

**MINUTES OF PRE-BID MEETING HELD ON THE 3rd MARCH 2025 REGARDING
TENDER OF "Consulting Services for: Performance Grant Management for the management
and monitoring of Performance Grants"**

The pre-bid meeting for tender of "Consulting Services for: Performance Grant Management for the management and monitoring of Performance Grants" under PM-MKSSY was held on the 3rd March 2025 at 11:30 hrs in the conference room of Department of Fisheries (DoF) Chander Lok Building New Delhi 110001. The meeting was attended by the DoF officials and representative of M/s Ernst & Young LLP (E&Y), Pricewaterhouse Coopers Private Limited (PWC), Grant Thornton LLP (GT) and NABARAD Consultancy Private Limited (NABCONS).

Name of the Packages/ Ref. No

Consulting Services For:-Performance Grant Management Consultants (PGMC) for the management and monitoring of Performance Grants – Ref No - **STEP/RFP No.:** IN-DoF-451728-CS-QCBS

Name of the officials who participated:

From Department of Fisheries:

1. Dr. Tarun Kumar Singh, Assistant Commissioner, DoF
2. Sh.Intisar Anees Siddiqui, Team Lead – PMU, DoF
3. Ms. Anupam Sharma, Senior Technical Officer, DoF
4. Sh. Akash Sharma, PMU, DoF
5. Sh.Gaurav Kr. Sharma, PMU, DoF
6. Sh.Ayub Alam, PMU, DoF

From Prospective Bidders:

1. Sh.Utsav Mishra-Ernst & Young (E&Y)
2. Ms.Divya Bhatt-Ernst & Young (E&Y)
3. Sh.Sravani Kundur- Pricewaterhouse Coopers Private Limited (PWC)
4. Ms.Avantika Sharma- Pricewaterhouse Coopers Private Limited (PWC)
5. Sh.Chirag Jain- Grant Thornton (GT)
6. Sh. Dinesh Garg- Grant Thornton (GT)
7. Ms.Shweta Shinde- Grant Thornton (GT)
8. Ms. Lucky Singh-NABARD Consultancy Services Private Limited (NABCONS)

Opening Remarks

DoF welcomed the prospective bidder on behalf of the Project and explained the background and context of the bid. Thereafter, the essential points pertaining to the present bid were explained in detail and then the meeting was opened for clarifications.

1. The Gist of Queries of the Prospective bidders and clarification by DoF is appended as per Annexure-I
2. These minutes of pre-bid meeting shall form the part of bid document/amendment.
3. Rest of the term and condition of RFP will remain same.
4. The amendment/clarification are uploaded on CPPP portal, NFDP and website of the Department of Fisheries for the information for all the intended bidders.
5. The submission of bid by the bidders shall be constructed to be in conformity to the RFP documents and amendments/clarification given.

The meeting was closed with vote of thanks.


V. SRINAVASA RAO
Secretary/Director
India

Annexure-I (Pre Bid Response)

Annexure-I Pre Bid Response -Department of Fisheries

STEP/RFP No.:IN-DoF-451728-CS-QCBS

Project Name: Consulting Services for: Performance Grant Management Consultants (PGMC) for Management and Monitoring of Performance Grants aimed at improving efficiency in the fisheries value chain and promoting the adoption of safety and quality assurance measures, under components 2 and 3 of the Pradhan Mantri Matsya Kisan Samridhi Sah-yojana (PM-MKSSY).

Last date of submission of Pre bid queries- 3rd March 2025

Firms that submitted Pre-bid queries on or before date:-Grant Thornton Bharat LLP, E&Y,PwC,NABARD Consultancy, LINPICO SARL

Firm that submitted Pre-bid queries after due date:-Nangia & Co LLP

The following responses of the queries/clarification has been provided as under:-

Grant Thornton Bharat LLP

(Pre Bid Query/Clarification received through Email and hard copy as on 03rd March 2025)

Sr No	RFP reference/Page No	RFP Clause	Clarification sought/Query	Response
1	Section 2. Instructions to Consultants: ITC Reference 21.1 (Part A: Mandatory Criteria) and Page no. 33	The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments managing Government Programmes/ schemes in the last 5 years i.e. 2019-20 to 2023-24 (1st April 2019 to 31st March 2024) of minimum contract value of INR 5 (Rupees Five Crore) each assignment.	Clarification 1- We seek clarification on whether assignments that concluded within the last five-year period from 01 April 2019 to 31 March 2024 (but started before this period), will be considered eligible under the specified criteria.	Work orders that commenced on or after 1st April 2017 will be considered only.
			Clarification 2- In the case of large-scale assignments that extend beyond the initial timeframe, we understand that the successful completion of the first phase of such assignments, as per the original contract letter, should be considered eligible. This includes assignments where the term of the first phase, as per the original contract letter, is completed, and the second phase is ongoing as per the extension provided by the client. We request confirmation that phase completion, as per the original contract terms, will be considered eligible under this criteria.	In the case of assignments that started on or after 1st April 2017, and are either completed or ongoing between 1st April 2017 to 31st March 2024, eligibility will be determined on the basis of the completion certificate for completed projects and the performance certificate for ongoing projects as provided by the client. Additionally, to meet the eligibility requirements, a certificate from the company's Auditor will be necessary. This should certify that the requisite minimum fees of INR 5 crores for each assignment have been realized, along with relevant project details, including the project period.
			Clarification 3- In case of large-scale complex assignments, where partial work has been completed and the requisite minimum fee of INR 5 crores has been realized, we request that the same may be considered eligible under the specified criteria.	Same as above Sr. No-1 Clarification-2
2	Section 2. Instructions to Consultants: ITC Reference 21.1 (Part A: Mandatory Criteria) and Page no. 33	Clause 2: Supporting Documents Required- Copies of Work Orders along with final payments certificate/ Completion Certificates by client. Only completed assignments will be considered.	In the case of completed projects where the client has not provided a completion certificate, we request that a certificate from a chartered accountant confirming fee realization of more than 5 crores be accepted as a supporting document along with the work order.	Same as above Sr. No-1 Clarification-2
3	Section 2. Instructions to Consultants: ITC Reference 21.1 (Part B: Evaluation Criteria (iii)) and Page no. 35	Additional marking provided to each position for - Experience in fisheries sector (1 mark)	We understand that 1 mark has been provided for experience in Fisheries sector for all positions. In the Manpower Requirement section (Page 69 onwards) for these positions, it has been mentioned that the requisite experience is Fisheries/ Agri and Allied value chain enhancement projects. We request that the same experience may be considered for marking as well for all positions.	Provision shall remain as per RFP/Amendment No.-1
4	-	-	We seek clarification on the eligibility criteria concerning potential conflicts of interest. In case any bidder/ entity is currently engaged in managing PM-MKSSY scheme, may not be eligible to participate for this bid as the same may present a conflict of interest.	The prevailing conditions regarding conflict of interest will be adhered to.
5	Section 2. Instructions to Consultants: ITC Reference 26.1 (QCBS only) and Page no. 37	The weights given to the Technical (T) and Financial (P) Proposals are: T = 80% P = 20%	We request a revision of the weightage assigned to the Technical (T) and Financial (P) Proposals. We propose adjusting these weights to T = 70% and P = 30% to ensure a more balanced evaluation of both technical and financial aspects.	Provision shall remain as per RFP/Amendment No.-1
6	Section 2. Instructions to Consultants: ITC Reference 21.1 (Part B: Evaluation Criteria (i)) and Page no. 33	10 points for each Central Govt. Project & 5 points for each State Govt. Project, maximum 30 points)	We understand that 10 marks have been provided for Central Government projects and 5 marks for each state Government projects. Given that schemes like PM-MKSSY and other similar schemes are generally run by the state governments, we seek clarification on the rationale behind differentiating marks for central government projects. Our view is that uniform marking should be provided for both Central and State Government projects. Additionally, we suggest that extra marks be awarded for projects funded by bilateral or multilateral agencies, recognizing the complexity and scale of such projects.	Provision shall remain as per RFP/Amendment No.-1

श्री. श्रीनिवास एन. कृष्णभवन
 भारत सरकार
 मत्स्यपालन, पशुपालन एवं डेयरी विभाग
 Min. of Fisheries, Animal Husbandry & Dairying
 मत्स्यपालन विभाग/Department of Fisheries
 कृषि भवन, गडि हिली-110001
 Krishi Bhawan, New Delhi-110001

1	28	Sec 2: Information for Consultants, Data Sheet 14.1.1. Joint Venture or sub-consultants not allowed	We request you to kindly allow the provision for joint venture or sub-consultants, which will enable us to deliver services more efficiently with the appropriate experience and expertise.	Provision shall remain as per RFP/Amendment No.-1
2	31	Sec 2: Information for Consultants, Data Sheet 17.4. The Proposals must be uploaded on the e-procurement portal specified in ITC 1 (m) no later than: Date: 24th March 2025 Time: 11:30 AM local time	We request you to kindly extend the last date of submission to 31 st March 2025 which can enable us to submit a well-rounded, comprehensive proposal.	Last date of submission will be 27th March 2025.
3	33	Sec 2: Information for Consultants, Data Sheet 21.1. Part A: Mandatory Criteria 2. The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments/ International Development Agencies managing Government Programmes/ schemes in the last 10 years i.e. 2013- 15 to 2023-24 (1st April 2013 to 31st March 2024) of minimum contract value of INR 3 (Rupees Three Crore) each assignment. We kindly ask you to consider ongoing assignments as well, since the PMU assignments for Central/State Governments will be executed over an extended period of time across the years. Only Completed assignments will be considered	We request you to kindly modify the mandatory criteria as follows: The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments/ International Development Agencies managing Government Programmes/ schemes in the last 10 years i.e. 2013- 15 to 2023-24 (1st April 2013 to 31st March 2024) of minimum contract value of INR 3 (Rupees Three Crore) each assignment. We kindly ask you to consider ongoing assignments as well, since the PMU assignments for Central/State Governments will be executed over an extended period of time across the years.	Provision shall remain as per RFP/Amendment No.-1
4	33	Sec 2: Information for Consultants, Data Sheet 21.1. Part B: Evaluation Criteria (i) Specific experience of the Consulting Firm relevant to the assignment: a) Experience of having successfully managed field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector during the last five years i.e. FY 2019-20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 5 (Five) crores for each completed assignment.	We request you to kindly modify the evaluation criteria as follows: The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments/ International Development Agencies managing Government Programmes/ schemes in the last 10 years i.e. 2013- 15 to 2023-24 (1st April 2013 to 31st March 2024) of minimum contract value of INR 3 (Rupees Three Crore) each assignment.	Provision shall remain as per RFP/Amendment No.-1
5	33	Sec 2: Information for Consultants, Data Sheet 21.1. Part B: Evaluation Criteria (i) Specific experience of the Consulting Firm relevant to the assignment: Only completed assignments with work order along with final payment certificate/completion certificate will be considered for evaluation of the proposal.	We understand that completion certificates obtained from CA/Statutory audit certificate stating the completion of project based on the client and Project information would also be considered as the completion proof. Please confirm.	Same as above Sr. No-1 Clarification-2
6	26	Sec 2: Information for Consultants, Data Sheet 10.1.B. Preparation of Proposals Power of Attorney to sign the proposal	We understand that in case a board resolution is submitted, power of attorney is not required to be submitted. Please confirm that our understanding is correct.	Yes, Power of Attorney is required. Power of Attorney would provide the information about the authorised personnel of the consulting firm to submit and sign the proposal etc.
7	67	Scope of Work Capacity Building and Stakeholder Engagement (Specific to Performance Grant Components)	We understand that the costs (logistics, accommodation, organization etc..) applicable for undertaking capacity building and training programs for the specified stakeholders will be borne by the PMU. Please confirm.	In case of any field visit approved by DoF, expenses will be reimbursed as per actual and entitlements as per Government norms or decided by the Department of Fisheries and approved by DoF. As per clause 16.1 of Section 2 ITC E. Data Sheet specify that In case of official travel if required, rules and regulation of DoF for reimbursement will be applicable for TA/DA, Hotel expenses etc.

श्री निवास राय / Director
 भारत सरकार / Govt. of India
 पशुपालन, पशुपालन एवं डेयरी विकास
 विभाग / Department of Fisheries
 नया दिल्ली-110001
 New Delhi-110001

8	35	Sec 2: Information for Consultants, Data Sheet 21.1. Part B: Evaluation Criteria (i) Key experts qualification and competence for assignment: Project Manager: Experience in fisheries sector (2 marks) Performance Management - Monitoring, Evaluation and Communication Consultant: Experience in Fisheries Sector (1 mark) Climate Change/Carbon Credit expert: Experience in Fisheries Sector (1 mark)	We request you to modify the evaluation criteria as below: Project Manager: Experience in Fisheries/Agri or Allied Sectors (2 marks) Performance Management - Monitoring, Evaluation and Communication Consultant: Experience in Fisheries/Agri or allied Sector (1 mark) Climate Change/Carbon Credit expert: Experience in Fisheries/Agri or allied Sector (1 mark)	Provision shall remain as per RFP/Amendment No.-1
Ernst & Young LLP (Pre Bid Query/Clarification received through Email as on 03rd March 2025)				
1	16. Financial Proposal	16.1 The Financial Proposal shall be prepared using the Standard Forms provided in Section 4 of the RFP. It shall list all costs associated with the assignment, including (a) remuneration for Key Experts and Non-Key Experts, (b) reimbursable expenses indicated in the Data Sheet.	We understand that the project will be implemented across India, necessitating field visits and travel for consultants during execution. In this regard, we seek clarification on whether the costs incurred for field visits and travel will be reimbursed separately or should be included in "reimbursable expenses" as specified in the clause.	In case of any field visit approved by DoF, expenses will be reimbursed as per actual and entitlements as per Government norms or decided by the Department of Fisheries and approved by DOF. As per clause 16.1 of Section 2 ITC E. Data Sheet specify that in case of official travel if required, rules and regulation of DoF for reimbursement will be applicable for TA/DA, Hotel expenses etc. DoF will formulate necessary guideline in this regard.
2	33 Mandatory Criteria Clause 21.1 Point 2 of Part A:	Mandatory Criteria point 2 The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments managing Government Programmes/ schemes in the last 5 years i.e. 2019-20 to 2023-24 (1st April 2019 to 31st March 2024) of minimum contract value of INR 5 (Rupees Five Crore) each assignment. Supporting Documents Required Copies of Work Orders along with final payments certificate/ Completion Certificates by client. Only completed assignments will be considered.	The RFP states "Only completed assignments with work order along with final payment certificate/completion certificate will be considered for evaluation of the proposal." 1. It is generally observed that projects initially awarded and successfully completed, but later extended, are considered eligible for evaluation, as their original scope was fulfilled within the initial awarded timeframe. 2. Given that the project implementation duration is two years, it is submitted to engage organizations with a minimum of two years of prior experience in managing field-level projects to ensure effective execution and operational continuity. In continuation of the above clause, it is requested to add: "Supporting Documents Required:- Copies of Work Orders along with final payments certificate/ Completion Certificates and extension order by client. Only completed assignments with a minimum project duration of 2 years, including those that have successfully completed initial awarded period of 2 years and were subsequently extended will be considered."	Same as above Sr. No-1 Clarification-2  V. श्रीनिवास राव / V. SRINAVASA RAO निदेशक/Director भारत सरकार / Govt. of India मत्स्यपालन, पशुपालन एवं डबरी मंत्रालय Min. of Fisheries, Animal Husbandry & Dairying मत्स्यपालन विभाग/Department of Fisheries कृषि भवन, नई दिल्ली-110001 Krishi Bhawan, New Delhi-110001

3	Mandatory Criteria -Clause 21.1 Point (i) (a) of Part B: Evaluation Criteria	Part B: Evaluation Criteria: Criteria, sub-criteria, and point system for the evaluation of the Full Technical Proposal: Point (i) Specific experience of the Consulting Firm relevant to the assignment: a) Experience of having successfully managed field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector during the last five years i.e. FY 2019-20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 5 (Five) crores for each completed assignment. 30 (10 points for each Central Govt. Project & 5 points for each State Govt. Project, maximum 30 points) Note: - i. Consulting firms shall ensure to submit Copies of Work orders along with final payment certificate/ Completion certificates for each completed assignment. ii. Only completed assignments with work order along with final payment certificate/completion certificate will be considered for evaluation of the proposal.	In the evaluation criteria it is mentioned that "Experience of having successfully managed field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector during the last five years i.e. FY 2019- 20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 5 (Five) crores for each completed assignment." 1. In general field-level assignments refer to projects that have a direct ground-level impact and are implemented on-site/field, extending beyond activities such as "As-Is" assessments and feasibility studies. 2. To ensure that the selected firm/organization is equipped with skills and experience for effective ground level implementation of the project the scope of the successfully completed field level assignments may not be limited to only As is assessment & Feasibility study and the firm should have experience of hands on implementation. In this context, clarification is sought on what are the activities that would be considered as eligible "field level assignments". 3. Given that the project requires specialized technical skills and sector-specific knowledge in fisheries, it is proposed that 3 marks may be awarded to firms/organizations that have successfully completed more than 5 projects in the fisheries sector. This will ensure that the selected firm possesses the necessary expertise to effectively execute the assignment. We request to modify the Clause as: "Part B: Evaluation Criteria: Criteria, sub-criteria, and point system for the evaluation of the Full Technical Proposal: Point (i) Specific experience of the Consulting Firm relevant to the assignment: a) Experience of having successfully managed field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector during the last five years i.e. FY 2019-20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 5 (Five) crores for each completed assignment. 30 (9 points for each Central Govt. Project, 4.5 points for each State Govt. Project & overall 3 points for Fisheries experience	It is clarified that Field level assignment will be referred to those assignments that will have a direct ground level impact and are implemented on-site/field. Activities related to assessment or studies will not be considered as field-level assignments.
4	27.1	Expected date and address for contract negotiations: Date: Will be notified letter to the LI bidder Address: Department of Fisheries, Govt. of India, Ground Floor, Chandralok Building, Janpath, New Delhi-110001	We understand that the LI bidder is the one who submits the lowest quoted price. However, the RFP includes a specific clause under Section "D. Negotiations and Award, 27.1 Expected Date and Address for Contract Negotiations," which states: "Date: Will be notified by letter to the LI bidder." In light of this, we seek clarification on whether only the LI bidder will be invited for contract negotiations based solely on their financial bid, or if the firm with the highest overall score, determined after the evaluation of both technical and financial bids, will be selected for negotiations.	In this case, the LI bidder represents the highest overall scoring bidder, determined after the evaluation of both technical and financial bids, as per the 80:20 method outlined in the RFP. Therefore, the firm with the highest overall score will be selected for the contract negotiations.
5	Duration of Engagement	Duration of Engagement The contract will be for 2 years, which may be extended further, subject to the requirement, availability of budget and satisfactory performance of the agency, with the mutual consent of both the parties and with the same terms and conditions.	This clause does not consider incremental expenses, which are essential for covering the costs associated with maintaining human resources. To address this, we request the inclusion of the following provision to ensure these additional costs are appropriately considered. "The contract will be for 2 years, which may be extended further, subject to the requirement, availability of budget and satisfactory performance of the agency, with the mutual consent of both the parties and with a 10% YOY increment applicable at the time of extension for each year, other terms and conditions remaining same."	Duration of the engagement is for 2 years. Depending on the mutual consent of both the parties, performance of the consultant and available budget the contract can be extended further if required with same terms and conditions. (SCC 14.1)
6	Section 8.	Supporting Staff (Non-Key Experts):	We request the authority to kindly include B.F. Sc as an eligible qualification for this position, considering its direct relevance to the fisheries sector.	Provision shall remain as per RFP/Amendment No.-1
	Manpower requirement	Qualification: Postgraduate/ MBA Experience: Minimum 1 year of relevant experience in Agri and Allied sector	Additionally, we request that the minimum required experience be increased to more than 3 years in fisheries projects to ensure candidates have adequate expertise in fisheries value chain development and sector-specific challenges.	Provision shall remain as per RFP/Amendment No.-1

श्री. श्रीनिवास राव
 निदेशक/प्रमुख
 भारत सरकार/ Govt. of India
 मत्स्यपालन, पशुपालन एवं डेवरी मंत्रालय
 Fisheries, Animal Husbandry & Dairying
 विभाग/Department of Fisheries
 नई दिल्ली-110001
 Delhi-110001

7	Clause 19 (b), 19.1.3. of General Conditions of Contract	19.1.3. The Consultant may terminate this Contract, by not less than thirty (30) calendar days" writes notice to the Client, in case of the occurrence of any of the events specified in paragraphs (a) through (d) of this Clause. (a) If the Client fails to pay any money due to the Consultant pursuant to this Contract and not subject to dispute pursuant to Clause GCC 45.1 within fortyfive (45) calendar days after receiving written notice from the Consultant that such payment is overdue. (b) If, as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than sixty (60) calendar days. (c) If the Client fails to comply with any final decision reached as a result of arbitration pursuant to Clause GCC 50.1. (d) If the Client is in material breach of its obligations pursuant to this Contract and has not remedied the same within forty-five (45) days (or such longer period as the Consultant may have subsequently approved in writing) following the receipt by the Client of the Consultant's notice specifying such breach.	In continuation of the clause, we request you to add "Consultant may terminate this Contract or any particular services immediately upon written notice to Client, if Consultant reasonably determines that it can no longer provide the services in accordance with applicable law or its professional obligations."	Provision shall remain as per RFP/Amendment No.-1
8	Clause 23.1 Point of Special Conditions of Contract	The following limitation of the Consultant's Liability towards the Client can be subject to the Contract's negotiations: "Limitation of the Consultant's Liability towards the Client: (a) Except in the case of gross negligence or willful misconduct on the part of the Consultant or on the part of any person or a firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to damage caused by the Consultant to the Client's property, shall not be liable to the Client: (i) for any indirect or consequential loss or damage; and (ii) for any direct loss or damage that exceeds one time of the total value of the Contract; (b) This limitation of liability shall not (i) affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services; (ii) be construed as providing the Consultant with any limitation or exclusion from liability which is prohibited by the Applicable Law in India".	The minimum coverage amount is not mentioned. We request to add a capping amount, that "The amount in no case shall exceed the total fees received from the client."	Provision shall remain as per RFP/Amendment No.-1


 Anand K. RAO
 Director
 Ministry of Fisheries, Govt. of India
 मत्स्य विभाग, नई दिल्ली एवं डेयरी मंत्रालय
 Ministry of Fisheries, Animal Husbandry & Dairying
 मत्स्य विभाग/Department of Fisheries
 कृषि भवन, नई दिल्ली-110001
 Krishi Bhawan, New Delhi-110001

9	Class 23.5 of Public Opening of Financial Proposals Following the completion of the evaluation of the Technical Proposals, the Client will notify online through e-procurement portal, all Consultants of the location, date and time of the public opening of Financial Proposals. Any interested party who wishes to attend this public opening should contact the following official and request to get notified of the location, date and time of the public opening of Financial Proposals. The request should be made before the deadline for submission of Proposals, stated above – V. Srinivasa Rao Director (Fisheries), Department of Fisheries, Govt. of India, Email: srveeragandham@govt.in Alternatively, a notice of the public opening of Financial Proposals may be published on the Client's website, if available. In the event of the specified date of proposal opening being declared a holiday for the Client, the proposals will be opened at the appointed time and location on the next working day.	Clarification is sought if Hard copies of proposals are to be also submitted.	No hard copy submission allowed. Will consider proposal submitted through given e-proc portal only.
10	The payment schedule: The Payment Schedule: 1 Acceptance of the Inception Report (Strategy, List of Staff, Broad Work Plan) - 10% 2 Acceptance of the Quarterly Progress Report (1st Quarter – Year 1) - 8.75% 3 Acceptance of the Quarterly Progress Report (2nd Quarter – Year 1) - 8.75% 4 Acceptance of the Quarterly Progress Report (3rd Quarter – Year 1) - 8.75% 5 Acceptance of the Quarterly Progress Report (4th Quarter – Year 1) - 8.75% 6 Acceptance of the Quarterly Progress Report (1st Quarter – Year 2) - 8.75% 7 Acceptance of the Quarterly Progress Report (2nd Quarter – Year 2) - 8.75% 8 Acceptance of the Quarterly Progress Report (3rd Quarter – Year 2) - 8.75% 9 Acceptance of the Quarterly Progress Report (4th Quarter – Year 2) - 8.75% 10 Acceptance of the Final Terminal Report including satisfactory work done report from each of the Schemes - 20.00%	The initial kickoff of the project and the onboarding of all team members involve additional costs incurred at incremental rates. Considering these financial implications, we respectfully propose an increase in the payment disbursed upon acceptance of the Inception Report from 10% to 15%. This adjustment would help accommodate the initial expenses associated with mobilizing resources and ensuring a smooth commencement of the project. The payment at acceptance of the Final Terminal Report including satisfactory work done report from each of the Schemes may be reduced from 20% to 15%. The Payment Schedule: 1 Acceptance of the Inception Report (Strategy, List of Staff, Broad Work Plan) - 15% 2 Acceptance of the Quarterly Progress Report (1st Quarter – Year 1) - 8.75% 3 Acceptance of the Quarterly Progress Report (2nd Quarter – Year 1) - 8.75% 4 Acceptance of the Quarterly Progress Report (3rd Quarter – Year 1) - 8.75% 5 Acceptance of the Quarterly Progress Report (4th Quarter – Year 1) - 8.75% 6 Acceptance of the Quarterly Progress Report (1st Quarter – Year 2) - 8.75% 7 Acceptance of the Quarterly Progress Report (2nd Quarter – Year 2) - 8.75% 8 Acceptance of the Quarterly Progress Report (3rd Quarter – Year 2) - 8.75% 9 Acceptance of the Quarterly Progress Report (4th Quarter – Year 2) - 8.75% 10 Acceptance of the Final Terminal Report including satisfactory work done report from each of the Schemes - 15.00% Also, the details of the designated nodal officers may be clearly specified, including the individuals responsible for report submission, acceptance, approval, and formal acknowledgment of satisfactory completion to facilitate payment process.	Provision shall remain as per RFP/Amendment No.-1  V. SRINIVASA RAO Director भारत सरकार / Govt. of India मत्स्यपालन, पशुपालन एवं डेयरी मंत्रालय Min. of Fisheries, Animal Husbandry & Dairying मत्स्यपालन विभाग / Department of Fisheries कृषि भवन, नई दिल्ली-110001 Krishi Bhawan, New Delhi-110001
11		We understand that employee well-being and work-life balance are necessary for enhancing job satisfaction and productivity within an organization. In this context, we request the inclusion of a clause on the leave policy, as the RFP does not provide specific details on this aspect Leaves policy The consultants shall be entitled to leaves in accordance with the leave policy outlined by the Central Government. The specifics of leave entitlements, types of leaves, and any additional conditions related to leaves will be governed by the prevailing Central Government policies.	The consultants deployed are entitled for 12 days annual leave (1 leave for each completion month) with maximum five (5) days leave at a time. These leaves will not be accumulated at end of the year and no carry forward of leave allow. Further, it should be the responsibility of the firm to ensure that the project does not suffer any ill effects due to absence of Consultant at any point.

12			In case, with increased scope of work during project implementation, the hiring of additional resources may be necessary to ensure seamless execution. In such cases, clarification is requested on whether the contract provisions allow for the hiring of additional resources at a predefined rate under such circumstances.	Term of reference and requirement of desired manpower has already been provided.
NABARAD Consultancy Private Limited (NABCONS) (Pre Bid Query/Clarification received through Email as on 03rd March 2025)				
1	Page 33	The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments managing Government Programmes/ schemes in the last 5 years i.e. 2019-20 to 2023-24 (1st April 2019 to 31st March 2024) of minimum contract value of INR 5 (Rupees Five Crore) each assignment. Copies of Work Orders along with final payments certificate/ Completion Certificates by client. Only completed assignments will be considered.	Kindly relax the document as final payments certificate/ Completion Certificates/ CA certificate	Same as above Se. No-1 Clarification-2
2	Part A: Mandatory Criteria: Page 33 Serial No.3	The applicant (firm) should have a minimum annual turnover of Rs.100 Crore from Indian operations in business consulting services in each of the last 3 years i.e., 2020-21 to 2022-23. Turnover Certificate certified by Statutory Auditor or Extracts from the Audited Financial Statements for the last 3 years i.e., 2020-21 to 2022-23.	Kindly consider the average of last three years turnover of Rs.100 crore from Indian operation i.e 2021-22, 2022-23, 2023-24.	Provision shall remain as per RFP/Amendment No.-1
3	Part B: Evaluation Criteria:	(i) Specific experience of the Consulting Firm relevant to the assignment: a) Experience of having successfully managed field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector during the last five years i.e. FY 2019-20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 5 (Five) crores for each completed assignment. Only completed assignments with work order along with final payment	Kindly consider Work Orders/CA certificate for Completed Assignments	Provision shall remain as per RFP/Amendment No.-1
NANGIA & CO LLP (Pre Bid Query/Clarification received through Email on 05th March 2025)				
1	Part A: Mandatory Criteria S. No. 2 Page no — 32,33	The applicant (firm) should have successfully managed at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector projects for Central Government/ Central Government Entities/ State Governments managing Government Programmes/ schemes in the last 5 years i.e. 2019-20 to 2023-24 (1st April 2019 to 31st March 2024) of minimum contract value of INR 5 (Rupees Five Crore) each assignment.	We appreciate the department's commitment to ensuring that only experienced and capable agencies are selected for this project. However, we would like to request a reconsideration of the eligibility criteria as follows: "The applicant (firm) should have successfully managed/ongoing at least three field level assignments or Performance Management Consultancy assignments in fisheries/Agriculture or allied sector/Training & Capacity Promotion projects for Central Government/ Central Government Entities/ State Governments or their agencies/institutions managing Government Programmes/ schemes in the last 5 years i.e. 2019-20 to 2023-24 (1st April 2019 to 31st March 2024) Of minimum contract value of INR 3 (Rupees Three Crore) each assignment. (Completed/on-going)	Provision shall remain as per RFP/Amendment No.-1  V. P. SRINIVASA RAO Director भारत सरकार / Govt. of India मत्स्यपालन, पशुपालन एवं डोंगरी मंत्रालय Min. of Fisheries, Animal Husbandry & Dairying मत्स्यपालन विभाग / Department of Fisheries कृषि भवन, नई दिल्ली-110001 Krishi Bhawan, New Delhi-110001

2	Part A: Mandatory Criteria S. No. 2 Page no — 33	The applicant (firm) should have a minimum annual turnover of Rs100 crore from Indian operation in Business consulting services in each of last three years i.e., 2020-21 to 2022-23.	The Authorities are requested to please make the relaxation in the criteria as follows: "The applicant (firm) should have a minimum average annual turnover Of Rs.100 Crore from Indian operations in business consulting services in the last 3 years i.e., 2020-21 to 2022-23. "	Provision shall remain as per RFP/Amendment No.-1
3	Part B: Evaluation Criteria S. NO.i (a) Specific experience Of the Consulting Firm relevant to the assignment: Page no — 33	Experience of having successfully managed field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector during the last five years i.e. FY 2019-20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 5 (Five) crores for each completed assignment.(10 points for each Central Govt. Project & 5 points for each State Govt. Project, maximum 30 points)	The Authorities are requested to please make the relaxation in the criteria as follows: "Experience Of having successfully managed/ongoing field level assignments / Performance Management Consultancy assignments in Fisheries/Agriculture or allied sector /Training & Capacity Building/Livelihood Promotion during the last five years i.e. FY 2019-20 to FY 2023-24 (1st April 2019 to 31st March 2024) With minimum contract value not less than INR 3 (Three) crores for each completed/ongoing assignment. " (10 points for each Central Govt. Project & 5 points for each State Govt. Project, maximum 30 points)	Provision shall remain as per RFP/Amendment No.-1
LINPICO SARRL (Pre Bid Query/Clarification received through Email on 27th February 2025)				
1	Page 28	14.1.1 Joint Venture or sub-consultants not allowed	We are requesting you to kindly allow to participate JV/Consortiums.	Provision shall remain as per RFP/Amendment No.-1
2	Page 32	Part A Mandatory Criteria Point 1. The applicant (firm) should be legally registered firm and have been operating in India at least for the last ten years	We are requesting you to kindly remove the word "in India" and modify the clause as: Point 1. The applicant (firm) should be legally registered firm and have been operating at least for the last ten years.	Provision shall remain as per RFP/Amendment No.-1
3	Page 33	Part A Mandatory Criteria Point 3. The applicant (firm) should have a minimum annual turnover of ₹ 100 crore from Indian operations in business consulting services in each of last 3 years i.e., 2020-21 to 2022-23	We are requesting you to kindly modify the clause as: Point 3. The applicant (firm) should have minimum annual turnover of ₹ 50 crore in consulting services in each of the last 3 years i.e., 2020-21 to 2022-23	Provision shall remain as per RFP/Amendment No.-1
Note:- Addendum/corrigendum is being issued in this regard				


श्री. श्रीनिवास राय KRINAVASA RAO
 निदेशक/Director
 भारत सरकार/Govt. of India
 मत्स्यपालन, पशुपालन एवं डेयरी मंत्रालय
 Min.of Fisheries,Animal Husbandry & Dairying
 मत्स्यपालन विभाग/Department of Fisheries
 कृषि भवन, नई दिल्ली-110001
 Krishi Bhawan, New Delhi-110001