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Organisation Chain :	Ministry of Food Processing Industries
Tender ID :	2024_MFPI_788572_1
Tender Ref No :	WFI-12/2/2023-World Food India
Tender Title :	RFP for Selection of an Event Partner for organizing World Food India 2024
Corrigendum Type :	Technical Bid

Corrigendum Document Details

Corr.No.	Corrigendum Title	Corrigendum Description	Published Date	Document Name	Doc Size (in KB)
1	FAQ - Pre Bid Meeting	FAQs relating to queries received in Pre-bid Meeting held 09.01.2024 for RFP for selection of Event Partner for WFI-2024	17-Jan-2024 12:35 PM	FAQsCorrigendum.pdf	1765.89

F. No. WFI-12/2/2023-WORLD FOOD INDIA
Government of India
Ministry of Food Processing Industries
Panchsheel Bhawan, August Kranti Marg
New Delhi -110049

Dated 17/01/2024

Subject: FAQs in relation to the queries raised by the prospective organizations/Associations during the Pre-Bid meeting held on 09.01.2024 and received through emails on Request for Proposal(RFP) for selection of Event Partner for organizing World Food India(WFI)-2024.

Reference Pre-bid meeting held on 09.01.2024 under the Chairmanship of Shri Minhaj Alam, Additional Secretary in respect of RFP floated on 03.01.2024 for Selection of an Event Partner for organizing World Food India 2024.

The queries raised by the prospective organizations/Associations during the Pre-Bid meeting held on 09.01.2024 and received through emails have been examined by this Ministry in consonance with the RFP for selection of Event Partner for organizing World Food India-2024 and clarifications against the same are provided in the form of FAQs (attached below).

This is issued with the approval of the Competent Authority.

Encl: as above.

You sincerely,

(S K Verma)
Consultant & Nodal Officer-WFI

Frequently Asked Questions (FAQs) in relation to the queries raised by the prospective organizations/Associations during the Pre-Bid meeting held on 09.01.2024 and received through emails on Request for Proposal(RFP) floated by the Ministry on 03.01.2024 for selection of Event Partner for organizing World Food India-2024.

Sl. No.	Queries raised by the prospective organizations/Associations during Pre-Bid meeting held on 09.01.2024 and received through emails	Clarifications by the Ministry
1	Whether consortium bidder by entering into joint venture would allowed to participate against the RFP?	No
2	Whether Domestic Road shows will be organized in North East Region?	Kindly refer Chapter-5-Scope of Work of RFP, which states that Around 20 domestic food processing summits & WFI Roadshows in major industry centers/ production clusters/ State & UT capitals within the country. Which includes roadshows of North East Region.
3	Page 10: *Chapter 5 sub point A needs to be specific on the coordination required by the event partner and the role of Investment Facilitation Partner (Invest India), the Knowledge Partner.* ***It is therefore suggested to define the exact role of the Investment Facilitation Partner (Invest India), the Knowledge Partner to avoid any confusion later.***	Role of Investment Facilitation Partner (Invest India), the Knowledge Partner with event partner has been defined on the page-10, as per the para-B (4) of page-11, Para-D(1) of page-12, Para-E(1) of page-13, Para-F(1) of page-13 & Para-F(4) of page-14 of the RFP. Event partner has to take into consideration these paras of RFP. **Hence, No change is required in this regard.**
4	Page 12: Point D sub point 1: .... should confirm the presence of at least 50+ global CEOs of major top/global food, retail and agri-business companies 60 days before the event. ***Suggestion: We request you to kindly reduce the period to 30 days from 60 days.***	Suggestion have been accepted and revised condition would as *"The selected agency should coordinate with Investment Facilitation Partner and Knowledge Partner to ensure participation from prospective investors across the globe and should confirm the presence of at least 50+ global CEOs of major top/global food, retail and agri-business companies* ***30 days*** *before the event".*
5	Page 13: Under Marketing and Promotion, Point 9: Mobilizing sponsorships of at least 50% of the total	Mobilizing sponsorships of at least 50% of the total expenditure (includes

	expenditure (includes expenditure of venue booking, cost of knowledge partner & Event Partner) incurred on the event. ***Suggestion: We request you to kindly reduce the percentage to 30% or make 50% of total cost excluding venue cost.***	expenditure of venue booking, cost of knowledge partner & Event Partner) incurred on the event have been kept keeping in view of experience gained during WFI-2023. **Hence, No change is required.**
6	Pre- Qualification Criteria, Point 2- Average annual turnover of Rs.15 crore in 3 F.Y. i.e. 2022 – 23, 2021 – 22, 2020 – 2021 seems to be on a lower side with respect to stature of event. ***Suggestion: We request you to kindly reconsider the same and increase to 50 Cr at least.***	Condition has been revised as per the experience gained in organizing WFI-2023. **Hence, No change is required**
7	Page 23 Payment Terms Payment to event partner from 2nd Instalment onwards should be released after submission of Utilisation Certificate of previous instalment released by MoFPI on PFMS Portal or the signed statement of expenditure (SoE) in respect of previous instalment may be submitted before release of next instalment. ***Suggestion: UC for each instalment wouldn't be practical and it should be limited to 60% of utilization of the amount of previous instalment.***	Condition already allowing to submission of either Utilization Certificate(UC) of previous instalment released by MoFPI on PFMS Portal **or the signed statement of expenditure (SoE) in respect of previous instalment.** **UC requires to be submitted at the time of final settlement of account by event partner with Ministry for previously released amount of installment for 100% of utilization of the amount of previous released instalment.**
8	Page 23 Payment Terms 6th and Final instalment would be paid as per actual expenditure incurred subject to maximum ceiling of estimated cost accepted at the time of approval and revenue generated to be reimbursed to Ministry within 30 days of the date of the event. ***Suggestion: We request you to kindly extend the days to 90 days for final settlement keeping in mind the scale of the event.***	As per the suggestion, condition have been revised as *"6th & final installment would be paid as per actual expenditure incurred subject to maximum ceiling of estimated cost accepted at the time of approval and extra revenue generated to be reimbursed to the Ministry within* ***60 days*** *of closing date of event"* in place of 30 days stated in the RFP.
9	Page 23Project Duration: - Duration of the assignment would be for a period of 18 months from the date of signing of	Condition had been kept as per the experience gained in the

	the Agreement. The contract for the assignment may be extended after completion of duration of 18 months as per terms and conditions mutually agreed upon. ***Suggestion: The period needs to be reassessed.***	WFI-2023. **Hence, No change is required.**
10	Page 33 Penalty for Delay- For delay in the deliverables as per work plan a penalty up to 15% of payment will be deducted from the next due payment. ***Suggestion: This seems to be unfair and on a higher side. Delivering or completion of job before schedule should be incentivized in similar manner.***	Condition had been kept as per the experience gained in the WFI-2023. **Hence, No change is required.**
11	Page 34 Performance security-The amount of Performance security shall be @ 10% of the contractual value denominated in Indian Rupees. ***Suggestion: Should be limited to 3% only.***	As per the CVC guidelines/ DoE Manual for" Procurement of Works" Performance Security should be 5 to 10%. Keeping in view the concerns raised during the pre-bid meeting the amount of Performance security has been decided to be @ **5%** of the contractual value denominated in Indian Rupees in place of @10% of the contract value stated in the RFP **to be submitted against the release of 1st instalment on signing of agreement with the agency.**
12	**Page-16-17: -Minimum Experience:** One of the organization propose revisiting the eligibility criteria regarding minimum experience. Instead of individual event turnover, it recommends setting a minimum cumulative turnover benchmark of Rs. 15 crores or organizing events worth at least Rs. 25 crores in the last six financial years. The bidder should provide a CA-certified statement of turnover and a comprehensive list of events.	Condition had been kept as per the experience gained in the WFI-2023. **Hence, No change is required.**
13	**<u>Page-18-19: -Sponsorship / Revenue Generation</u>** – Organization submit that under evaluation criteria, the bidder needs to show their ability of revenue generation. Hence, it should be asked for submitting the revenue generated in	Condition had been kept as per the experience gained in the WFI-2023. **Hence, No change is required.**

	the last 6 financial years as a supporting document in place of mandating it for the technical evaluation capping with minimum 5 cr & 2 cr for each project will make most of the experienced organizations out from the bidding process or may completely remove it from the process.	
14	**Payment Terms:** Regarding payment terms on page 23, It is recommend replacing the utilization certificate requirement with a certified statement signed by the event partner's organization head (SG/ED), Finance Head/CFO, and their appointed project head. Getting the utilization certificate of the running show would be difficult for any organization as it is a time-consuming process that will affect the entire working process and ongoing supplies due to a shortage of payments. Such big events required a well-maintained payment flow for the smooth delivery of each and every element of the event. This adjustment aims to streamline the payment process and facilitate a more efficient event execution.	As replied in point no-07 above.
15	**Page-17: -Earnest Money Deposit:** Recognizing the financial burden of a Rs. 60 lakh deposit, especially for non-profit organizations, it is proposed either reducing this amount or substituting it with a bank guarantee, offering more flexibility without compromising financial security.	As per GFR, EMD should range between 2-5% of estimated cost of procurement. Accordingly, EMD has been kept at Rs60 lakh as per the above mentioned provisions of GFR. **Hence, No change is required.**

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