

**Response to the queries- 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.	Page/ Section of RFP	Clause No of RFP	Clause Description	Query	SIDBI Response
1	28	7.5.5 and Bullet point 1	The average of annual revenue (best of three in the five financial years starting from FY2018) of the bidder. 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.	The annual revenue of the bidder and the qualifying areas does not mention revenue generated from Credit Risk Management, Sustainability/ ESG, New Product Development, etc. Is the intention to not include these areas? This clause excludes a sizable mix of companies that are focus on the Risk, ESG and NPD both in India and overseas.	Based on queries and to bring in more clarity into the RfP, the chapter 6, Para - 7.5.5 & 8.5.3 of the RfP stands revised. Please refer to <b>Addendum</b> .
2	28	7.5.5 and Bullet point 1	The average of annual revenue (best of three in the five financial years starting from FY2018) of the bidder. 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.	Can global revenues be shown as part of Annual Revenue of the bidder or it is restricted to turnover generated in India market only?	No change.  It is restricted to income in India only
3	28	7.5.5 and Bullet point 1	The average of annual revenue (best of three in the five financial years starting from FY2018) of the bidder. Minimum – Rs. 125 crore Revenues refer to revenues that the	Please drop the requirement for auditors certificate for turnover. This can be submitted basis self-certification only.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .

			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.		
4	29	7.5.5 and Bullet point 2	Experience in projects each of minimum size of ₹10 crore through management consultancy services / implementation of green finance products / ESG framework for Indian Lending Institutions having loan portfolio size of more than ₹500,000 crore / Companies having revenue size more than ₹50,000 crore in the areas of green finance / ESG in <b>the last 3 years. - Minimum - One completed eligible assignment.</b>  <b>3 years</b> will be counted from date of completion of Assignment.	We would request for lower threshold for minimum size of projects executed (currently at INR 10 cr) downward. ESG, Green Finance and related areas are at an infancy in India and this criteria excludes a large segment of players that may have sufficient experience in the required domain areas, but may not have too many assignments upwards of INR 10 cr threshold	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
5	15	4.16.	The Bank expects a single bidder having in-house capabilities to deliver the scope as per the Terms of Reference. Formation of consortium or association of consultants or sub-contracting of services in whole or part with other firms shall not be permitted. In case the consultant / bidder is found to not possess the requisite capabilities, it will be summarily disqualified from the process for this assignment.	Is there a specific reason why consortiums are not allowed? The area of ESG, Sustainability and Green Finance are evolving and the skillset and domain expertise varies across different players. In light of the same, the exclusion clause only allowing single entities with in-house capability is restrictive and does not allow other smaller and niche players to pool in their capability to demonstrate experience and atleast pitch for the project. If SIDBI can please reconsider on this clause and allow consortiums to bid?	No change.
6	23 & 24	Phase 2 and Phase 3		1) What exactly is the envisaged role for the chosen consulting firm? Do we need	1. Please be guided by the Scope of Work / Deliverables of the RfP. It is

				<p>to deploy ground level team to execute all initiatives or the consultant is supposed to run the PMO and manage the same through existing SIDBI resources?</p> <p>2) What is the plan to access the underlying disbursement data, current green financing initiatives, new products and the split thereof along with the current policies and risk framework?</p>	<p>expected that the consultant shall provide necessary support in preparation and implementation of the projects at New Delhi HO / Vertical level (to be executed through the Branch Offices) while extending necessary support (in the form of advisory / guidance / training etc.) to the branch / field offices.</p> <p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p> <p>2. Necessary information shall be shared with the successful bidder.</p>
7	Page 4	Clause 1, Point 5 Last date for submission of bids	January 23, 2023 - 1100 hrs Only E- bids (over email) to be furnished. No physical bids shall be entertained.	Current date for bid submission is mentioned as 23rd January, 2023 Since our offices globally are on shutdown - on account of New Year's - request for a 2 week extension on last date to enable sufficient time to respond to the RFP	<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>
8	Page 28	Clause 7.5.5 (Point 1) Annual Revenue of the bidder	<p>Evaluation Parameter: The average of annual revenue (best of three in the five financial years starting from FY2018) of the bidder.</p> <p><i>Copy of relevant audited financial statements. Auditors Certificate stating revenues from advisory fees in relevant financial years.</i></p>	Request if certificate from a practicing CA can be accepted instead of these documents	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>

9	Page 29	Clause 7.5.5 (Point 2) Bidders Experience	<p>Evaluation Parameter: Experience in projects each of minimum size of `10 crore through management consultancy services / implementation of green finance products / ESG framework for Indian Lending Institutions having loan portfolio size of more than `500,000 crore / Companies having revenue size more than `50,000 crore in the areas of green finance / ESG in the last 3 years. - Minimum - One completed eligible assignment.</p> <p>3 years will be counted from date of completion of Assignment.</p> <p>Scoring methodology: 3 Marks for each completed eligible assignment. Only completed assignments will be considered for evaluation. Completion Certificate or a SelfDeclaration to be furnished by the bidder on its letter head. A bidder should submit brief description of the assignment and duration of the assignment. The Bank reserves the right to ask for contact details (Name, email, contact number) of the clients at the time of technical evaluation.</p>	<p>Green financing in India is at a very early stage in India (As per RBI July 2022 report - ~45% of banks' board have not even discussed the need to enhance lending / investment towards sustainable finance)</p> <p>Hence, request if the clause can be relaxed to count bidder's experience for management consultancy services / implementation of green finance products / ESG framework for lending institutions / companies <b>in India and globally</b></p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
10	Page 29	Clause 7.5.5 (Point 3) Suitability of key resource -Project Head (Head-Green Initiatives)	<p>Evaluation Paramter: ✓ Experience in the capacity of Project Head in the field of developing / implementing green finance products / ESG frameworks for BFSI / large corporates.</p>	<p>Preferential experience in sustainability should not just be limited to multilateral agencies / DFIs, but large financial institutions including green funds, regulatory bodies, as well as sustainability think tanks and large</p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>

			<ul style="list-style-type: none"> <li>✓ 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.</li> <li>✓ Educational qualification- Post graduate degree in finance or management or economics or environment or related field.</li> </ul> <p>Scoring methodology: CV should cover</p> <ul style="list-style-type: none"> <li>✓ Educational Background and overall experience (5 marks)</li> <li>✓ Experience of relevant engagements in detail. (Max 15 marks - 3 marks for each completed relevant assignment)</li> <li>✓ Relevant work experience (as indicated in evaluation parameter) at international agencies such as World Bank, ADB, OECD, IFC etc. (Max 5 marks, 1 mark for one assignment or engagement).</li> </ul> <p>Scoring shall be done through Evaluation and qualitative Assessment of CV and credentials submitted.</p>	corporates	
11	Page 30	Clause 7.5.5 (Point 4) Domain Expert-	<p>Evaluation Parameter</p> <ul style="list-style-type: none"> <li>✓ Minimum experience of 2 years in</li> </ul>	1. Preferential experience in sustainability should not just be limited to multilateral agencies / DFIs, but large financial	1. Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of

		(2 nos.) (Green Initiatives)	<p>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.</p> <p>✓ Educational qualification- Graduate / Post graduate degree in finance or management or economics or environment or related field.</p> <p>Scoring methodology: CV for each domain expert should cover</p> <p>✓ Educational Background and overall experience (2.5marks)</p> <p>✓ Experience of relevant engagements in detail. (Max 4 marks - 2 marks for each completed relevant assignment)</p> <p>✓ Relevant work experience (as indicated in evaluation parameter) at international agencies such as World Bank, ADB, OECD, IFC etc. (Max 1 mark).</p> <p>Scoring shall be done through Evaluation and qualitative Assessment of CV and credentials submitted.</p>	<p>institutions including green funds, regulatory bodies, as well as sustainability think tanks and large corporates</p> <p>2. Additionally, Instead of having both domain experts with Sustainability experience, we request SIDBI to have 1 domain expert with strong BFSI experience</p>	<p>the RfP stands revised. Please refer to <b>Addendum</b>.</p> <p>2. No change. - strong BFSI experience</p>
12	Page 13	Clause 4.10.2	Bidders are requested to submit annexures related to NDA, Bank	Requesting clarification on the LOI acceptance process	After completion of selection process, SIDBI will issue Letter of

			Mandate and Performance Bank Guarantee (once LOI is accepted and issued by SIDBI)		Intent (LoI) / work order to the successful bidder. Only successful Bidder is required to submit the other documents viz. NDA, Bank Mandate and Performance Bank Guarantee along with acceptance of LoI / work order.
13	Page 46	Clause 8.5.3	Terms and Conditions for payment	Current fixed fees payment milestones are back ended. Requesting SIDBI if there can be monthly fixed payments / selected upfront payments basis milestones defined for different phases	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
14	Page 80	Annexure - XIV: Proposed Team Profile	The CVs / Resume should be of maximum 5 pages each and signed by the respective person confirming that the information given in the CV / resume is correct.	Requesting clarification on whether digital signatures are acceptable instead of physical signatures	Yes. Digital Signatures are also acceptable in CVs / Resume.
15	13	4.1	Details of bids to be submitted	<ul style="list-style-type: none"> <li>• Our technical bids may be larger in size than the permissible limit of mails. We request for permission to deliver all the files through a pen drive / physical copies to avoid any issues.</li> <li>• Also, let us know the mode and timings of password sharing for the technical and commercial bids.</li> </ul>	<p>Only E- bids (over email) are required to be furnished. In case of mail size restriction, mails (maximum of 3) for each of the categories viz., File-1/3, File-2/3 and File 3/3 (as per clause 4.10 of the RfP) may be sent. Passwords are required to be shared over email / MS Teams at the time of opening of respective bids. For timings of opening of the eligibility and technical bids, please refer to S.No. 1 of this document. For timings of opening of the commercial bids shall be intimated at a later date to the bidders qualifying technical evaluation.</p> <p>Bids received through Pen drive / physical copies, other than over</p>

					<p>email, will not be entertained.</p> <p>For timings of opening of the commercial bids, please refer to Critical Information section of the RfP.</p> <p>For timings of opening of the eligibility and technical bids, please refer to Appendix-I.</p>
16	22	6.3.1	Phase wise deliverables	<ul style="list-style-type: none"> <li>• Our understanding of the outcome for Point 1.A – Financial, is creation of an internal corporate policy document that lays down measures for scaling up of the green finance portfolio to the desired levels. Please confirm.</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
17	23	6.3.1	Phase wise deliverables	<ul style="list-style-type: none"> <li>• Our understanding of Point 11 – Policy Advocacy and Soft support, is knowledge, research and expertise fed into SIDBI’s ongoing initiatives and conversations. Please confirm.</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
18	23 & 24	6.3.1	Phase wise deliverables	<ul style="list-style-type: none"> <li>• Phase Two and Three deliverables have multiple tangible measures outlined but they have to be looked into with externalities and process related timelines. Our understanding is that deliverables should be in the form of mobilizing action towards each of the goals eg. formal submission of the proposal to GCF and/or similar green funding channels, building pipeline of 1500 crore, initiating fund raising for 600 crore, setting- up dedicated credit lines / lending portfolio, partnership documents, MoUs and/or public announcements of the same, etc. Please confirm.</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
19	28	7.5.5	Evaluation of Eligibility Criteria and Technical Bids – Annual Revenue of	<ul style="list-style-type: none"> <li>• SIDBI has embarked on an ambitious journey through the RFP and in order to</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the</p>



			the Bidder	ensure high quality of the consulting agency, we would like to propose that the minimum annual revenue criteria be changed to 250 Crores and maximum marks be given if average annual revenue is equal to or more than 1,000 Crores.	<b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
20	28	7.5.5	Evaluation of Eligibility Criteria and Technical Bids – Annual Revenue of the Bidder	<ul style="list-style-type: none"> <li>• We will be submitting copy of the relevant audited financial statements. Getting an auditor certificate in the desired format may take some time and hence we request you to accept a certificate authorized by a Chartered Accountant stating revenue from advisory fees in relevant financial years.</li> </ul>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
21	29	7.5.5	Evaluation of Eligibility Criteria and Technical Bids – Bidders experience	<ul style="list-style-type: none"> <li>• Please confirm our understanding of the experience - projects of minimum size of INR 10 crore across either of the following: <ul style="list-style-type: none"> <li>o Management consulting services or</li> <li>o Implementation of green finance products or</li> <li>o ESG frameworks for either of the following: <ul style="list-style-type: none"> <li>o Indian Lending institutions having Loan portfolio size of more than 500,000 crore or</li> <li>o Companies having revenue of more than 50,000 crore in the areas of green finance / ESG</li> </ul> </li> </ul> </li> <li>• We request that for more relevance of the experience: <ul style="list-style-type: none"> <li>o Experience in Global Lending Institutions should also be included</li> <li>o Experience across ESG, Sustainability, Green Finance (preferred requirements), Decarbonization, climate strategy, Net/zero or science-based targets in key</li> </ul> </li> </ul>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .

				hard to abate sectors, MSMEs etc. should also be included.	
22	29	7.5.5	Evaluation of Eligibility Criteria and Technical Bids – Project Head	<ul style="list-style-type: none"> <li>• The Project Head should bring a strong mix of management consulting in Financial Sector, developing / implementing green finance products / ESG frameworks for BFSI / large corporates both in India and Global Banks.</li> <li>• We request you to modify the minimum experience to 15 years in the field of management consulting in Financial Sector, sustainability, climate change, energy transition, decarbonization, renewables (solar, wind, hydrogen, hydro, geothermal), sustainable financing, carbon offsets, carbon modelling, or ESG. Preference would be given for experience in the above area at international agencies such as World Bank, ADB, OECD, IFC etc.</li> </ul>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
23	29 & 30	7.5.5	Evaluation of Eligibility Criteria and Technical Bids – Project Head and Domain Experts	<ul style="list-style-type: none"> <li>• Given the specialized nature of the role and strong expertise required, we suggest that evaluation should be based on assessment of CV and credentials (say 50%) and interactions with the relevant profiles (balance 50%) to have a more robust assessment of suitability for the role and relevance for SIDBI.</li> </ul>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
24	39	8.2.8	Suspension	<ul style="list-style-type: none"> <li>• We suggest deletion of this clause in entirety. Any suspensions should be mutually discussed and agreed between the parties, since considering the nature of services, the team and Bank shall work closely for the services.</li> </ul>	Clause 8.2.8 removed.
25	39	8.2.9	Termination	<ul style="list-style-type: none"> <li>• We suggest removing the reference of notice of suspension from clause 8.2.9.1</li> </ul>	Clause 8.2.9.1(g) removed only.

				<p>(b) and replacing the same with notice of material breach.</p> <ul style="list-style-type: none"> <li>• We suggest deleting 8.2.9.1 (g) since any termination should be for a cause.</li> <li>• We suggest amending the timelines in clauses 8.2.9.2 (a) to match clause 8.2.9.1, that is, 30 days.</li> <li>• We suggest amending clause 8.2.9.4 to clarify that in the event of any termination, we should be paid for services performed, deliverables provided, and our proprietary tools (if any) accessed up till the date of termination, and for reasonable expenses agreed in advance. We also suggest deleting the right to set off payment.</li> </ul>	
26	42	8.3.3	Confidentiality	<ul style="list-style-type: none"> <li>• In the Contract, we propose to further clarify this clause to define 'Confidential Information' and to add mutual confidentiality obligations for both parties.</li> <li>• Further, Confidential Information should not include information that: (a) is previously known to, or in the possession of, the receiving party without an obligation not to disclose; (b) is acquired by a receiving party from a third party which was not, to the receiving party's knowledge, under an obligation not to disclose such information; (c) which the receiving party can demonstrate was independently developed by or for the receiving party without reliance on any Confidential Information of the other party; (d) becomes publicly known and</li> </ul>	<p>In addition to the existing clause at 8.3.3 the following clauses (a) to (e) have been added.</p> <p>Confidential Information should not include information that: (a) is previously known to, or in the possession of, the receiving party without an obligation not to disclose; (b) is acquired by a receiving party from a third party which was not, to the receiving party's knowledge, under an obligation not to disclose such information; (c) which the receiving party can demonstrate was independently developed by or for the receiving party without reliance on any Confidential Information of the other party; (d) becomes</p>

				<p>made generally available, through no breach of the Contract; or (e) is disclosed pursuant to an order of any court of competent jurisdiction or any regulatory, judicial, governmental, or similar body or any taxation authority of competent jurisdiction requiring disclosure of the Confidential Information of the disclosing party, provided that, to the extent legally permitted, the receiving party shall promptly notify the disclosing party.</p> <ul style="list-style-type: none"><li>• Additionally, in order to be compliant with any legal or tax orders, we request that we are allowed to retain the copies of the reports or deliverables submitted by us as evidence of the work completed by us under this Contract.</li><li>• Any redistribution of deliverables (to any third party) should be subject to non-reliance letters or non- attribution, as this would protect us from risks of third- party claims based on reliance on our deliverables, which are prepared only for the Bank.</li><li>• We would like to include a provision for no publicity, that is, neither party will include the deliverables in any prospectus, proxy statement, offering memorandum or similar document or materials prepared for public distribution, nor make any public announcement or press release regarding the engagement or deliverables provided/ services performed without the prior written consent of the other party.</li></ul>	<p>publicly known and made generally available, through no breach of the Contract; or (e) is disclosed pursuant to an order of any court of competent jurisdiction or any regulatory, judicial, governmental, or similar body or any taxation authority of competent jurisdiction requiring disclosure of the Confidential Information of the disclosing party, provided that, to the extent legally permitted, the receiving party shall promptly notify the disclosing party.</p> <p>Further, it is clarified that:</p> <ul style="list-style-type: none"><li>• The agency to be compliant with any legal or tax orders, may retain the copies of the reports or deliverables submitted by us as evidence of the work completed under this Contract.</li><li>• Any redistribution of deliverables (to any third party) should be subject to non-reliance letters or non- attribution.</li></ul>
--	--	--	--	---	---

27	42	8.3.4	Liability of the Consulting Agency	<ul style="list-style-type: none"> <li>We agree for each party's aggregate liability to be capped at fees paid for service/ deliverable that gave rise to the claim. We would also like to clarify that under no circumstances shall either party be liable to the other for any indirect, consequential, punitive, or other special damages.</li> </ul>	No change
28	43	8.3.7	Accounting, Inspection and Auditing	<ul style="list-style-type: none"> <li>While we agree to the Bank's right to audit, we would like to clarify that we will maintain the records for the purpose of Bank assessing our compliance with the terms of the Contract. The Bank's internal or external auditors may audit, copy and inspect the records at reasonable times and upon reasonable notice; provided, however, that such auditors shall not be our competitors and all such auditors are instructed by the Bank to maintain the confidentiality of the information gathered consistent with the terms contained in the Contract. Further, nothing shall obligate us to disclose any documents or other materials relating to the profitability or internal profit and loss/ balance sheets associated with our business, payroll information, or information or material that constitute, in our opinion, legally privileged documents or information that we are bound to maintain as confidential by written obligation to a third party.</li> </ul>	It is clarified that inspection means inspection of documents (not visit to premises as such) and also audit/inspection will be only of documents related to project, not of other accounts/other documents.
29	8; 43; 53	3.10; 8.3.10; 8.12	Proposal Ownership/ Documents prepared by the Consulting Agency/ Warranty	<ul style="list-style-type: none"> <li>We agree to provide the Bank the IP of the final deliverables that are shared with the Bank.</li> <li>In the event any of our proprietary</li> </ul>	No change. The terms and conditions of IPR and warranties will remain same.

				products or third- party materials are used for the deliverables or Services, the terms and any licensing restrictions thereof shall be shared with the Bank for compliance. The proprietary rights to digital deliverables, if any, shall be mutually discussed.	
30	49; 51	8.6; 8.11	Indemnification	<ul style="list-style-type: none"> <li>We agree to indemnifying only for losses that arise from third party claims for intellectual property rights' infringement (except patents which are not applicable to the scope of work). All direct claims or any other third-party claims can and should be litigated (or otherwise resolved) between the parties via the courts or other agreed processes.</li> </ul>	No change.
31	46	8.5.3	Terms and conditions for payment	<ul style="list-style-type: none"> <li>As per our standard terms, we would like to add the clause on interest on late payment. "Consulting Agency will impose a 1.5% per month late payment fee for invoices that remain unsettled after 30 days from raising the invoice." Request you to accept the same.</li> </ul>	No change.
32	74	Annexure- XIII	Fall Clause and Facilitation of Investigation	<ul style="list-style-type: none"> <li>We would like to delete the Fall Clause since the services we provide are personal to each of our clients and the fees paid for them are equally personal.</li> <li>In any examination, nothing shall obligate us to disclose any documents or other material relating to the profitability or internal profit and loss/balance sheets associated with our business, payroll information, or information or material that constitute, in our opinion, legally privileged documents or information that we are</li> </ul>	No change.

				bound to maintain as confidential by written obligation to a third party.	
33	N/A	N/A	N/A	<ul style="list-style-type: none"> <li>We would like to propose the inclusion of the following clarification that the Bank shall be responsible for obtaining its own legal, regulatory, tax and accounting advice concerning laws, regulations, agreements and other legal, accounting or tax issues which affect the advice given by us to Bank.</li> </ul>	No change.
34	Page 57 of 82	Annexure – III	Eligibility Criteria and Technical Bids, Bidder's experience	<p>We understand that SIDBI has a portfolio size of ~2,00,000 Cr. In view of this, we request you to bring down the evaluation parameter, as indicated (bold and underlined) below. We also request to bring down the qualifying project value and completion year:</p> <p>Our request:</p> <p>Experience in projects each of minimum size of ` 3 crore through management consultancy services / implementation of green finance products / ESG framework for Indian Lending Institutions having loan portfolio size of more than ` 400,000 crore / Companies having revenue size more than ` 20,000 crore in the areas of finance/green finance / ESG in the last 5 years. - Minimum – One completed eligible assignment.</p>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
35	Page 23		Introduction of 'Green MSME Vision Document' for 2030 by identifying technology gaps, technology vendor mapping and standardized deck for ease of lending and	Please confirm our understanding - the consultant is required to do a detailed technology review of the existing systems/solutions and provide to-be state.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .

			investment by enterprise		
36	Page 22		Introduction of three new products for green finance (target customer/ assessment/ underwriting methodology / monitoring / impact measurement	Is the consultant required to only provide underwriting methodology or update the existing underwriting model to incorporate green financing? Can you also provide more information on the aspects of the products expected to be covered?	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
37	Page 22			As the ESG would be embedded into SIDBI's direct and indirect lending, should the consultants assess the existing lending value chain of SIDBI and provide digitization recommendation	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
38	General			Is the consultant required to develop end-to-end PSP (policies, standards and procedures) for green finance offerings or update the existing PSP across lending products and services	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
39	Page 21, Point 6		Study the two existing online tools (Mobile app for energy audits and energy efficiency tool) and provide suggestions and TOR for upgrading them; suggest other online tools for assessment of carbon footprint of the Bank as well of the customers	Please confirm our understanding: the consultant is required to do in depth assessment of the existing tool across functional, technical and security features and provide recommendations	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
40	Page 21, Point 5		Formulate a Monitoring and Evaluation (M&E) log frame to cover all the financial and non- financial initiatives (present and proposed) and implement the same	Is the consultant expected to develop or onboard any 3rd party system for the same? or any existing project management tool can be considered for customization?	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
41	Page 22, point 4		Identification of institutional partners (minimum 5 partners) to extend assistance to MSMEs for addressing climate change.	Can the identified partners include SIDBI's existing partners?	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
42	21	6.2.4	Present to the stakeholders of financial sectors viz Scheduled Commercial Banks, NBFCs, new age	Kindly share the list of stakeholders with whom agency need to interact	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of



			NBFCs for exploring partnerships.		the RfP stands revised. Please refer to <b>Addendum</b> .
43	22	6.3.1	Phase 1, under 1st deliverable, point c: Digitizing SIDBI's Green Lending Value Chain	Kindly elaborate on the activities to be performed under this task.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
44	29	7.5.5	Criteria Bidders Experience: Experience in projects each of minimum size of 10 crore through management consultancy services / implementation of green finance products / ESG framework for Indian Lending Institutions having loan portfolio size of more than `500,000 crore / Companies having revenue size more than `50,000 crore in the areas of green finance / ESG in the last 3 years.	<ul style="list-style-type: none"> <li>Request to relax the minimum size of each project from 10 Crore to 50 Lakhs.</li> <li>Also, share the credential for share the previous project experiences</li> </ul>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
45	29	7.5.5	Criteria Suitability of key resource - Project Head (Head-Green Initiatives)	Kindly share CV template for sharing CVs of experts	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
46	29	7.5.5	Criteria 5 (Presentation)	The bidder need to submit the presentation (highlighting understanding, project experience, understanding of the deliverables) along with the technical bid OR the presentation needs to be submitted only when the bidder qualifies the technical bid evaluation.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
47	Page 4	SECTION-1: Critical Information 5. Last date for submission of		Due to requirement of conducting internal checks, compliances and preparation of declarations to participate in the bid and given the stringent timeline of submission, we are	5. Last date for submission of Bids - Date: February 10, 2023; Time - 1100 Hrs  7. Date & Time of Opening of

		bids		requesting additional two weeks as extension to submit our proposal.	Eligibility Criteria & Technical bid-Date: February 10, 2023; Time-1130 Hrs
48	20	6.2		<p>The section is quite detailed and provides good perspective on SIDBI's plans and expectations. We would like to request that the background details and scope of work be two distinct sections. This is important so that the overview details are recorded in a separate section, and scope for which the consultant would be contractually appointed is distinct. This would be important to provide clarity for specific aspects such as the following which have been mentioned in the scope of work but not mentioned under the deliverables / milestones:</p> <ul style="list-style-type: none"> <li>• 5-year strategy</li> <li>• Embedding ESG compliances, sustainability assessment and reporting</li> <li>• Emission reductions to approx 18 mn tCO2e</li> <li>• Net zero targets / carbon neutral strategies</li> <li>• Dissemination of PRSF</li> </ul> <p>Also, we would request for detailing of certain scope items – so that they are interpreted in consistent manner by all bidders and there is no ambiguity. Some of the critical items which require clarification: <b>Given at Annexure</b></p>	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
49	22	6.3 Phase wise Deliverables		Phase 1, under deliverables: "Policy/ measures for a. Scaling up of green finance portfolio to reach the level of 60% of total direct credit portfolio and 25% of Institutional finance	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .

				<p>b. Embedding ESG into Direct &amp; Indirect Lending c. Digitizing SIDBI's Green Lending Value Chain"</p> <p>Request if the scope could also include review and development of appraisal process – both for credit and risk evaluation as a part of the measures as this would play a significant role in terms of determining the cost of raising green capital and effectively deploying it. Since green finance would need separate norms and benchmarks, review and overhaul of the credit value chain would be important – right from lead generation to credit appraisal to risk evaluation, pricing, sanction and monitoring. For each of these legs of the credit value chain new process, policy and guidelines would required to be institutionalized. These would include items such as</p> <ol style="list-style-type: none"><li>1. Loan documentation and appraisal process will need to be stepped up to capture Green factors</li><li>2. Review and overhaul of credit scoring framework – inclusion of benchmarks, frameworks to capture and assess Green quotient. – This is crucial since MSMEs might not have required level of reporting systems maturing in tracking data for green evaluation</li><li>3. Development of Industry risk framework capturing various ESG parameters</li><li>4. Correlation and regression analysis backed by back testing of historical data</li></ol>	
--	--	--	--	---	--

				<p>sets to simulate of various risks such as climate change and accordingly capture impact on ratings or scorings</p> <p>5. Reporting and monitoring of credit</p> <p>The above is indicative items towards ensuring that SIDBI's loan review and sanction process is mapped towards requirements of green finance and is not suggestive scope - which will need to be more detailed and specific.</p>	
50	22	6.3 Phase wise deliverables		<p>Phase 1, point 3 of milestones: "Address environmental issues of 6 identified polluting sectors".</p> <p>We understand that these 6 sectors have already been identified. Request if this could be confirmed and it be clarified if possible as to which sectors are included</p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
51	23	6.3 Phase wise deliverables		<p>Phase 2, point 6 of milestones: "Introduce online tools for assessment of carbon footprint and energy efficiency".</p> <p>Request if it be clarified:</p> <ul style="list-style-type: none"> <li>• Providing an overview of the available online tools in the market and their compatibility with SIDBI's existing systems</li> <li>• This support would be provided to only SIDBI</li> <li>• Consultant would not be expected to bear the cost of any subscriptions</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
52	24	6.3 Phase wise deliverables		<p>Phase 2, point 9 of deliverables: "Assessment of carbon footprints of the Bank as well of the customers (20) and suggest initiatives to make them carbon neutral by FY 2024."</p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>

				<p>We understand that this would include scope 1 and 2 only. Request if this could be clarified.</p> <p>In case of inclusion of scope 3, request it be clarified whether all 15 categories of scope 3 emissions to be included as a part of the scope.</p>	
53	24	6.3 Phase wise deliverables		<p>Phase 3, point 6 of deliverables: "Achieve carbon neutrality by SIDBI"</p> <p>We understand that the consultant would only provide support in strategizing and implementing carbon neutrality and the costs of carbon offsets / RECs would be borne by SIDBI directly and would not be a part of this commercial tender. Request this this could be confirmed.</p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
54	29	7.5.5 Eligibility Criteria and Technical bids		<p>Point 2 – Bidders’ experience: “Experience in projects each of minimum size of ` 10 crore through management consultancy services / implementation of green finance products / ESG framework for Indian Lending Institutions having loan portfolio size of more than INR 500,000 crore / Companies having revenue size more than INR 50,000 crore in the areas of green finance / ESG in the last 3 years. - Minimum – One completed eligible assignment.”</p> <p>We understand the following:</p> <ul style="list-style-type: none"> <li>• Minimum size of INR 10 crore mentioned is specific to the size of the project implemented by the client and is</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>

				<p>not the size of the engagement</p> <ul style="list-style-type: none"> <li>• The criteria mentions lending institutions or companies. Since lot of work on similar lines might be done with government bodies, PSUs, multilateral agencies – which adds to experience – it is requested that government bodies, multilateral, etc, experience be also considered.</li> <li>• Since experience both in India and outside would be relevant – it is requested that the reference to India be dropped</li> </ul> <p>Request if this could be confirmed. Request if:</p> <ul style="list-style-type: none"> <li>• Minimum size of INR 10 crore be reduced to INR 5 crore and</li> <li>• Timeline be increased from 3 years to 5 years</li> </ul>	
55	29	7.5.5 Eligibility Criteria and Technical bids		<p>Point 3 - Suitability of key resource - Project Head (Head-Green Initiatives)</p> <p>Given the scale and competencies required it is requested if the minimum experience criteria for Project Head be raised from minimum experience threshold 5 years to minimum 15 years. We would strongly suggest that experience criteria for key people engaged in assignments should be include such profiles of people who have ability to deal with senior stakeholders – hence it is felt experience of 5 years requirement is quite low and should be raised to 15 years. Additionally, the complexity of work requires senior resources to be involved in execution hence the change is suggested.</p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>

56	30	7.5.5 Eligibility Criteria and Technical bids		<p>Point 4 - Domain Expert – (2 nos.) (Green Initiatives)</p> <p>Given the scale and competencies required it is requested if the minimum experience criteria for Domain Expert be raised from minimum experience threshold of 2 years to minimum 10 years. We believe 10 years of relevant experience is required for building domain understanding and expertise and the assignment requires domain experts across – finance, banking, ESG, climate change and risk. It would rather be recommended that scoring criteria for resources be reviewed and made stronger to specify domain experts of 10 years each across – Banking &amp; Finance, Climate Change, Credit Evaluation, Risk Management be included in the team to ensure necessary rigor in the delivery team with following specifications:</p> <ul style="list-style-type: none"> <li>• At least one domain expert should have worked in a bank or credit rating agency and should have total relevant experience of 10 years in required domains</li> <li>• At least one domain expert should have working experience in climate change and should have total relevant experience of 10 years in required domains</li> <li>• At least one domain expert should have working experience in environmental issues in India and should have minimum experience of 10 years in required domains</li> <li>• At least one domain expert should</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
----	----	---	--	--	---

				<p>have working experience with bank in risk management and should have minimum experience of 10 years in required domains</p> <p>Required domains can be defined as Banking &amp; Finance, Climate Change, Credit Evaluation, Risk Management.</p> <p>Also, the weightages for the team credentials should be at least 30% since the delivery team would be the core aspect in ensuring outcomes</p>	
57	42	8.3.3. Confidentiality		<p>Request if the last line "SIDBI agrees that no separate mention of Consulting Agency in connection therewith is made by the SIDBI in any redistributed Deliverables to any third party, except Government of India or any public announcement without the prior written consent of the Consulting Agency." be revised to the following text.</p> <p>"SIDBI agrees that any product of services shall be for the internal use of SIDBI and shall not be disclosed to any third party without prior written consent of Consulting Agency. SIDBI shall not quote Consulting Agency's name or reproduce Consulting Agency's logo in any form or medium without Consulting Agency's prior written consent."</p>	Please refer Sl. No. 26
58	42	8.3.4. Liability of the Consulting Agency		<p>While we note that our liability has been capped under clause 8.3.4. at page 42 of the RFP, however, our liability for indirect damages has not been excluded. Hence, request the inclusion of the following text in the said clause:</p>	No change



				"Either Party shall not be liable for any indirect or consequential losses."	
59	46	8.5		<p>The payment milestones should be structured based on progress and work delivery.</p> <ul style="list-style-type: none"> <li>• Submission of Inception Report for Phase 1: 10%</li> <li>• Submission of Final Report for Phase 1: 20%</li> <li>• Submission of Inception Report for Phase 2: 10%</li> <li>• Submission of Final Report for Phase 2: 20%</li> <li>• Submission of Inception Report for Phase 3: 10%</li> <li>• Submission of Final Report for Phase 3: 30%</li> </ul>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
60	46	8.5		<p>It is requested that out of pocket and administrative expenses be paid on actual basis. A provision on this be kindly included.</p>	<p>Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b>.</p>
61	46			<p>It is requested that sufficient time for submission be provided once final RFP is issued. Kindly clarify when the Final RFP considering change suggestions would be issued? Accordingly at least 3 weeks of time should be permitted for submission.</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>
62				<p>From the RfP, we understand that:</p> <ul style="list-style-type: none"> <li>• Consultant will not be providing/developing any technology solution/tools under this RFP.</li> <li>• Consultant will not be providing any legal services under this RFP</li> </ul>	<p>No change. The agency may be guided by the terms of the RfP.</p>

				Request if this could be confirmed and the following clause be added, "Notwithstanding anything to the contrary contained in the RFP, consultant's scope is limited to technical/commercial aspect and its services will not include provision of any legal services or legal advice including drafting of legal documents. Any legal services including drafting, review and/or interpretation of legal documents shall be the responsibility of client's legal team or legal advisors."	
63	pg 28	Clause 7.5 Evaluation of Eligibility Criteria and Technical Bids	Annual revenue of the bidder: The average of annual revenue (best of three in the five financial years starting from FY2018) of the bidder - 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.	Please note that we follow the calendar year for reporting annual revenues and shall accordingly provide revenue details for CY17 to CY2021	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
64	pg 29	Clause 7.5 Evaluation of Eligibility Criteria and Technical Bids	Bidder's experience: Evaluation Parameter Experience in projects each of minimum size of Rs 10 crore through management consultancy services / implementation of green finance products / ESG framework for Indian Lending Institutions having loan portfolio size of more than Rs 500,000 crore / Companies having revenue size more than Rs	The evaluation criteria is restrictive and stringent, we request SIDBI to consider the following modification: Evaluation Parameter Experience in three projects with size of INR 75 Lakhs upto INR 4 crores and one project with size of INR 4 crores or more, through management consultancy services / implementation of green finance products / ESG framework for Lending Institutions in the last 3 years.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .

			50,000 crore in the areas of green finance / ESG in the last 3 years. - Minimum – One completed eligible assignment. 3 years will be counted from date of completion of Assignment.	Minimum – One completed eligible assignment. 3 years will be counted from date of completion of Assignment.  Scoring Criteria • 3 Marks for each completed eligible assignment having size of INR 75 Lakhs upto INR 4 crores. Max 9 marks. • 6 marks for one completed eligible assignment having size of INR 4 crores or more.	
65	pg 8	Clause 3.8.2	The Recipient/ Respondent ceases to have any option to object against any of these processes at any stage subsequent to submission of its responses to this RfP.	Request clause to be deleted. In case of any of any arbitrary or unreasonable action, SIDBI cannot absolve its liability.	No change.
66	pg 8	Clause 3.10	Proposal ownership: All the submissions, including any accompanying documents, will become property of the Bank. The Bidders shall be deemed to license, and grant all rights to the Bank, to reproduce the whole or any portion of their Bid document for the purpose of evaluation and to disclose the contents of submission for regulatory and legal requirements.	The documents submitted as part of the bid would be under a separate requirement of confidentiality.	Due confidentiality shall be maintained for documents submitted by each bidder in response to the RfP.
67	pg 39	Clause 8.2.8	Suspension: The SIDBI may, by written notice of suspension to the Consulting Agency, suspend all payments to the Consulting Agency hereunder if the Consulting Agency fail to perform any of their obligations under this Contract, including the carrying out of the Services, provided that such notice	Request SIDBI to allow for a remedial period of 15 days prior to written notice of suspension	Clause 8.2.8 removed.

			of suspension (i) shall specify the nature of the failure, Consulting Agency to remedy such failure within a period not exceeding thirty (30) days after receipt by the Consulting Agency of such notice of suspension. and (ii) shall request the		
68	pg 42	Clause 8.3.4	The Consulting Agency's liability under this Contract shall be as provided by the Applicable Law. Under no circumstances will Consulting Agency's and SIDBI aggregate liability to other Party for any and all claims, including third party claims, or losses arising from or in connection with or relating to the Contract, whether in contract (including under an indemnity), tort (including negligence), strict liability, statute or otherwise, exceed an amount equal to the fees paid by SIDBI to Consulting Agency for the Service or Deliverable that gave rise to the claim.	Request the below inclusion: In no event will Consultant be liable for any consequential, incidental, indirect, punitive or special losses or damages (including loss of profits, data, anticipated savings, business or goodwill), regardless of whether such liability is based on breach of contract, tort, strict liability, breach of warranties, failure of essential purpose or otherwise, and even if advised of the likelihood of such damages	No change.
69	pg 48	Clause 8.5.4 sub-clause a	If the selected bidder fails to complete the project within stipulated time, SIDBI will impose a penalty of 0.5% of the order value for each week's delay or part thereof attributable to the bidder, subject to maximum of 10% of the order value. Fraction of week is to be construed as one full week for arriving at the delay in terms of weeks.	Request SIDBI to consider reducing the maximum penalty from 10% to 5%	No change.
70	pg 49	Clause 8.6.1	The Agency shall indemnify, hold	Request SIDBI to limit the indemnity for	No change

			and save harmless and defend at its own expenses the SIDBI and its personnel from and against all suits, claims, demands and liability of any nature whatsoever, including without limitations, costs And expenses arising out of acts Or omissions of the Consulting Agency, its employees and/or agents caused by or resulting from any operations(s) conducted by or on behalf of the Consulting Agency	negligence, willful misconduct, fraud, breach of applicable law, infringement of intellectual property. Open indemnity is too subjective.	
71	pg 50	Clause 8.9.3.1 sub-clause b	In case of Dispute or difference arising between the Bank and a Bidder relating to any matter arising out of or connected with this agreement, such disputes or difference shall be settled in accordance with the Arbitration and Conciliation Act, 1996. The Arbitrators shall be chosen by mutual discussion between the Bank and the Bidder OR in case of disagreement each party may appoint an arbitrator and such arbitrators may appoint an Umpire before entering on the reference. The decision of the Umpire shall be final.	In case of disagreement on the arbitrator, the arbitrator shall be appointed as per Section 11, Arbitration and Conciliation Act.	No change
72	pg 52	Clause 8.11.3	The bidder shall indemnify and hold the SIDBI harmless against and from any claim which arises out of or in relation to the Consulting Agency's performance of the Services	Request SIDBI to limit the indemnity for negligence, willful misconduct, fraud, breach of applicable law, infringement of intellectual property.	No change
73	pg 64	Annexure VIII – NDA		Request following inclusion: Provided that the obligations under this NDA shall not apply to information: - which is publicly available;	NDA shall not apply to - which is publicly available; -required to be disclosed as per law, judicial order or order from

				-independently developed -received from an external source -required to be disclosed as per law, judicial order or order from regulatory authority.	regulatory authority.
74	pg 4	Last date for submission of bids	January 23, 2023 by 11:00am Only E- bids (over email) to be furnished. No physical bids shall be entertained.	Request SIDBI to extend the bid submission deadline by a week to 30th Jan 2023	5. Last date for submission of Bids - Date: February 10, 2023; Time - 1100 Hrs  7. Date & Time of Opening of Eligibility Criteria & Technical bid- Date: February 10, 2023; Time- 1130 Hrs

Item	Page no of RfP	Clause No of RfP	Remark	SIDBI's Response
Policy advocacy and soft support	23	6.3 Phase wise deliverables – Phase 1 – Deliverable point 11	Request it be clarified and stated that this support would be at conceptual level on providing inputs and views. No design of tools or implementation is expected.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
Policy advocacy and soft support	23	6.3 Phase wise deliverables – Phase 1 – Deliverable point 11	Kindly also clarify what areas soft support would entail. Especially for the items pertaining to tools, frameworks it would be crucial to document what all support is expected?	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
Strategy for positioning ISTSL as lead aggregator for Technology Advisory Services	23	6.3 Phase wise deliverables – Phase 1 – Deliverable point 12	This requirement is a bit standout from the conventional scope which related to green finance. Expectation under this item be kindly clarified and detailed out in the scope document. Also asks and deliverables against this item should be mentioned.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
Scaling up of green finance portfolio to reach the level of 5% of total direct credit portfolio O/s of Rs. 1500 Crores in Green Finance Raising resources for green finance	23	6.3 Phase wise deliverables – Phase 2 – Deliverable point 1 and 2	We believe SIDBI would be separately engaging Transaction Advisors - Investment or Merchant Banker to support on these. Please confirm this understanding. Based on reading of RFP it is understood that the requirement on these items is more at conceptual and documentation level and not execution. The requirement here should be clarified and stated. Also, the ability to achieve and time frame would be dependent on SIDBI's implementation efficacy – hence consultant should not be bound to specific amounts on these and consultant should be made responsible for development of strategy, plan and action roadmap. If Client would require implementation support, nature of that should be clearly mentioned – for a particular timeframe – example to say, support in implementation for 6 months, etc.	Based on queries and to bring in more clarity into the RfP, the chapter 6, Para - 7.5.5 & 8.5.3 of the RfP stands revised. Please refer to Addendum.
Scaling up of green	24	6.3 Phase wise		

finance portfolio to reach the level of 10% of total direct credit portfolio O/s of Rs 2000 crore under Green Finance		deliverables – Phase 3 – Deliverable point 1 and 3		
Raising resources for green finance/fund mobilization including green bonds (₹600 crore).	23	6.3 Phase wise deliverables – Phase 2 – Deliverable point 7		
Scaleup of resource raising (₹1000 crore) for green finance/fund mobilization including green bonds	24	6.3 Phase wise deliverables – Phase 3 – Deliverable point 5		
Approval of proposals submitted to GCF Achieve carbon neutrality by SIDBI	24	6.3 Phase wise deliverables – Phase 2 – Deliverable point 11	The ability to achieve this would be resultant of three factors – current state, modes utilized and efficacy of implementation at client end. Hence, basis of these are adopted by Client these it might or might not be possible to achieve this in a twelve-month timeframe. Accordingly advisory support from consultant should be kept at planning / design level and not linked to implementation requirements which are dependent on externalities. If Client would require implementation support, nature of that should be clearly mentioned – for a particular timeframe – example to say, support in implementation for 6 months, etc.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
Alignment with G20 presidency and envisaged leadership role of SIDBI on MSME front	21	6.2 Scope of work – Point 8	Expectation under this item be kindly clarified. It would be important to mention topics or areas of support – since G20 agenda is not limited to India and is spread across several tracks, sectors, engagement groups and has a broader developmental agenda. Since the requirement	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .



			here is not defined, it could lead to ambiguity in implementation and tracking and hence it is suggested such items which might not be core focus areas of current requirement be excluded.	
Introduce Online Tools for assessment of carbon footprint and energy efficiency	23	6.3 Phase wise deliverables – Phase 2 – Deliverable point 8	The requirement under this be kindly clarified. On page 21, the scope refers to only study of existing tools – while page 23 refers to very different wording. Request it be clarified that no technology, design or implementation support is expected Expectation under this item be kindly specifically defined.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .
Assessment of carbon footprints of the Bank as well of the customers (20) and suggest initiatives to make them carbon neutral by FY 2024.	24	6.3 Phase wise deliverables – Phase 2 – Deliverable point 9	The ability to achieve this would be resultant of three factors – current state, modes utilized and efficacy of implementation at client end. Hence, basis these it might or might not be possible to achieve this in a twelve-month timeframe. Accordingly advisory support from consultant should be kept at planning / design level and not linked to implementation requirements which are dependent on externalities. Assessment of carbon footprint is a time and effort intensive exercise and requires available of reliable data. It should also be considered customers – MSMEs would have preparedness to track and report such data? If not, such requirement should be excluded – since this exercise is completely subject o data availability in smaller enterprises – such data may not be tracked currently.	Based on queries and to bring in more clarity into the RfP, the <b>chapter 6, Para - 7.5.5 &amp; 8.5.3</b> of the RfP stands revised. Please refer to <b>Addendum</b> .