

**Selection of Transaction Advisor for Establishment of Integrated Processing Facility in Sikkim under the Scheme,
“Mission Organic value chain Development for North Eastern Region (MOVCD-NER)**

Queries and clarifications

S. No.	Page No.	Clause No. and Clause	Clarification/ Suggestion by the Bidder	Clarification/Recommendations by Sikkim Organic Mission
1	37	<p>Clause 3.4 Combined and Final Evaluation.</p> <p>Proposals will finally be ranked according to their combined technical (Tb) and financial (Cb) scores as follows:</p> <p>$Bb = (0.6) * Tb + (0.4) x (Cmin / Cb * 100)$ Where, Bb = overall combined score of bidder under consideration (calculated up to two decimal points)</p> <p>Tb = Technical score of the bidder under consideration Cb= Financial bid value of the bidder under consideration Cmin= Lowest financial bid value among the financial proposals under consideration</p>	<p>We suggest to evaluate proposal and rank according to their combined technical (Tb) and financial (Cb) scores as follows :</p> <p>$Bb = (0.8) * Tb + (0.2) x (Cmin / Cb * 100)$.</p> <p>This will ensure better quality of bids and work.</p>	<p>Accepted:</p> <p>However, the combined technical (Tb) and financial (Cb) scores will be as follows:</p> <p>$Bb = (0.7) * Tb + (0.3) x (Cmin / Cb * 100)$</p> <p>Technical weightage: 70% and Financial weightage: 30%</p>
2	49	<p>Deliverables for Stage II point (h)</p> <p>Handholding and monitoring support during project implementation</p>	<p>We would request the authority to elaborate on the requirement for Handholding and monitoring support. We understand that during this phase the key personnel are not required to be stationed at the client office and need to travel as and when required for the implementation</p>	<p>Handholding and monitoring support would be through electronic / telephonic communication and site visit may not be necessary.</p>

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			support. Please confirm.	
3	59	<p>Form 7: Abstract of Eligible Assignments of the Applicant</p> <p>In the event that the Applicant does not wish to disclose the actual fee received for any particular assignment, it may state that it has received more than the amount specified for eligibility under this RFP. For example, it may state: “Above Rs. 5 (five) lakh” in respect of a particular project.</p>	Please confirm if the Form 7 (Professional Fees received by the Applicant), certified by the Authorized signatory of the firm is acceptable.	Yes it is acceptable.
4	31	<p>Clause 2.30 Proprietary data</p> <p>Subject to the provisions of Clause 2.22, all documents and other information provided by the Authority or submitted by an Applicant to the Authority shall remain or become the property of the Authority. Applicants and the Transaction Advisor, as the case may be, are to treat all information as strictly confidential.</p> <p>The Authority will not return any Proposal or any information related thereto. All information collected, analysed, processed or in whatever manner provided by the Applicant to the</p>	<p>We suggest to modify the clause as :</p> <p>Subject to the provisions of Clause 2.22, All documents and other information provided by the Authority or submitted by an Applicant to the Authority shall remain or become the property of the Transaction Advisor.</p> <p>The Authority will not return any Proposal or any information related thereto.</p>	Not accepted.

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		Authority in relation to the Transaction Advisory Services shall be the property of the Authority.		
5	41	Clause 6.4 Miscellaneous All documents and other information supplied by the Authority or submitted by an Applicant shall remain or become, as the case may be, the property of the Authority. The Authority will not return any submissions made hereunder. Applicants are required to treat all such documents and information as strictly confidential.	We suggest to modify the clause as : All documents and other information supplied by the Authority shall remain or become, as the case may be, the property of the Authority. The Authority will not return any submissions made hereunder. Applicants are required to treat all such documents and information as strictly confidential.	Not accepted.
6	42	Clause 6.5 Miscellaneous The Authority reserves the right to make inquiries with any of the clients listed by the Applicants in their previous experience record.	Would request the authority to delete this clause.	Not accepted.
7	7	Clause 1.8 Schedule of Selection Process Proposal Due Date or PDD -15:00 Hrs - 23/01/2017	We would request the authority to extend the submission due date by at least one week enabling us to submit a quality and more informed bid.	Accepted: Date of submission of proposal extended by 10 days to 2nd February 2017
8	37	Clause No. 3.4.1 - the weight age given to Technical score is 60% and	Request to change in the Technical & Financial weight age for bid evaluation:	Accepted: However, the combined technical (Tb) and

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		financial score is 40%		financial (Cb) scores will be as follows: $Bb = (0.7) * Tb + (0.3) * (Cmin / Cb * 100)$ Technical weightage: 70% and Financial weightage: 30%
9	35	Clause 3.1.3 Approach and methodology Relevant Experience of the Applicant, the approach and methodology are given 20% of 60 marks i.e. 12 marks out of 100 (Total Technical score).	<p>It is highly appreciable that the Government of Sikkim has considered Approach and Methodology as part of evaluation criteria, as it is the most important factor for success of a project.</p> <p>Although credentials and team are an important parameter to judge the ability to deliver similar projects, however each project has its unique set of challenges and requires a unique solution. A clear and well-thought-out Approach and Methodology would ensure all risks hindering project success are covered, thus increasing chances of project success.</p> <p>It is thus requested to increase the contribution of Approach and Methodology to at least 35 marks out of 100(Technical score), which the standard is followed by various ministries and PSU's for selection of Consultants.</p>	<p>Not accepted.</p> <p>The criteria of evaluation as specified in the Tender Documents stands.</p>

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10	-	Request for presentation for elaborating approach and methodology	<p>While it is important to ask for a written approach and methodology as part of proposal, it is equally important for Government of Sikkim to get understanding of the solution from the consultants face to face.</p> <p>Typically in such bid processes, consultants have to provide a detailed presentation on the approach and methodology, followed by a session of questions and answers. This demonstrates how much effective the proposed approach and methodology is and provides a chance to the decision makers to discuss, understand and give marks as per suitability of the solution to their needs. The marks for this presentation are part of the approach and methodology (35 out of 100 Technical). Ministries, Central PSU's, International Development agencies all are following the same method for evaluation of the bids.</p>	The Technical Evaluation Committee if required may ask for Presentation from the Technically Qualified Bidders.
11	12	Clause 2.2.4 - Power of Attorney as per the format at Form - 4 of Appendix- I	The Applicant should submit a provided, however, that such Power of Attorney would not be required if the Application is signed by a Partner or Director (on the Board of Directors) of the Applicant.	Not required if it is signed by the Partner of the Firm.

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12	7	Proposal Due Date	We request you to kindly extend the date for submission by two weeks.	Accepted: Date of submission of proposal extended by 10 days to 2nd February 2017
13	22	Clause 3.1.2 While awarding marks for the number of Assignments, the Applicant or Key personal, as the case may be that has undertaken the highest number of assignments shall be entitled to the maximum score for the respective category and all other competing Applicants or respective Key Personnel, as the case may be, shall be entitled to a proportionate score.	We request you to kindly keep the number of projects fixed for evaluation purpose. In the existing clause, the focus is on number of projects, which means firm having smaller number of projects in large number shall get benefit.	Not accepted. It is not possible to quantify the number of assignments.
14	44	7.1 SCHEDULE – 1 – Terms of Reference	We request you to kindly confirm the number of projects has been identified under the Mission Organic Value Chain Scheme.	One project currently which is the “Setting up of Integrated Processing Unit” under the MOVCD Project.