



GOVERNMENT OF SIKKIM
PLANNING & DEVELOPMENT DEPARTMENT
TASHILING SECRETARIAT, GANGTOK - 737101

Fax: 03592-222160

Email: procurement.inspires@gmail.com

No. GOS/PDD/SI-WBP/07/PMC&TSA/2023/03

Dated: 14.09.2023

Minutes of Pre-Proposal Conference and Clarification on Queries against Direct RFP - Hiring of Program Management Consultancy (PMC) services to Support Government of Sikkim in 'Sikkim: Integrated Service Provision and Innovation for Reviving Economies' (INSPIRES) Program

Program Name: 'Sikkim: Integrated Service Provision and Innovation for Reviving Economies' (INSPIRES) Program

The Pre-Proposal Conference was held on 11/09/2023 at 11:30 AM, via video conferencing and in-person meeting.

The following team from Sikkim INSPIRES PMU was also present to support the meeting proceedings:

1. Mr. Swabhaw Gurung, Deputy Secretary, PDD
2. Ms. Rajani Sharma, Deputy Secretary, PDD
3. Mr. Deo Kumar Tamang, Deputy Director, PDD

Representative(s) from prospective consultants as under attended the conference:

Sr. No.	Prospective Consultant	Representative
1.	Nangia & Co LLP	Mr. Nirala Kumar, Manager
2.	Ernst & Young LLP	Mr. Prabbu Raj Menon, Manager
3.	PricewaterhouseCoopers Private Limited	Mr. Ankur Mital, Associate Director
4.	Deloitte Touche Tohmatsu India LLP	Mr. Jagannath Dasgupta
5.	IPE Global Limited	Mr. Gaurav Verma, Associate Director
6.	Sutra Consulting Pvt. Ltd.	Ms. Paushali Dutta
7.	Sutra Consulting Pvt. Ltd.	Mr. Kuntak Ghosh (In person)
8.	KPMG Advisory Services Limited	Mr. Gyan Prakash, Associate Director
9.	Grant Thornton Bharat LLP	Mr. Nishant Didar Singh, Director
10.	Grant Thornton Bharat LLP	Mr. Himanshu Karani (In person)

1. At the outset, Mr. Swabhaw Gurung, Deputy Secretary, PDD briefed the purpose of the meeting, background of Sikkim INSPIRES program and broad overview of the Request for Proposal (RFP).
2. Thereafter, the prospective consultants were requested to raise their queries related to scope and terms and conditions given in the RFP Document.
3. There were discussions on some of the points raised by the participants. While some of the queries were responded by the PMU, the participants were assured that response to all queries will be compiled and shared together in writing. The participants were also informed that they may request any further clarifications through mail latest by 22nd September 2023 16:30 IST, which may be sent on mail ID: procurement.inspires@gmail.com.
4. The response to queries received so far are summarized in the table appended as **Annexure-A**.

The Pre-Proposal conference ended with vote of thanks.

~***~

Clarifications to queries/suggestions received for Direct RFP - Hiring of Program Management Consultancy (PMC) services to Support Government of Sikkim in 'Sikkim: Integrated Service Provision and Innovation for Reviving Economies' (INSPIRES) Program (RFP Ref no. IN-PMU-368107-CS-QCBS)

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
1	All the requirements mentioned under clause 3 on page 10 "Conflict of Interest", should be curtailed to the Engagement Team only, and Affiliates to Affiliates in India. It is also requested that no potential conflict related declaration can be provided by the consultant and any conflict related declaration can be given as on the current date only.	Section 2 Clause 3	10	Details Conflict of Interest are specified in Clause 3 of Section 2 under (i) Conflict between consulting activities and procurement of goods, works or non-consulting services, (ii) Conflict among consulting assignments, and (iii) Relationship with the Client's staff.	Consultants should note that there is no change in the existing provision of the RFP and that they must confirm the declaration stipulated under sub-clause (c) of Form TECH-1 of Technical Proposal Submission Form in Section 3.
2	We are given to understand the INSPIRES would also require engagement of TSAs with implementing departments. Kindly clarify if selected PMC would be eligible to bid for TSA RFPs under INSPIRES	Section 2 A. 3. b.	11	(ii) Conflict among consulting assignments: a Consultant (including its Experts and Sub-consultants) or any of its Affiliates shall not be hired for any assignment that, by its nature, may be in conflict with another assignment of the Consultant for the same or for another Client.	If there is future procurement for TSA, the RFP document will require compliance with the qualification criteria and all other relevant requirements including Conflict of interest provisions.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
3	The proposal allows for same expert and non-expert CV in more than 1 proposal. We would request you to reconsider this clause since the CVs are a scoring criterion. This could also lead to conflict at a later stage.	ITC Data Sheet Clause 11.1	29	<p>The Consultant (including the individual members of any Joint Venture) shall submit only one Proposal, either in its own name or as part of a Joint Venture in another Proposal. If a Consultant, including any Joint Venture member, submits or participates in more than one proposal, all such proposals shall be disqualified and rejected. This does not, however, preclude a Sub-consultant, or the Consultant's staff from participating as Key Experts and Non-Key Experts in more than one Proposal when circumstances justify and if stated in the Data Sheet.</p> <p>As per Data Sheet: Participation of Sub-consultants, Key Experts and Non-Key Experts in more than one Proposal is permissible: Yes.</p>	Existing provision of the RFP shall remain unchanged.
4	Kindly clarify whether consortium or Joint ventures are allowed	Section 2 Clause 6.1	14	<p>6.1 The Bank permits consultants (individuals and firms, including Joint Ventures and their individual members) from all countries to offer consulting services for Bank-financed projects.</p>	Please refer ITC Clause 6.1 in the preceding column. It is clearly provided that Joint Ventures are eligible to participate in the selection process.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
5	We would request department to consider a 8% p.a price escalation on remuneration	Section 2 ITC Data Sheet Clause 16.2	31	Price adjustment provision applies to remuneration rates: No.	Existing provision of the RFP shall remain unchanged.
6	We request the authority to provide an online link to attend the Pre-proposal conference virtually. This will enhance participation. Please confirm?	Section 2. Data sheet 2.3	28	A pre-proposal conference will be held: Yes Date of pre-proposal conference: 11th September 2023 Time: 11:30 am Address: Planning & Development Department, Government of Sikkim, Tashiling Secretariat, Gangtok, Sikkim 737101	Participation in the Pre-proposal was organised online as well as in person.
7	Kindly confirm this clause as it would allow same sub-consultants, key experts, and non-key experts to participate from multiple bidders, which is generally not allowed.	Section 2 Data Sheet 11.1	29	Participation of Sub-consultants, Key Experts and Non-Key Experts in more than one Proposal is permissible: Yes.	Existing provision of the RFP shall remain unchanged.
8	Considering the extended weekend from 30th Sept – 2 nd Oct and physical submission of the proposal, we request you to kindly extend the last date by another 3 weeks to enable us to obtain the necessary internal approvals and submit a comprehensive proposal.	Section 2. Data Sheet 17.7 and 17.9	32	The Proposals must be submitted no later than: Date: 6 th October 2023 Time: 15:00 local time	As per the RFP published on 4th September on Sikkim Government Portal, the last date of submission is 6th October 2023. Consultants are advised to start preparation of the proposal and ensure submission within the specified deadline.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
9	Considering the specialist required and completing our internal risk related formalities, it is requested to extend the proposal submission date to 17 October 2023 i.e.; by 2 weeks.	Section 2. Data sheet 17.7 and 17.9	32	The Proposals must be submitted no later than: Date: 6 th October 2023 Time: 15:00 local time	Please see response as provided against SN 8 above.
10	We request the department to confirm the last date of submission as there is a discrepancy at two places in the document. Please confirm?	Section 2. Data sheet 17.7 and 17.9	32	Last date for submission of proposals 3rd October 2023 (03:00 PM) 17.7 and 17.9 The proposals must be submitted no later than Date: 6th October 2023 Time: 15:00 Local time	As per the RFP published on 4th September on Sikkim Government Portal, the last date of submission is 6th October 2023.
11	Considering the size and duration of the contract, minimum annual turnover from consulting services seems low. We request you to consider a higher minimum annual turnover from consulting services.	Section 2. Data Sheet 21.1 Part A	33	In any three years, out of the last five years, the consultancy firm should have a minimum annual turnover of Rs. 5 crores from consulting services.	As per RFP. No Change.
12	Kindly clarify if there is a minimum duration or value for engagements that will qualify under this	Section 2. Data sheet 21.1 Part A	33	Experience in establishing Project Management Consultancy/Project Implementation Agency/Project Management Unit as a single entity or as lead member of JV on Skill Development / Rural Development Entrepreneurship/Livelihood Projects (at least 3) in last 5 years.	As per RFP. No Change.
13	We understand the project is for duration of 60 months and have high magnitude in nature. So, we request you to kindly consider minimum annual turnover of Rs. 100 Crores from Consulting Services only	Section 2 Data Sheet 21.1 Part A	33	During the last three years, the consulting firm should have a minimum annual turnover of Rs. 5 crores from consulting services only.	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
14	We request the department to consider projects in the domain of health, social and development sector along with skill development, rural development, entrepreneurship, and livelihood. Please confirm?	Section 2. Data sheet 21.1 Part A	33	Mandatory Criteria Experience in establishing Project Management Consultancy/Project Implementation Agency/Project Management Unit as a single entity or as lead member of JV on Skill Development / Rural Development Entrepreneurship/Livelihood Projects (at least 3) in last 5 years.	As per RFP. No Change
15	We request the department to consider the experience of the consulting firm in both the capacities i.e.: Project done in capacity of Single entity and project done in capacity of consortium partner. This will encourage larger participation. Please confirm?	Section 2. Data sheet 21.1 Part A	33	Evaluation Criteria Point (i) (a) Experience in establishing Project Management Consultancy/Project Implementation Agency/Project Management unit as a single entity or lead bidder on Skill Development / Rural Development / Livelihood / Entrepreneurship Projects in last 5 years.: [5 – 1 mark for each project]	As per RFP. No Change
16	Request you to consider “Project Management consultant / Programme Implementation Unit / Project Management Unit / Technical Assistance”	Section 2. Data sheet 21.1 Part B	33	b) Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.: [5 – 1 mark for each project]	As per RFP. No Change.
17	EAP funded projects in hilly regions have been requested as part of Technical Evaluation criteria. In this regard, it is requested to consider EAP funded projects in relevant Government and Development sector as well, so that	Section 2. Data sheet 21.1 Part B	33	b) Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
	the expertise from these projects can be leveraged in the INSPIRES project as well			related sector.: [5 – 1 mark for each project]	
18	Kindly Consider the following: Specific experience of the Consultant (as a firm) relevant to the Assignment: b) Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region/ Northeastern Region of India valuing more than INR 2 crore. : [5 – 1 mark for each project]	Section 2. Data Sheet 21.1 Part B	33	Specific experience of the Consultant (as a firm) relevant to the Assignment: b) Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.: [5 – 1 mark for each project]	As per RFP. No Change.
19	It is requested that valuation of these projects in Hilly Region of India may be reduced to INR 1 Cr. Also, the criteria for EAP funded projects may be relaxed for larger participation.	Section 2. Data Sheet 21.1 Part B	33	Evaluation Criteria i.b) ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.” [5 – 1 mark for each project	As per RFP. No Change.
20	The criteria pertaining to ‘EAP funded project’ may be relaxed so that any project even taken up by Central Government or State Government on its own may be considered. i.e.; the criteria may be relaxed as follows: ongoing/ completed project as Project Management Consultant in an EAP funded project/Central Government funded project/State Government funded project in	Section 2. Data sheet 21.1 Part B	33	Evaluation Criteria i.b) ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.” [5 – 1 mark for each project	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
21	The Consultant requests to extend the period of experience from 5yrs to 10yrs so that there is adequate competition between all applicants and there is enough number of organisations to apply for the bid.	Section 2. Data sheet 21.1 Part B	33	Evaluation Criteria: i) a) Experience in establishing Project Management Consultancy/Project Implementation Agency/Project Management unit as a single entity or lead bidder on Skill Development / Rural Development / Livelihood / Entrepreneurship Projects in last 5 years.	As per RFP. No Change
22	The Consultant requests to relax the condition of experience in Sikkim and/or Hilly states of India for the same as reason stated above.	Section 2. Data sheet 21.1 Part B	33	Evaluation Criteria: i) b) Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector	As per RFP. No Change
23	(i)b. Please clarify whether EAP stands for externally aided project and requesting for consideration on considering projects directly funded by under this criteria	Section 2 Data Sheet 21.1 Part B	33	Evaluation Criteria: i) b) Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector	As per RFP. No Change. EAP stands for Externally Aided Project.
24	We request the department to consider projects in the domain of health, social and development sector along with skill development, rural development, entrepreneurship, and livelihood. Please confirm?	Section 2. Data sheet 21.1 B	33	Evaluation Criteria Point (i) (a)Experience in establishing Project Management Consultancy/Project Implementation Agency/Project Management unit as a single entity or lead bidder on Skill Development / Rural Development / Livelihood /Entrepreneurship Projects in last 5 years.: [5 – 1 mark for each project]	As per RFP. No Change

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
25	We request the department to consider ongoing and completed projects from district administration, state, and central government along with EAP funded projects. Please confirm?	Section 2. Data sheet 21.1 Part B	33	Evaluation Criteria (i)b Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.: [5 – 1 mark for each project]	As per RFP. No Change
26	We request the department to consider ongoing and completed projects in tribal and hard to reach districts along with Hilly regions of the country. Please confirm?	Section 2. Data sheet 21.1 Part B	33	Evaluation Criteria (i)b. Ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.: [5 – 1 mark for each project]	As per RFP. No Change
27	It is observed that for all key experts, experience in Hilly regions has been accorded 10 % of total marks. In this regard, it is requested if the criteria can be relaxed for technical positions like Civil Engineer, Monitoring & Evaluation specialist, MIS Associate, Finance specialist and Procurement specialist. This can result in wider participation and ensure the most technically qualified candidate can offer their services. Further, in the detailed experience and expertise criteria listed from Pg 78 onwards, experience of working in hilly region has not been asked as part of this RFP.	Section 2. Data Sheet 21.1 Part B	34	(iii) Key Experts' qualifications and competence for the Assignment: 60	As per RFP. No Change.
28	Please indicate if the bidders will have a chance to present their approach and methodology as part of the evaluation process.	Section 2. Data sheet 21.1 Part B	34	(ii) Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference (TORs): The score is subdivided as follows:	As per RFP. No presentation will be held for purpose of evaluation. As provided in ITC clause 20.2, the Client

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
				a) Clear methodology: [20] b) Responsiveness to the ToR: [10]	will conduct the evaluation solely on the basis of the submitted Technical and Financial Proposals.
29	The engagement period is mentioned as 60 months whereas deployment varies from 36 to 48 months. Hence, we request clarity on deployment of resources	Section 2. Data Sheet 21.1 Part B	34	Period of the assignment/Deployment of Key Experts	As per RFP. No Change. Engagement Periods for individual consultants are specified as minimum person-months based on estimated project needs.
30	The project duration is 5 months, however the as per the person month provided the role of the experts is intermittent. For the smooth execution of the project and the day to day activities of the department keeping 4- 5 roles as full time and remaining as intermittent will be beneficial for the project	Section 2. Data sheet 21.1 Part B	34	Person-months as stipulated in ITC Data Sheet 21.1	As per RFP. No Change.
31	We request the department to consider our proposed alterations: Weights given to the (P) Technical (T) and Financial proposals: T= 70% P=30% As this will allow participation from newer firms as well.	Section 2. Data sheet 26.1	36	The weights given to the Technical (T) and Financial (P) Proposals are: T = 80% P = 20%	As per RFP. No Change
32	The defined page limit for Tech 2A and Tech 2B sum up to 30. However, if we have a joint venture, does the total count of Tech 2A and 2B remain as 30 or is it 30 pages per organization?	Section 3.	39	TECH-2A A. Consultant's Organization - Page Limit 10 (Ten) TECH-2B B. Consultant's Experience - Page Limit 20 (Twenty)	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
33	The Consultant requests for clarification for provision for cost of office space, furniture and fixtures, equipment such as computers, printers, internet connection, etc. Information is requested if it will be provided by the project, or it needs a separate allocation within the financial proposal. Kindly clarify.	Section 4	53	FORM FIN-1 FINANCIAL PROPOSAL SUBMISSION FORM	As per RFP. Please refer Section 7 Pt. 12 of RFP for details.
34	i(d) – seeking clarification on the program operations manual stated in the scope of services. i(h) - seeking clarification with reference to IVA and program DLIs. i(i) – seeking clarification on the kind of capacity building activities, the mode in which they would be held and the intervals of the same.	Section 7. Pt. 4.	70	i. Program Management Support d) Assist PMU in developing and institutionalizing Program Operations Manual for critical Program activities. h) Coordinate with the Independent Verification Agency (IVA) to ensure timely and high-quality verification of the Program DLIs — this includes reviewing and providing inputs to verification schedule prepared by the IVA, clarifying verification requirements as per the agreed verification protocols to all relevant stakeholders, ensure that the IVA carries out verification in accordance with the verification protocols, facilitating IVA’s access to information (data, documents, etc.) for verification, supporting the IVA in planning and executing field studies for data collection, provide technical inputs to analysis, ensure timely submission of verification reports. Support PMU in preparation and submission of timely	As per RFP. No Change

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
				<p>disbursement requests based on the IVA verification reports.</p> <p>i) Plan and execute capacity building activities for key GoS staff of the priority departments. This includes: conducting thorough need assessment in consultation with the relevant stakeholders; developing capacity building plans based on the assessment; identifying capacity building activities including training programs, exposure visits, etc.; provide all identified project management related trainings, in line with their role across other activities on Monitoring and Evaluation (M&E), financial management, procurement, overall environment and social safeguard management, implementation mechanisms, to Government officials across priority departments; liaising with reputed institutions for providing technical and specialized training across thematic areas; providing necessary technical and logistical support for implementation of the capacity building activities.</p>	
35	Considering the scope of services, we believe that one of resources should be IEC specialist for effective implementation and execution of services.	Section 7. Pt. 4.	71	<p>i. Program Management Support</p> <p>j) Facilitate partnerships with reputed academic and technical institutions and civil society organizations — this includes scouting for innovative and</p>	As per RFP. No Change. However, a Consultant is free to propose additional personnel as non-key experts, subject

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
				<p>impactful interventions, identifying the specific value addition that partnerships can bring to the Program, identification of potential partners, exploring the right partnership modality, facilitating onboarding of partners, monitoring of partnership deliverables, etc.</p> <p>k) Provide support on Program communications — including but not limited to liaising with communication agencies for production and dissemination of communication materials and for organizing communication events such as press conferences. This includes support on development and maintenance of the Program website, social media handles, press releases, etc., in printed, digital, and audio-visual (AV) formats as necessary. In addition, the PMC will support the PMU in developing regular communication updates and/or reports with the World Bank as laid out in the loan agreement.</p> <p>l) Oversight, monitoring, and quality control support for the implementation of the IEC/Communications strategy and make periodic assessment of the progress, gaps, if any, and impacts and recommend the measure for improvement of the same. Support the</p>	<p>to ensuring compliance with the requirement of minimum person-months specified for the positions of Key Experts.</p>

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
				PMU in following up on any issues/ feed-back arising from the implementation of the IEC/Communications strategy.	
36	lii(g) – seeking clarification on what kind of market scans is the PMC expected to conduct. Does this include secondary research or primary research, or a combination of both? Will there be a mechanism for reimbursement of costs incurred during conducting the research or vendor meetings?	Section 7. Pt. 4.	73	iii. Procurement and Vendor Management Support g) Conduct market scans to identify vendors, hold required vendor meetings at various stages of the procurement process, etc.	As per RFP. No Change
37	iv(a). seeking clarification on whether the PMC is expected to set up an automated MIS tool or procure it from an external source? iv(f). seeking clarification on the frequency of the visits to the districts and the cost reimbursements for the same.	Section 7. Pt. 4.	74	iv. Monitoring and Evaluation Support a) Support PMU in establishing a strong monitoring and learning culture throughout the Program including setting up monitoring and evaluation systems and utilizing intelligence to inform Program implementation. f) Undertake periodic field monitoring visits (on an average once every month to each district – as feasible) in coordination with the relevant priority departments, prepare field visit reports, synthesize observations to inform Program stakeholders, etc.	As per RFP. No Change. PMC is not expected to setup/procure automated MIS tool.
38	Considering the scope of services, we believe that one of resources should be a social sector/development specialist for effective implementation and execution of services.	Section 7. Pt. 4.	75	v. Environment and Social Management Support.	As per RFP. No Change. The firm is free to propose additional manpower accordingly to their proposed methodology. However, the Minimum Resource

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
					Criteria must be complied as per the RFP.
39	v(b). seeking clarification on activities which have been classified as high-risk activities. Secondly, request you to share the online link for the programme implementation manual.	Section 7. Pt. 4.	75	v. Environment and Social Management Support b) Ensure that high-risk activities (as defined in the Program Implementation Manual) are excluded from the Program.	As per RFP. No Change.
40	As this project requires experts with specialized skill set and in case available experts are already deployed in other projects then we may have to source the qualified experts from the market. Hence, we request that criteria may be relaxed.	Section 7. Pt. 5.	76	e) It is to be noted that the company must demonstrate that 70% of the proposed staff are on their payroll at the time of the bidding.	Amended accordingly. Please Refer Amendment to RFP document.
41	We request to include the following: Team Leader (1 Nos. – 36 Man Month) Qualification: MBA/Masters in Development Studies, Business Management, Rural Management/ Social Work, or related field	Section 7. Pt. 5.	77	Team Leader (1 Nos. – 36 Man Month). Qualification: MBA/Master’s Degree in Development Studies/ Business Management/ Rural Management, or related field.	As per RFP. No Change.
42	Kindly consider the following: experience of working in Sikkim and/or North-eastern Region and/ or Hilly states in India.	Section 7. Pt. 5.	78	Team Leader (1 Nos. – 36 Man Month) Qualification: Experience of working in Sikkim and/or Hilly states in India.	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
43	The Consultant requests to relax the condition of the experience in Sikkim and/or Hilly states of India and extend it to experience across India.	Section 7 Pt. 5.	78	Team Leader (1 Nos. – 36 Man Month) Experience and Expertise Experience of working in Sikkim and/or Hilly states in India.	As per RFP. No Change
44	We request to include the following: Program Management Specialists (3 nos. – 114 person months) Qualification: MBA/Masters in Development Studies, Business Management, Rural Management/ Social Work/ Urban Planning, or related field	Section 7. Pt. 5.	78	Program Management Specialists (3 nos. – 114 person months) Qualification: MBA/ Masters in Development Studies, Business Management, Rural Management, or related field	As per RFP. No Change.
45	Request reducing the minimum experience criteria to 8 years And Making the experience of working in Sikkim and/or hilly regions as preferable instead of mandatory	Section 7. Pt. 5.	78	Team Lead – Experience and Expertise • At least 12 years of experience in program strategy, project management, implementation, monitoring and evaluation. • Experience of working in Sikkim and/or Hilly states in India.	As per RFP. No Change
46	Request to relax 5 years' experience criteria for the areas – sustainable tourism and digital jobs given the nascent focus on these domains to 2-3 years and/or allow for general tourism experience And Making the experience of working in Sikkim and/or hilly	Section 7. Pt. 5.	78	Expert Profiles Program Management Specialists (3 nos. – 114 person months) - Experience and Expertise • Strong background and at least 5 years of experience in any one of the following areas: skill development and employment, entrepreneurship promotion, economic inclusion of women and youth, sustainable tourism, hospitality, and wellness, digital jobs, and green jobs. There must be representation of at least 3 different	As per RFP. No Change

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
				<p>areas across the 3</p> <ul style="list-style-type: none"> • Experience of working in Sikkim and/or Hilly states in India. 	
47	It is requested to clarify if experience of working in Assam can be considered as Hilly region experience	Section 7. Pt. 5.	79	<p>Program Management Specialists (3 nos. – 114 person months)</p> <p>Experience of working in Sikkim and/or Hilly states in India</p>	If the specialist has worked in projects that are executed in the Hilly districts of Assam namely Karbi Anglong and North Cachar Hills, those projects may be considered.
48	Kindly consider the following: Program Management Specialists (3 nos. – 114 person months) : experience of working in Sikkim and/or North-eastern Region and/ or Hilly states in India.	Section 7. Pt. 5.	79	<p>Program Management Specialists (3 nos. – 114 person months)</p> <p>Qualification:</p> <p>Experience of working in Sikkim and/ or Hilly states in India.</p>	As per RFP. No Change.
49	Request relaxing experience requirements to Team member/Project Manager of civil works projects in public sector	Section 7. Pt. 5.	79	<p>Expert Profiles</p> <p>Civil Engineer - Experience and Expertise</p> <ul style="list-style-type: none"> • Management experience with a minimum of 5 years as a project manager of civil works projects in the public sector. 	As per RFP. No Change

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
50	Given the PMU nature of engagement and expert with more hands on monitoring experience is more advisable.	Section 7. Pt. 5.	80	Monitoring and Evaluation Specialist (1 Nos. – 38-person month) Qualifications: <ul style="list-style-type: none"> • Master’s Degree in Business Management, Economics, Statistics, Social Sciences, or related fields. • Additional qualifications in Data Science or a related field will be an added advantage. 	As per RFP. No Change.
51	The criteria on designation being ‘Project Manager of Civil Works projects’ may be relaxed from 5 years to 2 years in public sector. Additionally, the sector specification being ‘Public Sector’ only may be relaxed to include both Public and Private Sectors to get candidates with richer skills and experience.	Section 7. Pt. 5	80	Civil Engineer (1 Nos. – 38-person month) Experience: Management experience with a minimum of 5 years as a project manager of civil works projects in the public sector.	As per RFP. No Change.
52	We request the authority to accept B. Tech, BCA as qualifying criteria for and MCA the position of MIS Associate. Please confirm?	Section 7. Pt. 5.	81	MIS Associate (1 Nos. – 48-person month) Qualifications <ul style="list-style-type: none"> • Bachelor’s degree in data science, Statistics, Computer Science, Information Technology, or a related field. • Specialized certification in MIS implementation, database management, or a related area will be an added advantage. 	As per RFP. No Change

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
53	Kindly consider MIS Associate (1 Nos. – 48- person month) Experience in working with databases, data integration and data analysis, and programming languages like SQL, Python, PowerBi etc.	Section 7. Pt. 5.	82	MIS Associate (1 Nos. – 48-person month) Experience: Experience in working with databases, data integration and data analysis, and programming languages like SQL, Python, etc	As per RFP. No Change.
54	Since a supply chain management qualification is not pertinent to the project's scope of work and key expert's responsibilities. We request to kindly remove it.	Section 7. Pt. 5.	83	Procurement Specialist (1 Nos. – 38 person month) Qualifications <ul style="list-style-type: none"> • Master's Degree in Business Administration or a related field. • Additional qualifications in Supply Chain Management, Procurement, or a relevant field will be an added advantage. 	Amended accordingly. Please Refer Amendment to RFP document.
55	Request you to consider “Project Management consultant / Programme Implementation Unit / Project Management Unit / Technical Assistance ”	Section 7. Pt. 6.	84	d) Out of these, at least 2 ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.	As per RFP. No Change.
56	We request the department to consider removing the concerned clause as it has already been mentioned in the Data sheet before. Please confirm?	Section 7. Pt. 6.	84	d) Out of these, at least 2 ongoing/ completed project as Project Management Consultant in an EAP funded project in Hilly Region of India valuing more than INR 5 crore in related sector.	As per RFP. No Change

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
57	<p>From the following information available at https://projects.worldbank.org/en/projects-operations/procurement/detail/OP00243343 "The INSPIRES PforR Program will have an IPF Component for Technical Assistance (TA).</p> <p>The IPF component has a financing value of 5 million USD. This IPF component will cover Consultancy Services to support the Program, which may include Program Management Consultant (PMC) and Technical Support Agencies (TSAs)" We understand that the client would be hiring the services of other TSAs. We seek clarity on whether an agency hired for the PMC can apply for other TSAs</p>	Section 7. Pt. 10.	86	b) The entire assignment shall be carried out under the overall guidance of the Program Director, PMU. At all stages, the PMC will be required to work closely with the Program Director, PMU staff, other PDD staff, nodal officers of the participating departments, other Technical Support Agencies working on the Program, and the World Bank team.	Please refer clarification provided against SN 2 above.
58	Kindly indicate the payment terms	GCC 50 and SCC 50.1 (a) and 50.1 (b)	GCC 50 at pages 118-120 and SCC clauses at page 127	As per SCC 50.1 (b): The Consultant shall submit to the Client itemized invoices at time intervals of every month – keeping in view the details to be submitted through Quarterly Report on the Assignment Progress as specified in Para 9 of the TOR.	SCC Clause 50.1 clearly provides that the Consultant shall submit itemized invoices at time intervals of every month.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
59	We request you to make the payment on monthly basis for the ease of operational cost of the project	GCC 50 and SCC 50.1 (a) and 50.1 (b)	GCC 50 at pages 118-120 and SCC clauses at page 127	Please refer the provision as reproduced against SN 58.	Please refer response against SN 58 above.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
60	The limitation of liability currently does not apply to any third party claims. It is requested to apply the limitation of liability to third party claims as well for effective management of any potential risks.	SCC Clause 23.1	124	The following limitation of the Consultant's Liability towards the Client can be subject to the Contract's negotiations: "Limitation of the Consultant's Liability towards the Client: (a) Except in the case of gross negligence or willful misconduct on the part of the Consultant or on the part of any person or a firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to damage caused by the Consultant to the Client's property, shall not be liable to the Client: (i) for any indirect or consequential loss or damage; and (ii) for any direct loss or damage that exceeds the total value of the Contract: (b) This limitation of liability shall not (i) affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services; (ii) be construed as providing the Consultant with any limitation or exclusion from liability which is prohibited by the "Applicable Law in India".	As per RFP. No Change. Consultant's liability, if any, for damage to Third Parties shall be governed by the Applicable Law in India.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
61	<p>Request to add in the Clause : The Client shall not recover from the Consultant, in contract or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. The Client shall not recover from the Consultant, in contract or tort, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services.</p>	N/A	N/A	Limitation of Liability	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
62	<p>Request to add in the Clause : Except as otherwise permitted by this Agreement, neither of the parties may disclose to third parties the contents of this Agreement or any information provided by or on behalf of the other that ought reasonably to be treated as confidential and/or proprietary. Parties may, however, disclose such confidential information to the extent that it: (a) is or becomes public other than through a breach of this Agreement, (b) is subsequently received by the receiving party from a third party who, to the receiving party's knowledge, owes no obligation of confidentiality to the disclosing party with respect to that information, (c) was known to the receiving party at the time of disclosure or is thereafter created independently, (d) is disclosed as necessary to enforce the receiving party's rights under this Agreement, or (e) must be disclosed under applicable law, legal process or professional regulations. These obligations shall be valid for a period of 3 years from the date of termination of this Agreement</p>	N/A	N/A	Confidentiality	As per RFP. No Change.
63	<p>Request to add in the Clause : <<FIRM>> may terminate this Agreement, or any particular Services, immediately upon written notice to Client if <<FIRM>> reasonably determine that <<FIRM>> can no longer provide the Services in accordance with applicable law or professional obligations.</p>	N/A	N/A	Termination	As per RFP. No Change.

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
64	<p>Request to add : To the extent that the provision of the Services is impacted by a pandemic (including COVID-19) and any reasonable concerns or measures taken to protect the health and safety interests of either Party's personnel, the Parties will work together to amend the Agreement to provide for the Services to be delivered in an appropriate manner, including any resulting modifications with respect to the timelines, location, or manner of the delivery of Services. Where <<FIRM>> Personnel are required to be present at Client's premises, <<FIRM>> will use reasonable efforts to provide the Services on-site at [Client] offices, provided that, in light of a pandemic the parties agree to cooperate to allow for remote working and/or an extended timeframe to the extent (i) any government or similar entity implements restrictions that may interfere with provision of onsite Services; (ii) either party implements voluntary limitations</p>	N/A	N/A	Force Majeure	As per RFP. No Change.
65	In order to prepare most competitive bid, we request you to kindly extend the Bid Due Date for 15 days from the date of Pre-proposal Response.	N/A	N/A		Please note that sufficient time will be available to the consultants for preparation and submission of proposals - after the response to pre-proposal queries is issued.
66	It is submitted as a clarification that the consultant does not provide any direct or indirect legal services.	N/A	N/A	Miscellaneous	As per RFP. No Change. However, any points

Sl. No.	Query / Suggestions from the Prospective Consultants	Clause Reference of RFP	Page Number	Content of Para / Clause under Reference as per RFP	Response/Clarifications
	Our scope is limited to technical/commercial aspect and our services will not include provision of any legal services or legal advice. No work performed by our employees shall be construed as legal service/legal advice				raised by a consultant which aren't directly related to the scope of services can be discussed with the selected consultant during negotiations.
67	<p>Request to add in the Clause :</p> <p><<FIRM>> may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how (“Materials”) that <<FIRM>> own in performing the Services. Notwithstanding the delivery of any Reports, <<FIRM>> retain all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that <<FIRM>> compile and retain in connection with the Services (but not Client Information reflected in them). Upon payment for the Services, Client may use any Materials included in the Reports, as well as the Reports themselves as permitted by this Agreement</p>	N/A	N/A	Intellectual Property Rights	As per RFP. No Change.