

1st Corrigendum to RfP for selection of a consulting firm for technical assistance and advisory services for development and promotion of agricultural marketing in Odisha vide Tender call advertisement Notice No.1605 dtd. 26.06.2018

Sl. No.	RFP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
1	Page-6	Eligibility(2)-	In the last 5 years, the prospective Bidder/Applicant should have: Provided consultancy for large-scale transformation projects in India (involving strategy development, road mapping , implementation planning, PMU set up and implementation support) working with Central / State Ministries, Departments, PSU or multilateral agencies in at least one project related to agriculture with a minimum fee of INR 1Cr	In the last 5 years, the prospective Bidder/Applicant should have: Provided consultancy for large-scale transformation projects in India (involving strategy development, road mapping , implementation planning, PMU set up and implementation support) working with Central / State Ministries, Departments, PSU or multilateral agencies in at least one project related to agriculture with a minimum fee of INR 50 lakhs .
2	Page-7	1.3 Data Sheet- Eligibility Sl.No.3	The Prospective Bidder/ Applicant should have an average turnover of minimum Rs.25 Crore from consulting services during the last 3 years. (FY 2013-14 to FY 2015-16). Audited balance sheets or certificate from Statutory Auditor should be submitted in proof of the same	The Prospective Bidder/ Applicant should have an average turnover of minimum Rs.25 Crore from consulting services during the last 3 years. (FY 2014-15 to FY 2016-17) . Audited balance sheets or certificate from Statutory Auditor should be submitted in proof of the same

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
3	Page-8	Bid Due Date	21.07.2018 up to 05:00 PM	Rescheduled to 04.08.2018 up to 05:00 PM
		Technical Bid opening	23.07.2018 at 11:00 AM at OSAMB, Bhubaneswar	Rescheduled to 06.08.2018 at 11:00 AM at OSAMB, Bhubaneswar
		Date of Technical Presentations	26.07.2018 at 11:00 AM	Rescheduled to 08.08.2018 at 11:00 AM
		Financial Bid Opening	30.07.2018 at 11:00 AM	Rescheduled to 10.08.2018 at 11:00 AM
4	Page-8	Technical Evaluation- Evaluation Criteria- Experience (D1). Agriculture sector related experience:	Expertise in providing consulting /advisory assistance in India related to agriculture with public or multi lateral agencies over the last 5 years with a minimum fee of INR 1 Crores, with a minimum duration of 6 months for each project. Consultant should be the lead bidder.	Expertise in providing consulting /advisory assistance in India related to agriculture with public or multi lateral agencies over the last 5 years with a minimum fee of INR 50 lakhs , with a minimum duration of 6 months for each project. Consultant should be the lead bidder.
5	Page-8	1.Data Sheet- Technical Evaluation (A)	Average annual turnover from consultancy services in India for the last 3 years i.e. 2015-16, 2016-17, 2017-18 in India.	Average annual turnover from consultancy services in India for the last 3 years i.e. 2014-15, 2015-16, 2016-17 in India.
6	Page-8	Evaluation Criteria D1	Expertise in providing consulting/ advisory assistance in India related to agriculture with public or multi lateral agencies over the last 5 years with a minimum fee of INR 1 Crores, with a minimum duration of 6 months for each project. Consultant should be the lead bidder.	Expertise in providing consulting/ advisory assistance in India related to agriculture with public or multi lateral agencies over the last 5 years with a minimum fee of INR 50 lakhs , with a minimum duration of 6 months for each project. Consultant should be the lead bidder.

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7	Page-9	Evaluation Criteria D1	For all project experience, copy of Contract/ work orders indicating the details of the assignment, client, value of assignment and year of award to be provided. The Managing Director or authorized representative of the Consulting firm shall self- certify, if the firm has done assignments on non-disclosure agreements. In such cases, broad details of the assignment have to be provided to ascertain relevance.	For all project experience, copy of Contract/ work orders indicating the details of the assignment, client, value of assignment and year of award to be provided. The Managing Director or authorized representative of the Consulting firm shall self- certify, if the firm has done assignments on non-disclosure agreements. In such cases, broad details of the assignment have to be provided to ascertain relevance. If the self certification is found to be false or misleading, the prospective bidder will be liable for action as per law including forfeiture of EMD / performance security and disqualification /termination of this contract.
8	Page -9	D.2 Public sector transformation experience:	Expertise in providing consulting/ advisory assistance on large-scale transformation projects (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) with Central/ State Ministries, Departments or PSUs or multilateral agencies in social / public sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare with a minimum fee of INR 1 Crore, with a minimum duration of 6 months for each project over the last 5 years. Consultant should be the lead bidder.	Expertise in providing consulting/ advisory assistance on large-scale transformation projects (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) with Central/ State Ministries, Departments or PSUs or multilateral agencies in social / public sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare with a minimum fee of INR 50 lakhs , with a minimum duration of 6 months for each project over the last 5 years. Consultant should be the lead bidder.

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9	Page -10	Technical Evaluation (D2)	<p>For all project experience, copy of Contract/ work orders indicating the details of the assignment, client, value of assignment and year of award to be provided. The Managing Director or authorized representative of the Consulting firm shall self- certify, if the firm has done assignments on non-disclosure agreements. In such cases, broad details of the assignment have to be provided to ascertain relevance.</p>	<p>For all project experience, copy of Contract/ work orders indicating the details of the assignment, client, value of assignment and year of award to be provided. The Managing Director or authorized representative of the Consulting firm shall self- certify, if the firm has done assignments on non-disclosure agreements. In such cases, broad details of the assignment have to be provided to ascertain relevance.</p> <p>If the self certification is found to be false or misleading, the prospective bidder will be liable for action as per law including forfeiture of EMD / performance security and disqualification /termination of this contract.</p>
			<p>Copies of work orders/agreement/completion certificate must be submitted as a proof. Ongoing assignments (where the elapsed duration of the assignment is less than 6 months) shall not be considered for evaluation.</p>	<p>Copies of work orders/agreement/completion certificate must be submitted as a proof. Ongoing assignments (where the elapsed duration of the assignment is less than 6 months) shall not be considered for evaluation.</p> <p>If the such document is found to be false or misleading, the prospective bidder will be liable for action as per law including forfeiture of EMD /performance security and disqualification /termination of this contract.</p>

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
10	Page-10	Technical Evaluation (D2)	<p>One detailed case study on a large-scale transformation program (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) of a social/ public sector (such as agriculture, food security & distribution, nutrition, public education, public healthcare, transportation, logistics and distribution) working with a Central / State Ministry, Department, PSU or multilateral agency in India.</p> <p>The case study should describe the context/ social issue, objective of the program, length of the engagement, topics covered (such as visioning, strategy and roadmap development, policy or regulatory framework definition, organization restructuring, IT implementation, process re - engineering, PMU management, capacity building) and the impact.</p> <p>The case study will be evaluated based on the following criteria</p> <p>a) Size & scope of the program b) Activities undertaken, topics covered c) Impact and outcomes delivered</p> <p>Minimum size of the program should be INR 1 crore; consultant should be the lead bidder.</p> <p>Case study should be a maximum of 10 pages in length</p>	<p>One detailed case study on a large-scale transformation program (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) of a social/ public sector (such as agriculture, food security & distribution, nutrition, public education, public healthcare, transportation, logistics and distribution) working with a Central / State Ministry, Department, PSU or multilateral agency in India.</p> <p>The case study should describe the context/ social issue, objective of the program, length of the engagement, topics covered (such as visioning, strategy and roadmap development, policy or regulatory framework definition, organization restructuring, IT implementation, process re - engineering, PMU management, capacity building) and the impact.</p> <p>The case study will be evaluated based on the following criteria</p> <p>a) Size & scope of the program b) Activities undertaken, topics covered c) Impact and outcomes delivered</p> <p>Minimum size of the program should be INR 50 lakhs; consultant should be the lead bidder.</p> <p>Case study should be a maximum of 10 pages in length</p> <p>Third party evaluation report if any with regard to the outcomes, can be submitted over and above 10 pages (A4 size) limited for case study.</p>

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
11	Page-14	RfP Clause 3.9.2(iv)	Alternative professional staff shall not be proposed, and only one curriculum vitae (CV) may be submitted for each position.	Alternative professional staff shall not be proposed, and only one curriculum vitae (CV) may be submitted for each position. Agreement / consent from the employee proposed to be submitted. Change at a later stage permissible only in exceptional situations with approval of authority.
12	Page-17	3.12.3. Technical Evaluation (A)	A. Average annual turnover from consultancy services in India for the last 3 years i.e. 2015-16, 2016-17, 2017-18 in India	A. Average annual turnover from consultancy services in India for the last 3 years i.e. 2014-15, 2015-16, 2016-17 in India
13	Page-18	3.12.3. Evaluation Criteria (D1)	D.1. Agriculture sector related experience: Expertise in providing consulting/ advisory assistance in India related to agriculture with public or multi lateral agencies over the last 5 years with a minimum fee of INR 1 Crores, with a minimum duration of 6 months for each project. Consultant should be the lead bidder.	D.1. Agriculture sector related experience: Expertise in providing consulting/ advisory assistance in India related to agriculture with public or multi lateral agencies over the last 5 years with a minimum fee of INR 50 lakhs , with a minimum duration of 6 months for each project. Consultant should be the lead bidder.
14	Page-18	3.12.3. Evaluation Criteria (D2)	D.2 Public sector transformation experience: Expertise in providing consulting/ advisory assistance on large-scale transformation projects (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) with Central/ State Ministries, Departments or PSUs or multilateral agencies in social / public sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare with a minimum fee of INR 1 Crore, with a minimum duration of 6 months for each project over the last 5 years. Consultant should be the lead bidder.	D.2 Public sector transformation experience: Expertise in providing consulting/ advisory assistance on large-scale transformation projects (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) with Central/ State Ministries, Departments or PSUs or multilateral agencies in social / public sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare with a minimum fee of INR 50 lakhs , with a minimum duration of 6 months for each project over the last 5 years. Consultant should be the lead bidder.

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15	Page-19	3.12.3. Technical Evaluation D3	<p>One detailed case study on a large-scale transformation program (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) of a social/ public sector (such as agriculture, food security & distribution, nutrition, public education, public healthcare, transportation, logistics and distribution) working with a Central / State Ministry, Department, PSU or multilateral agency in India.</p> <p>The case study should describe the context/ social issue, objective of the program, length of the engagement, topics covered (such as visioning, strategy and roadmap development, policy or regulatory framework definition, organization restructuring, IT implementation, process re - engineering, PMU management, capacity building) and the impact.</p> <p>The case study will be evaluated based on the following criteria</p> <p>a) Size & scope of the program b) Activities undertaken, topics covered c) Impact and outcomes delivered</p> <p>Minimum size of the program should be INR 1 crore; consultant should be the lead bidder.</p> <p>Case study should be a maximum of 10 pages in length</p>	<p>One detailed case study on a large-scale transformation program (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) of a social/ public sector (such as agriculture, food security & distribution, nutrition, public education, public healthcare, transportation, logistics and distribution) working with a Central / State Ministry, Department, PSU or multilateral agency in India.</p> <p>The case study should describe the context/ social issue, objective of the program, length of the engagement, topics covered (such as visioning, strategy and roadmap development, policy or regulatory framework definition, organization restructuring, IT implementation, process re - engineering, PMU management, capacity building) and the impact.</p> <p>The case study will be evaluated based on the following criteria</p> <p>a) Size & scope of the program b) Activities undertaken, topics covered c) Impact and outcomes delivered</p> <p>Minimum size of the program should be INR 50 lakhs; consultant should be the lead bidder.</p> <p>Case study should be a maximum of 10 pages in length</p> <p>Third party evaluation report if any with regard to the outcomes, can be submitted over and above 10 pages (A4 size) limited for case study.</p>

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause		Amended Clause	
16	Page-22	RfP Clause 3.16: Deliverables and Payment Schedule :	Inception report	Within 3 weeks of acceptance of LOA	Inception report	Within 3 weeks of acceptance of LOA
	Page-53, Page-54	Payment Terms : Anticipated Timelines Sl. No. 1 to 5	Detailed diagnostic involving a study of the present system (mapping, market landscaping, gaps in existing mandis etc.), benchmarking and identification of best practices, recommendations for discussion (need for new systems, process re-engineering, mandi development to enhance access etc.)	Within 3 months of acceptance of LOA	Detailed diagnostic involving a study of the present system (mapping, market landscaping, gaps in existing mandis etc.), benchmarking and identification of best practices, recommendations for discussion (need for new systems, process re-engineering, mandi development to enhance access etc.)	Within 3 months of acceptance of Inception Report
			Create a vision document and action plan as per the scope of the assignment. Design of new systems e.g. system that will replace manual interventions at the mandis, plan for augmenting facilities through PPP and attracting investments. Put together a detailed roadmap and implementation plan indicating activities and milestones to ensure timely implementation.	Within 6 months of acceptance of LOA	Create a vision document and action plan as per the scope of the assignment. Design of new systems e.g. system that will replace manual interventions at the mandis, plan for augmenting facilities through PPP and attracting investments. Put together a detailed roadmap and implementation plan indicating activities and milestones to ensure timely implementation.	Within 6 months of acceptance of Inception Report

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			Floating of RFPs or MCAs for PPPs for new mandis or mandi services, and other key activities such as for IT vendor to build a system etc.	Within 9 months of acceptance of LOA	Floating of RFPs or MCAs for PPPs for new mandis or mandi services, and other key activities such as for IT vendor to build a system etc.	Within 9 months of acceptance of Inception Report
			Finalisation of RFPs, selection and on-boarding of vendors. Set up a PMU to implement the road map and oversee vendors and partners	Within 12 months of acceptance of LOA	Finalisation of RFPs, selection and on-boarding of vendors. Set up a PMU to implement the road map and oversee vendors and partners	Within 12 months of acceptance of Inception Report
17	Page-27	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool: Sl.No.1 : Project Director/ Team Lead (1)	<p>Experience :</p> <ul style="list-style-type: none"> • Minimum 20 years of professional experience • Experience of leading at least one large scale assignment / program involving transformation (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) in social / public sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare for a State / Central Ministry, Department, PSU or multilateral agency with a minimum consultancy fee of INR 1 Crore. Preference will be given to such experience in India. • Minimum 5 years of professional experience in a leadership capacity with accountability and responsibility for performance, including outcomes, budget, timelines, client and stakeholder management. • Experience in public sector PPP projects, bid transaction management • Should be under employment of the concerned firm for at least 2 years 		<p>Experience :</p> <ul style="list-style-type: none"> • Minimum 15 years of professional experience • Experience of leading at least one large scale assignment / program involving transformation (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) in social / public sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare for a State / Central Ministry, Department, PSU or multilateral agency with a minimum consultancy fee of INR 50 lakhs. Preference will be given to such experience in India. • Minimum 5 years of professional experience in a leadership capacity with accountability and responsibility for performance, including outcomes, budget, timelines, client and stakeholder management. • Experience in public sector PPP projects, bid transaction management. 	

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
18	Page-28	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool: Sl.No.3 : BPR/Business Transformation Expert : Experience	<ul style="list-style-type: none"> • Minimum 10 years of professional experience in advisory / consulting • Demonstrated experience in large-scale transformation (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) projects for a State / Central Ministry, Department, PSU or multilateral agency with a minimum consultancy fee of INR 1 Crore • Should have demonstrated expertise related to strategy development, process improvement, implementation planning, policy or regulatory framework definition, PMO/PMU and program management. 	<ul style="list-style-type: none"> • Minimum 10 years of professional experience in advisory / consulting • Demonstrated experience in large-scale transformation (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) projects for a State / Central Ministry, Department, PSU or multilateral agency with a minimum consultancy fee of INR 50 lakhs. • Should have demonstrated expertise related to strategy development, process improvement, implementation planning, policy or regulatory framework definition, PMO/PMU and program management.
19	Page-28	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool: Sl.No.5 : IT Expert(1) : Educational qualification	BE or MBA from a reputed and recognized University or institution	BE or MBA/ MCA from a reputed and recognized University or institution

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
20	Page- 29	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool: Sl.No.7 : Associates (2) Experience	<ul style="list-style-type: none"> • Minimum 3 years work experience in Marketing of Agri Commodities / business development / Channel Management for agri commodities. • Should be under employment of the concerned firm for at least 2 years 	<ul style="list-style-type: none"> • Minimum 3 years work experience in Marketing of Agri Commodities / business development / Channel Management for agri commodities.
21	Page- 29	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool: Sl.No.7 : Associates (1) Experience	<ul style="list-style-type: none"> • Minimum 3 years work experience • Should have experience of working with Government Agencies/PSUs on topics related to large-scale transformation (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) of social sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare. • Should be under employment of the concerned firm for at least 2 years 	<ul style="list-style-type: none"> • Minimum 3 years work experience • Should have experience of working with Government Agencies/PSUs on topics related to large-scale transformation (involving strategy development, road mapping, implementation planning, PMU set up and implementation support) of social sectors such as agriculture, food security & distribution, nutrition, logistics, public education, public healthcare.
22	Page-30	Resource Pool: Sl. No.3: Capacity Building and Training Expert.	Post Graduate in Social Sciences from a recognized university or Institution, with minimum 10 years of experience in training and capacity building at National/State Level. Should have experience of working on assessment of training readiness of organization/department, developing training modules/packages for functionaries of various levels.	Post Graduate in Social Sciences / MBA from a recognized university or Institution, with minimum 10 years of experience in training and capacity building at National/State Level. Should have experience of working on assessment of training readiness of organization/ department, developing training modules/packages for functionaries of various levels.

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
23	Page-30	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool.	Since an array of disciplines is required from time to time, the Consultant should propose a Resource Pool (Other Personnel) across disciplines, which may be approved by the OSAMB. The Resource Pool is expected to assist the Consultant deliver the scope of services as mentioned under the TOR. The Resource Pool is not expected to assist third party vendors, if any, who would be responsible for undertaking various activities as envisaged under this assignment. However, through the Resource Pool, the Consultant shall ensure access to services of its technical, commercial legal, contractual or other experts, as and when required and enable them to give all inclusive comment/opinion on the queries/matters forwarded by OSAMB.	Since an array of disciplines is required from time to time, the Consultant should propose a Resource Pool (Other Personnel) across disciplines, which may be approved by the OSAMB. The Resource Pool is expected to assist the Consultant deliver the scope of services as mentioned under the TOR. The Resource Pool is not expected to assist third party vendors, if any, who would be responsible for undertaking various activities as envisaged under this assignment. Resource pool will not have full time deployment at the OSAM Board. However, through the Resource Pool, the Consultant shall ensure access to services of its technical, commercial legal, contractual or other experts, as and when required and enable them to give all inclusive comment/opinion on the queries/matters forwarded by OSAMB.
24	Page -31	Minimum Required Experience and Expertise of proposed professional Staff / Core Team and Resource pool : Personnel will be evaluated on :	* The 3 Associates shall be based at OSAM Board and shall also provide administrative/professional support to OSAMB in its key activities. Apart from the deliverables as per the Action Plan to be prepared by the Consultant, the Professional staff / Core Team and Resource Pool shall also provide expert opinion and advice in respect of on-going/future planned priority activities of OSAM Board, as and when required.	* The 3 Associates shall be full time based at OSAM Board and shall also provide administrative/professional support to OSAMB in its key activities. Apart from the deliverables as per the Action Plan to be prepared by the Consultant, the Professional staff / Core Team and Resource Pool shall also provide expert opinion and advice in respect of on-going/future planned priority activities of OSAM Board, as and when required.
25	Page-32 Page-52	4. Section -III: Scope of Work Appointment of Agency and Scope of Services :	viii. Develop a system for collection of information on the Agricultural Commodities prices and analysis of these in comparison to markets within the state, as well as, with other states for informed decision making by farmers and other stakeholders.	viii. Develop a system - methodologies, designing of templates etc. for collection of information on the Agricultural Commodities prices and analysis of these in comparison to markets within the state, as well as, with other states for informed decision making by farmers and other stakeholders.

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
26	Page-33 Page-52	4. Section -III: Scope of Work Appointment of Agency and Scope of Services :	<p>ix. Conduct a detailed study of the available infrastructure of the Regulated Market Committees and prepare a plan for augmenting income of the RMCs by suitable utilization of these assets, including prospects of PPP projects and earn substantial income. Assist in implementation of this plan.</p> <p>xiii. Prepare a plan for improvement in designs of the existing marketing infrastructure to suit the needs of the farmers and other stakeholders.</p> <p>xv. Develop a Communication Plan for the OSAMB and RMCs for reaching out to the farmers through various mediums including social media. Develop a social media / App based platform for information interchange and feedback. Assist in implementation of the plan.</p>	<p>ix. Conduct a detailed study of the available infrastructure of the Regulated Market Committees and prepare a plan for augmenting income of the RMCs by suitable utilization of these assets, including prospects of PPP projects and earn substantial income. Assist in implementation of this plan. Detailed study of each RMC will be undertaken.</p> <p>xiii. Prepare a plan for improvement in designs of the existing marketing infrastructure to suit the needs of the farmers and other stakeholders for each Regulated Market Committees in the State.</p> <p>xv. Develop a Communication Plan for the OSAMB and RMCs for reaching out to the farmers through various mediums including social media. Develop a plan for social media / App based platform for information interchange and feedback. Assist in implementation of the plan.</p>

Sl. No.	RfP Document Page No. /Reference	Topic	Existing Clause	Amended Clause
27	Page-59	Section 16 (vii)- Ownership		<p><u>New Clause Added</u> Any theoretical or practical findings , deductions and summations of substantial importance, know-how or inventions which will be derived or found out in course of this project by the Contractor/Firm or any other materia cognizable under the Patents Act, 1970 shall be the exclusive property of the OSAM Board and the Firm shall have no right to claim any ownership or any intellectual property right thereover. The theory/practical finding or inventions /know-how as may be deduced or found out shall enure to the benefit of OSAM Board to the exclusion of all others including the Contractor/Firm. Any dispute or difference arising out of patent right by and between OSAM Board and the Contractor/Firm shall be decided first by the OSAM Board and in case the Contractor/Firm is not satisfied with such finding, the dispute or difference is referable to an arbitrator to be appointed by the OSAM Board.</p>

N.B. : Excepting the above, all other points and conditions remain unchanged.

Sd/-
Member Secretary
OSAM Board, Bhubaneswar