

The response to the queries received with respect to REoI published for 'Hiring of agency for development of Standard Product/ IN-SIDBI-100763-CS-CDS':

S. No.	Reference	Clause/ Query	Amendment/ Clarification	Remarks by SIDBI PEA
1.	Page 2	The firm should have executed at least 3 similar nature project in energy sector preferably Energy Efficiency (EE) projects during the last 3 years	<p>We have work experience in industrial/ Energy/ Agri/ Urban sector for the following criteria</p> <ol style="list-style-type: none"> 1. Fund Mobilization/ Loans for development of industrial/ disbursement of Grant/ Subsidy for agro food industries/ energy sector/ infrastructure sector 2. Implementation of RE/ EE activities of MSMEs/ ULB/ DISOMS/ SDA/ Universities etc. 3. Energy Efficiency audit related work in more than 50 establishments 4. PMU/ PMC in infrastructure sector where funding/ evaluation of projects was also involved. <p>We understand that the requirement is related to Energy Efficiency projects but we have all over experience to implement fund mobilization, Solar Roof Top survey, Renewable Energy projects (like Solar, Wind, Biomass etc.), Energy efficiency measures, Energy audit of various industries.</p> <p>So, for considering the above criteria request you to modify the clause as below</p> <p>“should have executed at least 3 similar nature project in industrial/ Energy/ Energy Efficiency/ agriculture/ infrastructure/MSME sector during the last 3 years where mobilization of fund/ disbursement of grant or subsidy was involved”</p>	<p>Any modification in the eligibility criteria at this stage is not possible.</p> <p>However, kindly note that REOI will be evaluated based on the criteria mentioned in the TOR published in our website.</p>

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2.	Page 2	Consultants may associate with other firms but not more than three in the form of a joint venture or a sub-consultant to enhance their qualifications. Such association must be clearly stated as either Sub-consultant or Joint Venture	Please clarify, can we associate or form Joint Venture with ESCO?	As per TOR, association or forming Joint Venture is permitted. However, Such association must be clearly stated as either Sub-consultant or Joint Venture. Terms and Conditions mentioned in the TOR will remain same and will be followed
3.	Page 10	Point No. 4 The duration of assignment is 18 months where product development phase is likely to be for 6 months followed by maintenance and support under warranty for 12 months	Scope of work for the assignment is very wide and 12-month duration would be very less. Therefore, request you to consider this project for at least 24 months and extendable there after upon requirement.	Change in project period is not possible at this stage.
4.	Page 11	Point No. 5 Team Composition & Qualification Requirements for the Key Experts	Request you to please clarify Is it mandatory to have all team members on company's pay roll? Or can individual experts associate with us for this project? We have empaneled freelancers for project execution and we get their support on project to project basis.	Kindly note that role of Key Experts is important in delivering the results. The Team Composition & Qualification Requirements for the Key Experts mentioned in the TOR is essential and these Experts should be either on the company's pay roll or on contract with the Company exclusively for this project (assignment) for delivering the results.

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5.	Page 11	Point No. 6 Reporting Requirements, Time Schedule for Deliverables/ Completion of Tasks and Payment Terms	<p>The Payment terms provided in EoI is very skewed. We request you to keep 60% based on submission of required reports (Inception Report, Development of product, User Acceptance Testing.</p> <p>We request you to keep 60% based on submission of required reports (Inception Report, Development of product, User Acceptance Testing.</p> <p>40% PRSF guarantee issuance to twenty (20) EE projects implemented by ESCOs for which evaluation to be carried by PFIs using the Standard Product developed by Consultant. Training of PFIs and other stakeholders on functioning of Standard Product at regional locations and acceptance of monthly progress reports with training details by SIDBI. Maintenance and Support during warranty period of 12 months and submission and acceptance of final report at the end of warranty period.</p>	Changes in payment terms is not possible at this stage.
6.	General	Budget	Request you to provide the approximate budget for this project.	For Consultancy Contracts budgetary estimate is not provided.
7.			<p><i>'The consulting services ("the Services") include identification of ten Energy Efficiency technologies, designing and development of Standard Product viz. Techno-Financial Analysis Tool for evaluation of Energy Efficiency projects implemented by ESCOs and generation of pipeline for issuance of guarantee under PRSF Project'.</i></p> <p>I have a query that consultant is expected to identify 10 Energy Efficiency technology also and develop that techno-financial tool also.</p>	<p>Yes, the identification of 10 technologies and the development of standard product tool by integrating these 10 technologies is part of the scope of work expected to be performed by the consultant.</p> <p>The detailed scope of work are clearly mentioned in Terms of References (ToR) document which is enclosed with our REoI document.</p>

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			<p>Is this the deliverables of the consultant</p> <p>If possible please elaborate the scope of work of the consulting organization and also mention the expected outcomes and deliverables from the consultant.</p>	