



MEGHALAYA BASIN DEVELOPMENT AUTHORITY (MBDA)

C/o Meghalaya State Housing Financing Cooperative Society, Upper Nongrim Hills,
Behind Bethany Hospital, Shillong, East Khasi Hills District, Meghalaya – 793003

(Reg No. SR/MBDA – 4/11 OF 2011)

Phone: +91-364- 2522921/2522992

Website: www.mbda.gov.in, E-mail: admin.mbda@gov.in

Issued on: May 31st, 2023

Clarification, Addendum and Corrigendum no. 1:

“REoI for Feasibility Study for Enterprise Development under MegLIFE, MBDA”

EoI No: MegLIFE/2023/399, Date of Issue of EoI Document: May 16, 2023

Further to the EoI, the clarification, amendment, corrigendum, notified as below. All other requirements information, terms and conditions shall remain unchanged in the EoI

1. Clarification of the pre-bid queries:

Sl. No.	EoI Reference	Queries from Bidders	MBDA Response
1	Clause No. 2: Important information and dates: Brief Scope of Work	The Consultant wishes to understand that who will decide which are the potential products, the Client OR the Consultant OR it will be in mutual agreement?	The potential products will finally be decided by MBDA based on interim findings of the study by the engaged agency and in consultation with them. The agency will provide SWOT analysis on the potential products based on the regions/districts/blocks to MBDA
		Each value chain analysis are specialized studies. Has the Client decided as to how many value chains are to be analyzed under the assignment (any no's)	The maximum/ minimum number of value chains for study will be specified during the RFP stage



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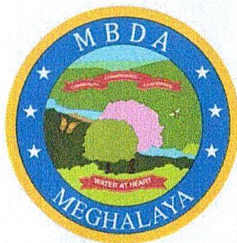
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2	Clause No. 2: Important information and dates: Address for communication/ submission of EOI and Proposal Submission	Kindly clarify the mode of submission of the proposal as under submission of EoI there is a mail ID given and in the very next row, the mode of submission appears to be hard copy submission	The mode of submission is through hard copy only (One original copy and one duplicate copy) in a sealed envelope to the address mentioned in the EoI document
3	Clause 2: Important information and dates: The potential enterprises will be in three broad categories - farm based, off-farm or non-farm based and forest based - that the Project is targeting for enterprise development. The EoI may indicate the sector(s) of interest to them.	We request you to kindly clarify if there is any limitation to number of categories, an agency may apply. If so, how many agencies would be shortlisted under each category.	There is no limitation to the number of category(s) that an agency can apply for and get shortlisted. The agency will be evaluated on each individual sector as well as for overall experience in Enterprise Development in all the sectors
4	Clause No. 4.3: Scope of Work: In phase 2, product-specific value chain analysis would be taken up for selected products, wherever required, in order to better understand the stage and scale of intervention through enterprise development.	It may be noted that agencies may consider varied number of value-chains for intervention through enterprise development. It is suggested that total number of value chains under each category may be fixed to provide the equal understanding for all the agencies	Please refer to Sl. No. 1 above



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5	Clause No. 4.3: Scope of Work: Market Assessment for selected high potential products and scope for linkages in secondary and terminal markets	To assess scope for linkages in terminal markets visits to such markets may be required. We understand necessary resources for such visits will be considered. Kindly clarify	The detailed scope of the linkages will be clarified/further updated in the RFP stage
6	Clause No. 4.4: Financial Feasibility: A report on the financial projections, start-up costs, financing options, and revenue streams for high potential enterprises	We understand that the start-up costs (including machinery cost) should be as per technical feasibility. Kindly clarify if there is any cap in terms of size of the initial investments	Most of the enterprises that are likely to be established would be in the nature of MSME enterprises with regards to initial investment
7	Clause No. 4.4: Enterprise Development Strategy & Implementation Plan: A report on potential strategies to overcome any challenges identified during the study and Implementation plan including linkages for support and bankable business proposal.	We understand that there has to be one 'model bankable business proposal' for each type of highly potential product/value chain intervention identified which can then be replicated with context specific modifications in different clusters. Kindly clarify	The model bankable business proposal would be for each type of high potential products/value chain intervention which can be replicated with context specific modifications in different clusters



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8	Clause No. 4.5: Duration of the assignment	Given the scope of work, the Consultant feels that 6 months is inadequate. This can be increased to either 9 months OR 12 months considering the scope of work which includes value chains analysis, Market Analysis, Technical Feasibility, Financial Feasibility, Legal and Regulatory Requirements, Enterprise Development Strategy & Implementation Plan and Details of Major market and buyers, service providers, existing schemes	There is no change in the timelines. If additional human resources are required to complete the assignment on time, the same should be suggested by the vendors in their proposals or this may be at the discretion of MBDA to extend the contract if required
9	Clause No. 4.6 Qualifications and experience requirement of the Experts: Marketing Expert cum Deputy Team Leader	Is it necessary to submit the bio-data of all nine Surveyors (refer to 4.6. Sr No-6), or can we now submit the proposal with only the biodata of key experts (refer to 4.6. Sr No-1-5)?	The bio-data is required only for position Sl.No.1 to Sl. No. 3
		Is a joint venture allowed?	Joint Venture/Consortium is allowed (max 3 firms). Lead firm should be specified in such cases



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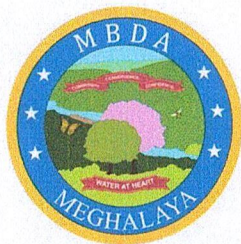
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10	Clause No. 5: Eligibility Criteria: The Agency/Firm should have an expertise to develop and handle the data collection tools for both qualitative and quantitative data for such feasibility studies, value chain/ supply chain studies or market studies	<p>The Consultant wishes to put forth that this criterion is very generic and varies from one assignment to another and can't be taken as a base for shortlisting of Firms for RFP stage. The Consultant wishes to put forth that this specific criterion is more suited for evaluation at RFP stage The Consultant seeks clarification as to the method of producing the catalogue of credentials.</p> <p>The Consultant wishes to put forth that this is more appropriate at RFP stage and should be considered accordingly</p>	As per the EoI document



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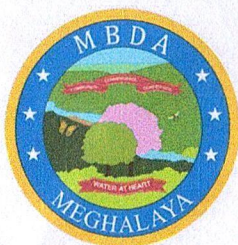
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11	Clause No. 5: Eligibility Criteria: The Agency/Firms should have an average annual turnover of INR 3 Crores in the last three years (FY 2019 - 20;2020 - 2021 and 2021 - 2022 to be enclosed)	We understand that the proposed feasibility study would be the Base Document to identify various feasible enterprises and develop comprehensive strategy and implementation plan. We would further add that project of the proposed size and complexity would require high quality Feasibility Report to identify the value chains and interventions. The turnover criteria of Rs. 3 crores would invite small firms who would compete on low cost and the quality of deliverable may suffer. It is suggested that turnover criteria may be increased to Rs. 50 crores to shortlist agencies with high repute.	As per the EoI document



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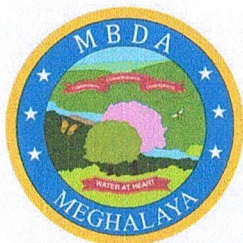
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12	Clause 5: Eligibility Criteria, pt 3. (Copy of Work Orders to be enclosed At least one sample of the report on related topic produced by the firm in recent past)	As an advisory agency we have restrictions on sharing studies/ reports prepared for a client with other clients/agencies. Request to kindly allow us to submit Knowledge Papers/Reports published by us on relevant fields	The agency can share studies and reports prepared by them as well as relevant knowledge papers/reports published by them
13	Clause 5: Eligibility Criteria: The Agency/Firm should have an expertise to develop and handle the data collection tools for both qualitative and quantitative data for such feasibility studies, value chain/ supply chain studies or market studies	It is asked to provide a catalogue of credentials regarding the methodology/ tools used in previous projects. A two-page note outlining the approach and methodology for proposed study to be enclosed. Kindly clarify if the two page note on approach and methodology is asked for the similar studies showcased for point no. 5 of eligibility	The two-page note should be on the approach and methodology for this particular work required within this EoI



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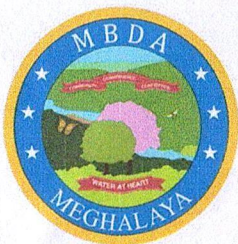
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14	Clause 5: Eligibility Criteria: Portfolio of manpower resources	The pen profile CV's will be submitted as part of the tender document as per the EOI notice. Please clarify if the CVs will be evaluated as in EOI stage usually indicative manpower profiles are submitted	Please refer Sl. No. 9 above. However, the agencies are encouraged to submit maximum number of profiles of their suitable resource persons so as to showcase their capacity and experience to take up this particular work
15	Clause No. 7: General Information, Financial, Similar Work Experience & Expert Details, pt. e (Short CVs (maximum two page) of key resource persons/ experts)	We understand that bidders need to submit CVs of 4 key resource persons (State level resource- Team Leader, Marketing Expert and Supply Chain Expert, Data Analyst) at the EOI stage. Kindly confirm	Please refer Sl. No. 9 above
16	Clause No. 8: Eligibility Criteria, pt. 5: Maximum two-page CV of the resource persons. The document should be limited to relevant projects only	We understand that professional qualification and experience of key resource persons are very important in delivering the high- quality feasibility report. However, the Surveyors are ground level team members and they are on-boarded by the agency on part time basis for data collection. It is suggested that Cv's of only key resources are submitted and evaluated while shortlisting the agencies for RFP stage	Please refer Sl. No. 9 above



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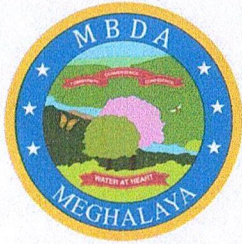
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17	General	We request you to kindly allow using of scanned signatures for submission of the EOI for convenient logistics	The scanned signatures are permitted to be used
18	General	Overall budget of the project	This cannot be disclosed

2. Corrigendum in the EoI:

Sl. No.	EOI Reference	Original Clause	Updated Clause
1	Clause No. 4.6 Qualifications and experience requirement of the Experts: Data Analyst	Qualification: Post Graduate in IT / Data Science / Statistics or similar related field	Please read the updated qualification as " Graduate/Post Graduate in IT / Data Science / Statistics or similar related field " There is no change in the other criteria
2	Clause No. 4.6 Qualifications and experience requirement of the Experts: Supervisors	Post Graduate/ Graduate in Business Studies/ Rural Development/ Agriculture/ NRM or related fields	Please read the updated qualification as " Post Graduate/ Graduate in Business Studies/ Rural Development/ Agriculture/ NRM/Social Work/Sociology or related fields " There is no change in the other criteria
3	Clause No. 4.6 Qualifications and experience requirement of the Experts: Marketing Expert cum Deputy Team Leader	MBA / PGDM with specialization in Marketing and related fields	Please read the updated qualification as " MBA / PGDM with specialization in Marketing/Agribusiness or related fields " There is no change in the other criteria



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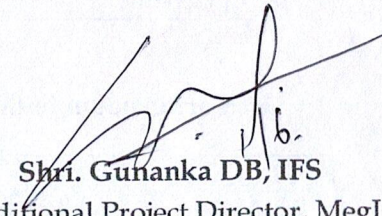
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4	Clause No. 4.6 Qualifications and experience requirement of the Experts: Surveyors	Graduate in Rural Development/ Agriculture/ NRM or related fields	Please read the updated qualification as " Graduate in Rural Development/ Agriculture/ NRM/Economics or related fields " There is no change in the other criteria
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