



ଓଡିଶା ଗ୍ରାମ୍ୟ ଉନ୍ନୟନ ଓ ବିପଣନ ସମିତି  
ପଞ୍ଚାୟତିରାଜ ଓ ପାନୀୟ ଜଳ ବିଭାଗ, ଓଡିଶା ସରକାର  
**Odisha Rural Development & Marketing Society**  
*creating competence and values in rural Odisha*  
Panchayati Raj and DW Department, Government of Odisha

**ORMAS**  
BHUBANESWAR

Notice No. 2681  
(ORMAS-Livelihoods/Project Management Unit)

Date: 05.10.2021

**CORRIGENDUM to RFP Notice No. 2486 dtd. 15.09.2021**

**Selection of Agency for Setting Up of Project Management Support Unit (PMU) for Livelihoods Promotion and CBBO Programme under "Formation and Promotion of 10000 FPO" in ORMAS**

In pursuance to the RFP No. 2486 dtd. 15/09/2021, the following modifications have been made. The detailed clarifications to the queries raised by the bidders during the Pre-Proposal Conference held on 22/09/2021 have been given at Annexure-1.

Sl. No.	Page No.	Section No.	Headings	Original Clause	Modifications / Amendments Recommended
1.	9	Section No. 2	Eligibility Criteria- Sl. No.1	The Bidder must be a company incorporated under the Companies Act or a limited liability Partnership Firm registered under Limited Liability Partnership Act 2008/ Partnership Act registered in India under relevant law with a track record of providing consulting/ advisory services for at least 5 years as on March 31, 2021.	The Bidder must be a company incorporated under the Companies Act or a limited liability Partnership Firm registered under Limited Liability Partnership Act 2008/ Partnership Act / Society Registration Act registered in India under relevant law with a track record of providing consulting/ advisory services for at least 5 years as on March 31, 2021.
2.	9	Section No. 2	Eligibility Criteria- Sl. No.3	The Bidder should have an average turnover of minimum INR 25 Crore during three financial years (FY 2017-18, FY 2018-19, FY 2019-20) in Consulting services.	The Bidder should have an average turnover of minimum INR 25 Crore during three financial years (FY 2017-18, FY 2018-19, FY 2019-20) in India. This may be modified in all corresponding criterions.
3.	14	Section 2	Technical Evaluation Criteria (Sl. No.1)	Bidder's average annual turnover in India in this three financial years ending 31 March 2020 shall be minimum INR 25 Crores or above. INR >25 Cr – INR 250 Cr – 5 Marks INR > 250 Cr- INR 500 Cr- 7 Marks	Bidder's average annual turnover in India in this three financial years ending 31 March 2020 shall be minimum INR 25 Crores or above. INR >25 Cr – INR 50 Cr – 5 Marks INR > 50 Cr- INR 100 Cr- 7 Marks More than INR 100 Cr- 10 Mark



ଓଡ଼ିଶା ଗ୍ରାମ୍ୟ ଉନ୍ନୟନ ଓ ବିପଣନ ସମିତି  
ପଞ୍ଚାୟତିରାଜ ଓ ପାନୀୟ ଜଳ ବିଭାଗ, ଓଡ଼ିଶା ସରକାର  
**Odisha Rural Development & Marketing Society**

**ORMAS**  
BHUBANESWAR

*creating competence and values in rural Odisha*  
Panchayati Raj and DW Department, Government of Odisha

4.	14	Section 2	Technical Evaluation Criteria (Sl. No.2,3,4) and Eligibility Criteria (Sl. No. 5,6)	Completing/Ongoing Projects	All completed /ongoing projects are considered for evaluation.
5.	14	Section 2	Technical Evaluation Criteria (Sl. No.2)	The Bidder should have experience of successful completion of at least two similar assignments for PMU/ TSA/ PMC/TSU in three Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2017-18, 2018-19, 2019-20). Each relevant assignment will carry 3 mark	The Bidder should have experience of successful completion/ongoing of at least one similar assignments for PMU/ TSA/ PMC/TSU in five Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2015-16, 2016-17, 2017-18, 2018-19, 2019-20). Each relevant assignment will carry 3 mark
6.	25	Section 3	Terms of Reference	Similar assignment: The setting up PMU/TSU/ Technical Support Agency / PMC experiences shall be considered for this model of assignment. Supply of Manpower/ recruiting/ outsourcing/ staffing shall not be considered.	Similar Assignment means: The setting up PMU/TSU/ Technical Support Agency / PMC experiences in Livelihoods Sector/Value Chain/FPO/Agriculture Sector shall be considered for this model of assignment. Consulting service or Supply of Manpower through PMU set up only be considered for the evaluation. Conducting of staff recruitment services shall not be considered.

All other terms and conditions remain unchanged.

  
05/07/2021  
Chief Executive Officer

CC: To the Notice Board of ORMAS/ OLM and web hosting of the same in ORMAS / OLM website for wide publicity.

### Annexure-1

### **Selection of Agency for Setting Up of Project Management Support Unit (PMU) for Livelihoods Promotion and CBBO Programme under "Formation and Promotion of 10000 FPO" in ORMAS**

**RFP Notice No 2486 Dated: 15.09.2021**

**Date & Time : 22.09.2021 @ 04:00 P.M.**

**Venue: Conference Hall, ORMAS, Bhubaneswar**

[illegible]

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
3	9	Section No. 2	Eligibility Criteria- Sl. No.1)	The Bidder must be a company incorporated under the Companies Act or a limited liability Partnership Firm registered under Limited Liability Partnership Act 2008/ Partnership Act registered in India under relevant law with a track record of providing consulting/ advisory services for at least 5 years as on March 31, 2021.	We request you to kindly allow the bidders registered under the Society Registration Act 1860 to bid for the same. And modify this clause as: The Bidder must be a company incorporated under the Companies Act / Societies Act or a limited liability Partnership Firm registered under Limited Liability Partnership Act 2008/ Partnership Act registered in India under relevant law with a track record of providing consulting/ advisory services for at least 5 years as on March 31, 2021.	The Bidder must be a company incorporated under the Companies Act or a limited liability Partnership Firm registered under Limited Liability Partnership Act 2008/ Partnership Act / Society Registration Act registered in India under relevant law with a track record of providing consulting/ advisory services for at least 5 years as on March 31, 2021.	Please refer to the Corrigendum.
4	9	Section No. 2	Eligibility Criteria- Sl. No.5)	The Bidder should have experience of successful completion of at least two similar assignments for PMU/ TSA/ PMC/TSU in three Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2017-18, 2018-19, 2019-20)	We request you to kindly consider the experience of PMU Projects in Urban Development related sectors as the eligible assignments for evaluation.	No Change	Please refer to RFP. No change is contemplated
<b>Queries from Global AgriSystem through Email ID- consulting@globalagri.com</b>							
5	9	Section No. 2	Eligibility Criteria- Sl. No.3)	The Bidder should have an average turnover of minimum INR 25 Crore during three financial years (FY 2017-18, FY 2018-19, FY 2019-20) in Consulting services.	The annual turnover for last 3 years should be reduced from Rs.25 crores to Rs.5 crores.	No Change	Please refer to RFP. No change is contemplated

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
6	9	Section No. 2	Eligibility Criteria-Sl. No.3)	The Bidder should have an average turnover of minimum INR 25 Crore during three financial years (FY 2017-18, FY 2018-19, FY 2019-20) in Consulting services.	Correspondingly you may like to lower the scoring criteria. Moreover, the scoring should be only based on turnover from consulting services in agriculture, food processing and rural development and not from other unrelated services.	Scoring criteria has been modified	Please refer to the corrigendum
7	10	Section No. 2	Eligibility Criteria-Sl. No.7)	The Bidder must have consulting staff of at least 50 nos. on-roll technically qualified personnel in the area of consulting services for Livelihoods / Value Chain/ IEC/ Content Designer/ Documentation etc in three years. (FY 2017-18, 2018-19 & 2019-20)	The minimum number of staff of the firm should be reduced from 50 to 30.	No Change	Please refer to RFP. No change is contemplated
8	9	Section No. 2	Eligibility Criteria-Sl. No.5)	The Bidder should have experience of successful completion of at least two similar assignments for PMU/ TSA/ PMC/TSU in three Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2017-18, 2018-19, 2019-20)	In case of relevant experience, please consider lowering the single contract value and tenure of contract to Rs.20 lakhs and 3 months each.	No Change	Please refer to RFP. No change is contemplated
9	10	Section No. 2	Eligibility Criteria-Sl. No.11)	Bidder must submit the Bid Declaration in lieu of EMD (Bid Security) and Bid Processing Fees of Rs. 11,800/- including GST. Bid Processing fee is non-refundable.	The processing fee should be waived in case of MSME as per guidelines of Government of India.	Exemption rule will be followed as per the rule of Government of Odisha	
10	10	Section No. 2	Eligibility Criteria-Sl. No.10)	Consortium/ Joint Venture	If the above amendments are not acceptable, please consider allowing bidders to form a consortium or JV in which the combined strength of all the consortium partners can be considered for minimum qualification.	Joint Venture is not allowed	Please refer to RFP. No change is contemplated



Sl.	Page No.	Section No.	Headings	Original Clause as pe RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
<b>Queries from Odisha State Association of Financial Inclusion Institutions through Email ID- osafiifiibbsr@gmail.com</b>							
11	10	Section No. 2	Eligibility Criteria- Sl. No.10)	Consortium/ Joint Venture	Whether the RFA can be applied by a Consortium consisting of different organizations, the Company registered entity as a Lead Applicant.	Joint Venture is not allowed	Please refer to RFP. No change is contemplated
12	9	Section No. 2	Eligibility Criteria- Sl. No.3)	The Bidder should have an average turnover of minimum INR 25 Crore during three financial years (FY 2017-18, FY 2018-19, FY 2019-20) in Consulting services.	Whether the quantum of Bidder Average Turnover in the last three years (INR 25 Crores) can be made flexible as the amount looks very high for smaller organizations.	No Change	Please refer to RFP. No change is contemplated
<b>Queries from Grant Thornton through Email ID- prakhar.katiyar@in.gt.com</b>							
13	9	Section No. 2	Eligibility Criteria- Sl. No.5)	The Bidder should have experience of successful completion of at least two similar assignments for PMU/ TSA/ PMC/TSU in three Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2017-18, 2018-19, 2019-20)	May we assume PMU/ TSA/ PMC/TSU includes "Agri-Business Promotion Facility" (ABPF) also under typical World Bank supported large state govt. projects to also support FPOs, "Agri Business Promotion Unit" (ABPU) under SFAC Ministry of Agriculture, "FPO formation and promotion consulting services" under state government mandates with or without the support of the World Bank/ADB etc., "Cluster Based Business Organisation" (CBBO) under Central Sector Scheme for Formation and Promotion of 10,000 FPOs.	It is clarified that if the nature of the assignment is for PMU setup, the work order will be considered subject to verification. Also please refer to the clarification at below Sl. No 33.	Pls refer to the Corrigendum

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
14	10	Section No. 2	Eligibility Criteria- Sl. No.7)	The Bidder must have consulting staff of at least 50 nos. on-roll technically qualified personnel in the area of consulting services for Livelihoods / Value Chain/ IEC/ Content Designer/ Documentation etc in three years. (FY 2017-18, 2018-19 & 2019-20)	We assume that the “technically qualified personnel” in the areas of livelihood / Value Chain/ IEC/ Content Designer/ Documentation etc would largely refer to experience of the staff in related assignments / activities rather than in terms of academic qualifications as value chain and documentation etc. do not have a specialised academic programme. Please confirm	It is clarified that basically, the staffs having relevant experience as per the RFP should be deployed in the project.	Please refer to RFP. No change is contemplated
15	14	Section No. 2	Technical Evaluation Criteria (Sl. No.1)	Bidder’s average annual turnover in India in this three financial years ending 31 March 2020 shall be minimum INR 25 Crores or above. INR >25 Cr – INR 250 Cr – 5 Marks INR> 250 Cr- INR 500 Cr- 7 Marks More than INR 500 Cr- 10 Marks	It is our submission that allotting highest marks to firms with annual turnover of more than INR 500 crore is not really relevant to the expertise, capabilities and successful track record of a firm providing services related to formation and promotion of FPOs. Hence, we request this may be revised as follows: • INR >25 Cr – INR 150 Cr – 5 Marks • INR> 150 Cr- INR 250 Cr- 7 Marks • More than INR 250 Cr- 10 Marks	Bidder’s average annual turnover in India in this three financial years ending 31 March 2020 shall be minimum INR 25 Crores or above. INR >25 Cr – INR 50 Cr – 5 Marks INR> 50 Cr- INR 100 Cr- 7 Marks More than INR 100 Cr- 10 Mark	Please refer to the Corrigendum
16	14	Section No. 2	Technical Evaluation Criteria (Sl. No.2)	The Bidder should have experience of successful completion of at least two similar assignments for PMU/ TSA/ PMC/TSU in three Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2017-18, 2018-19, 2019-20). Each relevant assignment will carry 3 mark	What does “similar assignments” mean. Does it imply only FPO and livelihood related assignments or any other also.	Please refer the modification on the similar assignment at below SI No.33	Please refer to the Corrigendum

Sl.	Page No.	Section No.	Headings	Original Clause as pe RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
17	14	Section No. 2	Technical Evaluation Criteria (Sl. No.3)	The Bidder should have experience of completing consulting assignments of minimum duration of 6 months with at least two nos assignment in Livelihoods/ value chain/ agriculture/FPO Sector where the single contract value is not less than INR 50 lakh in Externally Aided Project/ Government /PSU in India in three financial years. (FY 2017-18, 2018-19, 2019-20)Each relevant assignment will carry 3 marks	We suggest that this clause be modified as to include only livelihood and FPO sector expertise and not also general value chain and other agriculture related expertise to ensure that the bidder has experience directly related to the project.	No Change	Please refer to RFP. No change is contemplated
18	14	Section No. 2	Technical Evaluation Criteria (Sl. No.2,3,4)	Completing/Ongoing Project	Since the FPO and livelihood related interventions in large scale and professional manner is a relatively young phenomenon, our submission is that completed as well as ongoing assignments both be considered.	Clarified at Sl No. 33	Pls refer to the Corrigendum
19	30	Section No.3	Terms of Reference (Point No. 15)	Remuneration Structure of the staff to be provided by the agency.	We believe that the actual salary cost of the staff under this project is likely to be higher than the estimates provided to deliver a job of very good quality. We also assume that typically in all such bids, the overheads to the bidding firm including admin, professional experts' supervision costs etc. may be significant and higher than the salary actually paid to the project staff. In the light of the above, we suggest required modifications be made in the table (under point 15) of estimates.	No Change	Please refer to RFP. No change is contemplated



Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
20	55	Section 5	Financial Proposal	Fin-3, Detail Break-Up of Fee of Key Professionals	The monthly fee for the personnel as submitted under the financial proposal should not be directly compared to the actual pay out to the consultant by the bidder, as such cost submitted will also include firm's overheads, inputs from senior subject matter experts from within the firm etc.	It is Clarified that the monthly fee of the personnel is only the remuneration part. The overhead cost part is to be mentioned separately. The overhead includes firm's office rent, documentation, internal travel and other contingent expenses which to be mentioned as Lumpsum cost in total. As mentioned in the ToR, the travel/ tour of personnel in field location of ORMAS shall be reimbursed in nature.	Please refer to RFP. No change is contemplated
21	19	Section 2	21. Confidentiality	Information relating to evaluation of proposals and recommendations concerning awards shall not be disclosed to the bidders who submitted the proposals or to other persons not officially concerned with the process, until the publication of the award of contract. The undue use by any Consultant of confidential information related to the process may result in rejection of its proposal and may be subject to the provisions of the Client's antifraud and corruption policy. During the execution of the assignment except with prior written consent of the Client, the consultant or its personnel shall not at any time communicate to any person or entity any confidential information acquired in the course of the contract.	An exception should be incorporated for cases of compelled disclosure for an instance by regulatory or federal authorities.	No Change	Please refer to RFP. No change is contemplated

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
22	20	Section 2	27. Settlement of Disputes	The Client and the Consultant shall make every effort to resolve amicably, by direct informal negotiation, any disagreement or dispute arising between them under or arising from or in connection with the Contract within thirty (30) days from the commencement of such informal negotiation. In case any dispute will arise between the parties, the same shall be resolved mutually and in case the disputes further subsides, the same shall be referred to the CEO, ORMAS whose decision shall be treated as final and binding on the parties	The person responsible to resolve or have final say on the dispute must be appointed by mutual agreement between both the parties.	No Change	Please refer to RFP. No change is contemplated
23					Indemnity clause is not mentioned. A mutual clause of indemnity should be included.	This clause shall be taken care of in the Contract Agreement.	
24					Limited of Liability clause is not mentioned. As in similar assignments with Central, State or multilateral agencies, a clause on limitation to liability limited to the amount of fees agreed for the assignment should be included	This clause shall be taken care of in the Contract Agreement.	
25					Non solicitation, Retention of copies and non-exclusivity clauses are not mentioned. All three clauses should be included in the ToR.	This clause shall be taken care of in the Contract Agreement.	
<b>Queries from Centum Learning through Email ID- ankita.borthakur@centumlearning.com</b>							
26	10	Section No. 2	Eligibility Criteria- Sl. No.10)	Consortium/ Joint Venture- Not Allowed/ Not Applicable	We request you to consider bidding with at least one or more consortium partners	Joint Venture is not allowed	Please refer to RFP. No change is contemplated

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
27	14	Section No. 2	Technical Evaluation Criteria (Sl. No.2)	The Bidder should have experience of successful completion of at least two similar assignments for PMU/ TSA/ PMC/TSU in three Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2017-18, 2018-19, 2019-20). Each relevant assignment will carry 3 mark	We request you to reduce the experience of at least two similar assignment for PMU/ PMU/ PMC/TSU and consider those bidders who are currently running a PMU in similar field of interest.	The Bidder should have experience of successful completion/ongoing of at least one similar assignments for PMU/ TSA/ PMC/TSU in five Financial years where the single contract value is not less than INR 1.0 crore of a minimum duration of 1 year with Central/ State Government agencies in India. (FY 2015-16, 2016-17, 2017-18, 2018-19, 2019-20). Each relevant assignment will carry 3 mark	Please refer to the Corrigendum
28	14	Section No. 2	Technical Evaluation Criteria (Sl. No.3)	The Bidder should have experience of completing consulting assignments of minimum duration of 6 months with at least two nos assignment in Livelihoods/ value chain/ agriculture/FPO Sector where the single contract value is not less than INR 50 lakh in Externally Aided Project/ Government /PSU in India in three financial years. (FY 2017-18, 2018-19, 2019-20)Each relevant assignment will carry 3 marks	We request you to reduce the experience of completing consulting assignments of minimum duration of 6 months with at least two nos assignment in Livelihoods/ value chain/ agriculture/FPO Sector and consider those bidders who are currently running a PMU in similar field of interest	Modified	Please refer to the Corrigendum
29	15	Section No. 2	Technical Evaluation Criteria (Sl. No.5)	The Bidder must have consulting staff of at least 50 nos. on-roll technically qualified personnel in the area of consulting services for formation and Promotion of FPO program etc in three years. (FY 2017-18, 2018-19 & 2019-20) If yes = 5 Marks, If No= 0 Mark	We request you to consider bidders having 100+ on roll employees along with experienced consulting personnel	No Change	Please refer to RFP. No change is contemplated

Queries from Deloitte Touche Tohmatsu India LLP through Email Id:- mrasmi.ext@deloitte.com

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
30	14-15	Section 2	Technical Evaluation Criteria (Table-1, Point 2,3,4)	Financial Years mentioned- FY 2017-18, 2018-19, 2019-20	Kindly waive the year restrictions from the mentioned points to enable us to show case our expertise in most relevant ones pertaining to other years.	Modified	Please refer to the Corrigendum
31	30	Section 3	Terms of Reference (Point No. 15)	Remuneration Structure of the staff to be provided by the agency. - In case, the price bid of a successful bidder (H1) exceeds 15 % of the total estimated cost will be called for a negotiation. If any of the circumstances, the negotiation is failed with the successful bidder; the Client shall invite the H2 bidder for negotiation and so on.	Ceiling limit of 15% on Overhead cost of the firm. This may kindly be amended. It require extra up to 20 - 25 % of the project cost over the resources remuneration for executing any project as most of the back end cost such as HR, IT, SUBJECT MATTER EXPERT COST, TRAVEL OF THE LEADERSHIP FOR REVIEWS etc. need to be borne out of the project only. Further Bank Guarantee of 3% need to be blocked for the entire duration of the project. Hence, allowed overhead expenses must be over the cost involved for any project. This may please be suitably modified.	No Change	Please refer to RFP. No change is contemplated
31	30	Section 3	Terms of Reference (Point No. 15)	Remuneration Structure of the staff to be provided by the agency.	Remuneration of the Key resources may please be extended so as to attract best resources in the market.	No Change	Please refer to RFP. No change is contemplated
32	27	Section 3	Terms of Reference (Point No. 6)	Contract Period:- The project cycle is maximum for 3 years. The Contract shall be executed initially for one year . The contract period shall be renewed annually based on the performance and need. The client reserves the right to reduce or increase the project cycle period at any point of time as per the need of the organization.	Duration of the project may please be fixed for at least 3 years to attract better resources	No Change	Please refer to RFP. No change is contemplated

Sl.	Page No.	Section No.	Headings	Original Clause as per RFP	Queries of the bidder	Clarifications/ Modifications Recommended	Remarks
33	Other points					<b>Similar Assignment means:</b> The setting up PMU/TSU/ Technical Support Agency / PMC /PIU experiences in Livelihoods Sector/Value Chain/FPO/Agriculture Sector shall be considered for this model of assignment. Consulting service or Supply of Manpower through PMU set up only be considered for the evaluation. Conducting of staff recruitment services shall not be considered. The note defined in the RFP under Key Eligibility Criteria has been modified. The modified note may be treated in all corresponding criterions.	Please refer to the corrigendum
34	Other points					A. Referring to the Eligibility Criteria Sl No 5 & 6 and Referring to the Technical Evaluation Criteria Sl. No 2 & 3, the Financial year has been modified as five financial years 2015-16, 2016-17, 2017-18, 2018-19, 2019-20 instead of three financial years. B. it has been modified as all the similar assignment must be completed or ongoing in this five years (2015-16, 2016-17, 2017-18, 2018-19, 2019-20) . This should be treated in all corresponding criterions .	Please refer to the corrigendum