

**MINUTES OF PRE-BID MEETING HELD ON THE 3<sup>rd</sup> 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 3<sup>rd</sup> 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, NFDPP 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.

  
श्रीनिवास राव / V. SRINAVASA RAO  
Director  
of 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.	<b>Clarification 1-</b> 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.
			<b>Clarification 2-</b> 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 <i>completion certificate for completed projects and the performance certificate for ongoing projects as provided by the client</i> . 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 realised, along with relevant project details, including the project period.
			<b>Clarification 3-</b> 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	<b>Clause 2: Supporting Documents Required-</b> 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 <b>Fisheries/ Agri and Allied value chain enhancement projects</b> . 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

वी. श्रीनिवास राव  
 निदेशक, प्रशासन  
 भारत सरकार  
 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




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 <sup>st</sup> 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 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. 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 <b>Central Government/ Central Government Entities/ State Governments/International Development Agencies managing Government/International 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.</b> 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 <b>Central Government/ Central Government Entities/ State Governments/International Development Agencies managing Government/International 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.</b>	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.

श्रीनिवास राव / Director  
 भारत सरकार / Govt. of India  
 मत्स्यपालन, पशुपालन एवं डेयरी मंत्रालय  
 Fisheries, Animal Husbandry & Dairy  
 विभाग / Department of Fisheries  
 भवन, नई दिल्ली-110001  
 New Delhi-110001

8	35	<p>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)</p>	<p>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)</p>	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	<p><b>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</b> (a) remuneration for Key Experts and Non-Key Experts, (b) reimbursable expenses indicated in the Data Sheet.</p>	<p>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.</p>	<p>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.</p>
---	------------------------	---	--	--

2	<p>33 Mandatory Criteria Clause 21.1 Point 2 of Part A:</p>	<p><b>Mandatory Criteria point 2</b> 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.</p>	<p>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."</p>	<p>Same as above Sr. No-1 Clarification-2</p> <div style="text-align: right;">   <b>श्री. श्रीनिवास राव / V. SRINAVASA RAO</b>          निदेशक / Director          भारत सरकार / Govt. of India          मत्स्यपालन, पशुपालन एवं डयरी मंत्रालय          Min. of Fisheries, Animal Husbandry &amp; Dairying          मत्स्यपालन विभाग / Department of Fisheries          कृषि भवन, नई दिल्ली-110001          Krishi Bhawan, New Delhi-110001       </div>
---	---	--	---	--