

**File No: Z-11/14/2021-APC
Government of India
Ministry of Food Processing Industries
Panchsheel Bhawan, August Kranti Marg
New Delhi-110049**

Dated the 07th July, 2022

Subject: FAQs in relation to the queries raised by the agencies during Pre-bid meeting held on 23.06.2022 on the Request For Proposal (RFP) for engaging PMA for implementation of APC Scheme of MoFPI-reg.

Reference Pre-bid meeting held on 23.06.2022 under the Chairmanship of Shri Pankaj Kumar, Director (PMKSY) on the RFP for engaging PMA for implementation of APC Scheme of MoFPI.

2. The queries raised by the agencies during the pre-bid meeting and through email have been examined by this Ministry in consonance with the RFP document and APC Scheme guidelines dated 08.06.2022 and clarifications against the same are provided in the form of FAQs (enclosed below).

3. This is issued with the approval of competent authority.

Encl: as above.

Yours sincerely,


(Pankaj Kumar)
Director(APC)

FAQs on the RFP for engaging PMA for implementing APC Scheme of MoFPI

S.No.	Content of RFP (Clause No.)	Query/ Request	Clarifications
1	<p>2. Scope of work/ Terms of Reference (TOR)</p> <p>(f) Development of suitable Operation & Management (O&M) plan for the assisted projects.</p>	<p>O&M plan is integral part of the DPR and is project specific which is the basis of bank appraisals. Request to elaborate the role of PMA in development of suitable Operation & Management (O&M) plans for assisted projects.</p> <p align="right">OR</p> <p>Remove this clause</p> <p align="right">OR</p> <p>Rephrase the sentence as "The PMA will assist the Ministry in monitoring the progress of approved projects as per the guidelines"</p>	<p>O&M in this RFP denotes that the PMA selected will assist the Ministry in monitoring the units approved under APC Scheme.</p>
	<p>(l) To assist the Ministry in organizing workshops/ media campaigns aimed at sensitizing the potential stakeholders about the Scheme</p>	<p>Specify the tentative numbers of workshops/ media campaigns to be organized under the scheme</p>	<p>The number of events to be organized under APC Scheme by this Ministry has not been finalized at this stage. However, there would be no additional financial implication towards this item for PMA.</p>
2.	<p>3. Eligibility of the bidders</p>		
	<p>(c) It should have handled at least 5 agro-processing/ food processing/ food preservation projects and 5 infrastructure projects (for Central Government/ State Government as consultant) of at least</p>	<p>Ongoing projects are also considered for meeting this criteria.</p>	<p>The projects handled by the agency include the tasks carried out by them as PMC as well as PMA for any Central/ State Government Ministries/ Departments.</p>



	Rs. 10 crore each in last five years		
	(d) It should not have been blacklisted or debarred by Central Government/ any State Government	Entities that are not blacklisted / debarred at the time of the submission of bid & also entities whose blacklisting was subsequently revoked / set aside, should be allowed to participate in the tender process	The agency applying under this RFP should neither be blacklisted nor debarred at the time of submission of application by Central Government/ any State Government.
	(e) Once selected as PMA, it cannot act as Project Management Consultant (PMC) for any of the projects under this Scheme	Request to clarify whether a bidder selected as PMA for a scheme can act as PMC for other schemes under PMKSY	An agency, who has been selected as PMA for APC Scheme cannot act as PMC for the projects under the same Scheme. However, the same agency may act as PMC for any other sub-scheme under PMKSY.
3.	4. Dedicated Personnel		
	<p>(a) PMA shall deploy dedicated personnel, as mentioned below, till the projects assigned to PMA are successfully completed. (Requisite Experience & Qualifications given)</p> <p>Team Leader: Professional/ Sector Specialist with min 10 years experience. Qualification- MBA/ CA or ICWA/ Post Graduate in Agriculture or related field.</p> <p>Team Member: Experience: Chartered Accountant with minimum 5 years of professional experience</p>	<p>Request to provide relaxations to bidders to have Team Leader with 8 years of experience.</p> <p>Request to also consider the qualification MBA (Finance) or equivalent in place of CA.</p> <p>Request to consider existing team members of bidders as proposed team members for different positions as per finalized eligibility criteria in current RFP, who are already handling ongoing projects under APC scheme of MoFPI as PMA.</p> <p>Request to confirm whether the rest of the dedicated personnel will operate from Home office</p>	<p>Team leader: Educational Qualifications: MBA/ CA or ICWA/ Post Graduate or MBA (Agri Business)</p> <p>Team member: CA or MBA(Finance)</p>



	Educational Qualifications: CA		
	(c) At least one person amongst the Team Leader and Team Members shall be permanently deployed in the Ministry for day to day coordination of activities related to the Scheme. The Ministry will prepare a roster for the purpose		
	(d) Same personnel shall not be deployed as Team Leader or Team Member in any other scheme of the Ministry		
4.	6. Earnest Money Deposit	Request to consider Bank Guarantee also towards EMD.	Ministry has decided to obtain Demand Draft/ Banker's Cheque towards EMD.
5.	7. Submission of Proposal	Request to extend the due date at least by three weeks (i.e. up to 05.08.2022).	As of now, there is no proposal to extend the timeline for submission of proposals against RFP.
6.	8(f). Terms & Conditions of Bid	Request to clarify whether detailed presentation is included in evaluation of technical bid and what is the maximum marks for presentation	No marks will be offered for the presentation.
7.	11. Evaluation of Technical Bid		
	(a) The Technical Bid will be evaluated on a scale of 100. The comparative weightage would be as below	1. MoFPI has started its flagship scheme such as Mega Food Park, Cold Chain, etc. Any experience beyond 10 years would largely may not be relevant under the initiatives promoted by MoFPI. Request to revise the experience as follows:	



		<p>a) 0 – 5 years – 5 marks b) 5 – 10 years –10 marks c) More than 10 years – 15 marks</p> <p>2. Request to reduce the scoring of sub criteria (number of Agro-processing and Preservation Project implemented as a consultant in last five years) to a maximum of 10 marks (showcasing a total of 10 projects) and also to accept ongoing projects to meet this criteria.</p> <p>3. Also to consider the experience of parent entity established under the Indian laws which has relevant and desired experience.</p>	
8.	13. Final Evaluation: Combined Technical and Financial Evaluation		
	<p>(e) The Ministry may engage more than one PMA based on the volume of work/ assignments and for this purpose, the Ministry may constitute a panel. In case more than one PMA are decided to be engaged by the Ministry, bidders other than the L1 bidder to be considered in the panel will be required to accept financial quote of the L1 bidder.</p>	<p>Request to clarify the PMAs to be engaged as it is a major criteria for calculation of financial Bid.</p> <p>Also to clarify if the same consultant can be appointed as PMA for more than 1 scheme if it scores L1 (following the QCBS process) in more than 1 scheme. If not, then can a consultant propose same resource for compliance of resources criteria in RFP response proposals</p>	<p>Ministry reserves the right to engage one or more PMA depending upon requirements of work/ Assignments.</p> <p>There is no bar in same agency being appointed as PMA for more than one Scheme and the selection depends only upon fulfilling the bid criteria and scores obtained. However, there has to be different Team Leader and Team Members for RFP of different schemes.</p>
9.	15. Terms of Payment to PMA		

	(a) The lump sum fees quoted as percent of total grants-in-aid (for sanctioned projects) will be paid on the basis of achieving of milestones	Request to indicate estimated consultancy fee. Request to release the payments to appointed consultants on man-months actually spent (Time based contract) and not to link with milestone.	Ministry will make the payment of consultancy fee as indicated in RFP document.
	(c) Substitution of 1 (one) dedicated personnel will be allowed subject to reduction by 5% of remuneration payable to PMA while substitution of 2 (two) dedicated personnel will result in reduction of remuneration by 10%. Any further substitution may lead to termination of contract	Request to provide relaxation to the PMA to substitute resources during contract period necessitated due to unavoidable circumstances (e.g. resignation/ indisposition, etc. for which PMA has no control), and in case dedicated personnel are replaced with substitutes of equivalent or higher qualifications as well as experience. OR to cap the liquidated damages/penalties cumulatively to 5% of the total contract value. If the agency wins at least two assignments then in that case, bidder may be allowed to replace the best resources from the team proposed in the other RFPs without penalty.	The Ministry is of the view that a dedicated team/ manpower is required for successful implementation of the scheme.
10.	16. Penalty		
	(c) For failure to inspect projects under the Scheme, the next installment of fee of PMA may be stopped	Request to consider the following exceptions: 1. PMA fee shall not be deducted for delay in visits due to non-availability/ non-confirmation of applicant for site visits and also where JIT is scheduled	This clause is included to ascertain the timely completion of project.
	(d) Deduction of 1% (one percent) of fee for each week of delay or part thereof, wherever any deadline is fixed, subject to a maximum	2. Deduction of fee shall not	

	<p>of 10% (ten percent) of the fee shall be recovered from the Performance Security or otherwise.</p>	<p>be imposed where the delay in milestones is due to late submission of proposals/documents by the promoter</p>	
<p>11.</p>	<p>Annexure-I</p>	<p>Request you to clarify if the bidding firm can associate with any other firm as Joint Venture or Sub-contract with other firm for resource augmentation.</p> <p style="text-align: center;">OR</p> <p>Allow the bidding firm to do resource augmentation on third party payroll.</p>	<p>The requirements are clearly specified in the RFP.</p>

