

**CORRIGENDUM (Dated 18/08/2020)**

**Reference - Tender No. T002207595 dated 30/07/2020**

**Subject:** Selection of Agency for undertaking Diagnostic studies-mapping financial & non-financial gaps for selected 30MSME clusters.

The following are the requests/queries and proposed amendment / changes made under the captioned tender. **Rest all other terms and conditions of said tender / RfP shall remain unaltered.**

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1	4	Clause 2 (6)	Last date for submission of bids	In order to submit the best Techno Commercial Bid, please allow submission within 21 days from publication of responses to Pre Bid Queries. The time limit for submission may therefore be extended by at least 15 days from the current schedule.	I. The Last date of Bid Submission is extended to 07/09/2020 and II. The date of opening of minimum eligibility bids shall be 08/09/2020 at 11:00 am
2	42	Annexure III	Have average turnover of not less than Rs.3 crore during last two financial years. Start-ups registered under start-up India, Gol shall be considered as per extant guidelines.	Reduction of turnover criterion to Rs 1 crore	No change
3	42	Annexure III	Start-ups registered under start-up India, Gol shall be considered as per extant guidelines	clarity and documents on Startup guidelines	Please refer DIPP guidelines for Start Ups

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4	7	4.1.3 & 4.1.4	Bid price	<p>1. NGO is registered under The Trust Act and MSME / Udyog Aadhar, if there are any exemptions in Tender fees and EMD ?</p> <p>2. Is provide a document, if required, that a MSE will submit in lieu of EMD along with MSE registration certificate. Or, can MSE just provide the registration certificate to gain exemption?</p> <p>3. Please confirm if CA Certificate on Investment in Plant &amp; Machinery and Turnover shall be considered as proof of MSME Status. Further, please confirm whether the particular document is necessary to be submitted even in cases where the Bidder does not intent to seek exemption towards tender fee and EMD Fee</p>	<p>Registered MSMEs are exempted for payment of Tender Fee and EMD.</p> <p>MSME are required to furnish Udyog Adhaar memorandum or a CA certificate from Statutory auditors of the bidder confirming MSME status of bidder based on Investment in Plant and Machinery and turnover as per new definition of MSME</p> <p>In case bidder is not seeking exemption of EMD and Tender Fee they may not attach proof of MSME status.</p>

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5	3 & 13-14	1 & 4.16	Distribution of Pockets & Important bidding points	<p>1. The MSME clusters has been divided into 5 pockets (Pocket 1 to Pocket 5). Where response to the tender can be restricted to only One or two pockets or the bidder has to participate in all 5 pockets.</p> <p>2. Whether the assignment will be allotted to a single bidder or distributed based on pockets. In case the same is distributed, how will the tender evaluation process be executed</p> <p>3. What is the maximum number of pockets a bidder can be allotted.</p> <p>4. Please clarify how to submit financial bid, separate bid for separate pocket or in a single bid will mention pocket wise cost?</p> <p>5. Please confirm if the Bidders have to indicate their order of preference for the respective pockets. Also, please confirm if the Commercial Bids have to be mentioned in terms of every pocket individually and combined scoring shall be done Pocket-wise to arrive at the preferred bidder ranking.</p>	<p>As elaborated at SI No 4.16.7 , SL No 4.16. 8 and SI No 4.16.9 - page 14.</p> <p>Further clarified bidders have to submit <b>(1)</b> one eligibility Bid, <b>(2)</b> Technical bid can be common for all pockets applied for <b>(3)</b> separate commercial bid for each pocket applied for to be submitted.</p>
6			Not applicable	Bidding for one state only and not both states within a certain pocket is permitted	No, breaking of pocket is not permitted

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7	24	8.5	Tenure	Owing to COVID 19 request to increase timeline of assignment from 2 months to 6 months	Revised timelines shall be 4 months from date of issue of LOA																								
8	21	7.2.3 A-1	Presence of agency directly or through tie-ups/partnership across the selected clusters mentioned in scope of work	<p>1. Can the "Presence in the Cluster" be understood as the presence of the consultant in the nearby areas/ states?</p> <p>2.If an Agency is only interested in bidding for 1 pocket (say Pocket 3 which has 8 clusters across UP and Assam), presence across all those 8 clusters is of relevance. And if we are present in all of those 8 clusters, we should get maximum points. Contrast that to another Agency that may be present in all 22 clusters but zero in the 8 clusters in UP and Assam; yet they would score 15 points while we would score only 5. Whereas being present in all 22 clusters outside UP and Assam if of no relevance at all to being the right Agency for Pocket 3</p> <p>3. Presence in the cluster: Please confirm whether an office in Noida can be considered as presence for the cluster under Uttar Pradesh. Also please confirm whether contractual employees on the role</p>	<p>Presence across cluster will include any full-fledged office/ satellite office / partner agency for specific cluster interventions. Formal arrangement with Partner agency must be there. Revised scoring criterion is as below</p> <table border="1"> <thead> <tr> <th>SI No</th> <th>Presence of agency directly or through tie-ups / partnership across the selected clusters mentioned in scope of work.</th> <th>As per RFP dt 30/07/2020</th> <th>Modified</th> </tr> </thead> <tbody> <tr> <td>A.1.a</td> <td>(a) Upto 5 clusters only</td> <td>0</td> <td>0</td> </tr> <tr> <td></td> <td>(b) More than 5 clusters upto 10 clusters</td> <td>5</td> <td>2</td> </tr> <tr> <td></td> <td>(c) More than 10 clusters upto 15 clusters</td> <td>10</td> <td>5</td> </tr> <tr> <td></td> <td>(d) More than 15 Clusters</td> <td>15</td> <td>8</td> </tr> <tr> <td>SI No</td> <td>Presence of</td> <td>NA</td> <td></td> </tr> </tbody> </table>	SI No	Presence of agency directly or through tie-ups / partnership across the selected clusters mentioned in scope of work.	As per RFP dt 30/07/2020	Modified	A.1.a	(a) Upto 5 clusters only	0	0		(b) More than 5 clusters upto 10 clusters	5	2		(c) More than 10 clusters upto 15 clusters	10	5		(d) More than 15 Clusters	15	8	SI No	Presence of	NA	
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				<p>of the company on project basis can be considered as presence in the cluster.</p> <p>4. Please clarify whether temporary project based presence can be considered for determining the cluster presence.</p> <p>5. Please confirm if undertaking any assignment in clusters as mentioned would be considered as a necessary and sufficient criteria for the purpose of evaluation</p> <p>6. What kind of association does the Bank infer through this? While some of the partnership mechanisms are formal registered organisations, others are informal arrangements set up as and when need arises on project to project basis. In the latter scenario, submission of documentary evidence for the work done will be limited to self-declaration by the agency. Will such engagements be considered valid during evaluation of the bid?</p>	<table border="1"> <tr> <td data-bbox="1312 480 1417 657">A.1.b</td> <td data-bbox="1417 480 1638 657">agency directly or through tie-ups/partnership across any MSME clusters in country.</td> <td data-bbox="1638 480 1808 657"></td> <td data-bbox="1808 480 1948 657"></td> </tr> <tr> <td data-bbox="1312 657 1417 716"></td> <td data-bbox="1417 657 1638 716">(a) Upto 5 clusters only</td> <td data-bbox="1638 657 1808 716">NA</td> <td data-bbox="1808 657 1948 716">0</td> </tr> <tr> <td data-bbox="1312 716 1417 805"></td> <td data-bbox="1417 716 1638 805">(b) More than 5 clusters upto 15 clusters</td> <td data-bbox="1638 716 1808 805">NA</td> <td data-bbox="1808 716 1948 805">2</td> </tr> <tr> <td data-bbox="1312 805 1417 922"></td> <td data-bbox="1417 805 1638 922">(c) More than 15 clusters upto 25 clusters</td> <td data-bbox="1638 805 1808 922">NA</td> <td data-bbox="1808 805 1948 922">5</td> </tr> <tr> <td data-bbox="1312 922 1417 980"></td> <td data-bbox="1417 922 1638 980">(d) More than 25 Clusters</td> <td data-bbox="1638 922 1808 980">NA</td> <td data-bbox="1808 922 1948 980">7</td> </tr> </table>	A.1.b	agency directly or through tie-ups/partnership across any MSME clusters in country.				(a) Upto 5 clusters only	NA	0		(b) More than 5 clusters upto 15 clusters	NA	2		(c) More than 15 clusters upto 25 clusters	NA	5		(d) More than 25 Clusters	NA	7
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9			Not applicable	General Clarification Request- Payment Terms for the Assignment needs to be mentioned	<b>Being incorporated</b> -Indicative payment plan shall be as follows: i. 20% of contract on submission and acceptance of inception report and strategy of undertaking the assignment ii. 30% of contract on submission of draft report to the satisfaction of SIDBI iii. 20% of contract on presentation made to SIDBI on draft report iv. 30% of contract on submission/ acceptance of final Report
10	9 &10	4.6	Receiving of RFP response	1. As per RFP technical and financial bid should be password protected. Are we supposed to share password of technical bid during proposal submission or later. 2.Please confirm the mode of submission (physical / electronic via email) of passwords as and when directed. In clause 4.6 (Page 10), it is mentioned that "The password to open the commercial bids shall be shared by the Bidders at the time of opening of the commercial proposals only". However, no such mention has been made regarding passwords for the Minimum Eligibility (Zip File 01) and Technical Bid (Zip File 02).	Minimum Eligibility Bid is to be submitted non password protected format .The technical and commercial bids are to submitted in password protected format and passwords shall only be called by SIDBI upon bidder clearing the previous stage. The Passwords shall be shared by bidders over email or MS teams meeting as and when called by SIDBI.

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11	16 -18	5.1	Scope of work	<p>1. As per our understanding we are supposed to submit only one technical bid for all pockets. Are we supposed to submit unique team for each pocket?</p> <p>2. Does the assignment require any specific number of personnel to be deployed at every cluster for the purpose of the study?</p>	<p>The bidder may submit just one technical bid for all pockets. The bidder is suppose to submit unique team for each pocket for field.</p> <p>It's a timebound and deliverable based assignment allocation of resources shall be on discretion of agency.</p>
12	16	5.1.2.4	Scope of work	<p>Scope of work shall cover the basic details of the cluster, which includes history vital statistics of the cluster (how many firms, turnover, employment etc.). status of previous interventions if any, status of cluster linkages (network of the cluster firms and stakeholders), Baseline may be drawn from previous interventions</p> <p><b>-We understand the SIDBI will provide the list of MSMEs present in every cluster with basic details like turnover, employment etc</b></p>	<p>SIDBI shall not be providing any data base for primary and secondary research. This shall be sole responsibility of the agency to arrange for the same.</p>

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13	18	5.1.5	Suggestive Methodology	Whether a sample survey of the MSME units of the given clusters in the given locations, as a part of the diagnostic study, is permitted or not	The agency can devise its strategy to undertake the assignment. However, the study should have component of primary survey and validation programme / event / session / FDG / etc. at the field. On-site engagement shall be given weightage in scoring on technical scores (Strategy for carrying out diagnostic studies including understanding of requirement and scope of work, implementation methodology and proposed team).



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14	18	5.1.5	Suggestive Methodology	<p>1. The agency will use reports of previous/current interventions carried out by various agencies etc.- SIDBI will facilitate us with such documents. Kindly confirm.</p> <p>2. Whether the latest information about the number of units in the sector, category-wise (as per new definitions of the categories or by old definitions), in each of the 30 selected clusters, can be provided to the selected bidder for selection of representative samples of various types of enterprises and conducting the survey?</p>	<p>SIDBI shall not be providing any data base for primary and secondary research .However, SIDBI will help to connect agency to the stakeholders to the extent possible. Time to be spent on-site/ off-site shall be proposed by the agency based upon their understanding of scope of work for the study. However, the study should have component of primary survey and validation programme / event / session / FDG / etc. at the field. On-site engagement shall be given weightage in scoring on technical scores (Strategy for carrying out diagnostic studies (including understanding of requirement and scope of work, implementation methodology and proposed team).</p>

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15			Not applicable	If there are any circumstances that reasonably restrict travel or physical presence of our personnel at your office /project location, then we request that without prejudice to your payment obligations our personnel shall be allowed to work from home or other remote location till the time such reasonable restrictions exist. We request you that any delay / default in performing our obligations arising from such restrictions, shall not be attributable to us and shall not be considered a breach of contract on our part and no consequent damages / penalties etc. arising therefrom would be imposed on us under the Contract.	It's a timebound and deliverable based assignment allocation of resources shall be on discretion of agency. Any Force majeure situation shall be as per section 8.10 of RFP

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16	69		Format III	Certification by clients (page 69)- Companies do not provide satisfaction certificates at least those which are Central/ State Govt or PSUs. So please consider Work Orders or Completion certificates (wherever projects have been done). Where projects have been concluded but we have no certificate, please consider a declaration from our authorized signatory, claiming so	No change
17			Not applicable	i) Can we engage other organizations/individuals as partners in some or all of the 30 selected MSME clusters for undertaking the diagnostic studies-mapping while agency remains as lead/main/sole applicant. If yes, do we need to mention the name of those partners during RfP submission or we can suggest/mention once and if we get selected? ii) Can we do joint/multiple partner bidding? iii) Can we outsource the DSR studies in some of the clusters after or if we get selected or that has to be mentioned upfront (during RfP submission)? (iv) Can the agency sub-contract	As elaborated at SI No 8.7 Page no 24-25 of tender document

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				services to more than one sub-contractors? Please elaborate on the list of services excluded and included under sub-contracting arrangement	
18	15	4.17.1	Response to Technical Bid as per Application in Annexure-III	The Annexure III refers to the format of 'Response to Minimum Eligibility Bid'. Please provide the format for 'Response to Technical Bid'	Correction - Response to technical bid to be submitted as per Annexure II page number 39-41
19	15	4.17.1 III	I. Commercial Bid Covering Letter as per format prescribed in Annexure-XII ii. Response to Commercial Bid as per format prescribed in Annexure-XVII	We assume that since Annexure-XVII is not available in the RFP document Annexure-XII suffices for the commercial bid requirement. If not, please share XVII format as it is missing in the RFP	Correction - Commercial Bid covering letter and response as per Annexure XII page number 60
20	68	Format II	Details Of Work With Other Institutions	Please elaborate on the need for such empanelment's. Is this	In case of unavailability of completion letter or for ongoing projects, last payment cheque/

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21	39-41	Annexure II	Point 11- List of organization with whom currently empanelled (satisfactory Performance Certificate as per Format - (not more than 1 month old) in support thereof to be enclosed)	<p>particular requirement for MSME bidders only? A large company work with large organisations in India and multiple international clients. The contracting terms with the clients are engagement based i.e. we enter into agreement for every new scope of work. Typically, empanelment with organizations are more than a year old due to which Performance certificate less than a month old will not be available.</p> <p>In case completion letter or reference letter is unavailable can we submit scan copy of the work order?</p> <p>2.Please confirm if a document in the form of Self Certification by the Authorized Signatory of the Bidder shall be considered as a necessary and sufficient document for the specified purpose.</p>	letter/ mail from relevant Senior Executive of the agency/ organization for whom the assignment was carried out may be considered

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22	39-41	Annexure II point 7 and 17	Point 7: Detail of awards, if any received Point 17: Details of awards and accreditation received (attach proof)	Please elaborate if these 2 points are independent. If yes, please specify the difference	Point 7 is about details of any awards received by bidder w.r.t relevant development work being undertaken on similar lines during last 3 years prior to the date of RfP. The Point 17 is about Details of awards and accreditation received in general by bidder
23	13	4.15	The bidder has to submit signed Pre-Contract Integrity Pact (IP) as per the format at Annexure-XV on the letter head of the Company.	As per the annexures the Pre-Contract Integrity Pact is Annexure VIII. Annexure XV is missing in the RFP. Please clarify if we can update the sentence as 'The bidder has to submit signed Pre-Contract Integrity Pact (IP) as per the format at Annexure-VIII on the letter head of the Company.'. If not, then please clarify.	Correction the format of Pre-Contract Integrity Pact is at Annexure VIII only
24	43	Annexure III	The agency / bidder should submit Pre-Contract Integrity Pact as per format provided at Annexure - XI.	As per the RFP the Pre-contract Integrity Pact is Annexure -XVIII and the Annexure -XI is the Statement of deviations. Kindly clarify the requirement in this particular sentence in Annexure III	

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25	38	Annexure I	We also undertake to have read, understood and accepted the terms and conditions specially those related to evaluation and selection processes mentioned in the RfP except the points mentioned in Annexure-VII (Statement of deviations) in our bid response	As per the RFP Annexure VII is the Bank Mandate Form. Kindly clarify if this is Annexure-XI (Statement of deviations) and reword the sentence as below We also undertake to have read, understood and accepted the terms and conditions specially those related to evaluation and selection processes mentioned in the RfP except the points mentioned in Annexure-XI (Statement of deviations) in our bid response. If not. please provide necessary details	Correction the format of Statement of Deviations is Annexure XI only
26	70	FORMAT -IV	DETAILS OF RESOURCES / INFRASTRUCTURE FACILITIES	1. Please clarify if this is required for all branches separately or at consolidated agency level. Also, if this is related to the requirement in Point 9 of Annexure II. 2.We understand that in Sl. No. 1, only the numbers are to be provided against Details of Manpower. Similarly, under Details of Infrastructure, please specify the exact details to be provided, e.g No. of Offices across India Please further specify, if details of experience (projects and relevant personnel) related to execution of the assignment shall suffice for the purpose.	Consolidated at agency level is expected. Yes, only the numbers are to be provided against Details of Manpower. Under Details of Infrastructure the bidder may provide the details of infrastructure available with agency for execution of the programme. The details of experience (projects and relevant personnel) related to execution of the assignment shall suffice for the purpose. However, the agency may indicate the total experience as well.

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27	10	4.6	Bid submission	What is the required format for submission of technical bid (PDF, ppt)?	PDF searchable format only



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28	42	ANNEXURE - III MINIMUM ELIGIBILITY CRITERIA -	Have average turnover of not less than Rs.3 crore during last two financial years Copy of audited Balance Sheets and Profit & Loss Statements for FY 2017-18, FY 2018-19 and FY 2019-20. In case audited financials of FY 2019- 20 are not ready, CA certified provisional financial statements for FY 2019-20 may be submitted	We recommend to remove the requirement of financial statements for FY2019-20 because of the delay in conducting audit in the light of covid-19 disruption. Also, the audit is in progress since the deadline to generate the financial statement is September end. In absence of both audited financial statements and CA certified provisional statements for FY 2019-20, we can provide a CA certificate confirming that the average turnover of the agency is not less than Rs.3 crore during last two financial years As has been pointed out, audited statements are not yet available for FY 19-20. Under such circumstances, there is a possibility that the CA shall not be in a position to certify the provisional figures as well. Please confirm that in such cases, an undertaking from the Authorised Signatory regarding non availability of Audited or Provisional Statements for FY 19 - 20 along with three year statements and CA Certificate for FY16 - 17, FY17 - 18 and FY 18 - 19 would be accepted as sufficient.	Modified - Have average turnover of not less than Rs.3 crore during last two financial years Copy of audited Balance Sheets and Profit & Loss Statements for FY 2017- 18, FY 2018-19 and FY 2019-20. In case audited financials of FY 2019-20 are not ready, CA certified provisional financial statements for FY 2019-20 or certificate from Statutory auditors of firm stating that average turnover of the firm is not less than Rs 3.00 crores during last two financial years(FY 2017-18 and FY 2018-19) , the firm has positive tangible Net worth even after factoring contingent liabilities if any, may be submitted

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29	44	Documents Required	Income Tax returns for past three years.	We recommend that this criteria should be removed. As part of our policy we do not share IT returns for RFPs. We can share screen shot of IT returns filed. We can share the returns proof at a later stage during contracting	Preferably copy of Income Tax returns for past three years have to be submitted in case not being shared as policy of company. CA certificate from statutory auditors containing the extract from the IT returns in this regard may be submitted. At time of award of contract the preferred bidder shall have to furnish the IT returns in full.
30	17	5.1.3.4 Scope of work	Assess the need for support services (transactional services)-support service areas which are necessary for the improvement in the cluster	Please elaborate details of non-financial gap analysis with respect to the support services to be analysed	The methodology of undertaking the study shall be based upon bidders understanding of the scope of work . As mentioned from SI no 5.1 to 5.1.6 . SIDBI shall not be providing any data base for primary and secondary research .However, SIDBI will help to connect agency to the stakeholders to the extent possible.
31	17	5.1.3.5 Scope of work	Assess the existing schemes of various State Govt., Central Govt, MSME-DI (MSME Development Institutions) and other MSME related schemes and will try to develop the synergy between them.	Has SIDBI identified which specific schemes to need to be evaluated? Is there an upper limit on the number of schemes to be evaluated?Is this primary assessment or secondary? If primary interviews and analysis are required, will SIDBI assist in setting up the interactions and procure primary data from nodal agencies?	SIDBI shall not bear any cost separately. And expenses whatsoever in nature. All Costs and expenses to be included in commercial quotes only.  Further correction at sl no 5.1.6 sample report format the row number 16 and 18 may be read as ➤ Identification of Non-Financial Gaps as per

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32	17	5.1.4.6 Scope of work	Estimate the credit gap in the selected cluster by estimating the current demand & supply in the cluster and the impact of the same on industrial growth and competitiveness of the firms/cluster	In absence of comprehensive data to compute the credit gap in mentioned cluster and sector from public sources, how does SIDBI propose to conduct credit gap analysis? Will SIDBI consider purchasing data from credit bureaus ? If yes, will SIDBI bear the additional cost of the same or is the agency required to consider it as part of the commercial bid?	scope of work SI no. 5.1.3 ➤ Identification of Financial Gaps as per Scope of Work SI no 5.1.4
33	16-18	Scope of work	of Scope of work	How many MSMEs interviews are expected to be conducted in each cluster?	
34	16-18	Scope of work	of Scope of work	Will SIDBI assist in facilitating industry interaction or will the agency be responsible to identify the leads and conduct interviews?	
35	16-18	Scope of work	of Scope of work	Are the interviews required to be done in person, or can it be done over email / web form based/over phone?	
36	16-18	Scope of work	of Scope of work	Will SIDBI help in identifying MSMEs for primary interviews and set-up meeting? If not, will SIDBI share a database of MSMEs for each industry cluster at a district level who we may reach out to for interviews?	

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37	16-18	Scope of work	Scope of work	Will SIDBI share the names and contact details of all the MSMEs falling under the sectors defined in RFP for each cluster?	
38	17	5.1.3.2 Scope of work	Find out scope for these services, as also find out the services which these MSMEs require but don't have its availability at all in the cluster. The agency may use various tools viz., "Who does who pays matrix", "Participatory Appraisal of Competitive Advantage" (PACA), "Value Chain Analysis" (VCA) etc., for the mapping.	Does the use of the specific tools mentioned by SIDBI to analyse the scope have an effect the scoring or the agency can use a similar capability other tools?	
39	21	4	Understanding note/write up on scope of work (not more than 1000 words)	Please elaborate on the contents of understanding note/write up on scope of work. Does this includes our point of view on the analysis	Understanding Note/ write up on scope of work is to be based on understanding of scope of work by bidder
40			Not applicable	We request you to please extend the submission deadline by 2 weeks	No change
41	3	Clause 2 (3)	Application Fee	Please confirm that Application Fees need to be paid in the same mode as EMD	As elaborated at SI no 3.1.3 page no 5

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42	4	Clause 2 (11)	Presentations to be made by bidders The bidders are required to arrange for Presentation. Date would be intimated after bid submission.	Please confirm the mode of presentation, e.g. Presentation to be made in person at the office of SIDBI or Presentation to be made on any specified Web Platform e.g. MS Teams, Webex etc	All presentations shall be virtual over MS Teams platform , a link for same shall be provided by SIDBI
43	12	4.8.5	The text of the clarifications asked (without identifying the source of enquiry) and the response given by the Bank, together with amendment to the bidding document, if any, will be posted on the Bank (www.sidbi.in) website and Central Public Procurement Portal (CPPP) [www.eprocure.gov.in] after the pre-bid meeting. It would be responsibility of the bidder to check the websites before final submission of bids.	Please indicate the tentative date by which response to Pre Bid Queries will be made available in CPPP	Shall be posted post approval of competent Authority

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44	12	4.9.2	The amendment will be posted on Banks website www.sidbi.in and CPPP (eprocure.gov.in) only.	Please confirm if SIDBI shall inform the prospective bidders who participated in the Pre Bid Meeting or submitted pre bid queries shall be intimated about publication of ammendments, if any	No, bidders are advised to check Banks website www.sidbi.in and CPPP (eprocure.gov.in) regularly for the same.
45	19	6.2 Evaluation Process 6.2.2	The final selection will be done based on Quality cum Cost Based System (QCBS) wherein Relative Technical Bid Score will get a weightage of 70% and Relative Commercial Bid Score will get a weightage of 30%.	The required diagnostic study requires extensive strategic knowledge of the MSME Sector in India. Accordingly, the quality of the Firm conducting the study is of paramount importance. Therefore, we would like to request a 80:20 QCBS method instead of 70:30 where the relative weightage of the Bidder's expertise is much lower.	No change

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46	21	7.2.3.B	Presentation on methodology proposed for the study	Please confirm if evaluation would be done on the basis of the presentation submitted or a combination of the presentation submitted and actual presentation made on any specified date and time. In view of the prevailing conditions, we would request that evaluation be done solely on the basis of the presentation detailing the Approach and Methodology which should be submitted along with the other documents. The requirement of making a presentation may be done away with.	No change The eligible bidders shall be called to make technical presentation.
47	22	7.3.1	The Bidder is required to quote in Indian Rupees ('INR'). Bids in currencies other than INR may not be considered.	Please specify if the Commercial Bid should be inclusive / exclusive of the following i. Out of Pocket expenses incurred in conducting the diagnostic studies ii. Taxes and other statutory dues, if any, incurred	Commercial Bids must be inclusive of all expenses, taxes & statutory dues, etc. and should be complete in all aspects.

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48	24	8.5.2	In case the need arises, SIDBI may, at its sole discretion, extend the contract for a further period of a maximum of 6 months on NO COST BASIS the terms and conditions of the contract entered into.	We understand that the need referred to in the clause does not pertain any change in Scope of Work. Please confirm that proportionate increase in fees would be paid in case of change in Scope of Work from that originally mentioned in the RFP	Any change in scope of work shall be mutually agreed upon as and when situation arises.
49	39	Annexure II Point 7	No. and the list of relevant development work being undertaken on similar lines during last 3 years prior to the date of RfP. The relevant order copies to be enclosed	1. Whether only "Development Work" handled during last 03 years alone would go into "Evaluation Criteria" or it would be all work orders for development works, irrespective of the period when executed 2. Development Work on Similar Lines": Does it mean only undertaking "Diagnostic Studies in respect of Clusters" or refers to any other Development Work also in Clusters or otherwise with the latter being a very wide concept	1. As mentioned development work being undertaken on similar lines during last 3 years prior to the date of RfP 2. Development project will include any project/ assignment/ study carried out in the areas relevant to development of micro, small enterprises (MSEs) and result benefitting MSEs directly or indirectly. Agency should have played major role in undertaking the assignment/ carrying out the study.
50	67 & 69	Format I and III		Relevance	No change
51	17	5.1.4.7	The clause referred to is 'Document the suggestions in terms of'	The statement is incomplete. Please look into this.	The sl 5.1.4.7 is followed subpoints by SI 5.1.4.8, SI 5.1.4.9 and SI 5.1.4.10



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52	45	Annexure IV	I/We hereby declare that I/we has/have are owned or controlled by any director/officer/employee of SIDBI or their relatives'	It appears that 'not' is missed out from the statement. Kindly look into this.	correction to be read as - I/We hereby declare that I/we has/have are not owned or controlled by any director/officer/employee of SIDBI or their relatives'