

**Pre-Bid Clarification on EOI document in connection with the proposed consultancy service for carrying out a study on
“Study of Status of Investment by Private Sectors in respect of Tourism in Meghalaya”.**

Pre-Bid Queries and NEDFi’s responses

SL.No	Ref. Page No.	Ref. Clause in the EOI	Consultants’ Queries	NEDFi’s Response
1	Page 08	Experience of the Organization Must have experience in carrying out 1 (one) assignment of similar nature in the past three years with value not less than Rs.10.00 Lakhs, or, 2 (two) assignments or similar nature in the past three years with value not less than Rs.5.00 lakhs each.	Please confirm that in a JV submission, can the criteria of Experience of the Organization can be met by the partner firm in the JV?	Will be considered provided the criteria given for JV submission as mentioned in the page no 11 & 12 of EOI is satisfied.
		Must have experience in carrying out at least 1 (one) study in North Eastern India in past three years.	We have a conducted a baseline survey in Capital Cities of 5 North Eastern States- Kohima, Agartala, Gangtok, Shillong, Aizawl in 2011 for Asian Development Bank (ADB). So we request you to consider experience in past years or please consider similar experience carried out in pan India for better participation.	As per EOI
2	Page 9	Key Professionals Qualification & Experience: Team Leader: Post-graduation qualification in any discipline and at least 15 yrs experience with 5 years as Team Leader.	Please mention if preference will be given for any specific sector for 15 years experience criteria?	Yes, preference will be given for experience as Team leader in the tourism related projects / assignments.

3	Page 3	<p>Clause 5 Location of the Work Locations of the Work include the following places:</p> <ul style="list-style-type: none"> ❖ All the states of North Eastern Region of India; and ❖ Other locations of the country relevant to the performance of the Assignment / Job. 	<p>Clause 5 of the RFP suggests that the study has to be conducted for all the states of north eastern region. Kindly clarify if the location of work is only Meghalaya or all the north eastern states.</p>	<p>It is a typo error and the location of work is to be conducted in the state of Meghalaya.</p> <p>However, reference can be taken from the other locations of the country relevant to the performance of the Assignment / Job as the study progress.</p>
4	Page 9	<p>Key Professionals Qualification & Experience.</p>	<p>The TOR is silent on the Man months for each of the Key experts. Please clarify on the same.</p>	<p>As per EOI</p>
5	Page 4	<p>Instructions to bidders, point 6 The last date for submission of EOI bid is indicated in the cover note. Any EOI received by NEDFi after the mentioned deadline shall be rejected and returned unopened to the Bidder. Only the hard copy of the EOI bid is acceptable on or before the last date of submission of EOI bid.</p>	<p>We request to kindly consider online submission of bids.</p>	<p>As specified in the EOI, only hard copy of the EOI bid is acceptable</p>

6	Page 6	<p>EOI Submission Format EOI Form-4: Details of similar assignment(s) undertaken by the Consultant along with the experience certificate(s) from client(s) clearly indicating the scope of the services rendered by the Consultant in support of having completed the assignment(s) and Work Order(s) along with Self Certificate(s) of Completion (Certified by Statutory Auditor) of the assignment(s).</p>	<p>We request you to kindly consider ongoing assignments with more than 80% of the fee received for eligibility qualification.</p>	<p>As per EOI</p>
			<p>Request you to modify the criteria as below: Details of similar assignment(s) undertaken by the Consultant along with the experience certificate(s) from client(s) clearly indicating the scope of the services rendered by the consultant in support of having completed the assignment(s) (with at least of 80% of fee received) and Work Order(s) along with Self Certificate(s) of Completion (Certified by Statutory Auditor)of the assignment.</p>	<p>Request cannot be considered</p>
			<p>We request you to kindly consider self-certification of completion issued by a certified CA, in place of statutory auditor for evaluation of similar experience as getting these certificates from statutory auditor at such short notice may be difficult.</p>	<p>Only Completed certificates certified by Statutory Auditors along with self certificates may be considered as specified in the EOI.</p>
			<p>In past five year because of slowdown in the industry due to COVID -19, there are only limited assignments that are completed. Hence, for fair participation, we request to relax these criteria by accepting substantially completed (60% completed) ongoing projects in North East.</p>	<p>Request cannot be considered.</p>

		All copies of documents submitted in the above regard have to be attested under the seal and signature of the Chief Executive / In Charge of Consultancy Wing.	We understand that the EOI documents/ proposal can be signed by Authorized signatory (having Power of Attorney for signing the proposal in favor of Authorized signatory).	Yes, As per EOI.
		EOI must be certified by the Chief Executive / In Charge of Consultancy under his hand and seal in following manner: "I hereby declare that all the information and statements made in this Proposal are true and accept that any misinterpretation contained in it may lead to disqualification of the EOI submitted by our Firm / Company.	The cover letter that will be signed by authorized signatory has similar clause. We believe that would be sufficient and there is no need of separate undertaking for the given clause.	As per EOI
7	Page 8	<p>Qualifying Criteria Must have experience in carrying out 1 (one) assignment of similar nature in the past three years with value not less than Rs.10.00 Lakhs.</p> <p>Or</p> <ul style="list-style-type: none"> ❖ 2 (two) assignments or similar nature in the past three years with value not less than Rs. 5.00 lakh seach. ❖ Must have experience in carrying out at least 1(one) study in North Eastern India in past threeyears. ❖ Must have experience in carrying out at least 1 (one) study for Government of India / State Government Ministries or Departments in the past three years. 	<p>We request you to kindly consider experience of the consultants in last seven years. Hence, request you to modify the criteria as below:</p> <ul style="list-style-type: none"> ❖ Must have experience in carrying out 1 (one) assignment of similar nature in the past seven years with value not less than Rs.10.00 Lakhs <p>Or</p> <ul style="list-style-type: none"> ❖ 2 (two) assignments or similar nature in the past seven years with value not less than Rs. 5.00 lakhs each. ❖ Must have experience in carrying out at least 1 (one) study in North Eastern India in past seven years. ❖ Must have experience in carrying out at least 1 (one) study for Government of India / State Government Ministries or Departments in the past seven years. 	The experience of the consultants may be considered for the last 5 years instead of 3 years as specified in the EOI.

8	Page 13	<p>EOI Form 4 (Experience) Summary of the select projects undertaken during the past 5 (five) years similar to the requirements for the assignment.</p>	<p>There is a discrepancy for project experience between the Qualifying Criteria and EOI Form 4. As per Qualifying Criteria, project experience in last 3 years will be considered whereas as per EOI Form 4, project experience for last 5 years has been asked. Please Clarify.</p> <p>Further, it is to request you to kindly modify the qualifying criteria to consider the projects undertaken in the last 5 years instead of last 3 years, as there has been slowdown in the industry with minimal project progress due to the Covid-19 pandemic. Hence, we would request you to amend the Qualifying criteria as follows:</p> <ul style="list-style-type: none"> • Must have experience in carrying out 1(one) assignment of similar nature in the past five years with value not less than Rs.10.00 Lakhs, or, 2 (two) assignments or similar nature in the past three years with value not less than Rs.5.00 lakhs each. • Must have experience in carrying out atleast 1 (one) study in North Eastern India in past five years. <p>Must have experience in carrying out atleast 1 (one) study for Government of India/State Government Ministries or Departments in the past five years.</p>	<p>We agree that projects/ assessments/ studies undertaken in the last 5 years instead of 3 years as specified in the EOI may be considered.</p>
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9	Page 9	Qualifying criteria.	Please clarify whether we need to submit the CVs for all key professionals at this stage of EOI or brief profile along with information as per Form 4 will be sufficient. In case CVs are needed, kindly share the format for the CV as applicable.	CVs of all key professionals need to be submitted detailing all the experience and exposure of the concerned person as per standard format.
10	Page 9	Team leader: Curriculum Vitae (CV) of the proposed Team Leader with document in support of experience as Team Leader.	Please clarify, for Team leader position, do we need to submit the documents in support of experience as Team Leader at this stage of EOI.	Yes.
11	Page 9	<p>Key Professionals Qualification & Experience: Tourism and Travel Management Expert Post-graduation qualification in Tourism & Travel management with 10 years' experience in similar works.</p>	<p>The qualification criteria for Tourism and Travel Management Expert is highly restrictive. Hence, we request you to modify therequired qualification as below: Post-graduation qualification in Tourism & Travel management/ M. Plan/ MBA or equivalent with 10 years' experience in similar works. A Masters degree in Tourism / Hospitality Management is not a highly pursued educational qualification in India and so there are not many professionals with these degrees having experience in consultancy services. As a result there are many experienced tourism professionals with a general management degree in India who have the competency to take up this role.</p> <p>Hence, we would request to consider 'Masters in Tourism Management' or 'Masters in Management' or Post Graduate. Diploma in Tourism or equivalent.</p>	<p>As per EOI. Request cannot be considered.</p>

12	Page 9	<p>Human Resource Management Expert Post-graduation qualification in Hospitality Management/ Logistic/ Human Resource with 10 years' experience in similar works related to service sector of tourism industry.</p>	<p>The qualification criteria for Human Resource Management Expert is highly restrictive. Hence, we request you to modify therequired qualification as below: Human Resource Management Expert Post-graduation qualification in Hospitality Management/ Logistic/ Human Resource with 10 years' experience in similarworks related to service sector of tourism industry or other infrastructure sectors. Request you to modify the qualification of Human Resource Management Expert as per the following: Post-graduation qualification in Hospitality Management/ Logistic/ Human Resource the or equivalent with 10 yrs experience in similar works related to service sector of tourism industry.</p>	<p>As per EOI. Request cannot be considered.</p>
13	Page 9	<p>Marketing Expert Post-graduation qualification in marketing management with 10 years' experience in similar works like E- Commerce, Digital/other IT tools in service sector of tourism industry</p>	<p>The qualification criteria for Marketing Expert is highly restrictive. Hence, we request you to modify the required qualification as below: Marketing Expert Post-graduation qualification in Management with10 years' experience in similar works like preparation of marketing-promotion strategies for tourist sites/ E-Commerce/ Digital or other IT tools in service sector of tourism industry or other infrastructure sectors Request you to modify the qualification of</p>	<p>As per EOI Request cannot be considered</p>

			Marketing Expert as per the following: Post-graduation qualification in marketing management or equivalent with 10 years experience in similar works like E-Commerce, Digital/other IT tools in service sector of tourism industry.	
14	Additional Clause	PPP Expert	<p>As this engagement requires assessment of private sector investments in the tourism sector. It is essential to have a PPP expert as a part of the proposed team. Hence, request you to consider inclusion of a PPP Expert in place of Marketing Expert with the following qualification:</p> <p>Post-graduation qualification in Management with 10 years' experience in PPPs/ PSPs in the tourism sector or other infrastructure sectors. The experience shall include PPP project structuring, feasibility studies, transaction advisory (including tender document preparation, bid process management, and financial closure), market sounding, etc.</p>	<p>Request cannot be considered. However, consultant may engage additional experts in their team besides the key professionals mentioned in the EOI as per their requirement.</p>