

Pre-Bid queries for RFP for Review and Analysis of Key Performance Indicators (KPIs) in Healthcare, Education and Water Sector

S. No	Pg. No.	Clause No.	Heading	Original Clause	Assumption/ Recommendation/ Query/ Clarification Required	NITI AAYOG's Response
1	15	Section -2 clause 7.12	Preparation of Proposal	Bullet point vi " <u>deleted</u> ";	Bidder requests clarification: - bullet point vi mentions "deleted"? Please clarify.	The RFP document has been developed from the model RFP document and since this particular item is not required for the current RFP and therefore it has been deleted and mentioned accordingly. No change contemplated.
2	15	Section -2 clause 7.12	Preparation of Proposal	Bullet point vii "Ongoing consulting assignments can be submitted with detail of progress supported by suitable documents".	Bidder requests additional information What documents are required to be submitted?	Please refer to addendum. point no1
3	61	Section 5	"Term of Reference"	Point ii b "Preparation of report on independent review and validation findings and submission to the Authority. Sector-wise review and validation reports need to be submitted for the same"	Bidder requests additional information: - Please specify the form of the report whether it has to be submitted in electronic form or hard copy. If hard copy then how many copies of the report needs to be submitted?	Please refer to addendum, point no 2

					Bidder requests additional information: - Does the consultants needs to share the “Report on independent review and validation findings” with the states involved in the project? If yes, then in which format (electronic or hard copy) and how many?	
4	61	Section 5	“Term of Reference”	i...Last line The Consultants are not expected to bear costs related to organization of such workshops.	Bidder requests clarification: Seeking clarity over the TA/DA expenses of the participants from states in the workshops	Please refer to addendum, point no 3
5	64	Section 6: I.	“Form of Contract”	"Appendix K: Deleted"?	Bidder requests clarification: "Appendix K: Deleted"? Please clarify	The RFP document has been developed from the model RFP document and since this particular item is not required for the current RFP and therefore it has been deleted and mentioned accordingly. No change contemplated.
6	21	Section -2 clause 9.5.4 SN. A	Technical Evaluation	Marking scheme would be as below: a) “10 projects and above - 10 marks” b) >7 and <10 projects – 7 marks c) >3 and <7 projects – 3 marks	Bidder requests modification: - Regarding Marking criteria. We have carried out several similar projects in the infrastructure and social sector. However, there are multiple projects in a single work order. Under such circumstances, we request you to award the marks for each project independently, although the services /	No change contemplated.

					<p>projects are under the same work order (i.e., multiple projects under same work order).</p> <p>For example, we are offering similar services for 8 North Eastern states (Arunachal Pradesh, Assam, Manipur, Meghalaya, Mizoram, Nagaland, Sikkim and Tripura) under a single work order for the entire North East Region, for Ministry of Rural Development, Govt. of India. We presume that although, it is a single work order, since the services are rendered independently for each state under the same work order, our services / project in each state will be considered as a separate project.</p>	
7	26	S.N1	Data Sheet	<p>The method of selection is Combined Quality cum Cost Based Selection (CQCCBS)</p> <p>The weights given to technical and financial proposals are: Technical = 0.7 Financial = 0.3</p>	<p>Bidder requests modification: -</p> <p>The weights given to technical and financial proposals are 0.7 and 0.3 respectively. We request you to revise this to 0.8 and 0.2 (as being done by NHAI, AAI etc.). At 0.7:0.3, mostly rates determine the selection.</p>	No change contemplated.
8	7	Section 2 clause 3.0	Payment Schedule and Deliverable	<p>SI. No. 4</p> <p>Monthly progress and update reports highlighting the activities undertaken, any challenges etc.</p>	<p>Bidder requests modifications:-</p> <p>Kindly note there is no percentage indicated in the table against SI.No. 4 Monthly progress and update reports... (Monthly). Kindly provide the same. Kindly clarify and confirm the above</p>	No change contemplated.

9	20	Section 2 clause 9.4	9. Proposal Evaluation 9.4 Minimum Qualification Criteria	<p>S. No. (a) Minimum Qualification Criteria: Over the last five (5) years, the lead company should have directly or as a lead member of consortium provided advisory assistance in India on similar scope of work involving independent review, validation or analysis of data or reports/studies related to Key Performance Indicators (KPI's)/ output indicators / performance parameters/ Ease of Doing Business / Sectoral Diagnostics etc. using a combination of primary and secondary research and other research methodologies for a government, government agency or multilateral agencies. Such studies should have been undertaken within Infrastructure and Social Sectors (education, healthcare, nutrition, poverty alleviation etc.)</p> <p>Minimum number of projects: 3</p>	<p>Bidder requests clarification: Technical Evaluation Criteria does not specify specific project experience in India as a requirement. Is there a preference for any global experience which may not be grounded in India's realities or India specific experience matters?</p>	<p>The Indian experience is must for the qualification round. However, global experience will also be considered for technical evaluation as per the RFP.</p> <p>No change contemplated.</p>
10	21	Section 2 clause 9.5.4	Technical evaluation criteria	<p>SN</p> <p>A Experience about Independent review, Validation or analysis of data/reports related to KPI's or any other similar nature: 10 marks</p> <p>B Adequacy of the proposed work plan and methodology in response to the TOR: 50 marks</p> <p>(brief approach and methodology: 10 marks and Presentation to the evaluation committee: 40 marks)</p>	<p>Bidder requests modifications:- The proposed mark for Presentation to the evaluation committee (i.e. 40 marks) is disproportionality on a higher side. This may be reduced to 20 marks and thereby redistribution of marks to be done across other areas</p>	<p>No change contemplated.</p>

11	28-29	Annexure 2.1	Annexure 2.1 / Key Personnel / Core Team (Table)/ Under column- Desired profile & experience,	<p>The educational qualification for</p> <p>1 Project Director - Master Degree or higher in Business Administration/ Economics/Commerce/ relevant Infrastructure or Social Sector discipline from a reputed and recognized University or Institution</p> <p>The educational qualification for</p> <p>2 Project Manager – Master Degree or higher in Business Administration/ Economics/Commerce/ relevant Infrastructure or Social Sector discipline from a reputed and recognized University or Institution</p>	<p>Bidder requests modifications:-</p> <p>Can the Master’s Degree as mentioned in Sr. No. 1 and 2 be added with PG Diploma or equivalent degree</p> <p>Suggested revision: Master Degree or PG diploma or equivalent degree in Business Administration/ Economics/Commerce/ relevant Infrastructure or Social Sector discipline from a reputed and recognized University or Institution</p>	Please refer Addendum point no 9
12	28-29	Annexure 2.1	Annexure 2.1 / Key Personnel / Core Team (Table)/ page	Under column – Estimated man-months, Project Manager – 12 man-months (full time involvement)	<p>Bidder requests modifications:-</p> <p>The project may not include involvement of Project Manager as a full time resource. Therefore, it may be revised as Project Manager for intermittent/part-time involvement.</p>	No change contemplated.
13	35	Form 3 B	Format for pre-qualification proposal Form 3 B / Bullet 3	Projects without the proof of experience from respective client will not be considered	<p>Bidder requests additional information:-</p> <p>What documents shall be furnished as a proof of experience from the respective clients</p>	Please Refer to Addendum, point no. 1
14	50	Form 3I	Form 3I: Applicant Experience / Bullet 6	Projects without the proof of experience from respective client/Statutory Auditor will not be considered	<p>Bidder requests additional information:-</p> <p>What documents shall be furnished as a proof of experience from client / statutory auditor</p>	Please Refer to Addendum, point no. 1

15	56	Section 4:	Section 4: Financial Proposal – Standard Forms / page (To be read along with page 60)	Form 4C – Breakdown of Cost	<p>Bidder requests additional information:-</p> <p>The format of Form 4C on page 60 says 'Deleted'.</p> <p>Kindly provide the Form 4C to include breakdown of cost as mentioned on page 56</p>	<p>Please Refer to Addendum point no. 8</p> <p>The Breakdown of cost have been included in the form 4B itself.</p>
16	61	Section 5	Section 5: Terms of Reference , (i): Para 2	<p>The Consultant would assist the Authority hold sensitization workshops for key officials of various State Governments/UTs for each sector at regional levels (1 workshop per region. This may likely involve total about 4-5 workshops clubbed as per geographic/regional convenience where a number of states within a region can participate). The objective of such workshops will be to sensitize and bring-on-board the concerned government officials about the following:</p>	<p>Bidder requests additional information:-</p> <p>Kindly provide exact number of regions as per the geographic/ regional convenience. So, the exact number of workshops could be planned. Further, It will be help in better planning and execution of methodology and development of work-plan</p>	No Change contemplated.
17	61 & 59	Section 5:	Section 5: Terms of Reference / page, (ii), bullet 3:	<p>Where needed, the Consultants would also undertake primary visits to State capitals or few select locations within States/UT. Such primary visits may be undertaken based on the assignment need or as advised by the Authority during the course of the assignment.</p>	<p>Bidder requests additional information:-</p> <p>Shall the logistics (such as accommodation, travel tickets etc.) for field travel needs to be budgeted in financial proposal for the reimbursement purpose</p>	Please refer Addendum point No.4 and 5 & revised form 4B

				The Consultant may plan for the logistics (such as accommodation, travel tickets etc.) of such primary visit and NITI Aayog would reimburse the travel related costs as per its policies and applicable guidelines.	Bidder requests additional information:- Please clarify if the cost of such travel to States/UT's to be included in the Financial proposal. If so please elucidate the number of such travels and the States.	
18	26	Section 2 Data Sheet	Information to Consultants : Point 4	The last date of submission of proposal is 03.01.2017 before 03.00 PM (IST)	<p>Bidder requests modifications:-</p> <p>Extension of proposal submission deadline from 03rd January, 2017 by at least by 7 – 10 days, as the last week of December include holidays for Christmas, New Year and Year-end break.</p> <p>Bidder requests modifications:-</p> <p>Owing to changes in the RFP which may be informed through an addendum, it is requested that the proposal due date is extended by at least 2 weeks to 17th January 2017. Also due to the approaching festive season and year-end holidays this request for extension may kindly be considered.</p>	Please refer addendum point no.7
19	11	Section 2 6.8	Eligibility of Consultants	An Applicant shall submit its Proposal either individually or as a JV/Consortium. However, it may as part of its Proposal specify specialty sub-consultants ("Sub-consultants") provided however that the compensation for the sub consultant(s) shall not exceed 30% of the value of the contract at any time.	<p>Bidder requests clarification:</p> <p>Kindly clarify if the compensation limit of 30% only holds for sub-consultants or for members of the consortium as well.</p>	No Change contemplated.

20	13	Secti on 2 7.3 (i)	Preparation of Proposal Technical Proposal	The Key Personnel must be permanent and full time employee(s) of the firm	<p>Bidder requests clarification:</p> <p>Query-1:- Kindly clarify if the key personnel can be engaged as full time employees after the award of contract.</p> <p>Bidder requests modifications:- Query- 2:- Since the key Personnel need to be stationed full time at NITI Aayog's office</p> <p>We would request you to kindly consider individuals who will be on contractual employment with the firm for the entire project duration</p>	<p>No Change contemplated.</p> <p>No Change contemplated.</p>
21	20	Secti on 2 Clau se 9.4 SN (a)	Proposal Evaluation Minimum Qualificatio n Criteria	Over the last five (5) years*, the lead company should have directly or as a lead member of consortium provided advisory assistance in India on similar scope of work involving independent review, validation or analysis of data or reports/studies related to Key Performance Indicators (KPI's)/ output indicators / performance parameters/ Ease of Doing Business / Sectoral Diagnostics etc. using a combination of primary and secondary research and other research methodologies for a government, government agency or multilateral agencies. Such studies should have been undertaken within Infrastructure and Social Sectors (education, healthcare, nutrition, poverty alleviation etc.)	<p>Bidder requests clarification:</p> <p>Query 1:- Kindly clarify all the sectors constituting the Infrastructure and Social Sectors definition.</p> <p>Bidder requests modifications:-</p> <p>Query 2:- We request you to kindly allow projects started up to 10 years prior to PDD Which is currently 5 years prior to PDD</p>	<p>Please refer to the Harmonized Master List of Infrastructure sub-sectors (annexure-I) notified by the Ministry of Finance dated 8th April 2016.</p> <p>Please also refer addendum 11 for Social Sectors definition</p> <p>Query 2:- No Change contemplated.</p>

22	21	Section 2 Clause 9.5.4	Proposal Evaluation Technical Evaluation Criteria	SN A Marks for Experience about Independent review, Validation or analysis of data/reports related to KPI's or any other similar nature	Bidder requests modifications:- The total Marks for the project experience is only 10% in the overall technical proposal which is very low. Request increase of the weightage to at least 30% (30 Marks)	No change contemplated.
23	21	Section 2 Clause 9.5.4	Proposal Evaluation Technical Evaluation Criteria	SN B Marks for Adequacy of the proposed work plan and methodology in response to the TOR	Bidder requests modifications:- The total Marks for the Approach & Methodology is 50% in the overall technical proposal which is very high. Out of this the technical presentation carries 40%. Request the Authority to consider decrease of the weightage for Presentation to 10% (10 Marks). Thereby making the overall Approach & Methodology at 20% (20 Marks) ie. 1) Approach and methodology as per the format provided under Form 3K – 10 Marks 2) Presentation to the evaluation committee on Consultant's proposed Approach and Methodology – 10 Marks	No change contemplated.
24	35 and 50	Section 3 Form 3B and Form 3I	Section 3 Pre-qualification and Technical Proposal – Standard Forms	Form 3B and 3I Applicant's Experience	Bidder requests additional information:- Kindly clarify if ongoing projects shall also form a part of the project experience under form 3B and Form 3I	Please Refer to Addendum, point 1.

25	61	Section 5 :	Terms of Reference, point i	Section 5: Terms of Reference Point I Undertaking sensitization workshops with select officials of State Governments/UTs	Bidder requests clarification: Kindly advise how many State Governments/UT's would this initiative be targeted. Kindly confirm if the cost of holding the Workshops shall be borne by NITI Aayog or by the Consultants	Presently it is envisaged that all the State/UT Governments are likely to participate. The cost of holding sensitization workshops would be borne by the Government. No change contemplated.
26	61	Section 5:	Terms of Reference	Section 5: Terms of Reference Point I , para 2 The Consultants would assist the Authority in coordinating with the State Governments / UT officials for collection of input data.	Bidder requests clarification: The validation of input data cannot be undertaken unless the States/UTs provide the complete data. Kindly confirm the recourse in case the States/UT's fail to provide the complete data within the stipulated time	No change contemplated.
27	61	Section 5:	Terms of Reference	Section 5: Terms of Reference Point no ii. a, bullet point 4, 2nd line It may be noted that the Consultant is also free to utilize services of a third party agency for review and validation of input data for such KPI's where it thinks such services may be needed.	Bidder requests additional information:- Please clarify if the Applicant needs to disclose in the proposal, the name and details of any third party agency for the review and validation of input data for such KPI's.	Please refer Addendum point No.6
28	28	Annexure 2.1	Annexure 2.1 Team Composition	Minimum required experience and expertise of proposed core team Key Personnel/Core Team S.No. 3 Consultants (2 in numbers)	Bidder requests modifications:- With regards to the Key Personnel/Core Team specific to consultants. Currently there are 2 consultants (Full time) envisaged for the project. It is requested that the Authority may consider increasing the number from 2 to 3	No change contemplated.

					wherein each of the 3 consultants shall be dedicated/aligned to the 3 sectors envisaged under the project which includes Public Health, Public Education and Water.	
29	11	Section 2	Section 2: Instructions to Applicant Eligibility of Applicants	6.9 (i) Number of members in a consortium shall not exceed 2 (two)	Bidder requests modifications:- As the project envisages skillsets in 3 sectors requiring distinct sector skillsets it is requested to kindly increase the number of consortium members to at least 3	No change contemplated.
30				Office space for the core team	Bidder requests clarification: We request you to please clarify whether the office space for the expert team will be provided by the client or the same needs to be arranged by the consulting firm.	There is no provision as such for providing office space. However during implementation stage, if authority feels any such requirement that consultants to be available in NITI premises for whole day, in that case some temporary arrangements may be considered for providing office space to them during such period. No change contemplated.