

Response to Pre-Bid Query on EOI for Engagement of Project Management Consultant for Assam Skill Development Mission

Pre-Bid meeting held on 22-May-2017 at ASDM, Nayantara Building, Six Mile, Guwahati – 781 022

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1. Ernst & Young LLP					
1	2 & 8	2. Important Dates 5.4. Responses to Pre-Bid Queries and Issues of Corrigendum	3. Pre-Bid Conference date – <u>22-05-2017</u> 6. Last date and time for EOI Submission - <u>30-05-2017</u> e) In order to afford prospective Bidders reasonable time in which to take the corrigendum into account in preparing their bids, Assam Skill Development Mission may, at its discretion, extend the last date for the receipt of EOI Bids.	Request for extension of EOI Submission Date We request you to kindly extend the EOI submission date by at least 7 days. Pre-Bid Conference is scheduled on 22-05-2017 post which we would require sufficient time for preparation of EOI response as per amendments in EOI if any.	Is extended to 6-06-2017 by 3:00 pm
2	12	Section-6, Pre-Qualification Criteria (Sl. No. 3): Annual Turnover	The bidder should have a minimum annual turnover of INR 50 Crores from Indian operations in business consulting services in each of the previous three financial years (FY 2014-15, 2015-16 and <u>2016-17</u>). In case of Consortium, the figures of lead member shall be considered.	Request for inclusion of FY 2013-14 in place of FY 2016-17 Kindly note that FY 2106-17 has just been ended on 31-03-2017 and as per various Acts the Statutory Audit Completion date is 30 th September 2017. Statutory Audit commences only after finalization of books and preparation of financial statements which is a time taking process. Firms have to depend on their Statutory Auditor for Commencement Completion of Statutory Audit which is an independent process and not under control of the Auditee Firms. We believe that bidding firms will not be able to provide audited balance sheet and profit & loss or a Certificate from the statutory auditor for the FY 2016-17.	Audited Balance Sheet for FY 14-15 & FY 15-16 And Self Certified Turnover for FY 16-17 to be submitted at the EOI stage Audited Balance Sheet for FY 16-17 to be

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				In such a scenario, we <u>request you to include FY 2013-14 in place of FY 2016-17</u> from the definition of previous three financial years as (FY 2013-14, 2014-15 and 2015-16).	submitted at the RFP stage.
3	12	Section-6, Pre-Qualification Criteria (Sl. No. 4): Annual Turnover in from Govt. Business	The bidder should have a minimum annual turnover of INR 10 Crores from Government consulting services in India in each of the last 3 financial years (FY 2014-15, 2015-16 and 2016-17).	<p>Request for inclusion of FY 2013-14 in place of FY 2016-17</p> <p>Kindly note that FY 2106-17 has just been ended on 31-03-2017 and as per various Acts the Statutory Audit Completion date is 30th September 2017. Statutory Audit commences only after finalization of books and preparation of financial statements which is a time taking process. Firms have to depend on their Statutory Auditor for Commencement Completion of Statutory Audit which is an independent process and not under control of the Auditee Firms. We believe that bidding firms will not be able to provide audited balance sheet and profit & loss or a Certificate from the statutory auditor for the FY 2016-17.</p> <p>In such a scenario, we <u>request you to include FY 2013-14 in place of FY 2016-17</u> from the definition of previous three financial years as (FY 2013-14, 2014-15 and 2015-16).</p>	Audited Balance Sheet for FY 14-15 & FY 15-16 And Self Certified Government Turnover for FY 16-17 to be submitted at the EOI stage Audited Balance Sheet for FY 16-17 to be submitted at the RFP Stage.
4	12	Section-6, Pre-Qualification Criteria (Sl. No. 5): Annual Turnover in from Govt. Business	<p>INR 20 Crores</p> <p>In case of Consortium, the figures of lead member shall be considered.</p> <p>Documents Required- Certificate from the statutory auditor</p>	<p>The ‘as on date’ for Net worth has not been specified in the EOI document.</p> <p>Request you to kindly make it <u>“Net worth as on 31st March 2016”</u> should be more than INR 20 Cr.</p>	As on 31-03-2017 based on Self Certification

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5	13	Section-6, 'Documents required' for Pre-Qualification Criteria (Sl. No. 6a and 6b):	<p>Documents Required- Completion certificates from the client; OR Work order + Self certificate of completion (Certified by the statutory auditor); OR Work order + phase Completion certificate from the client</p>	<p>Request for addition of the following clause (for documents required) -</p> <p>In addition to the clauses stated we would request you to add the following:</p> <p><u>“WorkOrder + CA (Chartered Accountant) certificate/ Letter from Authorized Signatory of the bidder, stating professional fees that has been received for a project”</u> which is widely accepted across all Central / State Governments / Multilateral Bodies as receipt of fees signifies phase completion / completion of a project.</p>	Accepted
6	13	Section-6, Pre-Qualification Criteria (Sl. No.8): Manpower Strength	<p>Bidding firm/ Consortium should have more than 500 People in the Consulting/Advisory division payroll. Documents Required- Self-Certification by the authorized signatory with clear declaration of staff – year wise, level / designation wise.</p>	Request you to kindly specify the Financial years for which information is required.	FY 2016-17
7	15	7. Evaluation Criteria	- <u>Suggested Scope of Work and Approach & Methodology (A&M)</u>	<p>In the Pre-qualification clauses, there is no mention of providing Scope of Work or Approach and methodology.</p> <p>Further, it is specified in the EOI on Page # 8 under Clause 5.3 that, “All queries to be raised in the pre-bid meeting will relate to the EOI alone and no queries related to detailed analysis of Scope of work, payment terms and mode of selection will be entertained. These issues will be amply clarified at the RFP stage.”</p>	Suggested Scope of Work, Approach & Methodology (A & M) to be submitted by the bidder along with the

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				In the above context, request you to kindly clarify whether <u>Approach & Methodology (A&M)</u> is to be submitted by the bidders along with the response to the EOI or not.	response to the EOI
8	15	7. Evaluation Criteria Understanding of Bidders	Bidder's Competence 2) Patents	EY LLP is into Advisory projects, wherein we advise central/State Governments and other corporate entities in sponsored (by the client) projects and any deliverables/ collateral created as part of these projects are also the property of our funding clients thus patents cannot be applied for such work products. Although EY across its various projects has developed various frameworks/ models/ tools for benchmarking, standardisation, management etc., but patenting is not applicable.	Various frameworks/ models/ tools for benchmarking, standardisation, management etc. developed by the Bidder are to be considered
9	Legal Clauses to be included in the draft Agreement / Request for Proposal (RFP) document:				Will be included at the time of RFP
2. KPMG Advisory Services Private Ltd.					
1		3.5	The target for skill development for next Three (3) years plan has been fixed at Six (6) Lacs.	Can you pls. share the present status of Assam Skill Development Mission in terms of the various schemes implemented, total training capacity created, total students trained/placed, etc.	ASDM will start its activity after appointing the PMC
2		3.10	Accordingly, the Assam Skill Development Mission is proposed to be set up as a society having a Governing Council, State Steering Committee (SSC), State Executive Committee (SEC) and District Executive Committees. State Program Management Unit (SPMU) and	Pls. clarify if the consulting firm is going to be responsible for providing manpower for both SPMU & DPMU?	Yes

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			District Program Management Units (DPMU) will support the State and District Level Committees, respectively. In addition, a course and training fee Standardization Committee will be set up at the State level.		
3		4.2.2	Design of Mobilization campaign and communication strategy and assistance in its roll out. The consultant shall ensure registration of Two (2) Lakhs candidates each in the first year and second year respectively.	Pls. clarify if it's a deliverable? Ideally the responsibility for mobilization and registration of candidates rests with the training provider with the consulting firm facilitating and monitoring the process and providing course corrective measures (if required).	EOI Condition remains unchanged.
4		4.3.2	The performance of consultant shall be judged on the basis of placement of the trained candidates as per the norms of ASDM.	Again, typically this should be the deliverable of the training provider and their payments should be mapped as per the built in placement KPI. The consulting firm can monitor the overall process and provide corrective measures. Pls. confirm the same.	EOI Condition remains unchanged.
5		6.2	Pre-Qualification Criteria - Consortium <ul style="list-style-type: none"> Document Required –Consortium MOU 	Pls. clarify if it necessary to declare the consortium partner at the EoI stage or can it be done later at the RFP stage after the detailed scope of work with specific requirements for the assignment is issued.	Consortium partner could be declared at the RFP stage
6		6.8	Pre-Qualification Criteria - Manpower Strength <ul style="list-style-type: none"> Document Required - Self-Certification by the authorized signatory with clear declaration of staff – year wise, level/ designation wise 	It would be difficult for us to share declaration of staffs – year wise and level/ designation wise owing to the sheer size of the company. Hence, can you please accept our undertaking on Manpower Strength in the Consulting/ Advisory division Pay Roll of Firm as on 30.04.2017 instead of the details requested?	1)At EOI stage Bidder has to provide Details of Leadership Team, Management Team &

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					<p>Implementation Team Strength</p> <p>2) Manpower Strength Document Required - Self-Certification by the authorized signatory with clear declaration of staff – year wise, level/ designation wise required at the RFP stage</p>
7		6.9	<p>Pre-Qualification Criteria - Local Presence</p> <ul style="list-style-type: none"> Document Required - Document in support of address proof of Office premises at Guwahati, Assam. Undertaking is required by bidder if its office is not in Guwahati and agreed to open within a period of one month of signing the contract 	<p>In our opinion, this would not make any relevance on the performance of the consulting firm. As long as the firm is incorporated in India with a registered office, all pertaining legal implications of rules of business would be applicable. Hence, we request this clause to be modified.</p>	<p>EOI Condition remains unchanged.</p>

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8		7	<p>Evaluation Criteria</p> <ol style="list-style-type: none"> Minimum of 45 marks based on Qualitative Assessment Minimum of 15 marks based on Qualitative Assessment on : <ul style="list-style-type: none"> Research Work/Centres of Excellence Patents Assets in the given project's domain 	<ol style="list-style-type: none"> Step markings not provided. Pls. provide step marking for the same. It is not clear how much each project credential would fetch. Can you pls. clarify how many credentials can be provided at this stage and how much marks would be allocated across each credential? Pls. clarify on the 20 marks allocated to Bidder's Competence. What kind of Research work / Center of Excellence is required to be provided here? 	EOI Condition remains unchanged.
3. Grant Thornton India LLP					
1		Section 5.1, Page 8, Completeness of Response	<p>5.1.1. Bidders are advised to study all instructions, forms, terms, requirements and other information in the EOI documents carefully. Submission of the Proposal shall be deemed to have been done after careful study and examination of the EOI document with full understanding of its implications.</p> <p>5.1.2. The response to this RFP should be full and complete in all respects. Failure to furnish all information required by the RFP documents or submission of a proposal not substantially responsive to the RFP documents in every respect will be at the Bidder's risk and may result in rejection of its Proposal.</p>	We understand that this is an Eoi for shortlisting of consulting agencies. Please confirm if our understanding is correct.	<p>EOI for shortlisting of Consulting Agencies</p> <p>5.1.2 RFP to be read as EOI</p>

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2		Section 6, Page 13, Sl. No. 3, Annual Turnover	The bidder should have a minimal annual turnover of INR 50 Crores from Indian operations in business consulting services in each of the previous three financial years (FY 2014-15, 2015-16 and 2016-17). In case of Consortium, the figures of lead member shall be considered.	FY 2016-17 figures have not been audited and published yet. So request you to change this to FY 2013-14, 2014-15 and 2015-16. Hence, please change this criteria as follows: The bidder should have a minimal annual turnover of INR 50 crores from Indian operations in business consulting services in each of the previous three financial years (FY 2013-14, 2014-15 & 2015-16). In case of Consortium, the figures of lead member shall be considered.	Audited Balance Sheet for FY 14-15 & FY 15-16 And Self Certified Turnover for FY 16-17 to be submitted at the EOI stage Audited Balance Sheet for FY 16-17 to be submitted at the RFP Stage.
3		Section 6, Page 13, Sl. No. 4, Annual Turnover from Govt. Business	The bidder should have a minimum annual turnover of INR 10 Crores from Government consulting services in India in each of the last 3 financial years (FY 2014-15, 2015-16 and 2016-17). In case of Consortium, the figures of lead member shall be considered.	As above, FY 2016-17 figures have not been audited and published yet. So request you to change this to FY 2013-14, 2014-15 and 2015-16. Please change this to: The Bidder Should have a minimal annual turnover of INR 10 Crores from Government Consulting Services in India in each of the previous three financial years (FY 2013-14, 2014-15 & 2015-16). In case of Consortium, the figures of lead member shall be considered.	Audited Balance Sheet for FY 14-15 & FY 15-16 And Self Certified Turnover for FY 16-17 to be submitted at the EOI stage Audited Balance Sheet for FY 16-17 to be

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					submitted at the RFP Stage.
4		Section 6, Page 13, Sl. No. 5, Net Worth	INR 20 Crores In case of Consortium, the figures of lead member shall be considered.	Please change this to: The firm should have been profitable in the last 3 financial years.	EOI Condition remains unchanged.
5		Section 6, Page 14, Sl. No. 6, Technical Capability	b) Experience of at least five Government Projects in Project Management, in India with (Central/ State Government Department /Agency or Multi-Lateral Funding Agency project in India) for which it should have executed / under execution advisory projects in excess of INR 5 Crores each (including taxes), as a Lead Project Management Consultant as part of a contract (including extension contract if any) in the last 5 years and at least 3 should be completed satisfactorily.	Please change this to: b) Experience of at least five Government Projects in Project Management, in India with (Central/ State Government Department /Agency or Multi-Lateral Funding Agency project in India) for which it should have executed / under execution advisory projects with a combined value of INR 10 Crores (including taxes) , as a Lead Project Management Consultant as part of a contract (including extension contract if any) in the last 5 years and at least 3 should be completed satisfactorily.	EOI Condition remains unchanged.
6		Section 6, Page 14, Sl. No. 8, Manpower Strength	Bidding firm/ Consortium should have more than 500 People in the Consulting/Advisory division payroll. Documents Required: Self-Certification by the authorized signatory with clear declaration of staff – year wise, level/designation wise.	Please change the 'documents required' to only a Self-Certification by the Authorized Signatory, without the year-wise and level-wise list of 500 personnel, as it would be practically unrealistic to provide such a list at this juncture. We assure that the best resources would be proposed at the time of RFP as per the manpower requirement. Please change the 'Documents Required' to: Self-Certification by the authorized signatory	1)At EOI stage Bidder has to provide Details of Leadership Team, Management Team & Implementation Team Strength 2) Manpower Strength Document Required - Self-

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					Certification by the authorized signatory with clear declaration of staff – year wise, level/ designation wise required at the RFP stage
7		Section 7, Page 16, Evaluation Criteria	Evaluation Criteria	Please Change the evaluation criteria	EOI Condition remains unchanged.
8		Section 6, Page 15, Pre-Qualification Criteria Footnote	Note: It is must for Bidder to qualify the each and every pre-qualification criterion mentioned in this section. The technical and financial proposal of disqualified bidder at prequalification stage will be returned unopened.	Since, this is an Eoi, we are not required to submit any financial proposal. Kindly confirm.	At EOI stage no financial proposal to be submitted
4. PricewaterhouseCoopers Pvt. Ltd.					
1			Team	Though the overall structure in terms of SPMU, DPMU is mentioned, can you please provide more details on the number of resources required at various levels and the qualification requirements.	Bidder to suggest
2			District Level Market Assessment	We understand that a district level skill gap assessment shall be crucial for the effective implementation of the program. Will this fall in the ambit of the PMC or a separate agency shall be appointed for it.	Falls in the ambit of the PMC

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3			Convergence	We understand that more than 15 line governments departments are engaged in the skill development activities in the state. Can more details be provided on this. We understand that the project also include convergence with all the departments. Kindly clarify	Project also include convergence with all the departments
4			LMIS	Many of the leading states are developing their Labour Market Information System which integrates the key stakeholders including beneficiaries, government, training service partners and the industry / employers. Is this also being envisaged	Will be decided on later stage
5			Training Service Providers	Can more details be provided on the existing number of Training Service Providers in the state across departments. We understand that PMC shall further strengthen the existing team.	ASDM will start its activity after appointing the PMC
6			Timelines	Can more details be provided on the timelines on this procurement process	At earliest.
7			RFP	We recommend that there should be one more pre bid after issuance of the RFP.	One more Pre-Bid will be done at the RFP Stage
5.Orion Security Solutions Pvt. Ltd.					
1				Our turnover is more than 300Cr but we don't have audited statement of Financial Year 2016-17.	Audited Balance Sheet for FY 14-15 & FY 15-16 And Self Certified Turnover for FY 16-17 to be submitted at the
2				We have more than 10 Cr turnover of Government Business but not have audited statement for FY 2016-17	
3				We Have Net worth of Rs 13Cr of Financial Year 2015-16, but not have audited certificate of FY-2016-17	
4				We have 10 work order of Skill Development value of more than Rs 25Cr.	

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					EOI stage Audited Balance Sheet for FY 16-17 to be submitted at the RFP Stage.