 250 lakhs from the last three financial years	Firm should have annual turnover of more than INR 75 lakhs in any of the last three financial years.	Certificate from the statutory auditor / CA certified figures clearly specifying the annual turnover for the specified years. (As per revised Appendix B2- attached)
2.	Firm should have experience of managing at least 3 export-oriented assignments from Government or private agencies in the last 10 years.	Firm should have experience of managing at least 3 export-oriented assignments from Government or private agencies in the last 10 years.	Copy of work order/LoA/Completion Certificate from the client.
3.	Bidder should not be blacklisted by any Central/State Government /PSU.	Bidder should not be blacklisted by any Central/State Government /PSU.	As per Appendix J

Revised Appendix B2
Format for Pre-Qualification Proposal
(Annual Turnover from Consultancy services)

Sr.	Financial years	Annual turnover (INR)
1.	2017-2018	
2.	2018-2019	
3.	2019-2020	

Certificate from the Statutory Auditor

This is to certify that [name of company] [registered address] has received the payments shown above against the respective years from **consultancy services**.

Name of Authorized Signatory:

Designation:

Name of firm:

Signature of Authorized Signatory:

Seal of Audit firm:

Note:

- In case the Consultant does not have a statutory auditor, it may provide the certificate from its Chartered Accountant.

Annexure B

Revised Schedule of Key Dates for Tender

S. No.	Description	Previous Date and Time	Revised Date
1.	Bid Submission Closing Date	30.01.2021 @ 17:00	10.02.2021 @ 17.00
2.	Bid Opening Date (Envelop A and B)	01.02.2021 @ 15:00	11.02.2021 @ 15.00

