

Response of common queries received regarding Startup Pre-Bid held on dated 09-11-2021

S. No	Bidding Document Reference(s) (Section number/ page)	Content of REOI requiring Clarification	Points of clarification Required	Response
1.	Section 3. Criteria of Shortlisting (3 rd line; Page 4)	The bidder must also possess the technical know-how and the financial resources that would be required to successfully provide the service for assisting Directorate of Industries in Startup Ecosystem Development in the State of Uttarakhand.	We would request the authority to kindly clarify the 'The financial resources' part as a consultancy firm we would be providing the technical know-how. However we need more clarity around the term use of "financial resources".	No separate document is required for this. Proof of turnover of the firm is sufficient
2.	Section 3. Criteria of Shortlisting (S. No. 2: Financial Capacity; Page 4)	The bidder should have a minimum annual turnover of INR 75 crore from Indian operations in business consulting services in each of the previous three financial years	We would request the authority to modify and increase the minimum annual turnover requirement from Indian operations in business consulting services to INR 300 crore so that firms having global expertise and quality can bid thereby avoiding lesser experienced firms from participating. This will result in getting top rated firms onboarded for the said project.	Not considered
3.	Section 3. Criteria of Shortlisting (S. No. 3: Turnover from Government Consulting Services; Page 4)	The bidder should have a minimum annual turnover of INR 10 Crore from Government/ Public Sector consulting services in India in each of the last 3 financial years (FY 2017-2018, FY 2018-2019, FY 2019-2020)	In order to onboard top-rated consulting firms, we would request the authority to modify the minimum turnover from Government Consulting (in India) to be increased to INR 100 crore.	Not considered
4.	Section 3. Criteria of Shortlisting (S. No. 4: Bidder Experience; Page 4 & 5)	Experience in Startup Ecosystem Development	We would request the authority to modify this clause and add minimum experience of delivering 2-3 Startup assignments of minimum one year duration of INR 1 crore value or more.	Suitable weightage will be given in RFP.
5.	Section 3. Criteria of Shortlisting	Minimum 300 employees in consulting division in India.	We would request the authority to modify this clause and increase the minimum employee strength number to 1000 from consulting division in India on company's payroll to	Not considered
6.	Page 1; EOI submission date	The last date of submission of EOI through http://uktenders.gov.in is 13th November, 2021 upto 5:00 PM.	We would request the authority to kindly revise the EOI submission date and increase it by 15 days i.e. to 27th Nov 2021, looking at the ongoing festive season.	Considered. Corrigendum is being issued in this regarding
7.	Section 6. Annexure 1: Format of Criteria for Shortlisting (S. No. 7: Details of Eligible Projects; Page 6)	Details of Eligible Projects: Handling "Startup Ecosystem Development" in last 3 years as Program Management Consultants for Central/ State Governments	We would request the authority to kindly add other abbreviations to Program Management Consultants such as PMU, PIU, PMA	Considered. Corrigendum is being issued in this regarding
8.	We would suggest that the authority should consider including a minimum of 10 resources for the said project as the assignment would involve building a Startup ecosystem with support from Incubators, COEs, conducting various events, startup platform development, digital media presence, etc.			No. of resources Will be clarified in RFP

9	Section 3 point 1/ Page No. 4	... (Any kind of consortium is not allowed) ...	The department is requested to clarify that the term "Any kind of consortium" As any kind of consortium is not permitted, does this also include JV/ outsourcing/ sub-contracting.	-
10	Section 6 point 7/ Page 6	Details of Eligible Projects: Handling "Startup Ecosystem Development" in last 3 years as Program Management Consultants for Central/ State Governments	The department is requested to clarify that the reference point for calculating 3 years.	Financial years
11		Cost of document fee/ EMD	The department is requested to confirm that there is no document fee / EMD to submitted with the bid.	No any kind of document fee/ EMD is required at EOI stage.
12	Pg. 5 EOI criteria no. 7	The bidder should not have been blacklisted/ banned/ debarred under investigation by any State/Central Government entity/PSU in last five years	We suggest the section be modified to "Organization should not be blacklisted by any State / Central Government other agencies including Central / State Level Public Enterprises at the time of bid submission"	Considered. Corrigendum is being issued in this regarding
13	3 Criteria for shortlisting Page no. 4 (Point 2)	The bidder should have a minimum annual turnover of INR 75 crore from Indian operations in business consulting services in each of the previous three financial years	We request the authority to reduce the minimum annual turnover of INR 75 crore from Indian operations. The modification would allow larger participation for the EOI and would enable the Authorities to select an agency from a larger pool of competitive service providers. It is a humble request to kindly accept the above suggestions and modify the clause as below: "The bidder should have a minimum annual turnover of INR 20 crore from Indian operations in business consulting services in each of the previous three financial years."	Not Considered
14	3 Criteria for shortlisting Page no. 4 (Point 3)	The bidder should have a minimum annual turnover of INR 10 Crore from Government Public Sector consulting services in India in each of the last 3 financial years (FY 2017- 2018, FY 2018-2019, FY 2019-2020)	We request the authority to reduce the minimum annual turnover of INR 10 Crore from Government Public Sector consulting services in India. The modification would allow larger participation for the EOI and would enable the Authorities to select an agency from a larger pool of competitive service providers. It is a humble request to kindly accept the above suggestions and modify the clause as below: "The bidder should have a minimum annual turnover of INR 3 Crore from Government Public Sector consulting services in India in each of the last 3 financial years (FY 2017-2018, FY 2018-2019, FY 2019-2020)".	Considered. Corrigendum is being issued in this regarding

15	3 Criteria for shortlisting Page no. 5 (Point 5)	Minimum 300 employees in consulting division in India.	We request the authority to reduce the minimum 300 employees in consulting division in India. The modification would allow larger participation for the EOI and would enable the Authorities to select an agency from a larger pool of competitive service providers. It is a humble request to kindly accept the above suggestions and modify the clause as below: "Minimum 150 employees in consulting division in India."	Considered. Corrigendum is being issued in this regarding
----	--	--	---	--

Director Industries
Govt. of Uttarakhand