

Clarifications regarding Pre-Bid Queries for Engagement of consultant for Procurement Management Support Services (January 06, 2026, 15:00 hrs)

Sr. No.	Clause no., Page no.	Original clause in RFP document	The point on which Clarification required	Reason for amendment (if any)	Response
1	VI. Key Personnel Page 7 of 38	VI. Key Personnel	Project Manager : Master's Degree in Engineering with Experience in <u>Project Management</u> and Experience in Public Procurement (acquired post Master' Degree)	<p>It is noted that the proposed team is expected to comprise experts with diverse engineering backgrounds and technical qualifications. Therefore, the Project Manager's position need not be restricted to only the engineering discipline. An expert possessing a Bachelor's Degree in Engineering, along with a Master's Degree in Engineering / Management / Public Administration, and having relevant experience in public procurement, would be well suited to effectively lead and coordinate the assignment as the Project Manager. The current requirement of having 10 years' experience in project management is restrictive as the title and nature of the assignment under reference is Procurement Management Support Services.</p> <p>Accordingly, we request you to kindly consider modifying the qualification requirement for the position of Project Manager to the following: Bachelor's Degree in Engineering and Master's Degree in Engineering/ Management / Public Administration, with experience in Public Procurement.</p> <p>The next column for "Minium Relevant Post-Qualification Experience" may be modified from "10 year each" to "10".</p>	Necessary changes are being notified through addendum
2	VII. Qualification Criteria Page 8 of 38	3. Work Experience	The Bidder(s) must have relevant experience of providing Project Management Consultancy services or Procurement Consultancy Services in the last five (05) financial years with:	<p>We understand that the Title and nature of the assignment under reference pertains to "Procurement Management Support Services".</p> <p>Therefore, it is not clear as to why experience in Project Management Consultancy services is considered adequate for the requirement under work experience.</p> <p>Hence, we request you to only consider the credentials of bidders having specific Procurement Consultancy Services (whether in specific procurement consultancy assignments or part of PMC contracts) and accordingly value corresponding to the procurement consulting services be considered for evaluation and not Project Management Consultancy services contract value.</p> <p>Considering completed financial years would be applicable, the current stipulation implies that contracts completed up to March 2025 would be considered.</p> <p>We request you to also consider contracts completed during the current financial year also up to date of bid submission.</p>	Necessary changes are being notified through addendum
3	VII. Qualification Criteria Page 8 of 38	3. Work Experience: A. A minimum of seven (07) completed contracts in any one of these five (5) financial years.	7 completed contracts in "any one" of these five (5) financial years	<p>Our understanding is demonstrated 7 completed contracts in last five financial years (including the current year) and not in any one year. Please confirm.</p> <p>In B "projects/contracts", in A merely "contracts" is mentioned. Kindly clarify the terminologies used and the same may be made consistent.</p>	Necessary changes are being notified through addendum
4	Sr. No. 1 – <i>Company Profile</i> under Section VIII: Evaluation Criteria (RFP: Page 9 & 10 of 38)	Sr. No. 1 – Company Profile under Sec on VIII: Evaluation	ISO 9001 (Quality Management System) certification – Note: ISO certification submitted should be from a Certification Body accredited by NABCB. Bidders should submit valid ISO certificate	The stipulation requiring NABCB accreditation for the ISO certificat appears to be restrictive. It is therefore requested that ISO 9001 (Quality Management System) certification issued by any accredited Certification Body be accepted.	Necessary changes are being notified through addendum

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5	Sr. No. 3 – Approach, methodology, and work plan: under Section VIII: Evaluation Criteria (RFP: Page 9 & 10 of 38)	Sr. No. 3 – Approach, methodology, and work plan: under Section VIII: Evaluation Criteria Notes: b & d	A description of the understanding of Project Requirements and Objectives, description of the approach, methodology, and work plan for performing the assignment demonstrated during technical presentation. Notes: b. The bidder that abstains from attending the technical presentation round will be disqualified. d. Details and time of the Technical Presenta on shall be shared with all bidders	Generally, in any selection process, verbal interaction between the employer and the bidders is not encouraged. Therefore, kindly confirm if Tech ppt as mentioned in the said clause is required. This clause gives an impression that marks will be given based on technical presentation. Kindly clarify whether a submission of Approach Methodology and work plan is required along with the technical proposal or these are to be presented only at the technical presentation. With regards details in Notes: b & d - Please clarify the sequence and number of rounds in the selection process. Also, please confirm if there any marks / score allocated for the technical presentation round.	Necessary changes are being notified through addendum
6	Bullet point no. 5 under 1. (iv) in XI. Submission of Proposals Page 18 & 19 of 38	Bullet point no. 5 under 1. (iv) in XI. Submission of Proposals	Supporting Documents: Technical Presentation	In view of request for clarification point no.5 above, kindly confirm if the technical presentation is to be submitted along with the Technical Proposal. If yes, clarify if Technical Presentation is required in PPT form.	Necessary changes are being notified through addendum
7	Point no. 2 in Annexure – Form 1: Covering letter with the Proposal in response to RFP Notice (RFP: Page 18 & 19 of 38)	Point no. 2 in Annexure – Form 1: Covering letter with the Proposal in response to RFP Notice	We attach our technical response and our financial quota on in a separate sealed cover as required by the RFP both of which together cons tute our proposal, in full conformity with the said RFP.	We understand that the technical proposal documents and financial quote are to be uploaded on the GeM portal. Please confirm if the technical proposal and financial quote are also to be physically submi ed in sealed envelopes in addition to uploading on the GeM portal.	Necessary changes are being notified through addendum
8	Point no. 8: Conflict of Interest under Section X Terms and Conditions (RFP: Page 12 & 13 of 38)	Point no. 8: Conflict of Interest under Section X Terms and Conditions	Additional point under Point no. 8: Conflict of Interest under Section X Terms and Conditions	Kindly clarify that prospective bidders who are currently executing consultancy assignments in projects funded under GOILOC will not be eligible to participate in view of conflict of interest. Similarly, a prospective bidder who eventually wins this contract under reference, will not be eligible to participate in any contracts funded under the GOI-LOC.	This is being clarified that, bidders currently engaged in GOILOC projects and providing services as PMC Consultant, Suppliers, or CC/EPC Contractors or any such engagement which is in direct conflict with the mentioned scope of works outlined for Project Management Support Services Consultant shall be treated as conflicted. Notwithstanding the above, a conflict check shall be undertaken prior to reference of any assignment to the Procurement Management Support Services Consultant selected under this procurement exercise.

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9	VII. Qualification Criteria S. No 1: Legal Entity Page No - 8 of 38	The Bidder(s) interested in participating in the Selection Process must be a duly registered legal entity in India, under any one of the following categories: - •A Limited Liability Partnership ("LLP") registered under the LLP Act,2008. •an Indian Company ("Company") registered under the Companies Act, 1956/ 2013; •a "Partnership Firm" registered under the Indian Partnership Act, 1932; With a minimum of 5 years of existence at the time of submission of the bid.	The Bidder(s) interested in participating in the Selection Process must be a duly registered legal entity in India, under any one of the following categories: - •A Limited Liability Partnership ("LLP") registered under the LLP Act,2008. •an Indian Company ("Company") registered under the Companies Act, 1956/ 2013; •a "Partnership Firm" registered under the Indian Partnership Act, 1932; With a minimum of 3 years of existence at the time of submission of the bid.	The stipulation requiring a bidder to have a minimum of five (5) years of existence at the time of bid submission appears to be restrictive and not fully aligned with the prevailing procurement principles of the World Bank, Asian Development Bank (ADB), and Government of India (Gol). Gol Manual for Procurement of Consultancy & Other Services (CVC / MoF guidelines) discourages qualification conditions that unnecessarily restrict competition and recommends that eligibility criteria be framed to ensure maximum participation of capable firms, provided they meet the technical and financial requirements of the assignment.	Please be guided by the RFP Document.
10	VII. Qualification Criteria S. No 3: Work Experience Page No - 8 of 38	The Bidder(s) must have relevant experience of providing Project Management Consultancy services or Procurement Consultancy Services in the last five (05) financial years with: A.A minimum of seven (07) completed contracts in any one of these five (5) financial years. and B.The bidder must have completed similar projects or contracts that meet the following criteria: •At least three (3) completed projects/contracts, with each project/contract having a minimum value of ₹ 34 lakhs or more, OR •At least two (02) completed projects/contracts, with each project/contract having a minimum value of ₹ 42.50 lakhs or more, OR •At least one (01) completed	We request you to kindly consider as below - The Bidder(s) must have relevant experience of providing Project Management Consultancy / Design & Supervision/ Supervision & Quality Control (SQC) services or Procurement Consultancy Services in the last five (05) financial years with: A. A minimum of seven (05) completed / Ongoing contracts last five (5) financial years. Consultancy for Ongoing contracts undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency/ Government-to-Government Project (G2G) / Government of India (Gol) Mission Funded Projects having PMC/ SQC/ PMA/ PMU/ Project Implementation Support/ Design & Supervision components during last five (5) financial years shall be considered as	Gol Manual for Procurement of Consultancy & Other Services emphasizes that qualification criteria should be reasonable, non-restrictive and aligned with the nature and risk of the assignment. In consultancy contracts particularly in sectors such as infrastructure planning, DPR preparation, Project Management and Advisory services, the assignments often span multiple years and technical expertise is demonstrably applied and validated well before formal completion. Excluding ongoing projects may unintentionally disadvantage competent firms that are currently executing similar donorfunded or government assignments despite having proven mobilization staffing and deliverable acceptance by clients.	Please be guided by the RFP Document.

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		project/contract, with a minimum value of ₹ 68 lakhs or more.	eligible projects subject to completion of minimum 12 months of duration and each project/contract having received a minimum value as defined under VII. QUALIFICATION CRITERIA, S.No 3 - Work Experience.		
11	VIII. Evaluation S. No 2 Page No - 10 of 38	a) Positive net worth for each of the last 3 (three) financial years – 5 marks	We request you to kindly consider - a) Positive net worth as on latest / last financial years – 5 marks	The Net worth can be temporarily impacted due to one-time accounting adjustments, investments, restructuring, expansion costs without affecting the firm's operational viability or its ability to deliver professional services. Excluding bidders solely due to a marginal or temporary negative net worth in one of the past years may therefore eliminate otherwise technically and financially capable firms.	Please be guided by the RFP Document.
12	VIII. Evaluation S. No 4: Experience [during last five (05) Financial Years] Page No - 10 of 38	Procurement related Consultancy experience for procurement undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency – 5 marks	We request you to kindly allow & consider as below - Procurement related Consultancy experience for procurement undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency/ Government-to-Government Project (G2G) / Government of India (GoI) Mission Funded Projects – 5 marks Consultancy for Ongoing contracts undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency/ Government-to-Government Project (G2G) / Government of India (GoI) Mission Funded Projects having PMC/ SQC/ PMA/ PMU/ Project Implementation Support/ Design & Supervision components during last five (5) financial years shall be minimum 12 months of duration and each project/contract having received a minimum value as defined under VII. QUALIFICATION CRITERIA, S. No 3 - Work Experience Kindly confirm.	Government-to-Government (G2G) and Government of India (GoI) Mission-funded projects are governed by formal rulebased procurement systems that are closely aligned with international best practices and Donor procurement principles. From a substantive perspective procurement consultancy assignment under G2G and GoI Mission programs involve activities that are functionally equivalent to those under MDA-funded projects In consultancy contracts particularly in sectors such as infrastructure planning, DPR preparation, Project Management and Advisory services, the assignments often span multiple years and technical expertise is demonstrably applied and validated well before formal completion.	Please be guided by the RFP Document.

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13	VIII. Evaluation S. No. 4: Experience [during last five (05) Financial Years] Page No - 10 of 38	Procurement related Consultancy experience involving preparation of Tender Documents - 5 marks	We request you to kindly allow & consider as below - Consultancy experience involving preparation of Tender Documents for Ongoing contracts undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency/ Government-to-Government Project (G2G) / Government of India (GoI) Mission Funded Projects having PMC/ SQC/ PMA/ PMU/ Project Implementation Support/ Design & Supervision components during last five (5) financial years shall be considered as eligible projects subject to completion of minimum 12 months of duration and each project/contract having received a minimum value as defined under VII. QUALIFICATION CRITERIA, S. No 3 - Work Experience Kindly confirm.	In consultancy contracts particularly in sectors such as infrastructure planning, DPR preparation, Project Management and Advisory services, the assignments often span multiple years and technical expertise is demonstrably applied and validated well before formal completion.	Please be guided by the RFP Document.
14	VIII. Evaluation S. No. 4: Experience [during last five (05) Financial Years] Page No - 10 of 38	Procurement related Consultancy experience involving Evaluation of Bids (Technical and Financial Bids) - 5 marks	We request you to kindly allow & consider as below - Consultancy experience involving preparation of Tender Documents for Ongoing contracts undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency/ Government-to-Government Project (G2G) / Government of India (GoI) Mission Funded Projects having PMC/ SQC/ PMA/ PMU/ Project Implementation Support/ Design & Supervision components during last five (5) financial years shall be considered as eligible projects subject to completion of minimum 12 months of duration and each project/contract having received a minimum value as defined under VII. QUALIFICATION CRITERIA, S. No 3 - Work Experience Kindly confirm.	In consultancy contracts particularly in sectors such as infrastructure planning, DPR preparation, Project Management and Advisory services, the assignments often span multiple years and technical expertise is demonstrably applied and validated well before formal completion.	Please be guided by the RFP Document.

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15	VIII. Evaluation S. No. 4: Experience [during last five (05) Financial Years] Page No - 10 of 38	Drafting of Contract Agreement as part of Procurement related Consultancy Services– 5 marks	We request you to kindly allow & consider as below - Consultancy experience involving preparation of Tender Documents for Ongoing contracts undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency/ Government-to-Government Project (G2G) / Government of India (GoI) Mission Funded Projects having PMC/ SQC/ PMA/ PMU/ Project Implementation Support/ Design & Supervision components during last five (5) financial years shall be considered as eligible projects subject to completion of minimum 12 months of duration and each project/contract having received a minimum value as defined under VII. QUALIFICATION CRITERIA, S. No 3 - Work Experience Kindly confirm.	In consultancy contracts particularly in sectors such as infrastructure planning, DPR preparation, Project Management and Advisory services, the assignments often span multiple years and technical expertise is demonstrably applied and validated well before formal completion.	Please be guided by the RFP Document.
16	Joint Venture / Consortium		We request you to kindly allow consortium of 2 members. Kindly Confirm	Government of India procurement frameworks, including the Manual for Procurement of Consultancy & Other Services, recognize JVs as an acceptable mode participation of Allowing JVs would enable participation of firms with proven expertise under MDA or GoI-funded projects while ensuring adequate risk mitigation for the Employer.	Please be guided by the RFP Document.
17		Presently the submission date is 27th Jan 2026.	We respectfully request the Authority to consider granting a minimum extension of four (4) weeks for submission of bids after issuance of replies to pre-bid queries / corrigendum, to enable bidders to adequately study the clarifications, incorporate changes (if any), finalize technical documentation, and submit a responsive and competitive proposal. Extending the deadline by 4 weeks will ensure adequate time for preparing comprehensive and competitive proposals, leading to better quality submissions.	-	Please be guided by the RFP Document.

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18	Page No 08 of 38 Clause No. 1	Qualification Criteria	<p>We assume that Indian registered companies (which are subsidiary of international companies) are allowed to submit their parent company credentials (Technical and Financial) for qualification purpose. This is widely accepted by Indian Navy and other Port authorities because as part of Govt of India's ease of doing business, international companies are encouraged to establish registered Indian subsidiary. Kindly confirm and provide amendment to this respect. Allowing Indian registered companies (subsidiaries of international companies) will ensure wider participation of companies and competition for EXIM Bank. We request you to incorporate such provision in the tender.</p>	-	Please be guided by the RFP Document.
19	Page No 08 of 38	Work Experience	<p>We request authority to revise the clause as below.</p> <p>The Bidder(s) must have relevant experience of providing Project Management Consultancy services or Procurement Consultancy Services in the last five (05) financial years with:</p> <p>A. A minimum of seven (07) completed contracts in any one of these five (5) financial years.</p> <p>And / OR</p> <p>B. The bidder must have completed similar projects or contracts that meet the following criteria:</p> <ul style="list-style-type: none"> • At least three (3) completed projects/contracts, with each project/contract having a minimum value of ₹ 34 lakhs or more, OR • At least two (02) completed projects/contracts, with each project/contract having a minimum value 	-	Please be guided by the RFP Document.

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			of ₹ 42.50 lakhs or more, OR • At least one (01) completed project/contract, with a minimum value of ₹ 68 lakhs or more.		
20	Page No. 10 of 38	Experience [during last five (05) Financial Years]: • GFR based Procurement related Consultancy experience – 5 marks • Procurement related Consultancy experience for procurement undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency – 5 marks • Procurement related Consultancy experience involving preparation of Tender Documents – 5 marks • Procurement related Consultancy experience involving Evaluation of Bids (Technical and Financial Bids) – 5 marks • Drafting of Contract Agreement as part of Procurement related Consultancy Services– 5 marks	We request authority to consider the experience of project management consultancy which involves design engineering/DPR/DFR/ and revised the clause as below. • GFR based Procurement/and Project management related Consultancy experience – 5 marks • Procurement and Project management related Consultancy experience for procurement undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency – 5 marks • Procurement and Project management related Consultancy experience involving preparation of Tender Documents – 5 marks • Procurement and Project management related Consultancy experience involving Evaluation of Bids (Technical and Financial Bids) – 5 marks • Drafting of Contract Agreement as part of Procurement related Consultancy Services– 5 marks	PMC assignments involving DPR/DFR and design engineering inherently cover procurement strategy formulation, preparation of tender documents, bid evaluation support, and contract structuring. Recognizing such experience will ensure wider participation, fair evaluation, and allow Exim Bank to benefit from consultants with comprehensive end-to-end project and procurement expertise, which is consistent with practices followed in GOI projects.	Please be guided by the RFP Document.
21	Page No 07 of 38 Clause No. VI	Key Personnel	It is understood that key Personnel are required to work from consultant home office only. Please confirm if our understanding is correct.	-	Ordinarily the work shall not involve travel. However, should a travel be required, the same shall be pre-approved by the Bank and related cost shall be borne by the Bank.

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22	Page No 10 of 38	ISO Certification	ISO certification of parent company may kindly be permitted for consideration of technical evaluation.	-	Please be guided by the RFP Document.
23	Page No 12 of 38	Payment Terms	We request you to revise the payment terms as below as current payment total does not total 100%	-	Necessary changes are being notified through addendum
24	Page No 19 of 38	Financial Bid	We respectfully submit that, in the absence of clearly defined scope, deliverables, effort requirements, and timelines for each individual consultancy assignment, it is not feasible to accurately estimate resource deployment and quote a realistic price on a per-assignment basis. We assume that this is an empanelment process and thus need for financial bid may kindly be removed.	-	The tender is for selection of contractor and not an empanelment exercise. Accordingly, please be guided by the RFP Document.
25	VII. Qualification Criteria Page No. 8 of 38	A minimum of seven (07) completed contracts in any one of these five (5) financial years.	-	Its difficult to complete seven projects in a five year period — hence we request to relax this clause A. Application of this clause will restrict the competition considerably	Necessary changes are being notified through addendum
26	Clause VI. KEY PERSONNEL Page no:-7	For clarity, it may be mentioned that the requirement of the key expert depends on the sector-specific nature of the assignment (procurement exercise). All personnel may not be required in the same assignment.	<p>We understand that all the key personnel may not be required in the same assignment, and shall be engaged on sector specific assignment, however there might be instances wherein the manpower is simultaneously involved in 1 or more project and in that case the bidder needs to ensure availability of all manpower (proposed position) for complete project duration. Kindly confirm whether our understanding is correct.</p> <p>We would also like to recommend addition of a contract management expert as an additional manpower requirement so as to support the projects manager for project deliverable. The educational qualification and experience can be similar to that of Project Manager with at least 5 years of experience.</p> <p>To ensure the most cost-effective and high-quality delivery, we request to clarify if an intermittent or as-needed deployment model is acceptable for specialized</p>	The request for an intermittent deployment model combined with the addition of a dedicated Contract Management Expert is designed to optimize project efficiency while ensuring 100% resource availability for critical milestones. In complex, sector-specific procurement, specialized experts are most effective when deployed during high-intensity phases (such as technical drafting or evaluation) rather than being underutilized in a continuous full-time capacity; this as-needed approach directly reduces unnecessary cost overheads for the Bank without compromising on quality. And the inclusion of a Contract Management Expert provides essential operational support to the Project Manager, ensuring that as multiple assignments overlap, there is a dedicated resource to manage compliance, deliverables, and vendor performance.	<p>The requirement of the key personnel depends on case to case basis and all key personnel may not be required at all times for execution of deliverables.</p> <p>In case of simultaneous assignments, the selected Consultant shall make necessary arrangement for deployment of required manpower in each assignment.</p>

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27	Clause 2 under VII Qualification Criteria Page no. 08	Average turnover of at least ₹ 85 lacs generated in the past three (3) financial years (2022-23, 2023-24 and 2024-25).	We request to clarify that this turnover must be derived exclusively from consultancy services. Given that this RFP is specifically for professional Procurement Consultancy Services, stipulating that the turnover be generated from consultancy rather than general trade, supply, or unrelated commercial activities will ensure that the participating bidders possess the specialized institutional focus and professional depth required to successfully execute the high-stakes procurement mandate of this assignment.	The requirement for Consultancy-exclusive turnover ensures that the selected bidder is a dedicated professional services firm with a proven track record of managing intellectual assignments, rather than a generalist entity that may lack the nuanced understanding of procurement law and project management.	This is being clarified that only the consultancy turnover shall be evaluated.
28	Clause 3 Work Experience under VII Qualification Criteria. Page no. 08	The Bidder(s) must have relevant experience of providing Project Management Consultancy services or Procurement Consultancy Services in the last five (05) financial years with: A. A minimum of seven (07) completed contracts in any one of these five (5) financial years.	Kindly confirm whether a single Project Management Consultancy assignment which is funded by ADB/World Bank etc. covering point b(ii) and b(iii), will be considered as 1 contract or 3 contracts. We propose the criteria as follows: A. Experience Volume The bidder must have successfully completed at least ten (10) contracts related to Project Management Consultancy or similar services within the last ten (10) financial years. B. Similar Work Experience & Value The bidder must have completed similar projects or contracts, which may be included as scope under PMC/PMU/PMA that meet at least one of the following financial thresholds: •At least three (3) completed projects, each with a minimum value of ₹ 34 lakhs; OR •At least two (02) completed projects, each with a minimum value of ₹ 42.50	Expanding the assessment period to 10 years allows for a more comprehensive evaluation of a firm's stability, long-term performance, and ability to navigate multiple economic and regulatory cycles. This ensures that the selected bidder has a seasoned understanding of evolving GFR (General Financial Rules) and procurement trends.	Necessary changes are being notified through addendum

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			<p>lakhs; OR</p> <p>•At least one (01) completed project, with a minimum value of ₹ 68 lakhs.</p> <p>Qualifying Scope of Work For the evaluation of points 'A' and 'B' above, the contracts must demonstrate specific experience in:</p> <p>1.Project Management Consultancy (PMC), PMU, or PMA services; OR</p> <p>2.Procurement Consultancy Services involving:</p> <p>i.Public procurement conducted in compliance with General Financial Rules (GFR);</p> <p>b.Procurement under externally aided projects funded by multilateral/bilateral agencies (e.g., World Bank, ADB, JICA, Exim Bank, or equivalent);</p> <p>c.Preparation of high-level procurement documentation, including Request for Proposal (RFP), Expression of Interest (EOI), and Contract Agreements.</p> <p>For the purpose of evaluating criteria A</p>		

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			and B, a project shall be considered Completed if: 1.It has been successfully finished, and a completion certificate has been issued; OR 2.It is an ongoing project where the bidder has provided services for a continuous period of at least twenty-four (24) months as of the date of bid submission. For such ongoing projects, the bidder must submit a Certificate of Satisfactory Performance or Proof of Payment/Work Done from the client for the 24-month period.		
29	Clause 4. Under VIII. EVALUATION 5. Team Composition and Deployment Plan: Page: - 10	Experience [during last five (05) Financial Years]: •GFR based Procurement related Consultancy experience – 5 marks •Procurement related Consultancy experience for procurement undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency – 5 marks •Procurement related Consultancy experience involving preparation of Tender Documents – 5 marks •Procurement related Consultancy experience involving Evaluation of Bids (Technical and Financial Bids) – 5 marks •Drafting of Contract Agreement as part of Procurement related Consultancy Services– 5 marks	With reference to the Evaluation Criteria (Experience marks), we note that while the Eligibility Criteria explicitly recognizes Project Management Consultancy (PMC), Project Management Unit (PMU), and Project Management Agency (PMA) experience, the scoring breakdown only specifies Procurement related Consultancy. Since the scope of work for a PMC/PMU/PMA typically encompasses end-to-end procurement activities including GFR compliance, preparation of tender documents, bid evaluation, and contract drafting we request to confirm that experience gained under a PMC, PMU, or PMA assignment will be eligible for marks under all five experience categories, provided the specific procurement tasks are demonstrated in the submitted work orders or completion certificates.	A bidder who has managed these five tasks (GFR compliance, Tender prep, Bid evaluation, etc.) within a single large-scale PMC project demonstrates a higher level of competence than a bidder who has only done them as isolated, piecemeal assignments. Managing these tasks as part of PMC/PMU shows that the bidder understands how procurement impacts the overall project lifecycle, risk management, and delivery timelines.	This is being clarified that emphasis is on the nature of assignment undertaken.

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30	Clause 5. Under VIII. EVALUATION 5. Team Composition and Deployment Plan: Page: - 10	Team Composition and Deployment Plan: •CV of Project Manager meeting minimum educational and experience requirements – 3 marks [As per Section VI above] •CV of Team Members for profiles meeting minimum educational and experience requirements (1 mark each) - 7 marks [As per Section VI above] •Availability and deployment plan for Manpower – 5 marks	Regarding the evaluation of 'Team Composition and Deployment Plan' (15 Marks), we note that the current criteria award full marks simply for meeting the minimum requirements. To ensure a more robust and competitive selection process, we propose that the scoring be reframed to distinguish between Basic Compliance and Superior Expertise. Specifically, we suggest that 80% of the marks be awarded for fulfilling the minimum eligibility criteria (Qualification), while the remaining 20% of the marks be awarded based on additional experience (such as extra years of service, specialized sector-specific certifications, or a higher number of successfully completed procurement cycles). We request the to confirm if such a graded scoring matrix will be adopted to ensure that bidders are incentivized to propose their most experienced and high-caliber experts for this assignment.	The proposed 80-20 scoring split is essential to maintain the integrity of a Quality and Cost Based Selection (QCBS) framework, as it prevents a scenario where minimum compliance is treated as maximum excellence. If all bidders receive the same marks for simply meeting the baseline, the technical evaluation becomes a pass/fail exercise rather than a qualitative assessment, effectively rendering the technical weightage redundant. By rewarding additional experience beyond the minimum threshold, it ensures that the project benefits from advanced problem solving capabilities, and higher professional standards. This approach mitigates the risk of project delays and ensures that the experts leading the procurement exercise possess the depth of knowledge required to handle complex, high-value assignments that exceed basic minimum expectations.	Please be guided by the RFP Document.
31	Clause 1. Under X. TERMS AND CONDITIONS 1. Contract Duration: Page 11: -	Contract Duration: The contract will be assigned for a total period of three (03) years, which may be extended further on the same terms & conditions, subject to satisfactory performance of the consultant and mutual agreement between the consultant and Exim Bank.	We request to clarify if a Price Variation/ Escalation Clause will be applicable for such extensions. Specifically, in line with international best practices and standard procurement guidelines for long-term consultancy contracts, we propose that any extension beyond the initial 36 months should include a provision for a price revision (e.g., 5-10% annual escalation or linked to the Consumer Price Index/CPI) to account for inflationary pressures and the rising cost of professional manpower. We request to confirm if the same terms and conditions will be amended to allow for such a mutually agreed price adjustment during the extension period	The request for a price escalation provision is aimed at ensuring the long-term commercial viability of the assignment and the continuity of high-quality resources. If the consultancy fee remains fixed at the Year-1 rate for the entire duration, it creates a significant risk of resource attrition, as it becomes challenging to retain the manpower. Incorporating a price adjustment mechanism consistent with GFR guidelines aligns the contract with economic realities, mitigates financial risk for the Consultant, and ensures that the Bank continues to receive the same high standard of professional service throughout the extended tenure of the project.	Please be guided by the RFP Document.

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32	Clause 3. Under X. TERMS AND CONDITIONS Authorization of Signatory Page 11: -	The authorization shall be in the form of a written power of attorney accompanying the Proposal or in any other form demonstrating that the representative has been duly authorized to sign. The power or authorization, or any other document consisting of adequate proof of the ability of the signatory to bind the Bidder shall be annexed to the Bid.	With reference to the requirement for a written Power of Attorney (PoA) to demonstrate signatory authority, we request to confirm that a certified true copy of a Board Resolution is also acceptable as adequate proof of authorization. In our organization the authority to bind is granted directly by the Board of Directors to authorized signatories via a formal resolution. We seek confirmation that such a Board Resolution, duly signed by the Company Secretary or a Director, shall be considered equivalent to a Power of Attorney for the purpose of bid submission and contract execution.	-	A Board Resolution, duly signed by the Company Secretary confirming the same being in force as on date, shall also be acceptable.

Sr. No.	Clause no., Page no.	Original clause in RFP document	The point on which Clarification required	Reason for amendment (if any)	Response
33	Clause 4. Under X. TERMS AND CONDITIONS Earnest Money Deposit (EMD)/ Bid Security Page 11: -	Bidders shall submit, along with their Bids, Bid Security (EMD) of ₹ 1,00,000/- as per the details mentioned below: i. By demand draft in favor of "Export-Import Bank of India", payable at New Delhi	With reference to the requirement for Bid Security (EMD) of ₹ 1,00,000/- via Demand Draft, we request to allow the submission of EMD in the form of a Bank Guarantee (BG) from any scheduled commercial bank. In accordance with Rule 170(i) of the General Financial Rules (GFR) 2017, bid security may be accepted in the form of a Bank Guarantee, which provides the same level of financial security, while allowing bidders to manage their working capital more efficiently. We request you to confirm this inclusion and, if acceptable, provide the standard format for the Bid Security Bank Guarantee in the pre-bid clarification or as a corrigendum.	The request to accept a Bank Guarantee (BG) in lieu of a Demand Draft is based on the principles of financial efficiency and alignment with national procurement standards. Under GFR 2017, the Bank Guarantee is recognized as a secure and standard instrument for bid security, ensuring that the Bank's interests are fully protected against bid withdrawal or non-compliance. Allowing BGs facilitates broader participation from specialized consultancy firms by preventing the unnecessary locking-in of liquid funds during the multi-month evaluation period. This adjustment promotes a more competitive bidding environment and adheres to the Ministry of Finance's guidelines on reducing the financial burden on bidders without compromising the security of the procurement process	Please be guided by the RFP Document.
34	Page :-19 @ Additional Notes:	The Bidders are expected to be cognizant of the manhours required for the Assignment and should bid, accordingly. No additional payment shall be made by the Bank in addition to the quoted Consultancy fees.	With reference to the clause stating that Bidders should be cognizant of the man-hours required, we request to clarify whether there is an estimate of minimum or indicative number of man-hours/person-months for each role or for the assignment as a whole. As the RFP currently does not specify the anticipated level of effort, we seek confirmation on whether Bidders are expected to independently determine the man-hour requirements based on the Scope of Work. If there is pre-determined budgetary estimate or a specific resource deployment expectation, providing this information would ensure that all financial bids are submitted on a uniform and comparable basis, preventing wide disparities in the commercial evaluation.	Defining the expected man-hours or allowing Bidders to propose their own based on a clear guideline is essential for a transparent and fair commercial evaluation. In the absence of an indicative level of effort, there is a high risk during the financial bid opening, where Bidders may interpret the intensity of the scope differently. Providing clarity on man-hour expectations ensures that the selected Consultant can deploy the necessary depth of expertise without compromising on quality due to under-estimation. Furthermore, since the contract is on a fixed-fee basis with no additional payments, a clear understanding of the workload expectations allows Bidders to factor in adequate back-office and subject matter support, thereby mitigating the risk of resource shortages during critical phases of the assignment	Please be guided by the RFP Document.

Sr. No.	Clause no., Page no.	Original clause in RFP document	The point on which Clarification required	Reason for amendment (if any)	Response
35	-	-	<p>No relaxation is available for Start-up in this tender and the same in contradiction of GOI Policy as well as provisions given in Manual for Procurement of Consultancy Services, issued by Department of Expenditure (DOE) under Ministry of Finance (please refer Clause No. 1.10.1 (4) (b) of Chapter 1 of Manual) and the same is reproduced below:</p> <p>"The Procuring Entity may relax the condition of prior turnover and prior experience for start-up enterprises recognised by the Department for Industry & Internal Trade (DPIIT), subject to meeting quality & technical specifications. Startups may be MSEs or otherwise. Such relaxation can be provided in the case of procurement of works as well. It is further clarified that such relaxation is not optional but normally has to be ensured, except in case of procurement of items related to public safety, health, critical security operations and equipment, etc.) where adequate justification exists for the Procuring Entity not to relax such criteria".</p> <p>Therefore, it is requested to provide relaxation to Start-up as per GOI guidelines. However, it is also submitted to keep the requisite provisions to ensure quality & technical requirements.</p>	-	Please be guided by the RFP Document.
36	<p>Clause VI. Key Personnel</p> <p>Page No. 07 of RFP</p>	<p>Project Manager:- Master's Degree in Engineering with Experience in Project Management and Experience in Public Procurement (acquired post Master Degree)</p> <p>Minimum Relevant Post-Qualification Experience (in years) = 10</p>	<p>We request you to clarify if you need 10 years of experience each for Project management and experience in public procurement. If that so, Kindly merge both the conditions.</p>	<p>We request the client to considered 15 years' experience combining both criteria of Project management and public procurement .</p>	<p>Necessary changes are being notified through Addendum</p>

Sr. No.	Clause no., Page no.	Original clause in RFP document	The point on which Clarification required	Reason for amendment (if any)	Response
37	Clause VI. Key Personnel Page No. 07 of RFP	Structural Engineer = Bachelor's Degree in Structural Engineering or equivalent Hydraulic Engineer = Bachelor's Degree in Hydraulic Engineering or Mechanical Engineering or equivalent	We Understand equivalent degree can be considered as Bachelor's in Engineering, as Bachelor's degree obtained in general stream and Structural Engineering & Hydraulic Engineering is obtained from Masters.	-	Please be guided by the RFP Document.
38	Clause VIII. EVALUATION S. No. 4 Page No. 10 of RFP	Experience [during last five (05) Financial Years]: • GFR based Procurement related Consultancy experience – 5 marks • Procurement related Consultancy experience for procurement undertaken by Exim Bank / World Bank / ADB / JICA / any other Multilateral Development Agency – 5 marks • Procurement related Consultancy experience involving preparation of Tender Documents – 5 marks • Procurement related Consultancy experience involving Evaluation of Bids (Technical and Financial Bids) – 5 marks • Drafting of Contract Agreement as part of Procurement related Consultancy Services– 5 marks	We Understand that single project criteria with relevant scope can be considered. Further we request to amend criteria 2 related to Consultancy experience for procurement undertaken will be considered from government department/PSU.	-	Please be guided by the RFP Document.
39	General	Bid End Date :- 27.01.2026	We request the Authority to kindly extend the bid submission deadline by two weeks from the date of publication of the Pre-bid Replies, so that bidders have adequate time to incorporate the clarifications and prepare a comprehensive proposal.	-	Please be guided by the RFP Document.

Sr. No.	Clause no., Page no.	Original clause in RFP document	The point on which Clarification required	Reason for amendment (if any)	Response
40	Clause No. VI. Key Personnel, Page no. 7	Project Manager - Master's Engineering Degree in with Experience in Project Management and Experience in Public Procurement (acquired post Master' Degree)	Project Manager - B.Tech (Engineering) plus Master's Degree in Management and having Experience in Public Procurement.	Kindly consider our submission as the key person of this assignment must have Master's Degree in Management with relevant experience in Public Procurement for the successful execution of the procurement process.	Necessary changes are being notified through Addendum
41	Clause No. VII., Point No.3, Page no.8	The Bidder(s) must have relevant experience of providing Project Management Consultancy services or Procurement Consultancy Services in the last five (05) financial years with: A minimum of seven (07) completed contracts in any one of these five (5) financial years.	The Bidder(s) must have relevant experience of providing Project Management Consultancy services or Procurement Consultancy Services in the last five (05) financial years with: A minimum of seven (07) completed contracts in last five (5) financial years put together .	Kindly consider the submission because the completion of projects/contracts of similar nature eventually gets extended beyond an year , hence it may be difficult to submit completion certificate for 7 completed assignments in the same year.	Necessary changes are being notified through addendum
42	Clause no. VIII.- Evaluation, Point No.4, Page no. 4	Experience [during last five (05) Financial Years]: • GFR based Procurement related Consultancy experience – 5 marks	Experience [during last five (05) Financial Years]: • GFR based Procurement / PPP based procurement assignments by State Govt / PSUs related to Consultancy experience – 5 marks will be considered.	Kindly consider this experience as well, as it covers a wide spectrum of geographies and related requirements.	Please be guided by the RFP Document.