

**CORRIGENDUM (Dated 24/11/2021)**

Tender No. - T000248817 dated November 11, 2021

**Subject:** Appointment of an agency for selection of agency to roll out Swavalamban Connect Kendra in 5 states viz. Chhattisgarh, Madhya Pradesh, Tamil Nadu, Uttarakhand and West Bengal.

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

S. No	Clause / Page no. & details as mentioned in RfP / tender	Queries Raised / Clarifications sought / Suggestions	Clarification / amendment / changes, if any and reason thereof
1	Not applicable	In the scope of services, would the Service Provider need to set up any physical infrastructure in the respective State?	SCK in every district would need to have physical infrastructure equipped with resources to achieve the desired objective. For detail please read Para 6.4 B, page no 21 of RfP.
2		If the Service Provider does not have their premise in the respective State for SCK, can we put the cost of setting up/renting the premise in the Bid?	Yes. The service provider / agency may include the cost as per the scope of work and commercial bid format as per <b>Annexure-VIII</b> of RfP.
3		We are registered under MSME, are we exempted from submission of EMD amount at the time of proposal submission.	Guidelines for EMD as applicable for MSMEs are given in the para 4.1.3 and 4.1.4 on page 8 of RfP.
4		We have an experience of setting up and running PMKK Centres and also handled various livelihood project by creating micro enterprise but not with loan amount of Rs. 50K. Will our experience be considered for the same.	The experience and technical parameters would be judged as per Minimum Eligibility Criteria and Technical Bid Evaluation Criteria given in RfP. Further, in the RfP the proposed Micro-Enterprises to be set-up should have investment of Rs.50,000/- through bank loan.

5		Can an organisation apply only for 2-3 States instead of applying for all 5 States.	No- the agency would be selected to implement the project in all the 5 states proposed.
6		Whether the EMD is required during the application process or after selection during the contract signing process?	EMD need to be submitted along with the application. For detail please read para 4.2 on page 9
7		Will MSME gets preference over the big 4 consulting organizations?	The agency would be selected on QCBS method for detail please read para 7.2.2 page no 25 of RfP.
8		We are working with several FPOs. Can we partner with FPOs to operate this model?	The agency can partner with any legally registered agency including FPOs. For detail please read Para 6.4 B, page no 21 of RfP.
9		Can we get the standards and the design aspects of the Swavalamban Connect Kendra to make the costing while preparing the bidding?	The SCK would be located at district level and the design aspect would be uniform for all the 100 districts
10		Can we also integrate the Sewa Kendra and/ or existing services based enterprises that are available in the Blocks/ Towns along with this model?	The agency can partner with any legally registered agency including Sewa Kendra or any other service-based enterprise. For detail please read Para 6.4 B, page no 21 of RfP.
11	6.2 Sub-clause 6.2 (a)	Referring to the Clause 6.2 (a), a lot of spade work will be required in identification of districts with respect to tie-up with NGOs/development organizations, generate lead and guide to the aspirants etc., appropriate deployment of resources  Hence, it is requested to provide the tentative list of districts to be targeted within the respective states so that proper NGOs/development organizations can be tied-up with and appropriate resources can be identified for deployment.	No Change. Districts would be identified jointly with the selected bidder based on the secondary data available.
12	6.3 Sub-clause 6.3 A (i) (ii) (iii)	Referring to the Clause 6.3 A (i) (ii) (iii), we understand that 1 PMU manager located centrally followed by 5 State/Zonal	No Change. The agency may suitably assess the resource requirement based on scope of work and span of control required to manage the operations.

		<p>Managers apart from 5/6 field managers/state depending upon the number of districts per state and 100 SCKs.</p> <p>Hence, it is requested to provide the exact number of resources required for deployment.</p>	
13	8.2.3 (A) Sub-clause 8.2.3 (A)(1)	<p>Referring to this clause, we understand that rather than going for multiple partners, consortium with one or two organisations may be allowed which are having concrete grassroots level presence that may help generate lead and guide to the aspirants and also facilitate in appropriate deployment of resources.</p> <p>Hence, it is requested to allow joint evaluation of all members of consortium in fulfilling the necessary conditions laid down in the Technical Evaluation Criteria.</p>	No Change. Consortium is not allowed.
14		Setting up of Swavalamban Connect Kendra (SCK), one is each district - are these expected to be legally registered for branding?	Yes, SCKs would be legally registered agency. For detail please read Para 6.4 B, page no 21 of RfP.
15		Some SCK will be existing infrastructure of the Agency and some new. Also basis the fact that the exact district selection will be done jointly with SIDBI. Hence set up cost for 100 SCK to be included? There is a reference line that one SCK remit not to be more than 5 districts. Please clarify.	The bidder may include the cost as per the scope of work and commercial bid format as per <b>Annexure-VIII</b> of RfP. Further, in terms of partnership arrangement with bidder individual SCK would not implement the project in more than 5 districts.
16		Field Executive staff, fluency in Hindi a challenge for Tamil Nadu.	No Change. For details please read para 6.4.B(ii) in RfP.
17		Under the project what is the definition of new micro enterprises? The project is expected to create 100 new micro enterprises?	New Micro-enterprises means, the enterprises established after assignment given to the successful bidder. 100 micro-enterprises in each district i.e. 100x100 = 10,000 microenterprises. For more detail please read para 6.5 (iii) in RfP.
18		Handholding component: lumpsum for 3 years and the first 4 set of components in commercial bid are for 2 years? So if handholding continues in Yr 3, and	The project duration is of 24 months i.e 2 years and another 12 months for providing post project handholding support for

		PMU/state/zonal/field budget is for 2 years, who will support handholding in year 3?	ensuring the sustainability of enterprises. The commercial bid would be for 3 years (including 12 months i.e. 3 <sup>rd</sup> year of handholding). The agency may attach additional sheet / row for submission of commercial bid. However, the total cost (exclusive of taxes) would be considered for evaluation of commercial bid.
19		Commercial bid evaluation - does it include handholding component for 3 years?	Yes.
20		Technical bid mentions PPT presentation and Demo of IT platform, when will this be scheduled? Specifically, what is expected in the IT demo?	The exact date and time of presentation would be advised to the eligible bidders in due course. In the demo existing IT / MIS infrastructure of the agency and its suitability / adaptability would be assessed.
21		Commercial bid/Periodical Assessment section - there is mention of one official to be based at SIDBI New Delhi, please clarify?	<b>In point no.8.4.4 page 30 &amp; 31 may be read as:</b> 8.4.4 The commercial bid evaluation will be done on the basis of quote for the assignment which shall comprise of following: a) Project management fee for the agency including Project Management Unit including zonal and field Manager set up, as per scope of work. b) Cost of SCKs including set up / partnership and awareness through them from identification to setup and handholding to the aspirants c) Cost of digital solution for scope including M&E and maintenance, if any. d) Any other cost including Periodical assessment meeting of Project Management Unit (PMU) with SIDBI if

			required placement of one official at SIDBIs New Delhi / Lucknow or any other office.
22	SI No 8 Page no 4	We request you to extend the submission timeline by at least two weeks post responding to pre bid queries.	Revised dates may be read as – <ul style="list-style-type: none"> <li>• Last date for submission of bids – <b>09/12/2021 by 1700 Hrs.</b></li> <li>• Date &amp; Time of Opening of Minimum Eligibility bid – <b>10/12/2021 at 1100 Hrs.</b></li> </ul>
23	Clause 4.5.3 Page 11	We suggest following change  "Bank, however, reserves the right to call for fresh quotes at any time during the period, if considered necessary before the bid submission."	No change
24	Clause 5: Background Page No 17	We would need more clarity on the MEPP scheme. What is the incentive mechanism of the scheme	Micro Enterprise promotion programme (MEPP) is an initiative of SIDBI where Development agency is supported to promote new micro-enterprises in an adopted district. The agency undertakes entrepreneurship awareness, handhold the shortlisted aspirants, enable them to prepare project profiles/application forms for loans and connect them to lenders, market connect including setting up enterprises with own funds.
25	Clause 5: Background Page No 18	We seek clarifications on learnings from the SKC established earlier.	The earlier SCK is still under implementation and learnings would be shared with the stakeholders after completion of the project.
26	Clause 6. Scope of work 6.1, Page no 18 and Clause 9.8, Page no 34	We seek clarity on if agency can bid in consortium. The subcontract is not allowed as per clause 9.8. In such case , how can the services of NGOs/ Local agencies would be leveraged for running SCKs as prescribed earlier.	Consortium is not allowed, and the agency would be selected solely on the eligibility and QCBS method of the bidders applying for the project. However, the bidder can partner with different development agencies to roll out SCKs as per RfP.

27	Clause 6.2: Indicative process flow, Page no 19	Will there be minimum distribution of districts across all 5 states. Please clarify.	As such there is no minimum district criteria and based on joint need assessment districts would be selected in the proposed states.
28	SI No 8 Page no 19	We need clarification on structure of PMU team with regard to the minimum size requirement, reporting structure and required educational/professional qualification	No Change. The agency may suitably assess the resource requirement based on scope of work and span of control required to manage the operations.
29	Clause 6.5: Deliverables Page No 21	We understand the financial institution can be any banks/NBFC and is not restricted to SIDBI	Yes. Credit linkage would be with any of the formal financial institutions.
30	Clause 6.8. Payment plan Page No 23	We need clarity on the targeted recipient of this incentive	The incentive would be given to the selected agency based on performance of credit connect.
31	Clause 6.8 Payment plan Page No 23	We need clarification whether payment shall be made proportionate to the %age of target achieved	Yes.
32	Clause 6.9 Miscellaneous Page No 24	Does program allows leveraging additional subsidy available through other central/state run entrepreneurship development schemes or any such other scheme	The aspirants could avail any other subsidy i.e. state / central. However, the agency would not leverage additional support from any other agency for the same scope of work assigned through this RfP.
33	Clause 8.2.3 Technical bid evaluation criteria Page no 28	What evidence needs to be submitted against the experience of agency in cumulative credit -connect /Bank linkages? Please clarify.	The agency would submit sanction letter / limit utilization letter from the Bank / Financial Institution for cumulative credit linkage.
34	Annexure VIII Commercial Bid Page no 66	<ol style="list-style-type: none"> <li>1. Does the commercial quote also include licensing cost or it will be borne by SIDBI.</li> <li>2. We need clarity on infrastructure cost for setting up of SKC. IS the agency expected to include cost towards infrastructure in the proposed.</li> <li>3. If setting up of SKC is being done by agency, what will be the procurement guidelines and processes. Please clarify.</li> </ol>	<ol style="list-style-type: none"> <li>1. The commercial bid should include all inclusive cost, no other cost would be born by SIDBI.</li> <li>2. The bidder may include the cost as per the scope of work and commercial bid format.</li> <li>3. The agency would develop its own process and procurement with the scope of work of RfP.</li> </ol>

		<p>4. We need clarity on if commercial bid is to be quoted for 24 months or 36 months as the clause states that the Quoted cost would remain valid and same for 3 years of the contract.</p>	<p>4. The project duration is of 24 months i.e 2 years and another 12 months for providing post project handholding support for ensuring the sustainability of enterprises. The commercial bid would be for 3 years (including 12 months i.e. 3<sup>rd</sup> year of handholding). The agency may attach separate sheet / back papers for submission of commercial bid. However, the total cost (exclusive of taxes) would be considered for evaluation of commercial bid as per <b>Annexure-VIII of RfP</b>. Further, the quoted cost would be valid till duration of the project i.e 3 years.</p>
35	Page 44, Point 9.27	<p>As per the Consultant’s policies indemnity is not permissible.</p> <p>Further it is proposed to include:</p> <p>EY may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how (“Materials”) that EY own in performing the Services. Notwithstanding the delivery of any Reports, EY retain all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that EY compile and retain in connection with the Services (but not Client Information reflected in them).Upon payment for the Services, Client may use any Materials included in the Reports, as well as the Reports themselves as permitted by this Agreement</p>	No change
36	Page 35, Point 9.10	<p>It is proposed to include:</p>	No change

		The consultant may terminate this Agreement, or any Services, immediately upon written notice to Client if the consultant reasonably determine that they can no longer provide the Services in accordance with applicable law or professional obligations.	
37	Page 36, Point 9.11	<p>It is proposed to include:</p> <p>It is recommended to add below clause to under Force Majeure to facilitate remote working</p> <p>(ii) To the extent that the provision of the Services is impacted by a pandemic (including COVID-19) and any reasonable concerns or measures taken to protect the health and safety interests of either Party's personnel, the Parties will work together to amend the Agreement to provide for the Services to be delivered in an appropriate manner, including any resulting modifications with respect to the timelines, location, or manner of the delivery of Services.</p> <p>(iii) Where EY Personnel are required to be present at Client's premises, EY will use reasonable efforts to provide the Services on-site at [Client] offices, provided that, in light of a pandemic the parties agree to cooperate to allow for remote working and/or an extended timeframe to the extent (i) any government or similar entity implements restrictions that may interfere with provision of onsite Services; (ii) either party implements voluntary limitations on travel or meetings that could interfere with provision of onsite Services, or (iii) an EY resource determines that he or she is unable or unwilling to travel in light of a pandemic-related risk</p>	No change
38	Page 34, Point 9.7	It is proposed that terms do not include any transfer of IPR and the consultant protects the intellectual property that they do own or control (e.g., general professional	No change



		experience, tools or third-party software) and that is reflected in deliverables. The consultant specifically preserves their right to use the methodology or the Material underlying it for other engagements, as long as they do not use or disclose our client confidential or pre-existing proprietary information.	
39	Page 50, Point 19.30.13	The consultant proposes confidentiality period be three years,	No Change
40	Page 40 Point 19.24	Non-solicitation should not be permissible.	No Change

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## Annexure - VIII

**PARTICULARS FOR SELECTION OF AGENCY TO ROLL OUT SWAVALAMBAN  
CONNECT KENDRA  
- COMMERCIAL BID**

**(to be submitted on their letter head)**

The Deputy General Manager  
Small Industries Development Bank of India  
MSME Promotional Initiatives Vertical  
6th Floor, SIDBI Tower, 15, Ashok Marg  
**Lucknow – 226001**

We hereby offer to submit our request for Selection of Agency to roll out Swavalamban Connect Kendra for two years as per proposal reference **Tender No. T000248817 dated November 11, 2021**. We have read and understood the content of RfP. We unconditionally accept & abide by the terms & conditions specified therein.

<b>Particulars</b>	<b>Amount in Rs. (exclusive of taxes)</b>
Project Management Fees (including set up of PMU, State / Zonal Office, Field Executives etc.)	
Cost of 100 SCKs (including awareness, handholding to aspirants, setting up of enterprises etc.)	
Cost of IT / digital solution for end to end tracking MIS etc.	
Handholding support cost for 3 <sup>rd</sup> year (12 months) for enterprise set up in initial 2 years	
Any other cost as per scope of work mentioned in RfP	
Total cost for 3 years (exclusive of all taxes) *	
Taxes	
Total cost for 3 years (Inclusive of all taxes)	

*\*Evaluation shall be done on the basis of total cost quoted for 3 years (exclusive of all taxes)*

Quoted cost would remain valid and same for 3 years of the contract.

I/We here by certify that all particulars given above are correct and true to the best of my/our knowledge.

I/We certify that if appointed for assignment, I/We shall appoint separate teams for any competing clients who are in same business as SIDBI to avoid clash of interest and maintenance of confidentiality.

In case at any stage, it is found that the information given by me/us is false/incorrect, SIDBI shall have the absolute right to take any action as deemed fit (including termination of contract and or black list and debar), without any prior intimation to me/us.

Date:

Signature of authorized person for and on behalf  
Designation/Seal of Agency