

### Evaluation Criteria for EOI (Package No. PRSF-1)

S. No	Criteria	Max. Marks		Max. Marks
1	Experience	50	<i>Experience in Energy &amp; Environment sectors, in preparation of DPRs, &amp; in facilitation of loans for various industries (particularly for SMEs / MSMEs)- 25%</i>	12.5
			<i>Experience in conducting activities for Banks / FIs for research/policy advocacy/development/promotion of financial schemes for various industries (particularly for EE for MSMEs) - 25%</i>	12.5
			<i>Experience in Development of EE project appraisal framework for due diligence / appraisal tool for the loan officers to evaluate the EE project loan applications - 25%</i>	12.5
			<i>Experience in conducting training/capacity building programs for officers of Banks/FIs on appraisal of projects (particularly EE projects for SMEs/MSMEs - 25%</i>	12.5
2	Key Personnel	30	<i>Educational and Professional Qualifications - 25%</i>	7.5
			<i>Experience in appraisal of EE projects for various industries (particularly for MSMEs), - 25%</i>	7.5
			<i>Experience in marketing awareness and business development activities including marketing of various schemes of the banks - 25%</i>	7.5
			<i>Experience as Expert Faculty/Resource in conducting awareness programs (training, workshops, campaigns, etc.) on appraisal of EE projects for bankers - 25%</i>	7.5
3	Organisation	20	<i>Turnover (average of last 3 years) of the firm submitting EOI (combined average turnover for the last 3 years of the JV partners in the case of a JV) - 75%</i>	15
			<i>Number of establishments in India &amp; manpower available at each location - 25%</i>	5
		<b>100</b>		<b>100</b>

#### NOTE

The top 6 firms ranked in accordance with the above criteria would qualify for the short listing subject to securing a minimum of 60% of the total marks assigned to each of the criteria as listed at serial numbers 1,2 & 3 above. This would, however, also be subject to the provisions as stipulated in the Guidelines of the World Bank on the Selection and Employment of Consultants (Edition of January 2011, Revised July 2014).