

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

S.No.	Section of Addendum	Clause No of Addendum	Clause Description	Query	SIDBI Response
1	Section 2, Addendum (Page 2)	Section 2.b, Addendum	Formulate a Monitoring and Evaluation (M&E) log frame	<p>We understand that the formulation of Monitoring and Evaluation (M&amp;E) log frame is applicable to test the efficacy of initiatives to be taken by SIDBI to become the Green Bank and will cover aspects across loan portfolio growth, fund raising and technical advisory.</p> <p>Kindly confirm if the understanding is correct.</p>	<p>Please be guided by the Scope of Work / Deliverables of the RfP. It is expected that the consultant shall provide necessary support in formulating a Monitoring and Evaluation (M&amp;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.</p>
2	Section 2, Addendum (Page 2)	Section 2.a (iii point), Addendum	Test the product by facilitating walk-through implementation by SIDBI or identified partners in at least 20 cases.	<p>We understand (20) cases refer to the MSME customers who would be onboarded during the pilot run of the products.</p> <p>Kindly confirm if the understanding is correct.</p>	<p>Yes.</p>
3	Revised Section 7.5.5, Addendum (Page 5)	Revised Section 7.5.5, Addendum	<p>Evaluation Parameter 2- 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>ESG, Green Financing are some of the upcoming areas of interest among banks and NBFCs in India. Further there have not been any specific guidance around Green Financing Framework for banks and other lenders. While this has been kick-starting in most banks, but the amount of consulting spends on this has been limited, hence we think it would be difficult to have projects with 1 crore or above. Therefore, we humbly request:</p> <p>i. minimum project size criteria can be relaxed to ₹50 lacs.</p> <p>ii. Portfolio size for banks and NBFCs can be relaxed to consider credentials across some of the upcoming, new age banks/NBFCs</p> <p>In parallel, banks in Europe and UK have started</p>	<p>No change.</p>

				<p>on this journey a bit ahead of India and some of the work done across those banks around setting up sustainability linked financial products, lending ecosystem can be something, that in our view, can give leading inputs in this Green banking journey that SIDBI wants to undertake.</p> <p>Hence we humbly submit that credentials with leading global banks be considered in the evaluation process.</p>	
4	Revised Section 7.5.5, Addendum (Page 5)	Revised Section 7.5.5, Addendum	Evaluation Parameter 3- Project Head, Green Initiatives: Experience of minimum 15 years	<p>Considering ESG, Green Financing are some of the upcoming areas of interest among banks and NBFCs both in India and across the globe, it would be difficult to have resources with experience in the ranges suggested as per the RFP.</p> <p>Therefore we humbly request the minimum experience criteria to be relaxed and considered to be 10 years and above, The maximum marks for experience can be modified as follows:</p> <p>10 yr and upto 12 yr - 1 mark; &gt;12 yr and upto 15 yr - 2 marks; &gt;15 yr- 3 marks</p>	No change
5	Revised Section 7.5.5, Addendum (Page 5)	Revised Section 7.5.5, Addendum	Evaluation Parameter 4- Domain Expert- Senior, Green Initiatives: Minimum experience of 10 years	<p>Considering ESG, Green Financing are some of the upcoming areas of interest among banks and NBFCs both in India and across the globe, it would be difficult to have resources with experience in the ranges suggested as per the RFP.</p> <p>Therefore we humbly request the minimum experience criteria to be relaxed and considered to be 7 years and above, The maximum marks for experience can be</p>	No change

				<p>modified as follows:</p> <p>7 yr and upto 10 yr - 1 mark;  &gt;10 yr and upto 15 yr - 2 marks;  &gt;12 yr- 3 marks</p>	
6			Last date for submission of bids	Please grant an extension of at least week till 17th February 2023, for us to submit proposal	<p>Presently, no change for date extension is being considered.  Accordingly, the dates remain unchanged and are as under-</p> <p>5. Last date for submission of Bids - Date: February 10, 2023; Time -1100 Hrs</p> <p>7. Date &amp; Time of Opening of Eligibility Criteria &amp; Technical bid-Date: February 10, 2023; Time-1130 Hrs</p>