



**ICAR -INDIAN AGRICULTURAL STATISTICS RESEARCH
INSTITUTE**
(An ICAR autonomous body under Department of Agriculture Research
and Education (DARE), Ministry of Agriculture and Farmers Welfare,
Govt. of India)



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Pre-Bid Response

Name of Project: Resilient Agricultural Education System (RAES)
under National Agricultural Higher Education Project
(NAHEP), Indian Council of Agricultural Research (ICAR)

IBRD Loan or IDA Credit No.: 8776-IN

Contract Name: Hiring of Program Management Consultancy (PMC) firm for
NAHEP - Resilient Agricultural Education System (RAES)

Identification Number: IN-IASRI - ND-260893-CS-QCBS

Date of Pre-Bid Conference: 25-08-2022

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
1	31 and 110	<p>Experience in setting up a PMU in IT/Technology Sector preferably in India with any Government department, PSU, Govt. Autonomous body completed in the last 7 Years (i.e. between 2015 – 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 2 Projects each with a value of more than 20 Crores OR • 4 Projects each with a value of more than 10 Crores OR • 8 Projects each with a value of more than 5 Crores <p>In case of ongoing projects, the payment amount to the firm till the date of submission of this Bid will be considered in each respective category.</p> <p>Documents required: Work order/Purchase Order/payment and Completion Certificate from the client</p>	<p>Request you to kindly modify the clause as follows:</p> <p>Experience in setting up a PMU in IT/Technology Sector preferably in India with any Government department, PSU, Govt. Autonomous body completed in the last 7 Years (i.e. between 2015 – 2022) (for Ongoing which has reached at least 50% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 2 Projects each with a value of more than 20 Crores OR • 4 Projects each with a value of more than 10 Crores OR • 8 Projects each with a value of more than 5 Crores <p>In case of ongoing projects, the payment amount to the firm till the date of submission of this Bid will be considered in each respective category.</p> <p>Documents required: Work order/Purchase Order/payment and Completion Certificate from the client/CA Certificate certifying revenue of project/Self-Certificate by authorized representative</p>	Please refer Addendum

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2	31 and 110	<p>Experience in managing a project in Education Sector other than Agriculture* Higher Education Sector preferably in India with any Government department , PSU or Govt. Autonomous body) started in the last 7 Years (i.e., between 2015 – 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 2 Projects each with a value of more than 8 Crores OR • 4 Projects each with a value of more than 4 Crores OR • 8 Projects each with a value of more than 2 Crores <p>In case of ongoing projects, the payment amount to the firm till the date of submission of this Bid will be considered in each respective category.</p> <p>Documents required: Work order/Purchase Order/payment and Completion Certificate from the client</p>	<p>Request you to kindly modify the clause as follows :</p> <p>Experience in managing a project in Education/Skilling Sector other than Agriculture* Higher Education Sector preferably in India with any Government department , PSU or Govt. Autonomous body) started in the last 7 Years (i.e., between 2015 – 2022) (for Ongoing which has reached at least 50% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 1 Projects each with a value of more than 8 Crores OR • 2 Projects each with a value of more than 4 Crores OR • 4 Projects each with a value of more than 2 Crores <p>In case of ongoing projects, the payment amount to the firm till the date of submission of this Bid will be considered in each respective category.</p> <p>Documents required: Work order/Purchase Order/payment and Completion Certificate from the client/CA Certificate certifying revenue of project/Self-Certificate by authorized representative</p>	<p>Skilling is a part of education and can be considered Please refer Addendum</p>

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3	31 and 110	<p>Experience in managing a project in Agriculture* Higher Education Sector with an order value of more than 40 Lakhs started in the last 7 years (i.e. between 2015 - 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 3 Projects [10 Points] • 2 Projects [7 Points] • 1 Project [3 Points] <p>*Agriculture also includes allied sectors like Fisheries, Animal Sciences, Dairy Sector etc</p>	<p>Request you to kindly modify the clause as follows: Experience in managing a project in Agriculture* Higher Education Sector with an order value of more than 40 Lakhs started in the last 7 years (i.e. between 2015 - 2022) (for Ongoing which has reached at least 50% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 3 Projects [10 Points] • 2 Projects [7 Points] • 1 Project [3 Points] <p>*Agriculture also includes allied sectors like Fisheries, Animal Sciences, Dairy Sector etc</p> <p>Documents required: Work order/Purchase Order/payment and Completion Certificate from the client/ CA Certificate certifying revenue of project/Self-Certificate by authorized representative</p>	Please refer Addendum
4	33 and 110	<p>Key Expert: Project Manager 1.1 Education B.Tech./BE with MS in IT/Project Management – 25 Marks</p>	<p>Request you to kindly modify the clause as follows: Key Expert: Project Manager 1.1 Education B.Tech./BE with MS/MBA/PGDM in IT/Project Management – 25 Marks</p>	Please refer Addendum
5	34 and 110	<p>Key Expert : IT Team Lead 1.1 B.Tech./BE with MBA/ MCA – 25 Marks</p>	<p>Request you to kindly modify the clause as follows: Key Expert: IT Team Lead 1.1 B.Sc/B.Tech./BE with MBA/ MCA – 25 Marks</p>	Please refer Addendum
6	34 and 110	<p>Key Expert : IT Team Lead 1.2 Certification ITIL v 4 /PRINCE 2 Practitioner – 10 Marks</p>	<p>Request you to kindly modify the clause as follows: Key Expert : IT Team Lead 1.2 Certification ITIL v 4 /PRINCE 2 Practitioner/CSM/CAPM/Six Sigma – 10 Marks</p>	No Change

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
7	34 and 110	Key Expert : IT Team Lead 2.2 Experience in managing end-to-end development of IT systems > 5 assignments – 30 Marks 3 - 5 assignments – 15 Marks 1 - 2 assignments – 5 Marks	Request you to kindly modify the clause as follows: Key Expert : IT Team Lead 2.2 Experience in managing end-to-end development of IT systems 3 assignments – 30 Marks 2 assignments – 10 Marks 1 assignments – 10 Marks	No Change
8	34 and 110	Key Expert : E-Content Lead 1.1 B.Tech./BE/ B.Sc. or equivalent and master's degree in education/social work – 35 Marks	Request you to kindly modify the clause as follows: Key Expert : E-Content Lead 1.1 B.Tech./BE/ B.Sc. or equivalent and master's degree in education/social work / MCA/MBA – 35 Marks	No Change
9	34 and 110	Key Expert : E-Content Lead Experience in managing e-content/e-learning assignments in education sector in government organization > 3 assignments – 25 Marks 3 assignments – 20 Marks 2 assignments – 15 Marks	Request you to kindly modify the clause as follows: Key Expert: E-Content Lead 21. Experience in managing e-content/e-learning assignments in education sector in government/ private organization > 3 assignments – 25 Marks 3 assignments – 20 Marks 2 assignments – 15 Marks	Please refer Addendum
10	34 and 110	Key Expert : E-Content Lead Relevant experience in projects with government organization/ world bank > 5 assignments – 20 Marks 3 - 5 assignments – 15 Marks	Request you to kindly modify the clause as follows: 2.3 Relevant experience in projects with government organization/ world bank/ private organization > 5 assignments – 20 Marks 3 - 5 assignments – 15 Marks	No Change
11	35 and 110	Certification in training / capacity building and change management	Request you to remove this clause as this is very specific	Please refer Addendum

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
12	35 and 110	Experience in managing capacity building programs in IT/education sector > 5 assignments – 25Marks 3 - 5 assignments – 20 Marks 1 - 2 assignments – 15 Marks	Request you to kindly modify the clause as follows: Key Expert: Capacity Building Lead Experience in managing capacity building programs in government/IT/education sector > 5 assignments – 25Marks 3 - 5 assignments – 20 Marks 1 - 2 assignments – 15 Marks	No Change
13	35 and 110	Key Expert : Capacity Building Lead Relevant experience in projects with government organization/ world bank > 5 assignments – 20 Marks 3 - 5 assignments – 15 Marks	Request you to kindly modify the clause as follows: Key Expert : Capacity Building Lead Relevant experience in projects with government organization/ world bank > 5 assignments – 20 Marks 3 - 5 assignments – 15 Marks	No Change
14	36 and 110	Key Expert: Education Policy Analyst Experience in publishing papers International/National journal > 5 Papers – 35 Marks 3-5 Papers – 25 Marks 2 Papers– 15 Marks	Request you to kindly modify the clause as follows: Key Expert : Education Policy Analyst Experience in publishing papers International/National journal 3 Papers – 35 Marks 2 Papers – 25 Marks 1 Papers– 15 Marks	Please refer Addendum
15	37 and 110	Key Expert: Policy Expert BA/ B Com (Hons) Economics and Master in Economics or equivalent – 35 marks BA/ B Com (Hons) Economics/ or equivalent – 25 marks	Request you to kindly modify the clause as follows: Key Expert: Policy Analyst Education BA/ B Com Economics and Master in Economics or equivalent – 35 marks BA/ B Com Economics/ or equivalent – 25 marks	No Change

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
16	37 and 110	Key Expert: Policy Analyst Experience in publishing research papers in International / National journals > 5 Papers – 35 Marks 3-5 Papers – 25 Marks 2 Papers– 15 Marks	Request you to kindly modify the clause as follows: Key Expert: Policy Analyst Experience in publishing research papers in International / National journals 3 Papers – 35 Marks 2 Papers – 25 Marks 1 Papers– 15 Marks	No Change
17	37 and 110	Key Expert: Policy Analyst Relevant experience with government organizations / world bank / not for profit organizations >8 Years - 15 Marks 5 - 8 Years - 10 Marks	Request you to kindly modify the clause as follows: Key Expert: Policy Analyst Relevant experience with government organizations / world bank / not for profit organizations >5 Years - 15 Marks 3-5 Years - 10 Marks	No Change
18	31	Section 21.1: i.a. Experience in setting up a PMU in IT/Technology Sector preferably in India with any Government department, PSU, Govt. Autonomous body completed in the last 7 Years (i.e. between 2015 – 2022) (for Ongoing which has reached at least 80% completion by value/Completed) [10 Points] • 2 Projects each with a value of more than 20 Crores OR • 4 Projects each with a value of more than 10 Crores OR • 8 Projects each with a value of more than 5 Crores In case of ongoing projects, the payment amount to the firm till the date of submission of this Bid will be considered in each	We request you to accept Work Order/Agreement/Purchase Order/LoI and Completion Certificate (incase of a completed project) or a Self-Certificate by authorized signatory regarding at least 80% completion (in case of ongoing project) as documentary evidence.	Please refer Addendum

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
		respective category. Documents required: Work order/Purchase Order/payment and Completion Certificate from the client		
19	31	<p>Section 21.1: i.b. b) Experience in managing a project in Education Sector other than Agriculture* Higher Education Sector preferably in India with any Government department , PSU or Govt. Autonomous body) started in the last 7 Years (i.e., between 2015 – 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 2 Projects each with a value of more than 8 Crores OR • 4 Projects each with a value of more than 4 Crores OR • 8 Projects each with a value of more than 2 Crores <p>In case of ongoing projects, the payment amount to the firm till the date of submission of this Bid will be considered in each respective category. Documents required: Work order/Purchase Order/payment and Completion Certificate from the client</p>	<p>We understand that other than Agriculture Higher Education Sector any education sector citation (including school education) will suffice this requirement. Please confirm if our understanding is correct. In this context request you to modify the clause as follows: Experience in managing a project in Education Sector other than Agriculture* Education Sector preferably in India with any Government department , PSU, Govt. Autonomous body or Private sector) started in the last 7 Years (i.e., between 2015 – 2022) Further, considering the scope and size of this project we request you modify the parameters as mentioned below:</p> <ul style="list-style-type: none"> • 2 1 Project each with a value of more than 8 5 Crores OR • 4 2 Projects each with a value of more than 4 3 Crores OR • 8 4 Projects each with a value of more than 2 1 Crores <p>Also, we request you to accept Work Order/Agreement/Purchase Order/LoI and Completion Certificate (incase of a completed project) or a Self Certificate by authorized signatory regarding at least 80% completion (in case of ongoing project) as documentary evidence.</p>	Please refer Addendum

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
20	31	<p>Section 21.1: i.c. Experience in managing a project in Agriculture* Higher Education Sector with an order value of more than 40 Lakhs started in the last 7 years (i.e. between 2015 - 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 3 Projects [10 Points] • 2 Projects [7 Points] • 1 Project [3 Points] <p>*Agriculture also includes allied sectors like Fisheries, Animal Sciences, Dairy Sector etc.</p>	<p>This is a very restrictive clause given the nature of consultancy projects in Agriculture Higher Education is limited. We thus request you modify the clause as mentioned below: Experience in managing a project in Agriculture Sector with an order value of more than 40 Lakhs started in the last 7 years (i.e. between 2015 - 2022)</p> <p>Also, we request you to accept Work Order/Agreement/Purchase Order/LoI and Completion Certificate (incase of a completed project) or a Self Certificate by authorized signatory regarding at least 80% completion (incase of ongoing project) as documentary evidence.</p>	<p>Our project is in agriculture education sector, it will benefit us if a firm has prior work experience in agriculture education. Agriculture education and agriculture have different characteristics.</p>
21	33	<p>Program Manager (General Qualifications):</p> <p>Education B.Tech./BE with MS in IT/Project Management – 25 Marks B.Tech./BE with MCA/MBA – 15 Marks</p>	<p>The majority of international Universities in the USA, Canada, etc. award MS degrees, whereas Indian Universities typically award M. Tech or MBA degrees. Additionally, MCA is generally treated as being equal to B.Tech or BE. We thus request you to modify the clause as mentioned below:</p> <p>B.Tech./BE/MCA with MBA/M.Tech MS in IT/Project Management – 25 Marks B.Tech./BE/MCA with MCA/MBA – 15 Marks</p>	<p>Please refer Addendum</p>
22	34	<p>IT Team Lead (General Qualifications)</p> <p>Education B.Tech./BE with MBA/ MCA – 25 Marks B.Tech./BE – 15 Marks</p>	<p>MCA is three years postgraduation degree and typically regarded as equivalent to BE/B.Tech. Therefore we request you to modify the clause as mentioned below:</p> <p>B.Tech./BE/M. Sc (Computer/IT)/MCA or equivalent and MBA/MCA – 25 Marks</p>	<p>Please refer Addendum</p>

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
			B.Tech./BE/M. Sc (Computer/IT)/MCA – 15 Marks	
23	34	<p>E-content Lead (General Qualifications)</p> <p>Education B.Tech./BE/ B.Sc. or equivalent and master's degree in education/social work – 35 Marks B.Tech./BE/B.Sc. or equivalent – 25 Marks</p>	<p>Master's degree in education/social work are not relevant for this role. Therefore we request you to modify the clause as mentioned below:</p> <p>B.Tech./BE/ B.Sc. or equivalent and MBA/M. Sc (Computer/IT)/MCA master's degree in education/social work – 35 Marks B.Tech./BE/B.Sc. or equivalent – 25 Marks</p>	Please refer Addendum
24	36	<p>Data Analyst (General Qualifications)</p> <p>Education B.Tech./BE or equivalent and MBA/MCA – 25 Marks B.Tech./BE – 15 Marks</p>	<p>MCA is three years postgraduation degree and typically regarded as equivalent to BE/B.Tech. Therefore we request you to modify the clause as mentioned below:</p> <p>B.Tech./BE/M. Sc (Computer/IT)/MCA or equivalent and MBA/MCA – 25 Marks B.Tech./BE/M. Sc (Computer/IT)/MCA – 15 Marks</p>	No Change
25	Section 21.1. (I) a) of Data Sheet: Evaluation Criteria Page no. 28-29	<p>Experience in setting up a PMU in IT/Technology Sector preferably in India with any Government department, PSU, Govt. Autonomous body completed in the last 7 Years (i.e. between 2015 – 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]</p> <ul style="list-style-type: none"> • 2 Projects each with a value of more than 20 Crores OR • 4 Projects each with a value of more than 10 	<p>We request you to kindly allow 8 or 10 projects each with a value of 2 Crores instead of 5 Crores and also international projects should be considered.</p>	No Change

Sl. No.	Page no	Clause as per RFP	Suggestion	Response
		Crores OR • 8 Projects each with a value of more than 5 Crores		
26	Section 21.1. (I) c) of Data Sheet: Evaluation Criteria Page no. 29	Experience in managing a project in Agriculture* Higher Education Sector with an order value of more than 40 Lakhs started in the last 7 years (i.e. between 2015 - 2022) (for Ongoing which has reached at least 80% completion by value /Completed) [10 Points]	We request you to kindly remove this clause and consider higher education experience without specifying experience of Agriculture higher education sector	No Change. Please refer to Sno. 20
27	Section 21.1. (IV) of Data Sheet: Evaluation Criteria Page no. 30-31	1. Program Manager i. General Qualifications (35%) Education 25% B. Tech/BE with MS in IT/Project Management – 25 Marks B. Tech/BE with MCA/MBA – 15 Marks	As you know very few Indian universities offer MS courses in India and that is to be in MS -IT/Project Management. We request you kindly remove MS criteria from the Program Manager’s education criteria. We are requesting you to kindly consider B.Tech/BE in IT/CS with MCA/MBA. This is helpful for agencies to put the best talent for this role.	Please refer Addendum
28	Section 21.1 of Data Sheet: Evaluation Criteria Page no. 30-31	To prove the project experience in setting up a PMU in the IT/Technology Sector and Education Sector during the last 7 years (2015-2022), documents required: Work Order/ Purchase Order/payment and Completion Certificate from the client	Many clients do not provide completion certificates to consultant firms and therefore, we request the client to kindly accept a self-declaration signed by the authorized signatory or by CA stating that the payment received from the client certifying and confirming the completion of the project instead if applicable.	No Change

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29	Section 7. Terms of Reference 3. a. Scope of services, Tasks (component) Expected delivery with timeline Sl. no. 8 Page no. 65	At the end of each quarter during the period of the Services, the Consultant shall submit to the Client, in duplicate, itemized invoices, accompanied by the approved and accepted quarterly report with other appropriate supporting documents stating clearly total reimbursable cost and applicable taxes.	As the project duration is 18 months so we are requesting you to kindly allow us to raise the invoice on monthly basis to manage the better cash flow of the project and also for smooth project operations.	No Change