

**Request for Proposal**

**Appointment of Transaction Advisor**  
**For augmenting National Agriculture Market (NAM)**

**Responses to Pre-bid Queries**

22<sup>nd</sup> November, 2017



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S. N.	Reference	Query	Response
1.	Conditions of Eligibility of Applicants: Clause 2.2.1 (Page 7)	The clause requires that the applicant must have direct experience as transaction advisor or consultant relating to agriculture marketing in projects with minimum value of Rs. 30 crore each. We would request that the minimum value criteria of the project be relaxed and also clarify whether minimum value refers to project cost or the consultancy fee from the engagement. Further we would request that transaction advisory experience in other sectors be considered as well and not just agriculture.	Noted Cost refers to project cost and not to consulting fee.
2.	Key Personnel: Clause 2.1.3 Team Leader (Page 5)	We would request that the length of professional experience for the team leader be reduced from 20 years to 15 years. Further we would request that the criteria for the team leader to have led the team on 3 minimum number of TA projects in agri-business be relaxed to TA experience in any sector or TA in at least one agri project.	No change.
3.	Key Personnel: Clause 2.1.3 (Page 5)	Apart from the key personnel mentioned, for the support staff do we need to station any number of people? If so, then how many?	Bidders are expected to carry out their own assessment of the efforts to ensure timely completion and quote accordingly.

4.	Criteria for Evaluation: 3.1.2 (Page 18) Scoring Criteria – 1A “Transaction Advisory Experience for projects having cost above 50 Crore”	<ul style="list-style-type: none"> <li>• We would request to clarify whether transaction advisory experience in any sector is allowed or only agriculture</li> <li>• Further we would request to clarify whether cost refers to project cost or consultancy fees for the engagement</li> <li>• We would request relaxation of the minimum cost criteria of INR 50 crore.</li> </ul>	<p>Under firm level experience category 1 (A), transaction advisory experience across all sectors shall be considered. Under category 1(D), past experience of similar projects (as defined at 2.2.1) shall be considered.</p> <p>Cost refers to Project Cost and not to consulting fee.</p>
5.	Criteria for Evaluation: 3.1.2 (Page 18) Scoring Criteria	<ul style="list-style-type: none"> <li>• While the overall marks for Firm level experience has been provided, how will the maximum marks be computed has not been provided. For example, maximum marks for Point 1A. TA experience for projects having cost above Rs. 50 crore is 8 Marks. Please specify whether a single project shall be applicable for scoring the full marks or any other marking criteria is being followed.</li> </ul>	Please refer to the Clause 3.1.2 for details particularly below the table.
6.	Criteria for Evaluation: 3.1.2 (Page 19) Scoring Criteria – 1C “Average annual turnover in the last 3 financial years immediately preceding BDD from professional fee and service charges”	We would request to clarify what should be the minimum turnover for which the full marks allotted shall be provided.	Please refer to Clause 3.1.2 for details, particularly below the table.
7.	Criteria for Evaluation: 3.12 Institution Development Professional (Page 19)	<ul style="list-style-type: none"> <li>• Request clarification on the reason why the position of an Institution Development Professional has been mentioned for the project</li> </ul>	Please refer to the Schedule-1 Terms of reference of RFP.
8.	Annexure – 2 Clause 5.2 Payment Schedule (page 29)	<ul style="list-style-type: none"> <li>• We would request that the mobilization fund be increased from 10% to 20% of the total fee</li> </ul>	No change.

9.		Does the applicant need to submit a write-up on project understanding and Approach & Methodology as a part of the proposal?	Please refer to Clause 3.1.2 (2E) for details. It is clarified that approach and Methodology may not be submitted as a part of the Technical Bid. Evaluation of Approach and Methodology shall be based on the presentation made and the hard copy submitted to the Technical Evaluation Committee
10.	<b>2.1.1</b> Detailed description of the objectives, scope of services, deliverables and other requirements related with this proposal are specified in this RFP. The manner in which the Proposal is required to be submitted, evaluated and accepted is explained in this RFP. No consortium is permitted in this RFP.	Please clarify if sub contracting is allowed to strengthen team composition (multiple domains) requirements.	The personnel proposed for the assignment must be either on the rolls of the bidder or should be on a long term contract (No sub contracting/ out sourcing) exceeding the project duration at the time of signing the contract.
11.	1.1 – Introduction DAC&FW is contemplating to move beyond 585 markets for setting up the Unified National Agriculture Market, link up other e-trading portals of the country and make provisions for integration of such online e-trading portals with National Agriculture Market.	In order to contemplate cost involved, Please clarify on the number of additional markets to be covered during the project tenure.	Please refer to point no. 4 of schedule -1 (Annexure-1) for clarification.

12.	<p>1.2. - Scope of work</p> <ul style="list-style-type: none"> <li>• Suggest solutions for strengthening of online trade beyond e-NAM, with its integration to enable operations of alternate e-trade platforms, with robust IT platform.</li> <li>• To carry out any additional assignment for development of robust National Agriculture Market, including smooth transition / transfer of existing activities / infrastructure to the newly formed institution, as and when required.</li> <li>• Suggest measures for establishment of seamless trade transactions across e-portals by inter alia <ul style="list-style-type: none"> <li>- Uniform standards for all commodities across the country, development of harmonized quality parameters, trade terms, delivery and storage, agreement terms, including payment</li> <li>- Removal of storage and trade barriers</li> </ul> </li> </ul>	<ul style="list-style-type: none"> <li>• Please clarify on number of other e-trading platform to be linked upon.</li> <li>• What all additional activities this involved? Does this also ask for additional deployment and /or additional scope?</li> <li>• This is too-widely worded. Please specify.</li> <li>• Development of harmonized quality parameter for all the commodities is difficult and time consuming task. We would request to change the word "all commodities" to "notified commodities" for the APMC.</li> </ul>	Please refer to Schedule -1 (Annexure-1) for detailed terms of reference.
13.	2.1.1 No consortium is permitted in this RFP	The comprehensive scope of work indicates towards requirement of adequate expertise and experience related to various facets of agriculture marketing including IT, regulations, infrastructure etc. Execution efficiency may be enhanced through formation of suitable consortium, so requesting to consider allowing the same.	No Change.

14.	2.3.3. No consortium is permitted in this RFP	The comprehensive scope of work indicates towards requirement of adequate expertise and experience related to various facets of agriculture marketing including IT, regulations, infrastructure etc. Execution efficiency may be enhanced through formation of suitable consortium, so requesting to consider allowing the same.	No Change.
15.	3.1.2–A Transaction Advisory Experience for projects having cost above 50 Crore	In section 2.2.1, the project quoted experience is minimum 30 Cr. However in section 3.1.2.-A, marks are given for 50 Cr project. 3.1.2-A requires project related to TA only while 2.2.1 further qualifies the same. Please clarify on exact scoring criteria in this respect.	Noted
16.	3.1.2.- D Past experience of working on similar type of projects.	Please clarify on the minimum number of assignments to be considered for evaluation. Is there any marking slab for the same?	Please refer to Clause 3.1.2 for details, particularly below the table.
17.	3.1.2. - 2 E Presentation on the project understanding and methodology proposed for deliverables	RFP does not talk about the submission/presentation on the project. Please clarify where and when it will be submitted/ presented. Is there any requirement of any inclusion related to A&M in bid proposal?	Please refer to Clause 2.15.1 for details on submission of Bid.
18.	3.1.2. - 2 E Technical proposal submission	We understand that approach and methodology for the RFP need not be included in Technical proposal and that's why no specific form is provided in appendix in this regard and we understand that Approach and Methodology would be covered in presentation to be submitted to technical Committee.	Please refer to Clause 3.1.2 (2E) for details. It is clarified that approach and Methodology may not be submitted as a part of the Technical Bid.  Evaluation of Approach and Methodology shall be based on the presentation made and the hard copy submitted to the Technical Evaluation Committee after technical bid opening

19.	Schedule 1 -1 (I) Institutional framework: The Transaction Advisor shall suggest institutional framework at the central and state level which will help in smooth running of e-NAM.	Do we need to frame the institutional framework for each state?	Please refer to Schedule -1 (Annexure-1) for detailed terms of reference which is self explanatory.
20.	5.2.- (4) Operationalizing of recommendation for successful establishment of inter-operability with other local trading platforms.	Operationalization support for successful establishment of inter-operability with other local trading platforms based on recommendations in this respect.	No Change.
21.	4.1.- 2 (A,B) a) Conducting workshops with Central and State authorities to gather and document their views about (i) need and structure of institution for day to day operation and monitoring of e-NAM at central and State level and (ii) need and framework of regulatory mechanism for inter-State dispute resolution arising out of trades one-NAM b) Conducting consultation workshops with various stakeholders including Farmers, Aggregators, traders(sellers and buyers) Commission agents, Strategic Partner and mandi / SAMB officials, private players etc. to understand and document their expectations from the Institutional and regulatory	Need to clarify on the number of workshops required to be conducted.  This needs to be clarified many of these can be done through FGDs or Questionnaire survey etc. as doing 'workshop' may not be the only tool.  Also, conducting workshops (without known No.) with all states (in b) seems difficult.	Bidders are expected to make their own assessment of the no. of workshops required to achieve the desired deliverables. SFAC shall facilitate coordination with the States in this regard.  Apart from the specific activities identified under terms of reference Bidders are expected to devise their own methodology and make a presentation of the same to the Technical Evaluation Committee.

	mechanism of e-NAM with respect to Quality assaying, physical movement of goods and dispute resolution Mechanism.		
22.	2.2.3 Conditions of Eligibility of Applicants. The Applicant shall offer and make available Key Personnel, as and when required.	Need to clarify if they want a full time stationed TA team (for meeting as and when required condition) or a team with defined time – engagements per resource in terms of man days / man months.	TA shall work from their office and will visit SFAC office as and when required.
23.	2.1.3. <b>Logistic Professional</b> - Graduate in any discipline with MBA/PGDM in Supply Chain Management	Please change the qualification to MBA in any stream/agribusiness with experience in Logistics/transport/storage as stated.	Noted
24.	4.1 –1 (C) Deliverables Sample monitoring (20%) of mandis of each State under implementation based on the actual implementation guidelines	We understand that TA need to visit 20% sample in 2 years' time and this frequency will be once in the engagement period.	Please refer to 4.1 (1 (c) Deliverables of the Schedule I (Annexure I) – Terms of Reference
25.	2.2.4 The Applicant should submit a Power of Attorney as per the format at Form - 4 of Appendix-1,	PwCPL is partnership firm and Partner will sign all the documents so we understand that no Power of Attorney (PoA) required for us.	Kindly refer to Clause no. 2.2.4 which is self explanatory.
26.	Point 3 in the Scoring and Evaluation Criteria Table of the RFP document	Profile and experience of key personnel: We requested you to kindly provide a criterion wise breakup of the score allocated to each personal.	The marks are to be awarded on no. of assignments as detailed in 3.1.2 post meeting minimum educational qualification.
27.	Point 4.1 (Pg. 26 onwards) of the RFP document	Consultation workshops: (a) We request you to kindly clarify if the cost of conducting workshop would be borne by the client or the consultant. (b) In this matter, we also request you to allow the	No change. It is clarified that the TA shall be required to estimate and include the expenses incurred in the project including but not limited to meetings,



		financial quote to be exclusive of the cost of consultation workshops and to keep that as a reimbursable component.	conferences and seminars.
28.	2.1.3 Key Personnel (Pg. 5 of RFP)	Eligibility criteria for the team: Agri- marketing Business Professional: We request you to consider Post-graduation in agriculture (M.Sc. Agriculture) as eligible academic qualification for the position.	Noted.
29.	2.1.3 Key Personnel (Pg. 5 of RFP)	Eligibility criteria for the team: Legal Professional: (a) We request you to revise the minimum Length of Professional Experience (Years) from 12 years to 8 years for the position. (b) Further, we also request you to revise the required number of years of experience in arbitration and dispute resolution from 10 years to 5 years.	No change.
30.	2.1.3 Key Personnel (Pg. 5 of RFP)	Eligibility criteria for the team: Information Technology Professional: (a) The eligibility criterion of experience in application design in trading/ commodity trading / commodity exchanges are highly restrictive. Request you to consider the experience of design and development of the payment systems/ Inventory management/ supply chain management system. (b) We request you to consider Post-graduation in Computer Application (MCA) as eligible academic qualification for the position.	Noted
31.	2.1.3 Key Personnel (Pg. 5 of RFP)	Eligibility criteria for the team: Logistics Professional:	Noted

		<p>(a) We request you to consider professionals with MBA / PGDM as eligible for the assignment.</p> <p>(b) Further, we suggest that the experience of working with a logistics/ warehousing firm should not be required and consulting experience in agri-warehousing and logistics should be considered.</p>	
32.	2.20 – Confidentiality (Pg. 17 of RFP)	<p>New clause regarding Confidentiality:  We request the authority to add the clause: Any information, advice, recommendations or other content of any reports, presentations or other communications we provide under this Agreement (“Reports”), other than the SFAC, are for SFAC’s internal use only (consistent with the purpose of the particular Services) including SFAC’s board of directors, its audit committee, or its statutory auditors. The SFAC may not rely on any draft Report and the consultant shall not be required to update its Final Report.</p>	No change.
33.	2.25 – Proprietary Data (Pg. 18 of RFP)	<p>New Clause regarding Intellectual Property Rights:  We request the authority to add the clause: The Appraiser /Firm of Consultants shall continue to retain all pre-existing intellectual property rights in all software, designs, utilities, tools, models, systems and other methodologies and know-how that the Appraiser / Firm of Consultants already owns or licenses (“Appraiser / Firm of Consultants Materials”) including improvements to such Appraiser / Firm of Consultants Materials or knowledge developed while performing the Services.</p>	No change

34.	New Clause	<p>New Clause regarding usage and disclosure of reports:</p> <p>We request the authority to add the clause: SFAC shall not disclose a Report (or any portion or summary of a Report) externally (including to your affiliates), or refer to the Appraiser/Firm of Consultants or to any other EY Firm in connection with the Services, except:</p> <p>(a) to SFAC’s lawyers (subject to these disclosure restrictions), who may review it only in connection with the Services,</p> <p>(b) to be the extent, and for the purposes, required by law (and SFAC shall promptly notify the Appraiser/Firm of Consultants of such legal requirement to the extent you are permitted to do so),</p> <p>(c) to other persons (including SFAC’s affiliates) with the Appraiser /Firm of Consultants’ prior written consent, who may use it only as specified in the Appraiser / Firm of Consultants’ consent.</p> <p>If SFAC is permitted to disclose a Report (or a portion thereof), SFAC shall not alter, edit or modify it from the form it has been provided.</p> <p>An *affiliate” of an entity ( for the purpose of this Agreement) shall mean an entity or individual that controls, is controlled by, or is under common control with, the first entity, and “control” means the ability to direct the policies or operations of an entity, whether by contract, ownership of equity interests, or otherwise.</p>	No change
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35.		<p>New Clause regarding termination of contract:  We request the authority to add the clause: The Appraiser /Firm of Consultants may terminate the Contract, or any particular Services, earlier upon fifteen days' prior written notice. In addition, Appraiser/Firm of Consultants may terminate this Agreement, or any particular Services, immediately upon written notice to SFAC if it reasonably determines that the Appraiser/Firm of Consultants can no longer provide the Services in accordance with applicable law or professional obligations.</p>	<p>Conditions related to termination shall form a part of the contract to be signed with the selected bidder.</p>
36.	New Clause regarding Indemnity	<p>New Clause regarding Indemnity:  We request the authority to add the clause: To the fullest extent permitted by applicable law and professional regulations, SFAC shall indemnify the Appraiser/Firm of Consultants against all claims by third parties (including SFAC's affiliates) and resulting liabilities, losses, damages, costs and expenses (including reasonable external and legal costs) arising out of the third party's use of reliance on any deliverables disclosed to it by or through SFAC or at its request. SFAC shall have no obligation hereunder to the extent that the Appraiser/Firm of Consultants has specifically authorized, in writing the third party's reliance on the deliverables.</p>	<p>Conditions related to Indemnity shall form a part of the contract to be signed with the selected bidder.</p>
37.	2.22 – Indemnity (Pg. 17 of RFP)	<p>Regarding Indemnity Bond :  We clarify that we maintain professional indemnity</p>	<p>No change.</p>

		<p>insurance only. Such professional indemnity insurance cover for our professional business up to an appropriate level sufficient for the purpose of this engagement, and similar to that of the other large accountancy firms.</p> <p>Therefore, we request SFAC to remove the requirement of furnishing an Indemnity Bond</p>	
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