



RFP for Hiring of consultant for Impact Assessment of Sagarmala Programme

Minutes of Pre-Proposal Meeting

The Pre-proposal meeting was held on 14th March 2023. It was attended by 6 Consultancy firms namely Deloitte, PwC, EY, Black Brix, AFC India Limited and Umeandus. The replies to the queries raised are as under. Applicants are requested to refer the Replies and corrigendum in details before submitting their Proposal.

#	Clause No., Page no	Existing Clause	Queries	Replies
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1.	Page 17, Sub-clause 2.7.3	Qualification of Associates Bachelors (B.A / B.E / B.Tech / B.Sc. /B.Com / B.Arch) and Masters (M.A / M.Com / M.Sc. / M.Tech / MBA / PGDM / PGDBM / M Plan (Urban Planning/ Transport Planning) / M.Arch)	A Master's degree may be optional for Associates if they have the relevant experience of 7 years Bachelors (B.A / B.E / B.Tech / B.Sc. /B.Com / B.Arch) OR Masters (M.A / M.Com / M.Sc. / M.Tech / MBA / PGDM / PGDBM / M Plan (Urban Planning/ Transport Planning) / M.Arch)	Refer Corrigendum – I in this regard.
2.	Page 22, Sub-Clause 2.9.3	The Applicant should have an average annual turnover of Rs. 10 cr in the past three Financial Years.	As SagarMala is a flagship program of the ministry, whose impact assessment is critical. Hence, we propose to increase the requirement for financial capacity to ensure participation by most relevant bidders that can ensure quality of the deliverable with capability to execute within the given timelines. The Applicant should have an average annual turnover of Rs. 100 cr in the past three Financial Years.	Provisions of the RFP Document hold good
3.	Page 23, Sub-clause 2.9.4 (4) (3a)	Understanding of the Terms of Reference (ToR) and Approach Methodology, Work Plan and Staffing Schedule	Is the understanding, approach, methodology, work plan, and staffing schedule is expected to be part of the technical presentation only or the technical bid as well?	Presentation is not part of the Technical bid submission.
4.	Page 57, Sub-clause 5.1 (2)	For studying impact of completed projects, carry out extensive interactions with important stakeholders including but not limited to users/beneficiaries, citizens, various officials of Major Ports, State Maritime Board,	There are 121 completed projects as per the website (sagarmala.gov.in) as on 30-09-2019. Kindly confirm the number of projects for which the impact assessment should be taken up. Whether sample projects are allowed. Also, there are 85 projects completed by the Ministry.	Refer 1.1 (4) and 5.1 for the number of completed



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		Private Concessionaires, State/UT Departments, Railways, MoRTH, SDCL, IPA, Contractors, etc. Collect copies of official supporting documents for the impact assessment from the above-mentioned stakeholders.	<ul style="list-style-type: none"> (a) Should we include ministry projects as part of the impact assessment or not? (b) What is the expected sample size for the users/beneficiaries for each project in case all projects are expected to be covered? (c) Are the projects and initiatives implemented in collaboration with other ministries such as Tourism and Fisheries to be included in the study? (d) Is there a sample of completed projects be considered since there is homogeneity in the category of projects? (e) The projects under Unnati state 93 completed projects. Would these projects we included in the evaluation exercise? 	projects and the Scope. Please refer the list of completed Projects as per Annexure -1
5.	Page 57, Sub-clause 5.1 (5)	Creation of Drone-shot videos of upto 5 minutes duration for every completed project, highlighting the developed assets with proper storyboarding regarding its Impact. In this regard, engagement of specialized agency for the video creation may be undertaken.	<ul style="list-style-type: none"> (a) We would like to understand the distance to be covered by the Drones in case of linear projects like infrastructure project with ports, etc., (b) Kindly confirm the expected resolution of the videos. (c) We understand that the voice-over would to be provided in English. Kindly confirm. 	Minimum HD resolution is expected. The voice-over should be in English and carried out by human recorded voice only.
6.	Page 57, Sub-clause 5.1 (10)	Maintain and submit a Weekly Tracker of all the Activities/Meetings and overall progress of above-mentioned initiatives	As there is an exclusive dashboard for monitoring the progress, should we share the status over fortnight? Please confirm.	Refer clause 5.1 (10)
7.	Page 57, Sub-clause 5.1 (3)	Focus on key outcomes such as Direct & Indirect Employment, Skilling, Creation of Allied Businesses, Impact on Overall Economy, Ease of Doing Business, etc. apart from immediate impact such as capacity augmentation, efficiency improvement, connectivity	<ul style="list-style-type: none"> (a) Outcome assessment of several standardized mechanism is designed such as Ease of Doing Framework by the Government of India and World Bank. Are there any such standards expected to be followed or the standards will be proposed by the client specific to the projects to be studied. 	Provisions of the RFP Document hold good.



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		augmentation, modernization, greening and reduction in pollution, etc.	(b) A few broader parameters are inquired in the query such as direct and indirect employment. Such assessment would require understanding of sample size for clearer understanding of the engagement.	
8.		Data Sheet, Last date of bid submission	We request you to please extend the last date of bid submission by at least two weeks from the date of issue of response to queries and corrigendum.	Bid submission date remains unchanged
Kalinh Advisors Private Limited (Black Brix®)				
9.	Section 2.9.2, Page 22 of 79	<p>Minimum Technical Capacity</p> <p>1 Eligible assignment of Consultancy fees not less than Rs. 1.5 crore</p> <p>OR</p> <p>2 Eligible assignments of Consultancy fees not less than Rs. 1.0 crore</p> <p>OR</p> <p>3 Eligible assignments of Consultancy fees not less than Rs. 0.6 crore</p>	<p>Request for relaxation in Mandatory Eligibility Conditions so as to allow Organisations with suitable technical experience to participate and to make the process more competitive and for MSMEs in compliance with S.O.581(E) published under Gazette of India as “Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012” and Start-up India Registered firms.</p> <p>(We are recognised as a Category ‘D’ (Micro) MSME (UAM No. – TN02D0156946) by the Ministry of Micro, Small, and Medium Enterprises.1 And Our team has rich prior experience working in maritime and similar sector projects and we carry rich on-ground geographical experience across sectors.)</p> <p>Suggestions:</p> <p>We request that the text be altered to “Minimum Technical Capacity</p> <p>1 Eligible assignment of Consultancy fees not less than Rs. 1 Cr or not less than 12 months.</p> <p>OR</p> <p>2 Eligible assignments of Consultancy fees not less than Rs. 60 Lakh or not less than 8 months.</p> <p>OR</p> <p>3 Eligible assignments of Consultancy fees not less than Rs. 40 Lakh or not less than 6 months.”</p>	Provisions of the RFP Document hold good subject to Corrigendum -1



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AFC India Ltd.				
10	Page 5 1.3 Selection Process	The Consultant will be selected on the Quality and Cost Based Selection (QCBS) process with 70% weightage to technical proposal and 30% to financial proposal.	Given that technical capabilities of the consultants and the quality of the outcomes/deliverables is the prime concern, the weights allotted to technical and financial proposals may be revised to 80% and 20%, respectively.	Provisions of the RFP Document hold good
11	Page 12 & 13 2.1.20 Pre-Proposal Meeting	A pre-proposal meeting shall be held as per date mentioned in the Data Sheet. A virtual preproposal meeting URL link will be intimated through website of SDCL www.sdclindia.com and e-tender website https://sdcl.euniwizarde.com in due course of time	Please share the link for pre-proposal meeting	Pre-proposal meeting link shared on SDCL website on 13.03.23
12	Page 22 2.9 Eligible Assignments and Minimum Eligibility Criteria	Evaluation of schemes floated by Central government/ State government/ local body which must include data collection related to the scheme and its analysis	Kindly clarify whether ongoing assignments will be considered for evaluation. Suggestion: The agency can submit the work orders of ongoing assignments along with fee received so far (as per format Form 3D) as a documentary proof.	Only completed assignments with valid completion certificates will be considered for evaluation.
13	Page 29 2.16 Data Sheet	2.16.5 The RFP Processing Fee for this RFP is Rs. 11,800/- (Rupees Eleven Thousand Eight Hundred Only) and the Bid Security for this RFP is Rs. 5,00,000/- (Rupees Five Lakh only).	As per the Public Procurement Policy for MSEs Order, 2012 notified under section 11 of MSMED Act, 2006 (https://msme.gov.in/public-procurement-policy-micro-and-small-enterprises-mses-order-2012), registered MSEs are exempted from submitting the Tender Cost and EMD (refer Exemption of MSMEs to submit Bidder Fee and EMD at https://msme.gov.in/sites/default/files/Sch-vol11-151214.pdf-sri.pdf). Suggestion: Request you to kindly exempt the processing fee and bid security fee for MSMEs	For MSME, There is Exemption on Bid Security/EMD, However, No exemption is provided for RFP processing fees



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14	Page 57 Scope of Work 5.1 Scope of Work (SoW)/ ToR	For studying impact of completed projects, carry out extensive interactions with important stakeholders including but not limited to users/beneficiaries, citizens, various officials of Major Ports, State Maritime Board, Private Concessionaires, State/UT Departments, Railways, MoRTH, SDCL, IPA, Contractors, etc	As per our understanding of the TOR, the agency has to assess impact of all completed projects i.e., 220 projects across India. Or The impact assessment study will be based on the sample i.e. a certain percentage of sample will be selected from 220 completed projects. Please suggest. Suggestion: Kindly provide the list of 220 completed projects, this will help us to understand the geography and define the sampling plan.	Assessment to be done for all 220 completed projects under Sagarmala Programme. Please refer the list of completed Projects as per Annexure -1