

SFAC/SMP/DKM/2019-20
Small Farmers' Agribusiness Consortium (SFAC)
(Society sponsored by Department of Agriculture, Cooperation & Farmers' Welfare,
Govt. of India)
5th Floor, NCUI Auditorium Building, Siri Institutional Area,
August Kranti Marg, Hauz Khas, New Delhi – 110016

Dated: 30/10/2019

Corrigendum to RFP dated 28.08.2019

The corrigendum to RFP dated 28.08.2019 for appointment of Strategic Management Partner (SMP) for Delhi Kisan Mandi (DKM) is appended hereunder incorporating the details of changes made in the RFP under reference.

Yours faithfully,


(B.J. Brahma)
Director

Corrigendum to RFP Floated on 28.08.2019 for Engagement of Strategic Management Partner for operation of Delhi Kisan Mandi

S. No.	Page	Part of RFP	Clause No.	Content in RFP	Revised Content
1	9	Terms of Reference	1.1.3 (II)	Linkage of FPOs/ Farmers Groups, producing fresh horticultural commodities, with the organized buyers for sale of their produce at a price higher than prevailing market price.	Linkage of FPOs/ Farmers Groups, producing fresh horticultural commodities, with the organized buyers for sale of their produce at least at a price of 10% higher than prevailing market price. The benchmark price for this purpose will be of Azadpur Delhi -APMC / Agmark, which will used as a tool for price discovery.
2	9	Terms of Reference	1.1.3 (IV)	To develop ICT-backed MIS dashboard and necessary software covering all the operational aspects of the Delhi Kisan Mandi such as price discovery, inventory management and for providing real time information to SFAC fortnightly.	To design template of ICT-backed MIS dashboard and necessary software covering all the operational aspects of the Delhi Kisan Mandi such as price discovery, inventory management and for providing real time information to SFAC on fortnight basis. In case, SMP is using any similar compatible software, the same can be integrated with Delhi Kissan Mandi platform after vetting of the software by SFAC. It would be the responsibility of SMP to maintain IT security and not to share the software or data with any other agency.
3	9	Terms of Reference	1.1.3 (V)	To continuously mobilize new FPOs/ GAs for such linkages and gradually empower them to carry direct linkages with buyers and to handhold existing ones.	To continuously mobilize registered FPOs/ GAs for such linkages and gradually empower them to carry direct linkages with buyers and to handhold existing ones;
4	10	Role and responsibility of SMP	1.1.4 (V)	Undertake promotional and awareness building efforts for showcasing the Delhi Kisan Mandi as well as organizing publicity and image building campaigns.	Undertake promotional and awareness building efforts for showcasing the Delhi Kisan Mandi as well as organizing publicity and image building campaigns. Cost related to the promotional activities will be borne by the SMP.
5	10 & 11	Performance Indicators for the SMP	1.1.3 (a)	The SMP is to achieve monthly targets as under: <ul style="list-style-type: none"> • Linkages with the new FPOs minimum 5 in numbers. • Linkages with major Buyers minimum 3 in numbers. • Quantity of 1000 MT. • To conduct 5 training programs on post-harvest management. 	The SMP is to achieve Quarterly targets as under: <ul style="list-style-type: none"> • Linkages with the new FPOs minimum 9 in numbers. • Linkages with major Buyers minimum 3 in numbers. • Quantity of 3000 MT. with value of Rs.3.75 crores (achievement of both quantity and value is to be reckoned) • To conduct 15 training programs on post-harvest management for FPOs
6	10	Role and responsibility of SMP	1.1.4. 2	If at any time the SMP requires any repair, restoration works to be carried out in the existing infrastructure or any new or additional infrastructure in the Mandi.	If at any time the SMP requires any repair, restoration works to be carried out in the existing infrastructure of any nature or any new or additional infrastructure in the Mandi.
7	11	Section 1 Introduction	1.1.3 h	Substantial increase in transaction at the mandi.	Substantial increase of more than 10% in the transaction at the mandi.
8	12	Bidding Process	1.2.1 Line no. 5	Eligibility Criteria, and scoring minimum score of 80 pursuant to evaluation of Technical Bid in terms of Clause 2.2.2 and Section 3 hereof. Accordingly, basis the assigned weightage of [70] : [30].	Eligibility Criteria, and scoring minimum score of 70 pursuant to evaluation of Technical Bid in terms of Clause 2.2.2 and Section 3 hereof. Accordingly, basis the assigned weightage of [70] : [30].
9	14	Bid Description	1.2.4	It is hereby instructed that the bidders are to submit a scanned copy of the bid security and document fees along with the soft copy submission of the technical bid on the e-procurement portal.	It is hereby instructed that the bidders are to submit scanned copy of the bid security, document fees receipt of payment of the bid security along with the soft copy submission of the technical bid on the e-procurement portal. The scanned copies are to be self attested.

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Content in RFP				Revised Content	
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10	14	Bid Parameter and Commercial Arrangements	1.2.7	* For operating and management of Delhi Kisan Mandi platform, the bidder should provide a lumpsum fee payable to them by Authority on monthly basis. The GST at applicable rate shall be paid by the authority in addition to the proposed fee. The total amount in the financial bid quoted by the bidder shall be without any conditions. Accordingly bidder should quote monthly fee for operating Delhi Kisan Mandi.	* For operating and management of Delhi Kisan Mandi platform, the bidder should provide a lumpsum fee payable to them by Authority on monthly basis. The GST at applicable rate shall be paid by the authority in addition to the proposed fee. The total amount in the financial bid quoted by the bidder shall be without any conditions. Accordingly bidder should quote monthly fee for operating Delhi Kisan Mandi.
11	19 & 20	Technical Capacity	2.2.2 A (i)	A. Technical Capacity: (i) The Bidder shall demonstrate a track record of providing technical assistance/ consulting services/ advisory services in projects/assignments related to agriculture/ agribusiness/ (which should include Fruit& Vegetable business), forat least the last 3 years preceding the Bid Due Date. Certificate of Registration/Incorporation and Client Certificates/ Work Orders/ Copy of Contract/ Statutory Auditor's Certificates/ Chartered Accountant's Certificates in support of such experience isto be provided.	A. Technical Capacity: (i) The Bidder shall demonstrate a track record of providing technical assistance/ consulting services/ advisory services in projects/assignments related to agriculture/ agribusiness/ agn-tech services (which may include Fruit& Vegetable business). Any of these documents is to be provided. Certificate of Registration/Incorporation and Client Certificates/ Work Orders/ Copy of Contract/ Statutory Auditor's Certificates/ C. A Certificates in support of such experience.
	20	Financial Capacity	2.2.2 B (ii)	B. Financial Capacity: (ii) The Bidder shall have Minimum Average Annual Turnover of INR 2.5 Crores from services rendered by it in India in relation to technical assistance/ consulting/ advisory services in projects.	B. Financial Capacity: (ii) The Bidder shall have Minimum Average Annual Turnover of INR 2 Crores for preceding 3 financial years, from services rendered by it in India in relation to technical assistance/ consulting/ advisory services/ Agri-Tech services in projects/assignments.
12	29	Rejection of Bids	2.15.3 (New Clause)	--	If the SMP fails to fulfill the terms of contract including but not limited to negligence whether in contract, tort, statute or otherwise, SFAC may claim liquidated damages against the SMP.
13	34	Evaluation and Scoring Criteria	3.7 A.1	"The mode of evaluation and selection shall be QCBS, with relative assigned weight of technical bid (80); Financial bid(20)"	"The mode of evaluation and selection shall be QCBS, with relative assigned weight of technical bid (70); Financial bid(30)"
14	34	Evaluation and Scoring Criteria	Clause 3.7 A.1 (i)	Average Annual Turnover from similar services in India in relation to technical assistance/ consulting/ advisory services in projects related to agriculture/agribusiness/ food processing for the last 3 years i.e. 2016-17, 2017-18, 2018-19 in India Scoring: INR 3-6 Crores =3 marks INR 6-9 Crores = 6 marks INR > 9 Crores = 15 marks In case of turnover of 2018-19 is not finalized, applicant can submit on certificate basis for the year 2018-19 and the audited preceding for 3 years	Revised Marks Average Annual Turnover from similar services in India in relation to technical assistance/ consulting/ advisory services/agritech services in projects/assignments related to agriculture/agribusiness/ food processing for the last 3 years i.e. 2016-17, 2017-18, 2018-19 in India Scoring: INR 2-6 Crores = 5 marks Above 6 -8 Crores = 10 marks Above 8-10 Crores=15 marks Above 10 Crores = 20 marks In case of turnover of 2018-19 is not finalized, applicant can submit on certificate basis for the year 2018-19 and the audited preceding for 3 years
				Marks	20

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15	35	Evaluation Parameter Relevant Project Experience	Clause 3.7 A.1.2 (a)	a) Expertise in providing services in relation to technical assistance/ consulting/ advisory services in projects related to agriculture (including handling, marketing or sale of Food & Vegetable business and operations thereof or experience of facilitating/supporting FPOs/ FPCs/Farmers groups/ Grower Associations) undertaken in the last 7 preceding years including ongoing projects. Each project should be handling at least 10,000 farmers/10 FPCs.	10	a) Expertise in providing services in relation to technical assistance/ consulting/ advisory services / Agri-tech services in projects /assignments related to agriculture (including handling, marketing or sale of food and vegetable business/agri commodities and operations thereof or experience of facilitating/supporting FPOs/ FPCs/Farmers groups/ Grower Associations/ Co-operative Federations) undertaken in the last 3 preceding years including ongoing projects. Each project should handle atleast 5 FPCs	20
				Scoring 1 project = 3 marks; 2 projects = 6 marks; 3 projects = 10 marks; 5 or more projects=10 marks.		Scoring 2 Marks per project/Assignment, Max=20 Marks. Any of the below supporting documents for experience : Work Order/Completion Certificate/ Client Certificate/Agreement copy/Letter of Award /C.A Certificate.	
16	35	Evaluation Parameter	Clause 3.7 A.1.2 (b)	b) Expertise in providing consulting/ advisory assistance for large-scale projects in India (involving strategy development/ developing IT based platforms/ road mapping/ implementation planning/ agricultural marketing/ implementation support) working with Central / State Ministries, Departments, PSUs or multilateral agencies in social / public sectors such as agriculture/ food security & distribution/ nutrition with a minimum fee of INR 50 Lakh with a minimum duration of 6 months for each project. The Bidder should be the lead bidder in such assignments.	10	Merged with Clause 3.7 (a)	
				Scoring between 1 to 5 Projects = 3 marks; More than 5 but less than 8 projects = 5 marks; More than 8 projects = 10 marks (Projects already mentioned under 2(a) shall not be repeated for consideration under this section)			
17	35	Evaluation Parameter	Clause 3.7 A.1.2 (c)	Experience in establishing backward linkage Scoring: Procurement from 300 farmers =5 marks 300 farmers-500 farmers = 7 marks.	10	Merged with Clause 3.7 (a)	
18	35	Evaluation Parameter	Clause 3.7 A.1.3	Experience of providing forward market linkages to FPCs/FGs One mark per forward linkage established subject to a maximum of 10 marks. Proof required shall be – Work order in the name of the Firm and Purchase Order, Vendor Registration in the name of registered FOGs/ FPCs	15	Experience of providing forward market linkages to FPCs/FGs/Cooperative Federation 2 mark per forward linkage established subject to a maximum of 30 marks Proof required shall be – Work order in the name of the Firm and Purchase Order, Vendor Registration in the name of registered FOGs/ FPCs/Cooperative Federation.	24
19	35 & 36	Evaluation Parameter	Clause 3.7 A.1.2.5	Qualification and competence of the core team for the assignment* Profile cum experience of key personnel: (As detailed in Annex III of Appendix IA of RFP Document)	15	Qualification and competence of the core team for the assignment* Profile cum experience of key personnel: (As detailed in Annex III of Appendix IA of RFP Document)	8
				(a) Project Director/ Team Leader (1 No)		(a) Project Director/ Team Leader (1 No)	

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				(b) F&V Supply chain & marketing expert (3 No)	10	(b) F&V Supply chain & marketing expert (3 No)	6
				(c) Farm Sourcing/ Procurement Expert (3 No)	5	(c) Farm Sourcing/ Procurement Expert (3 No)	3
				(d) Customer Relationship Management Expert (1 No)	2	(d) Customer Relationship Management Expert (1 No)	4
				(e) MIS & IT Expert (1 No)	2	(e) MIS & IT Expert (1 No)	3
				(f) Infrastructure and Logistic Expert (1)	2	(f) Infrastructure and Logistic Expert (1)	2
20	36	Evaluation Parameter	Clause 3.7 A.1.2.4	Quality of Approach and Methodology Power Point Presentation** on approach & strategies Assessment will be based on: a) Demonstrated understanding of the objectives and approach & methodology with respect to the activities given in the TOR	4	Quality of Approach and Methodology Power Point Presentation** on approach & strategies Assessment will be based on: a) Demonstrated understanding of the objectives and approach & methodology with respect to the activities given in the TOR	5
				c) Tools /networks/ linkages to be employed to support the SMP's proposed approach with case studies	5	c) Tools /networks/ linkages to be employed to support the SMP's proposed approach with case studies	5
				Total	100		100
21	49	Appendix I A	Annexure III	Team Leader/Project Director: Person should be Graduate in Agriculture with MBA / Post Graduate Diploma in Agri-Business Management/ Agricultural Marketing from a recognized University with minimum 10 years' experience in marketing of fresh fruits & vegetables and running markets / mandis etc. Team Leader must have knowledge and experience of F&V procurement, supply chain and understanding of F&V business etc. Team Leader should have adequate operating relationship with major organised buyers.		Person should be Graduate in Agriculture with MBA / Post Graduate Diploma in Agri-Business Management/ Agricultural Marketing from a recognized University with minimum 10 years' experience in marketing of fresh fruits & vegetables / Agri Produce and running markets / mandis etc. The Team Leader must have knowledge and experience of F&V procurement, supply chain and understanding of F&V business etc. Team Leader should have adequate operating relationship with major organised buyers.	
22	49	Appendix I A	Annexure III	Farm sourcing / Procurement Expert: Person should be Graduate in Agriculture/ Horticulture with minimum 5 years of experience in F&V trade and should have worked on direct procurement from farm.		Person should be Graduate in Agriculture/ Horticulture with minimum 5 years of experience in F&V Trade/ Agri Business -and should have worked on direct procurement from farm.	