

Addendum – I to Tender No. 400/2023/1759/BYO/ERDA dated December 28, 2022
- Request for Proposal for Appointment of Consultant for ‘Drive green adoption amongst MSMEs & exploring new green financing offerings’

Revised Chapter 6 –

Revised Scope of Work

Revised Phase wise Deliverables

1. Background

- a) SIDBI being a DFI intends to evolve as “THE GREEN BANK” of India offering both financial and non-financial solutions and taking leadership, in thought and action. It shall complement national green commitments and evolve as a Responsive Enterprise Ecosystem.
- b) SIDBI shall address energy inefficient pockets / clusters, meet the Green Financing requirements of existing / new enterprises as also emerging / innovative / unserved / untested / riskier themes aligning to Greening the enterprise ecosystem.
- c) In the next five years, we look at the following growth path:

Financial

- Green Tagged / Green Loan Portfolio to reach atleast **60% (including 25% of Institutional finance)**.
- Year wise Sanction (S) increase and Outstanding (O/s) (both direct & indirect - resource support to institutions) shall be endeavoured as under, approx.:
 - FY 23 - Rs. 1000 Cr (S + O/s)
 - FY 24 - Rs. 2500 Cr (S), Rs. 3500 Cr (O/s)
 - FY 25 - Rs. 4000 Cr (S), Rs. 6000 Cr (O/s)
 - FY 26 onwards - Rs. 5000 Cr (S), Rs. 10000+ Cr (O/s)
- SIDBI Lending (both Direct & Indirect) to have ESG embedded
- Digitizing SIDBI's Green Lending Value Chain
- Assess and implement new financial models and fund sources like Green Bonds, LoCs, TA/Grants.
- Emerge as Country lead channelizing agency and Program Anchor under GCF.

Non-Financial

- Supplementing Banking Ecosystem towards embedding ESG Compliances, Sustainability Assessment & Reporting
- Soft Support
 - *Supporting various Green Promotional activities, both demand & supply side, leading to an enhanced awareness and strengthened green ecosystem*
 - **"Adoption for transition"** under Project "GRiT" covering 50 Artisanal / MSE clusters after mapping energy inefficiency.
 - *All States shall be facilitated through PMU for formulating Green Policy and SIDBI to become the preferred institution for implementing Green Policy (both developmental & financial aspects)*
- **Green MSME Visioning Document for 2030** - identifying tech gaps, tech vendors mapping and standardized deck for ease of lending and investment by enterprise.

Action Advocacy / Advisory

- Launch of tools, platform, Index (like SPeX), Green Challenge Fund, etc. for easing access to Green Investment.
- **Synergy4Energy** - Collaborate with Who's Who both domestic & international for picking as also disseminating good practices.
- Position ISTSL as "Lead Aggregator" for technology / advisory services.
- Funding for GHGs emission reductions to the tune of approx. 18 Mn tCO₂ eq

Theme Leadership

- Multiple windows under "Risk Sharing"
- Disseminate Partial Risk Sharing Facility for EE - PRSF Guarantee Scheme (developing ESCO market) learnings worldwide
- GIFS like Thought leadership platforms to onboard maximum stakeholders and address key themes like "Gender Green Access", "Just Transition", etc
- SIDBI to be a Carbon Neutral Institution by 2024 and net zero in subsequent years

2. Scope of Work-

The scope of work and deliverable for the bidder includes, but not limited to, the following:

- a) Build New Green Credit products replete with climate risk integrated into the credit underwriting for Areas / Sectors that are dominated by MSMEs
 - Map sector-specific environmental issues (particular to India). Identify 6 high polluting sectors (polluting sector with high level of MSME participation) including at least 1 from the artisan cluster.
 - Design at least 3 credit products (based on multiple stakeholder consultation and specify target customers, design the scheme / assessment / underwriting methodology and monitoring/ impact measurement mechanism) addressing the environmental issues of the above identified sectors (6 high polluting sectors), in consultation with SIDBI.
 - Test the product by facilitating walk-through implementation by SIDBI or identified partners in atleast 20 cases.
 - Enable mainstreaming among financial sector players viz. Scheduled Commercial Banks, NBFCs, new age NBFCs.
- b) Formulate a Monitoring and Evaluation (M&E) log frame to cover all the financial and non-financial initiatives (present and proposed) and facilitate implementing the same atleast for a period of 03 months.

c) Establish a framework to invite international pools of capital to invest in the green projects and investments made by SIDBI either through a fund structure or as outcome purchasers or impact investors.

d) Green Technical Advisory Strategy and Business

- Non-Financial business avenues- Identify the knowledge gap among the bankers and other stake holders and develop capacity building module along-with shortlisted agencies / institutions, (both domestic & international, online & on-site), who are ready to offer these services.
- Organize Capacity Building of partners (AT LEAST 10) of SIDBI plus SIDBI officials (atleast 05 programs to be conducted for atleast 150 participants per program – On Site / Physical Program).
- Create (fee and non-fee based) capacity building framework under proposed 'greening the finance for financing the green' initiative of SIDBI.
- Suggest online tools for assessment of carbon footprint of the Bank as well of the customers and draw a roadmap for integration of the same with the existing online platforms of SIDBI.
- Assessment of carbon footprints of the customers (atleast 20) and suggest initiatives to make them carbon neutral by FY 2025.
- Implementation of strategy for positioning ISTSL as lead aggregator for Technology / Advisory Services & facilitate in creating a pipeline for business of Rs.50 crore.
- Identify institutional partners for re-finance / co-lending/ platform lending in Green Space like EVs & facilitate financial assistance to atleast 5 such new institutions or partners.

e) Resource raising for Green initiatives:

- Mapping funds / Partners / Donors (Philanthropist, Corporate theme funds, etc.) who are ready to extend Technical Assistance (TA) / Grant for promotion of green enterprise ecosystem, evolving innovative tools / action programs / challenge funds / Hedge Funds (FLDG, SLDG) / theme based Risk Sharing Facilities, etc.
- Build institutional pitch (document and presentation) to encourage investors to proactively invest in green financing.
- Finalise instruments for fund raising, such as green bonds, based on the potential business areas.
- Facilitate raising resources from investors (atleast 02 funds).

- Raising resources for green finance/fund mobilization including green bonds (₹600 crore).

f) Targeting leadership in MSME linked green financing:

- Alignment with G20 presidency and envisaged leadership role of SIDBI on MSME front.
- Define strategy for 5 years which should help SIDBI to position as "GREEN BANK" as also take leadership position in MSME linked Green promotion & financing.

3. Phase wise Deliverables-

The selected Bidder is expected to deliver specified outcomes within a maximum period of Twelve **(12) months** after the start date.

The indicative output / deliverables with time lines given below:

Output/ Deliverables	Timelines
A. Inception Report highlighting the approach & methodology to proceed with the assignment elaborating / focusing on how the scope of work will be achieved	Within 4 Weeks
B. Secondary data sourcing, interaction with likely partners / donors, etc.	Within next 4 Weeks
C. Stakeholders Discussion & Shortlist the non-financial & fund partners as per scope	Within next 10 weeks
D. Shaping of the financial schemes / tools / initiatives	Within next 12 Weeks
E. Pilot the schemes, testing, modification (if any) for finalization	Within next 12 Weeks
F. (i) Structure international fund raising strategy	04 weeks (activity can run in parallel with previous activities)
(ii) Facilitate fund mobilization	06 weeks (activity can run in parallel with previous activities)
G. Formulation of M&E framework and facilitate implementation	06 weeks (activity can run in parallel with previous activities)
H. Final Report Submission (capturing the output & outcome of all above activities)	04 weeks

Note: All above deliverables shall be subject to the stage wise sign-off & to the satisfaction of SIDBI.

Revised Para 7.5.5. –

7.5.5. Eligibility Criteria and Technical bids would be evaluated based on the following eligibility criteria / Evaluation Parameters

S.N	Criteria	Evaluation Parameter	Max Marks	Scoring Methodology
1	Annual Revenue of the bidder	<p>Annual Revenue of the bidder- The average of annual revenue (best of three in the five financial years starting from FY2018¹) of the bidder.</p> <p>Minimum – Rs. 125 crore Revenues refer to revenues that the bidder has earned as advisory fees in India on topics such as strategy / operations / sales / performance/ transformation / turnaround / organization design/digital transformation/ framework design & implementation/ Risk Management, Sustainability/ ESG, New Product Development, etc.</p> <p>1- Companies following Calendar Year as a financial year may kindly can submit their statements from CY2017 onwards.</p>	15	<p>Average Turnover revenue (best of three in the five years financial years starting from FY2018):</p> <ul style="list-style-type: none"> ✓ Equal to or more than ` 125 crore but less than ` 200 Crore – 4 marks ✓ Equal to or more than ` 200 crore but less than ` 350 Crore – 8 marks ✓ Equal to or more than ` 350 crore but less than ` 500 Crore – 12 marks ✓ Equal to or more than ` 500 crore – 15 marks <p><i>Copy of relevant audited financial statements.</i></p> <p>Bidder may highlight relevant paras in the Audited Financial Statements wherein advisory fees are mentioned separately.</p> <p>In case of non-availability of bifurcation of fees (advisory fee and others) in the Audited Financial Statements Certificate from practising Chartered Accountant (with UDIN) stating revenues from advisory fees in relevant financial years may be furnished.</p>

2	Bidders Experience	<p>Bidders Experience- Experience in implementing projects each of minimum size of ₹1 crore, in the last 3 years, substantially focussing on environment / green finance and implementation of green finance products / ESG framework for</p> <p>a) Banks/ Institutions having loan portfolio size of more than ₹1,00,000 crore or</p> <p>b) NBFCs having portfolio size of more than ₹10,000 crore in the areas of green finance / ESG.</p> <p>Minimum - One completed eligible assignment. Turnover is restricted to income generated in India only. 3 years will be counted from date of completion of Assignment.</p>	15	<p>3 Marks for each completed eligible assignment with greater marks for higher value projects submitted.</p> <p>Only completed assignments will be considered for evaluation.</p> <ul style="list-style-type: none"> • Completion Certificate from client "OR" • Self-Declaration to be furnished by the bidder on its letter head. Bidder should submit brief description of the assignment and duration of the assignment along-with copy of the work order / contract to verify the credentials. <p>The Bank reserves the right to ask for contact details (Name, email, contact number) of the clients at the time of technical evaluation.</p>
3	Suitability of key resource - Project Head (Head-Green Initiatives)	<p>Project Head (Head-Green Initiatives) Education / Experience Qualification ✓ Experience of minimum 15 years in the capacity of Project Head in the field of developing and implementing detailed projects for large financial institutions in a variety of areas, including green finance products / ESG frameworks for BFSI / large corporates.</p> <p>✓Educational qualification - -Post graduate degree in finance or management or economics or environment or related field.</p>	15	<p>Project Head (Head-Green Initiatives) Scoring Methodology- CV should cover:</p> <p>✓ Educational Background / Qualification (Max 2 marks):</p> <ul style="list-style-type: none"> • Till 'Post Graduation' - '0' marks • Beyond 'Post Graduation' - '2' marks. <p>✓ Experience of relevant engagements in detail (Max 10 marks)</p> <ul style="list-style-type: none"> • 2 marks for each completed relevant assignment. <p>✓Overall experience in the field of developing / implementing green finance products / ESG frameworks for BFSI - (Max 3 marks)</p> <ul style="list-style-type: none"> • for experience of 15 yr and upto 17 yr - 1 mark; • >17 yr and upto 20 yr - 2 marks;

				<ul style="list-style-type: none"> • >20 years - 3 marks. <p>Scoring shall be done through Evaluation and qualitative Assessment of CV and credentials submitted.</p>
4	Domain Expert- Senior (Green Initiatives)	<p>Domain Expert- (Senior) (Green Initiatives) Educational Qualification-</p> <p>✓ Minimum experience of 10 years in field of sustainability, climate change, energy transition, decarbonization, renewables (solar, wind, hydrogen, hydro, geothermal), sustainable financing, carbon offsets, carbon modelling, ESG. Preference would be given for experience in the above area at international agencies such as World Bank, ADB, OECD, IFC etc. and other relevant agencies such as Green Funds, Sustainability Think-Tanks, large corporates etc.</p> <p>✓ Minimum Global experience 2 years</p> <p>✓Educational qualification-</p> <p>-Graduate / Post graduate degree in finance or management or economics or environment or related field.</p>	15	<p>Domain Expert- (Senior) (Green Initiatives) Scoring Methodology-</p> <p>CV for each domain expert should cover</p> <p>✓Educational qualification (Max 02 marks)</p> <p>✓ Overall experience including global experience (Max 4 marks)</p> <ul style="list-style-type: none"> • for experience of 10 yr and upto 12 yr - 02 marks • >12 yr and upto 15 yr - 03 marks • >15 years - 04 marks <p>✓ Relevant Work Experience (Max 9 marks)</p> <p>(a) 2 marks for each completed relevant assignment (<i>max. 6 marks</i>)</p> <p>(b) Work experience at international agencies (World Bank, ADB, OECD, IFC etc.) and other relevant agencies such as Green Funds, Sustainability Think-Tanks, large corporates etc. (<i>max 3 marks</i>)</p> <ul style="list-style-type: none"> ▪ 1 mark for each assignment or engagement at international agencies such as World Bank, ADB, OECD, IFC etc. ▪ 0.5 marks for each assignment or engagement at other relevant agencies such as Green Funds,

				<p>Sustainability Think-Tanks, large corporates etc.</p> <p>Scoring shall be done through Evaluation and qualitative Assessment of CV and credentials submitted.</p>
5	<p>Domain Expert- Junior (Green Initiatives)</p>	<p>Domain Expert- (Junior) (Green Initiatives) Educational Qualification- ✓ Minimum experience of 5 years in field of sustainability, climate change, energy transition, decarbonization, renewables (solar, wind, hydrogen, hydro, geothermal), sustainable financing, carbon offsets, carbon modelling, ESG. Preference would be given for experience in the above area at international agencies such as World Bank, ADB, OECD, IFC etc. and other relevant agencies such as Green Funds, Sustainability Think-Tanks, large corporates etc. ✓ Educational qualification- -Graduate / Post graduate degree in finance or management or economics or environment or related field.</p>	10	<p>Domain Expert- (Junior) (Green Initiatives) Scoring Methodology- CV for each domain expert should cover ✓ Educational qualification (01 marks) ✓ Overall experience (Max 3 marks)</p> <ul style="list-style-type: none"> • for experience of 5 yr and upto 7 yr - 01 marks • >7 yr and upto 10 yr - 02 marks • >10 yr – 03 marks <p>✓ Relevant Work Experience (Max 6 marks)</p> <p>(a) 1 mark for each completed relevant assignment (max. 4 marks)</p> <p>(b) Work experience at international agencies (World Bank, ADB, OECD, IFC etc.) and other relevant agencies such as Green Funds, Sustainability Think-Tanks, large corporates etc. (max 2 marks)</p> <ul style="list-style-type: none"> ▪ 1 mark for each assignment or engagement at international agencies such as World Bank, ADB, OECD, IFC etc. ▪ 0.5 marks for each assignment or engagement at other relevant agencies such as Green Funds,

				Sustainability Think-Tanks, large corporates etc.
				Scoring shall be done through Evaluation and qualitative Assessment of CV and credentials submitted.
6	Presentation	<ul style="list-style-type: none"> ✓ Understanding of the scope of the assignment. ✓ Understanding of Domestic/ Global ecosystem for Climate change/green finance ✓ Understanding of MSME/ Start-up sector and their requirements both financial and non-financial for addressing the issues related to climate change / green finance ✓ Understanding of Indian and International Institutions, donors, impact fund, etc. to facilitate supporting / financing of projects under Climate Change/Green Finance ✓ In depth understanding of sustainability, climate, energy transition, decarbonization, renewable energy and environmental, social and governance (ESG) aspects in the Indian context. ✓ Brief of the assignments/projects completed during last 3 years <p>Understanding of deliverables of the engagement.</p>	30	Assessment by Evaluation Committee based on the presentation and interaction during the presentation to the Evaluation Committee
		Total Marks	100	

A "Combined Score" will be arrived at, taking into account both marks scored through technical bid evaluation and the commercial quotes with a weightage of **80% for technical and 20% for commercials**.

Revised Para 8.5.3. – Terms and Conditions for payment

- a. Payment would be settled on the completion (sign off) of each milestone as per the schedule given below:

A	Inception Report highlighting the approach & methodology to proceed with the assignment elaborating / focusing on how the scope of work will be achieved – within 4 weeks	10% payment
B	Secondary data sourcing, interaction with likely partners / donors, etc – within next 4 weeks	10% payment
C	Stakeholders Discussion & Shortlist the non-financial & fund partners as per scope – within next 10 weeks	10% payment
D	Shaping of the financial schemes / tools / initiatives- within next 12 weeks	20% payment
E	Pilot the schemes, testing, modification (if any) for finalization – with in next 12 weeks	20% payment
F	(i) Structure international fund raising strategy (04 weeks (activity can run in parallel with previous activities) (ii) Facilitate fund mobilisation - 06 weeks (activity can run in parallel with previous activities)	10% payment
G	Formulation of M&E framework and facilitate implementation - 06 weeks (activity can run in parallel with previous activities)	10% payment
H	Final Report Submission (capturing the output & outcome of all above activities) – 04 weeks (activity can run in parallel with previous activities)	10% payment

Note: All above deliverables shall be subject to the stage wise sign-off & to the satisfaction of SIDBI.

The above changes / relevant sections etc. made in Addendum will be replaced/modified in other relevant sections of the Tender No. 400/2023/1759/BYO/ERDA dated December 28, 2022 - Request for Proposal for Appointment of Consultant for 'Drive green adoption amongst MSMEs & exploring new green financing offerings'.

For any clarifications on the Addendum, the bidders are requested to seek the same latest by 24/01/2023.