

**PLANNING, INVESTMENT PROMOTION & SUSTAINABLE DEVELOPMENT DEPARTMENT
GOVERNMENT OF MEGHALAYA**

Dated: Shillong, the 14th August, 2023
No. PLR.76/2023/5

RFP for Selection of Consulting Agency to Conduct Economic Analysis, Develop Sectoral Strategies & Establishing Economic Analysis Wing

REF:RFP No. PLR.76/2023/1, dated 20th July, 2023
Response to Pre-bid Queries / Comments

| # | RFP Section | Clause | Existing Clause | Query | Response |
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| 1 | 1 | Data Sheet | Proposal Submission: Hard Copy of Proposal Technical & Financial (separate envelope), shall be submitted to the Department by 17:00 hours on 10-08- 2023 | We request department to kindly extend the submission date by at least 3 weeks | The last date for submission of proposals is extended to 31-08-2023 at 1700 hours |
| 2 | 2 | 2.1.4 | Consortium or sub-contracting is allowed for this RFP. The bidder should be either a company (single legal entity) or a consortium of companies. In case of consortium, the applicant consortium shall submit a valid agreement among the members | We request to kindly allow unincorporated joint venture between member firms. | Amended to: Consortium or sub-contracting is allowed for this RFP. The bidder should be either a company (single legal entity) or a consortium of companies or an unincorporated joint venture between member firms. In case of consortium or an unincorporated joint venture between member firms, the applicant consortium shall submit a valid agreement among the members |
| 3 | 9 | Annexure 1 | I/We haven't been blacklisted by a Central/ State Government institution/ Public Sector Undertaking/ Autonomous body and there has been no litigation with any Government Department/ PSU/ Autonomous body on account of similar services. | Requesting to delete autonomous bodies from list and keep this limited to Central/ State Government institution/ Public Sector Undertaking as this current scope is for a State Government entity and including autonomous body would include a wide range of private clients as well. | Amended to: I/We haven't been blacklisted by a Central/ State Government institution/ Public Sector Undertaking and there has been no litigation with any Government Department/ PSU on account of similar services. |
| 4 | 2 | 2.1.7 sub clause (g) | the Bidder, its Member or Associate (or any constituent thereof), and the bidder or Concessionaire, if any, for the Project, its contractor(s) (or any constituent thereof) have common controlling shareholders or other ownership interest; provided that this disqualification shall not apply in cases where the direct or indirect shareholding or ownership interest of an Bidder, its Member or Associate (or any shareholder thereof having a shareholding of more than 5% (five per cent) of the paid up and subscribed share capital of such Bidder, Member or Associate, as the case may be,) in the bidder or Concessionaire, if any, or its contractor(s) is less than 5% (five per cent) of the paid up and subscribed share capital of such Concessionaire or its contractor(s); provided further that this disqualification shall not apply to ownership by a bank, insurance company, pension fund or a Public Financial Institution referred to in Section 4A of the Companies Act, 1956. For the purposes of this subclause (g), indirect shareholding shall be computed in accordance with the provisions of sub-clause (a) above. For purposes of this RFP, Associate means, in relation to the Bidder, a person who controls, is controlled by or is under the common control with such Bidder (the "Associate"). As used in this definition, the expression "control" means, concerning a person which is a company or corporation, the ownership, directly or indirectly, of more than 50% (fifty per cent) of the voting shares of such person, and with respect to a person which is not a company or corporation, the power to direct the management and policies of such person by operation of law or by contract." | We request you to rephrase the requirements of conflict - of - interest clause to be restricted to the engagement team and the term 'Members & Associates' to be limited to 'Members & Associates in India'. | Accepted |
| 5 | 3 | 3.1.25 | "The aggregate liability under this RFP and in connection with the services shall be for direct damages and shall be limited to one-time the fees paid to the ." | We request you to please consider the following revision in the point: "The aggregate liability of the Bidder under this RFP and in connection with the services shall be for direct damages and shall be limited to onetime the fees paid to the Bidder by the Authority." | Amended to: The aggregate liability of the Bidder under this RFP and in connection with the services shall be for direct damages and shall be limited to one-time the fees paid to the Bidder by the Authority. |

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| 6 | Team Composition | Point 1 to 14 Team Leader and All Key experts | "MBA/Masters/Bachelors from top 50 NIRF ranked institute in respective category" "Degree from top 20 NIRF ranked institute in respective category" | According to the RFP and scope of work under the RFP, we understand that this is a deliverable based project. In addition, the resources required for the project are senior experts. The NIRF ranking started in September 2015 and keeps on changing every year. The Senior experts have completed their studies before this ranking started. | RFP required latest NIRF or FT rankings for the institutions in their respective categories. |
| 7 | Team Composition | Point 3 Agri and Allied Sector Expert | Minimum Qualification: MBA and graduation in related fields | We request you to please consider the Minimum Qualification as: MBA or Masters / Bachelors in related sector | Amended to: Minimum Qualification: MBA or Masters / Bachelors in related sector |
| 8 | 5 | Final Evaluation Using QCBS (70:30) | After the Technical evaluation, the evaluation committee will evaluate each of the Technically Qualified bidders' response based on technical and commercial parameters. The weightage of the technical and commercial parameters will be in the ratio of 70:30, respectively | As per the RFP and scope of work we understand the importance of the engagement for the state of Meghalaya. To achieve this, the quality of the experts who will be involved in the project will play an important role. In this regard, to engage a highquality team, we suggest you consider 80:20 as the criterion for QCBS. | Amended to: After the Technical evaluation, the evaluation committee will evaluate each of the Technically Qualified bidders' response based on technical and commercial parameters. The weightage of the technical and commercial parameters will be in the ratio of 80:20, respectively |
| 9 | Point 5 on Page 40 | | Setting Up Economic Analysis Wing | We request you to please clarify whether the deliverable pertaining to "Setting Up Economic Analysis Wing" is limited to "Economic Analysis Wing Operating Strategy – KPIs, Organization Structure" or the team needs to set up the Economic Analysis Wing on ground and support in the initial phases. | Please refer to the Scope of Work. On-ground support is not required |
| 10 | Annexure 1 | Point 4 | "I/We confirm that we have at least Five years of experience in setting up and operationalizing of Call Centre Service(s) in India as on bid due date." | We seek deletion of this point as the same is not relevant to the scope of engagement. | Deleted |
| 11 | 1 | 1.1.1 | Each Proposal shall indicate that it is a firm Proposal, and that the Proposal will remain valid for a period not less than One Eighty (180) days from the due date of the submission of the Proposal. Department reserves the right to reject any Proposal, which does not meet this Bid Validity Period requirement. | We request you to please clarify the bid validity period since it is mentioned as '180 days' in Point 1.1.1 on Page 6 and 120 days in the Point 5 of Annexure I on Page 44. | Bid validity is 180 days |
| 12 | Annexure 1 | Point 5 | I/We declare that our bid is valid for 120 days. | | |
| 13 | 5 | Evaluation of Bidder's Proposal 5.1.2 Scoring Criteria | Weightage of marks for Previous Experience (Projects Handled) and Resourcing | This is a high-level strategy work that requires the firm to have multisectoral experience. We would request if the weightage of marks assigned to previous experience can be increased and remove the marking criteria for resources. Given the payments are linked to approval of deliverables, the firm can decide for the resources to be deployed. | Bidder's deployment plan needs to be presented in the Work Plan as part of the evaluation matrix. No Change |
| 14 | 8 | Scope of Work Sub Section 1 "Macro Economic Analysis" Point 1 | Critical analysis of macroeconomic data on GSDP, measuring sectorwise trade, workforce participation inflation, import and export in the State for FYs 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 from government and other credible institutional sources through primary as well as secondary research. | We request you to please clarify the scope pertaining to "Primary Research" mentioned in the paragraph | Primary research to be read as stakeholder consultations. However, bidder is free to plan primary research activity as part of the work. |

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| 15 | 8 | Scope of Work Sub Section 3 "Developing Sectoral Strategies" Point 1 | Prepare questionnaires for interview with representatives of each respondent groups listed in 4.2 and 4.3 and validate each questionnaire with the department of planning. | We request you to please clarify the point as the mentioned Clause 4.2 and 4.3 is not available in the RFP document. Also, please clarify the objective of Questionnaire. | Please refer to Section 8: Scope of Work - Subsection 4: Developing PPP and other Frameworks |
| 16 | 8 | Scope of Work Sub Section 3 "Developing Sectoral Strategies" Point 1 | Based on the consultation data and critical assessment develop longterm growth strategy for each of the 10 priority sectors (listed in 1.3) which will include, but not be limited to - demand-supply statistics, degree of competition within the sector, existing credit mechanisms, capacity building, technology penetration and future prospects of industrialization. | We request you to please clarify the point as the mentioned Clause 1.3 is not available in the RFP document. | Refer to 'Focus Sectors' in Page number 38-39 |
| 17 | General Query | | Deployment of Resources | We request you to please clarify as the project is deliverable based, whether the team needs to be deployed on site in Meghalaya. | Please refer to Serial Number 13 |
| 18 | 1 | 1.1.4 | Proposal Submission Deadline: 10-08- 2023 till 17:00 hrs IST | We request for an extension of the proposal submission deadline. We request to extend it till 30/08/2023 | Last date for submission of proposals has been extended to 31st August, 2023 |
| 19 | 3 | 3.1.25 | The aggregate liability under this RFP and in connection with the services shall be for direct damages and shall be limited to one-time the fees paid to the . | Please complete the sentence. This appears to be incomplete at this point. | The aggregate liability under this RFP and in connection with the services shall be for direct damages and shall be limited to one-time the fees paid to the Bidder by the Authority |
| 20 | 2 | 2.1.4-5 | Client Certificate for successful execution/ completion of the project | Most of the client including Government clients, many a times does not provide any certificate of completion of the assignment. In such a situation, we would request to allow certificates provided by a Chartered Accountant as evidence of completion of the project. We also request to consider ongoing engagements as well for the evaluation purpose. | Certificate by a Chartered Accountant as evidence of completion of the project is allowed. |
| 21 | 3 | 3.1.9 | The proposed team shall be composed of experts and specialists (the "Proposed Resources") in their respective areas of expertise and managerial/support staff such that they should be able to complete the Services within the specified time schedule. The Resources specified in Team shall be included in the proposed team of Resources. Other competent and experienced Resources in the relevant areas of expertise must be added as required for successful completion of this Service. The CV of each such Resource, if any, should also be submitted in the format as Appendix. | The current team composition comprise of one Team Leader and 13 sector experts. In order to deliver the mandate given in the Terms of Reference, we believe that Team Leader would need the support of research pool as well apart from experienced inputs from sector experts. Therefore, we propose that at least three support staff should be added in the team composition with suitable qualification and experience requirements. | Bidder's deployment plan needs to be presented in the Work Plan as part of the evaluation matrix. |
| 22 | 3 | 3.1.5 point (g) | The CVs have been recently signed and dated by the respective resource and countersigned by the Bidder. | We understand that CVs can be digitally signed by the concerned experts. Kindly confirm that our understanding is correct. | The CVs can be digitally signed by the concerned experts. |
| 23 | 5 | 5.1.2 | Deployment of team leader and sector experts | We understand that there will be no full-time and on-site deployment of any resource. Please suggest time input needed for each of the proposed personnel. | Kindly note, all interactions/workshops/presentations would be held physically, primarily in Shillong, Meghalaya. Bidders are advised to plan accordingly. Bidder's deployment plan needs to be presented in the Work Plan as part of the evaluation matrix. |
| 24 | 5 | 5.1.2.9 | Industrial Hubs, Border Trade & Growth Centres Expert Minimum Qualification: Master's in Finance/ Marketing / Operations or other relevant field In many other places MBA is written as the qualifying criteria. | We request to add 'Master's' in relevant fields including Economics as the qualification criteria. | Amended to: Minimum Qualification: Master's in Finance/ Marketing / Operations / Economics or other relevant field |

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| 25 | 5 | 5.1.2.14 | Entrepreneurship and Skilling Sector Expert Strategic/advisory experience in programs such as Start-up India, Central sector skilling programs, national level start-up enablement programs | Apart from the national programmes, majority of States has developed their curated program on Skilling & Entrepreneurship. Hence the clause may be revised to Strategic / advisory / implementation experience in programs such as Start-up India, Central / State sector skilling programs, National / State level start-up enablement programs | Refer to the point regarding "implementation OR Strategic advisory experience in State Start-up programs, Skill development initiatives, etc". No Change in the existing criteria. |
| 26 | | 8 | Scope of Work | Currently how many departments are engaged in the Skill Development Activities. Are there any annual targets for the State that have been finalized? What are the new projects undertaken under Sankalp ? | Please note, such details, primary/secondary research is part of the scope of work of the bidder. |
| 27 | 5 | 5.1.2 | Team Composition - Agri and allied sector expert. | Minimum Qualification: MBA and graduation in related fields. Kindly elaborate on what will be included in 'related fields'. We understand that agriculture/horticulture/rural management/agribusiness management/animal husbandry/dairy technology/food technology and other agri and allied sectors will qualify as 'related fields'. Kindly confirm/elaborate. | Related fields' include agriculture/horticulture/rural management/agribusiness management/animal husbandry/dairy technology/food technology and other agri and allied sectors |
| 28 | 5 | | | Program Lead /Project Director/Manager/Team Lead in Central/Ministry Agriculture or allied sector scheme. We request to include state government/Ministry of Food Processing, GOI (MoFP) as well since there are numerous such schemes at state level and MoPFI level being executed across the country. | Please refer to the RFP. State-level expertise has also been included as an evaluation parameter. No Change. |
| 29 | 5 | | | Project Lead in any of the following projects ONLY in agri or allied sector in any State Govt.: FPO/FPC formations, Value Chain development, Market linkages, Cluster Development, Intervention planning. We request to include 'food processing' as well in addition to the above. | Amended to: Project Lead in any of the following projects ONLY in agri or allied sector in any State Govt.: FPO/FPC formations, Value Chain development, Market linkages, Cluster Development, Intervention planning, Food Processing |
| 30 | 5 | Terms of Reference and Scope of Work | | The Terms of Reference and Scope of Work is quite elaborate. It necessitates the availability of all secondary data pertaining to a plethora of data sets and points from various other departments in Govt of Meghalaya in a time bound manner. Hence, it is requested that the Planning, Investment promotion and sustainable development department extends full support in soliciting information from respective departments/bodies. A nodal point of contact and a fixed time frame necessitating availability of desired information may be considered. | Planning, Investment Promotion & Sustainable Development Department will provide all necessary assistance. |
| 31 | 5 | 5.1.2.3 point (b) | Evaluation of Bidder's Proposal Team Composition: Mining Sector Expert Masters/Bachelors from top 50 NIRF ranked institute in respective category -0.5 Marks | The degree and qualifications for any individual expert shall not be based on any category of institute. However, it will not be appropriate and justified to bar experts who have got degree qualifications from non NIRF institute. | No change |

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| 32 | 8 | Terms of Reference Scope of Work point 3 | Developing Sectoral Strategies Based on the consultation data and critical assessment develop long-term growth strategy for each of the 10 priority sectors (listed in 1.3) which will include, but not be limited to - demand-supply statistics, degree of competition within the sector, existing credit mechanisms, capacity building, technology penetration and future prospects of industrialization. | The data for demand & supply for some of the minerals is very limited and may be required to procure market research reports. However, we understand there might be some data gaps which may not be available in the secondary domain. Therefore, we request you to amend the clause as "Based on the consultation data and critical assessment develop long-term growth strategy for each of the 10 priority sectors (listed in 1.3) which will include, but not be limited to - demand-supply statistics, degree of competition within the sector, existing credit mechanisms, capacity building, technology penetration and future prospects of industrialization shall be based on available information in public domain. | Data sanctity and availability is the responsibility of the bidder. Department will furnish data at the appropriate time. Bidder must refer to necessary secondary data as part of their scope of work. |
| 33 | PQC | PQC No. 6 linked to Annexure 6, Clause 6.1.3 Clause 3 (Last 2 Bullet Points of Annexure-1) and Annexure 6 | | We note that the declarations sought in the RFP are not in line with the eligibility criteria. While Sl. No. 6 of PQC at Page 10 talks about blacklisting/debarment as on Bid Submission date, Annexure 1 & 2 are open ended in terms of time period. In view of the same, we request you to please align Clause 3 (Last 2 Bullet Points of Annexure-1) at Page 45, Annexure 6 at Page 52 with Sl. No. 6 of PQC at Page 10 and clause 6.1.3 at Page 32 and seek declaration on blacklisting/debarment in line that Bidder has to submit declaration that Bidder "is not" blacklisted/debarred "as on date". | Amendment to the same will be issued accordingly. |
| 34 | General Query | | There is no restriction on the usage of deliverable. No third party disclaimers. | We will be providing services and deliverables to you under the contract. We accept no liability to anyone, other than you, in connection with our services, unless otherwise agreed by us in writing. You agree to reimburse us for any liability (including legal costs) that we incur in connection with any claim by anyone else in relation to the services. Please confirm our understanding is correct. | The clause will be deliberated during the contract negotiation phase with the bidder who will be awarded the work. |
| 35 | General Query | | No acceptance criteria | If the project is to be completed on time, it would require binding both parties with timelines to fulfil their respective part of obligations. We request you that you incorporate a deliverable acceptance procedure, perhaps the one provided by MeitY in their guidelines, or the one suggested below, to ensure that acceptance of deliverables is not denied or delayed and comments, if any, are received by us well in time. You may consider including the below simple clause: "Within 10 days (or any other agreed period) from Client's receipt of a draft deliverable, Client will notify Consultant if it is accepted. If it is not accepted, Client will let Consultant know the reasonable grounds for such non acceptance, and Consultant will take reasonable remedial measures so that the draft deliverable materially meets the agreed specifications. If Client does not notify Consultant within the agreed time period or if Client uses the draft deliverable, it will be deemed to be accepted." | The clause will be deliberated during the contract negotiation phase with the bidder who will be awarded the work. As per the RFP, any delay in submission of the deliverables - where the reason for the delay is not attributed to the bidder, will not attract penalty. |

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| 36 | | Conflict of interest clause | | We wish to highlight that we are a large organization providing various services to various state and central government departments, PSUs, international organizations and private clients. We wish you to note that while we have a mechanism in place to identify patent and direct conflict of interests, it may not always be possible to identify any or all indirect or remote conflict of interests. Kindly appreciate that our no conflict confirmations will be subject to the foregoing. | Accepted |
| 37 | | Clause 2.1.2 at Page 13, Uncapped LDs / LDs capped at more than 5% | | We request client to cap the liquidated damages/penalties cumulatively to 5% of the total contract value. | The aggregate liability under this RFP and in connection with the services shall be for direct damages and shall be limited to one-time the fees paid to the Bidder |
| 38 | Data Sheet | 6 | Proposal Submission: Hard Copy of Proposal Technical & Financial (separate envelope), shall be submitted to the Department by 17:00 hours on 10-09- 2023 | RFP close date is mentioned as 10th August in Point2. And proposal submission date is given as 10th Sep in Point 6. Please clarify the last date of submission | Refer to Clarification no. 1 |
| 39 | Data Sheet | 4 | INR 10,00,000 (Rupees TEN Lakh Only) in the form of demand draft or Bank Guarantee drawn in favour of "Planning Investment Promotion and Sustainable Development Department", payable at Shillong. The Earnest Money Deposit (EMD) shall be submitted along with the 1st Inner Envelope of the Technical Proposal | EMD of Rs. 10 lakh needs to be submitted. Since this is a huge amount, can this amount be reduced? | No change |
| 40 | 8 | Scope of Work | 1. Macro-Economic Analysis Critical analysis of macroeconomic data on GSDP, measuring sector-wise trade, workforce participation, inflation, import and export in the State for FYs 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 from government and other credible institutional sources through primary as well as secondary research. Undertake a detailed study of Meghalaya Vision Document and identify economic targets Identify decadal historical trends and estimate 30 years macro-economic forecast for focus sectors: a) Agriculture & Allied, b) Urban Transformation c) Infrastructure, d) Tourism, e) Skilling & Livelihoods, f) Energy, g) Healthcare, h) Industrial Hubs, Border Trade & Growth Centres i) Mining, j) Sports k) Climate Resilience Conduct workshop with the Directorate of Economics & Statistics, Planning, Investment Promotion & Sustainable Development Department to present findings and gather feedback Finalize macroeconomic study with research findings and departmental inputs | For the macro economic analysis, will the agency be also allowed to rely and use data source from non-government agencies like C.M.I.E. and other such private agencies for variables which are not available from Government agencies? The scope of work also included a detailed study of Meghalaya Vision Document. NIPFP has prepared "A Vision Document for the State of Meghalaya 2030". Will the present scope of work be the evaluation of the achievements done so far, as per this Vision Document or will it be a new Vision document altogether? Will there be a separate report for the Vision Document and Macro Economic Study of Meghalaya? Macro economic forecasting for 30 long years will not be feasible as there are several variables which have high volatility and shocks. Such forecast will give misleading results. Will it be possible to limit the time period for which forecast can be carried out? | Kindly refer to the Scope of Work |
| 41 | 8 | Scope of Work | 2.Benchmarking Economic Priorities Conduct national and international best practice research to identify a growth model & implementation framework with focus on priority sectors. Identify key levers & enablers of economic growth, and subsequently identify policy priorities and make corresponding recommendations for Meghalaya. Develop a structured approach by anchoring Meghalaya to at least 3 aspirational models of sectoral economic growth. Make presentation on the chosen models to the Planning, Investment Promotion & Sustainable Development Department at the secretary level. | | Kindly refer to the Scope of Work |

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| 42 | 8 | Scope of Work | <p>3.Developing Sectoral Strategies</p> <p>Prepare questionnaires for interview with representatives of each respondent groups listed in 4.2 and 4.3 and validate each questionnaire with the department of planning. Conduct state-level consultation workshops with relevant Ministers, concerned Administrative Heads of Departments, Mission Directors, Directorate leadership, Industry Partners and other relevant stakeholders.</p> <p>Conduct district-level consultation workshops with relevant district-level DCs, Cooperatives, top performing SHGs, Citizen Associations.</p> <p>Collate responses from each consultation and prepare qualitative database.</p> <p>Identify existing policy frameworks in each sector and make critical assessment (e.g., SWOT analysis) of suitability of each framework to contribute towards (or maximise) the sector's GSDP contribution.</p> <p>Based on the consultation data and critical assessment develop long-term growth strategy for each of the 10 priority sectors (listed in 1.3) which will include, but not be limited to – demand-supply statistics, degree of competition within the sector, existing credit mechanisms, capacity building, technology penetration and future prospects of industrialization.</p> <p>Collate findings of the sectoral studies and make technical and policy-level recommendations for each sector. Develop a presentation of findings and recommendations for the Department of Planning.</p> | <p>On perusal, the list in 4.2 and 4.3 is not found available in the RFP. The same may be clarified.</p> <p>The deliverable is for 11 Sectoral Strategies, however there are 13 focus sectors as listed at pages 38 & 38. Hence, it is requested to clarify which are the 11 sectors for which sectoral strategies are to be worked out.</p> | <p>Number of focussed sectors is 13.</p> <p>Amended Section 8, Scope of Work,</p> <p>1. Macro Economic Analysis</p> <p>(i) Critical analysis of macroeconomic data on GSDP, measuring sector-wise trade, workforce participation, inflation, import and export in the State for FYs 2018-19, 2019-20, 2020-21, 2021-22 and 2022-23 from government and other credible institutional sources through primary as well as secondary research.</p> <p>(ii) Undertake a detailed study of Meghalaya Vision Document and identify economic targets</p> <p>(iii) Identify decadal historical trends and estimate 30 years macro-economic forecast for focus sectors:</p> <p>a) Agriculture & Allied, b) Urban Transformation c) Infrastructure, d) Tourism, e) Skilling & Livelihoods, e) Energy, g) Healthcare, h) Industrial Hubs, Border Trade & Growth Centres i) Mining, j) Sports k) Climate Resilience, l) Education, m) Governance and Efficiency Improvement</p> <p>(iv) Conduct workshop with the Directorate of Economics & Statistics, Planning, Investment Promotion & Sustainable Development Department to present findings and gather feedback</p> <p>(v) Finalize macroeconomic study with research findings and departmental inputs</p> <p>Deliverable: Macroeconomic Study of Meghalaya</p> |

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| 43 | 8 | Scope of Work | <p>4. Developing PPP and other Frameworks</p> <p>Conduct critical analysis of the state's existing PPP policy to identify gaps and make detailed recommendations for developing sectoral frameworks.</p> <p>Develop sectoral frameworks for addressing critical issues including - land acquisition, attracting private sectoral investment, attracting IFI/multilateral investment, & capacity development, etc.</p> <p>Develop action plan for relevant Sustainable Development Goal achievement for each of the sector.</p> <p>Conduct workshop with government and sectoral stakeholders to present findings and obtain feedback</p> | Will the PPP framework be limited to the 13 focus sectors only as identified in the RFP? | Yes |
| 44 | 8 | Scope of Work | <p>5. Setting Up Economic Analysis Wing</p> <p>Review existing institutional structure of the department of planning with the objective of setting up Economic Analysis Wing within the Planning, Investment Promotion & Sustainable Development Department, Government of Meghalaya.</p> <p>Make suitable policy advocacy recommendations for setting up of the Economic Analysis Wing.</p> <p>Develop a governing structure for the Economic Analysis Wing with and define profiles of key personnel.</p> <p>Define responsibilities and mandates of the Economic Analysis Wing in details and propose action plan and timeline for establishment.</p> <p>Define human resource needs and clear procedure for onboarding of consultants through the PMU model.</p> | In order to prepare a proposal for the setting up the Economic Analysis Wing for the Department, will it be possible for the Department to give a brief information on the existing institutional structure of the Planning Department? | The same shall be shared with the bidder who would be awarded the contract |
| 45 | Deliverables | | | The scope of work as given in the RFP involved a detailed field level interaction, collection of relevant information & data, interaction with relevant departments, agencies including non-government agencies etc. It will then need the collation and preparation of detail sectoral reports for each of the 13 sectors. Therefore, it will consume a lot of time. Will it be possible for the Department to consider extension of the time limit for submission of reports? | No change |
| 46 | Scope of work – Point 3, page number 40 • Terms of reference, page 39 | | <p>1) Scope of work – Point 3, page number 40 – it is mentioned 10 priority sectors, however it is asked to submit 11 sectoral strategies report</p> <p>2) In terms of reference, at page 39, 13 focus sectors have been mentioned</p> | We request you to kindly clarify about the number and details of focus sectors. The below strategy and timeline submitted by us is considering 13 focus sectors. | Refer to reply at serial 42 above |

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| 47 | Section 5.1.2. Scoring criteria Page no | | 3). Previous Experience (Projects Handled) – 25 Marks 4) Methodology – 15 Marks 5) Resourcing – 40 Marks 6) Technical Presentation - 20 Marks | <p>The current criteria undervalue the approach and methodology for this project. The RFP provides the vision and initiatives of the Government, which require a tailored A&M, but only 15% of the marks are for this component, which is crucial for such a complex project. The weightage of the A&M should be increased, as it will show the relevance, feasibility, and effectiveness of the solutions and strategies for Meghalaya's economic development.</p> <p>Similarly, we request that the weightage for the resources should be lowered to 15%, as the CVs of the key personnel do not reflect their actual availability and involvement in this project and also the project is deliverable based which would require multiple consultations and review at Senior levels.</p> <p>In light of these considerations, we request you to kindly reconsider the evaluation criteria and revise the weightage as follows:</p> <ul style="list-style-type: none"> • Firm's experience: 25 marks • Approach & methodology: 35 marks • Resources: 15 marks • Technical presentation: 25 marks <p>We also, suggest removing the marks of the work plan, as it is already defined in the RFP and shall be mostly the same of all bidders.</p> | Section 5.1.2 amended and may refer Annexure I |
| 48 | Section – “Deliverables” Page no. 41 | | <p>Deliverable: 11 Sectoral Strategies</p> <p>Timeline: Each sectoral report to be delivered in every month Last sectoral report to be delivered by T₃ = T₁+12 months</p> | <p>We would like to propose a different approach for the deliverable section of the RFP, where the sectoral analysis report of 11 sectors is sought to be delivered every month. We believe that this approach will not produce a holistic and integrated report that captures the interlinkages and synergies among the different sectors.</p> <p>We suggest a more flexible and iterative approach, where sector reports are to be submitted over a period of first 6 months for 6 top priority sectors followed by next 7 sectoral report in the subsequent 6 months. For each sectoral report we propose the following four stages</p> <ul style="list-style-type: none"> • AS IS for all sectors T₁- (T₀+3) • Vision setting - consultative meeting with all stakeholders to take input on AS-IS and strategy formulation • Inception Report T₂ - (T₁+1) • Review & feedback from respective stakeholders • Draft strategy report T₃ - (T₂ + 2) • Review & feedback from respective stakeholders on the draft report • Final report T₄ - (T₃ + 1) <p>We think that this approach will allow us to conduct a more comprehensive and in-depth analysis of each sector, as well as to incorporate the feedback and inputs from the Government and other stakeholders in the strategy formulation process. This will also ensure that the final report is aligned with the vision and objectives of the Government, and that it provides actionable and realistic recommendations for each sector.</p> | No change |

| # | RFP Section | Clause | Existing Clause | Query | Response |
|----|--------------------------------------------------------------------------------------------------------------------|--------|---------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|------------------------------------------------------------------------------------------------------------|
| 49 | Section – “Terms of Payment”; sub-point no. 3 | | Deliverable: 11 Sectoral Strategies Payment: 5% post approval of each sectoral reports (total = 55%) | We would like to propose the following terms of payment for the sectoral report, which are linked to the four stages of our suggested approach. (Total 55% as mentioned in RFP) • AS IS - 15% (upon completion and submission of the AS-IS analysis for all 11 sectors) • Inception Report - 10% (upon conducting and documenting the vision setting consultative meeting with the State and other) As proposed in Annexure -1 | No change |
| 50 | Section – “Evaluation of Bidder’s Proposal”; sub-point no. 5.1.2 (marks allocated to team composition) Page no. 20 | | Marking & Evaluation criteria | As proposed in Annexure -1 | Amended and may refer Annexure I |
| 51 | Other suggestions | | | 1. We recommend including a detailed action plan with timelines in all sectoral reports to realize the vision 2. We recommend active involvement of the sectoral experts in the review meetings for their respective sectors | Bidders must understand that sectoral experts must take part in all review meetings for respective sectors |

Bidders may please note that :

All revisions and amendments indicated in the Response column will be incorporated in the Revised RFP Document. The Revised RFP Document will be uploaded in the website <https://megplanning.gov.in>

sd/-
(K. Hynniewta)
Officer on Special Duty & Ex-Officio Joint Secretary
Planning, Investment Promotion & Sustainable Development Department
Government of Meghalaya

Annexure I

| Criteria & Sub- criteria | Maximum Marks |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------|
| 1) Previous Experience (Projects Handled) | 25 |
| a) Experience of working on sectoral strategies/vision/multi-sectoral for any State/Central Govt/PSUs Each project 3 marks (maximum 3 projects) | 9 |
| b) Experience of working with Central Government/State, Governments/ UTs and their related institutions in the last 10 years Each project 4 marks (maximum 4 projects) | 16 |
| 2) Methodology | 25 |
| a) Understanding of the Terms of Reference | 5 |
| b) Technical Approach | 10 |
| c) Project Methodology and Work Plan | 10 |
| 3) Resourcing | 25 |
| a) Team Leader (Experience + Qualification) | 5.5 |
| b) Sector Experts (13 experts as detailed in table below – Each carry 1.5 marks | 19.5 |
| 4) Technical Presentation | 25 |
| Total | 100 |