

# OFFICE OF THE PROJECT DIRECTOR

Sustainable Land Management, Meghalaya  
RLD Building, Springside, Lumsophoh, Nongthymmai  
Shillong – 793014, Meghalaya  
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Issued on: 3rd December ,2024  
Clarification, Addendum and Corrigendum

**“RFP for Hiring of Consultants for Value Chain Sector Studies for the Farmers Mobilization Project, MBMA  
RFP No: MBMA/SLM/C-3/105/2024/41, Date of issue of RPP Document: 14 Nov, 2024**

Further to the RFP, the clarification, amendment, corrigendum notified as below. All other requirements information, terms and conditions shall remain unchanged in the RFP.

## 1. Clarification of the pre-proposal queries:

Original Clause No. in RFP. & Page No.	Queries	MBMA Response
General	Name of the focused crop Grown in the district(s)	Please refer to the RFP Section VII - Terms of Reference: 5.1 - Activity 3
	Total area under cultivation in ha	
	Total production in MT	
	Area under organic certification in ha	
	Year of organic certification	
	Production under organic certified area in MT	
	No. of farmers under organic cultivation	
No. of FPOs / collectives under		

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	<p>organic cultivation</p> <p>The project period, physical and financial outlay targets</p> <p>District, crop wise physical and financial outlays for the project</p> <p>Whether master plan will have both physical and financial outlays</p> <p>Request for change in payment terms as 10:60:30 instead of the present terms of 10:30:60</p>	<p>There is no change in the Payment Terms as this is a 6 months project</p>
	<p>As mentioned in Key Professional- We need to send CV of 3 Organic farming specialist? Or it is typo error- what is the sanctioned number for Organic specialist.</p>	<p>We require:</p> <ol style="list-style-type: none"> <li>1. 1 no. of Team Leader and Agriculture Specialist</li> <li>2. 1 nos. of Value Chain Specialist</li> <li>3. 3 nos. of Organic Farming Specialist</li> </ol> <p>Note: KE means Key Experts</p>
	<p>As mentioned in annexure – all financials’ units should be in INR or EURO?</p>	<p>The Financial Quotations should be in Indian Rupees Only (INR)</p>
	<p>Request to kindly consider extension of closing date of the Tender by another 7 days?</p>	<p>Please refer to the Addendum Section</p>
	<p>In documents to be submitted in Page 28-29. You have mentioned only Tech 1 to Tech 5 to be submitted? Financials</p>	<p>Please go through the RFP document very carefully. The technical and financial documents to be submitted have been</p>

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	also are to be submitted?	classified separately in the different sections. Both Technical and Financial proposal has to be submitted.
	Is it required now to submit the Annexures of Contract to be filled and submitted at this stage? Or after allotment of work	The submission of the contract document is not required at this stage. The firm/agency should familiarize itself on the terms and conditions of the contract and raise the concerns now only. There should no issues to be brought up during the contract negotiation stage. Annexures (1,5,7,8) of the contract are part of proposal submitted by the bidder and is required when you bid
	<b>Scope of Value Chain Mapping:</b> For fresh produce, should the mapping include only those actors directly involved in its handling, or do we also need to cover actors involved in processing activities? Similarly, for processed produce, should the value chain mapping extend to include actors and activities related to the production of raw materials	In value chain studies all actors involved from production to marketing needs to be covered. Depending on the end product (as mentioned in the RFP document), the whole value chain needs to be mapped
	<b>Identification of Relevant Actors:</b> For stakeholders such as 3PL service providers, exporters, and other actors who may not currently operate in	The firm has to identify the stakeholders/potential stakeholders independently, where the working experience of the firm in Meghalaya will be

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	<p>Meghalaya but are relevant to the study, will the department provide a potential list of such stakeholders for engagement? If not, and we identify stakeholders independently, how can we ensure their interest and relevance to Meghalaya prior to engagement?</p>	<p>the key requirements.</p>
	<p><b>International Market Identification:</b> For the identification of major international markets for the targeted produce, is there a specified number of countries we need to analyze (e.g., top 3, top 5, or top 10 markets for each product), or is this to be determined at our discretion?</p>	<p>International markets are to be targeted in a realistic manner, which will be at consultant firm's discretion but based on the past working experience/practical knowledge on different produces of Meghalaya and the respective international market potential</p>
	<p><b>Workshop Costs:</b> If workshops are required as part of the assignment, will the costs for organizing these workshops be borne by the consultant or the department?</p>	<p>Department (MBMA) will not bear any cost other than the awarded amount. All the costs have to be included by the bidder in the financial requirement.</p>
	<p>In the reference to payment terms, the first installment is 10% upon signing the contract, and the next installment is tied to the submission of the draft report. The time gap between these installments is quite significant.</p>	<p>There is no change in the Payment Terms as this is a 6 months project</p>

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	Therefore, we request the inclusion of an interim report, consisting of a detailed status/progress update, to be submitted 60 days after the contract signing, with 20% of the payment released at this stage.	
	Are there specific geographic areas or districts within Meghalaya to be prioritized for the study, and are there particular export markets or international standards that MBMA is targeting for organic produce?	All the 12 districts will be covered. Export market and/or regional market, and/or National market will be the part of the marketing strategy which will be developed by the consultant considering three organic farming certification systems, which are being implemented/will be implemented viz., NPOP, PGS and Meghalaya Organics
Section-VII TOR Pt 5.4 At least 3 similar contracts achieved during the last 7 years Pg-63	The 3 similar contracts achieved can be from PAN India or only state of Meghalaya, please clarify.	Please read the requirements very carefully, the requirement is " Experience in working in the State of Meghalaya would be considered an asset."
Section VII-TOR Pt 5.4 Team Composition, Role & Responsibility Pg-64	As discussed, during the pre-bid meeting (virtually) on 21.11.2024, a total of 05 key experts i.e. 01 Team Leader, 01 Value Chain Specialist and 03 Organic Farming Specialist may be required. In this regard, we request you to	We require: <ol style="list-style-type: none"> <li>1. 1 no. of Team Leader and Agriculture Specialist</li> <li>2. 1 nos. of Value Chain Specialist</li> <li>3. 3 nos. of Organic Farming Specialist</li> </ol> <p>Note: KE means Key Experts</p>

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	<p>please clarify the exact number of key experts required in the categories of a) Value Chain Specialist and b) Organic Farming Specialist for the study.</p>	
	<p>The study is to be conducted across 12 districts. Therefore, it is requested to provide the list of clusters / potential areas / locations in order design our sampling plan and subsequently arrive at our financial costing.</p>	<p>Adequate and statistically robust sampling in three geographic regions i.e. Khasi, Jaintia, and Garo Hills have to be ensured. If the samples represent all the 12 districts it will have advantage.</p>
	<p>There are two formats - Annex. 8 and Form-Fin-1 in the bid document. Which format is to be used? Also, is it mandatory to fill up all columns/rows or we may skip some of the sub-headings, as many of them may be redundant in our case.</p>	<p>Annexure 8 is part of the contract agreement taken from FIN-1 which is part of the proposal.</p>
	<p>Is it possible to suggest amendment of financial payment terms?</p>	<p>There is no change in the Payment Terms as this is a 6 months project</p>

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<p>Section II.                  Data Sheet –                  QCBS                  Clause 12.1.                  Page 24</p>	<p>The maximum                  admissible budget for the assignment                  is INR 76,00,000.00/- (INR 76 Lakhs                  only).                  Kindly clarify if the admissible budget                  is inclusive of taxes or exclusive.</p>	<p>The admissible budget is exclusive of taxes</p>
<p>Section II. Data Sheet – QCBS Clause                  14.5 Page 24 Payment Terms and                  Conditions D1- 10% D2- 30% D3-60%</p>	<p>Since the major field expenditure of                  the study shall be incurred during the                  D2 Stage, we                  kindly request to revise the payment                  terms as                  D1- 10%                  D2- 50%                  D3-40%</p>	<p>There is no change in the Payment Terms as                  this is a 6 months project</p>
<p>Activity 9.                  Platform for public consultation                  established and knowledge                  disseminated.                  Page no. 91 Once the report is                  completed, dissemination workshops                  will be organized</p>	<p>We kindly request you to clarify                  followings                  1. How many workshops to be                  organized?                  2. Who will bear the expenditure of                  organizing these workshops?</p>	<p>No. of workshop to be organized is a part of                  the study design. So, it will be proposed by                  the bidder. MBMA will not bear any cost                  outside the awarded amount.</p>
<p>20.2 b)                  5. The firm should have implemented                  at least 3 similar contracts achieved                  during the last 7 years.                  Pg-27</p>	<p>We understand that the experience of                  promotion of natural farming                  FPOs/FPCs where value chain                  interventions are made will also be                  considered.</p>	<p>The clause is clear enough. It does not need                  any clarification. Only completed projects                  will be considered.</p>

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	<p>We also understand that both the ongoing and completed projects are considered.          Please confirm if our understanding is correct.</p>	
<p>20.2 b)          Experience in working in the State of Meghalaya would be considered an asset          Pg-27</p>	<p>We request you to consider experience in North-East under this criterion and accordingly amend the clause:          “Experience in working in the North East region would be considered an asset”</p>	<p>Meghalaya experience in the relevant area will get full credit; north-east experience in hill areas will be given due credit.</p>
<p>20.2 b) Note: “.....and accompanied by certificates/confirmation of orderly fulfilment of the contracts verified by other party from such contracts”          Pg-27</p>	<p>Please clarify this clause.</p>	<p>All documentary proofs submitted should be clear and verified by the contracting agency. Any discrepancy in the documents submitted, will be rejected</p>
<p>20.2 b) Concept and Methodology          1.4 Experience in working in the State of Meghalaya in the agriculture and agri-business sector --- 5          Pg-27</p>	<p>We request you to consider experience in North-East under this criterion and accordingly amend the clause:          “Experience in working in the North East region in the agriculture and agri-business sector --- 5”</p>	<p>Already clarified for 20.2 b) above</p>



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<p>20.2 b) Concept and Methodology</p> <p>1.5 The Consultant should be an experienced Consultancy Firm well established with at least 7 years of relevant and applicable technical, operational and managerial experience in the agriculture and agri-business sector --- 15 Pg-27</p>	<p>Please clarify how this criterion will be scored.</p>	<p>This is the minimum qualification required for the firm. Firm not meeting this qualification will get 0 marks in evaluation.</p>
<p>2.3 Relevant experience in Meghalaya (knowledge of local culture or administrative system, government organization, etc.): 10 % Pg-27</p>	<p>We request you to consider experience in North East region instead of Meghalaya specific as it limits proposing the experience resources. Accordingly, we request you to amend the clause as follows “Relevant experience in North East region: 10%”</p>	<p>As clarified for 20.2 b) above</p>
<p>Form Fin 1          Model for Financial Proposal – Overall Cost Breakdown          1. – Foreign staff cost          4. - International travel costs          Pg-45</p>	<p>Kindly clarify these points, if an exclusive Indian firm is participating in the tender process. Also, kindly confirm / clarify that the given template may be modified by the agency during proposal</p>	<p>The template should not be modified. The column/rows which are not required should be left blank</p>

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	<p>preparation as per the requirements covering all the cost heads.</p>	
<p>Form Fin 1          Model for Financial Proposal – Overall Cost Breakdown          Pg-45</p>	<p>Stakeholder consultation and workshop is not mentioned under the format, but we understand that it is to be considered while preparing the financial proposal. Please confirm.</p> <p>The costs of organizing such workshops including logistics, honorarium etc. are variable and may differ based on the number of workshops conducted and number of participants. We request that such costs should not be included in the financial proposal as it will create an unfair difference between budgets proposed by different firms based on skewed assumptions of number of workshops, number of participants and logistics costs.</p>	<p>A new row can be added in the form if the particular heading/subheading is not available. The budget for all the proposed activities has to be reflected. No funding provision or activity support from MBMA outside the contracted amount.</p>

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<p>Overview and Objectives of the Assignment</p> <p>Activity 3. Analysis of selected value chains To conduct diagnostic assessment of the current situation, identify key constraints and opportunities, and elaborate a detailed analysis and mapping of the selected organic value chains in the State of Meghalaya; turmeric (processed), ginger (fresh and processed), pineapples (fresh), oranges/mandarins, (fresh), cashew nut, (processed), pepper (processed), bay leaf (processed) and Jackfruit (fresh) pg54-57</p>	<p>We understand that a detailed analysis of mentioned commodities to be considered for the VC study. Please confirm.</p>	<p>Yes</p>
<p>4 Project Area and Location          The study will cover the three regions of Meghalaya: the Khasi, Jaintia, and Garo Hills in twelve districts, where all field activities, will be conducted. Pg-56</p>	<p>We understand that specific regions may be identified and mapped for specific commodities, i.e. value chain for cashew may be studied in Garo Hills where the crop is mainly grown, rather than in all districts for the same crop. Similarly, value chain for pineapple may be studied in East Khasi Hills and East</p>	<p>Farmers ' preferences, growth potential, and market opportunities in other areas also to be explored.</p>

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	<p>Garo Hills where the crop is in abundance. Please confirm if our understanding is correct or kindly clarify.</p>	
<p>5.1 Activity 1.          The consultant will also identify to consult and draw up the appropriate interview guides, data collection templates, and field observation guidance. Pg-57</p>	<p>We understand that interview tools and templates will be finalized in consultation with the PMU and MBMA. Kindly confirm or clarify.</p>	<p>Yes</p>
<p>5.1 Activity 2.          The study will map out existing and potential cooperatives, IVCS, and other actors in selected value chains and will provide a comprehensive list of key players and the roles they play in the value chain.</p> <p>Table 1. Research plan and stakeholder engagement:          Stakeholders to be interviewed          Pg- 57&amp;58</p>	<p>We understand that the PMU and MBMA staff will provide list and contacts of such stakeholders, wherever available. Kindly confirm.</p>	<p>Yes, MBMA will facilitate and can provide the list of contacts of such stakeholders, wherever available</p>

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<p>Activity 9. Platform for public consultation established and knowledge disseminated. Public consultations and workshops with key government agencies and value chain players will be facilitated throughout the preparation and review process. Once the report is completed, dissemination workshops will be organized. Organizing platforms for public and private actors to exchange information on bottlenecks in organic produce trade will ultimately contribute to formulate and implement policies. Pg-61</p>	<p>While such consultations are important, it may be difficult to estimate the number of such consultations and workshops at this stage.</p> <p>We request to not include this as part of the financial proposal.</p>	<p>A part of the study design to be decided by the consulting firm/bidder</p>
<p>The Consultant shall be responsible for the procurement and contract management of all goods, works and/or services necessary to undertake the workshops, trainings and related activities, as needed. Pg- 62</p>	<p>It may be difficult to estimate the number of such workshops at this stage. We request to not include this as part of the financial proposal.</p> <p>We understand that training is not part of the scope under this assignment.</p>	<p>The clause is clear enough. No need of any clarification.</p>

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<p>Table 3. Team Composition, Role &amp; Responsibility KE1 Team Leader and Agriculture Specialist:          S(he) will have a Master’s degree in agriculture and rural development, development economics, public policy or other related fields.          Master of Science in Agriculture with a specialization in rural development, development economics, public policy, or related fields is acceptable          Pg-64</p>	<p>We understand that Master’s degree in Sociology will be considered under related fields. Kindly confirm or clarify.</p>	<p>There is no change in the qualification requirements</p>
<p>KE2 Value Chain Specialist At least a master’s degree in agriculture, agricultural economics, or any related field. Master of Science in Agriculture with a specialization in rural development, development economics, public policy, or related fields is acceptable Pg- 65</p>	<p>We understand that MBA in Rural Development will be considered under related fields. Kindly confirm or clarify.</p>	<p>MBA in Rural Development is not related/equivalent to M. Sc. (Ag) with specialization in Rural Development</p>
<p>KE3          Organic Farming Specialist Master of Science in Agriculture with a specialization in rural development, development economics, public</p>	<p>We understand that PGD in Agribusiness Management will be considered under related fields. Kindly confirm or clarify.</p>	<p>No relaxation in minimum required qualification is allowed</p>

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<p>policy, or related fields is acceptable Pg- 65</p>		
<p>A) Remuneration on lump sum unit rate basis The Consultant will be required to offer lump sum unit rates for such items for the requested quantity and the remuneration will be according to the actual quantity delivered/consumed and the lump sum unit rate. Pg- 48</p>	<p>We understand that the unit rate of resources will be arrived based on the expected duration of the engagement by the resource and the corresponding cost (per hour/day). Please confirm if our understanding is correct</p>	<p>Payment is linked to deliverables as indicated in the payment terms and conditions.</p>
<p>1.3 Activity: Hiring of Consultants Value Chain Sector Studies (10crops) Pg- 23</p>	<p>Only 9 value chains have been specified in the RFP: turmeric (processed), ginger (fresh and processed), pineapples (fresh), oranges/mandarins, (fresh), cashewnut, (processed), pepper (processed), Bayleaf (processed) and Jackfruit (fresh)</p>	<p>Vegetables and Honey are the other two.</p>

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	Kindly clarify.	
5. Scope of work Beyond the tasks described hereunder, some flexibility is envisaged on the overall services to cover potential needs that may emerge during project implementation. Pg-57	We understand that the requested support will be advisory in nature as a part of the deliverables/SOW of this RFP. Please provide further clarification on this point.	No, it is not advisory. Study/ Assignment has to be completed by the consultant team only.
4.2.1 If the Consultant culpably fails to perform any of the Services within the respective time agreed for such Services, the Consultant shall, except to the extent that the Special Conditions include a stipulation to the contrary, be obliged to pay to the Employer a penalty in an amount of 0.5% of the contract value for every week of delay, subject to an overall cap of 8% of the contract value. Pg-90	You will appreciate that often field activities get affected by factors beyond our control. We request you to kindly waive off this clause to allow us to bid for the assignment. In order to avoid the delays and corresponding conflicts, a proper delivery acceptance criterion, followed by sound project management protocols with role clarity, periodic reviews can be considered.	Not acceptable



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Signature	<p>We understand that the scanned signature of the authorized representative is accepted for the submission of the proposal.</p> <p>Please confirm if our understanding is correct.</p>	Yes, scanned signatures can be used
General	<p>The key experts will be supported by non-key experts, whose technical profiles will be determined based on the needs identified during the inception phase and the course of the project. CVs for non-key experts should not be submitted in the tender but tenderers should demonstrate in their offers that they have access to experts with the required profiles. The contractor shall propose a pool of long-term non-key experts.</p> <p>We request to provide a suggested number of NKEs in the team at this stage, for planning engagement accordingly.</p>	Type and no. of support staff required has to be assessed by you to complete the assignment well in time
	Please clarify if the interviews/ survey is required to be CAPI or paper based.	Primary survey required.

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	Please clarify if sub-contracting is allowed under the assignment.	Sub-contracting is not allowed
	Please clarify if the primary survey and data collection is required to be CAPI or paper based.	Primary survey required
	Upon signing the Contract, the Consultant shall seek MBMA approval prior to the deployment of personnel, providing details relevant to the deployment. The Consultant shall not incur travel- related costs prior to receipt of this approval. We will make all efforts in informing/taking a prior permission. We understand that any delay in receiving permission in such regard, will not be considered as a project delay. Please confirm.	Yes
	We understand the Experts can work in hybrid mode which includes field visits as per project requirement and working from remote location. Please confirm if the understanding is correct or clarify.	Subject to extensive field work to ensure the quality of the output

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<p>This tendering procedure is open only to preselected Consultants.4.4 Page no: 10</p>	<p>We request for your clarification on the preselected Consultants criteria given.</p>	<p>Please ignore this clause. This is a standard clause of KFW</p>
<p>14.3 The Consultant shall calculate the Financial Proposal for its Services in Euro unless otherwise permitted in the Data Sheet.                  14.4 Payments under the Contract shall be made in Euro unless otherwise stated in the Data Sheet.                  12.1. The maximum admissible budget for the assignment is INR 76,0,000.00/- (INR 76 Lakhs only).                  Page no15 &amp; 24</p>	<p>We request for your clarification regarding the currency in which the Financial Proposal would be prepared.</p>	<p>The Financial Quotations should be in Indian Rupees Only (INR)</p>
<p>12.1. The maximum admissible budget for the assignment is INR 76,00,000.00/- (INR 76 Lakhs only).                  Pg- 24</p>	<p>We request for your clarification to understand if INR 76 Lakhs includes or is without the necessary taxes.</p>	<p>The admissible budget is exclusive of taxes</p>
<p>The firm should have implemented at least 3 similar contracts achieved during the last 7 years Pg-27</p>	<p>We would request you to kindly clarify if ongoing projects being currently implemented by the firm (which started this year or the previous year for example) would also be considered in the list of 3 similar</p>	<p>Atleast 3 completed projects and not ongoing</p>

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	contracts.	
Section III. Technical Proposal – Standard Forms Section IV. Financial Proposal - Standard Forms Pg-30 &44	We request for your kind clarification if the Standard Forms provided under each proposal – Technical & Financial would have to be in their respective envelopes – for instance, Technical Proposal – Standard Forms would be in the envelop for Technical Proposal and similarly for Financial. Requesting for your clarification if there is an exception to the above.	Technical forms should be in the Technical Envelope and Financial Forms in the Financial Envelope. Please read the RFP carefully as everything is being clearly mentioned in the RFP document
To conduct diagnostic assessment of the current situation, identify key constraints and opportunities, and elaborate a detailed analysis and mapping of the selected organic value chains in the State of Meghalaya; turmeric (processed), ginger (fresh and processed), pineapples (fresh), oranges/mandarins, (fresh), cashewnut, (processed), pepper (processed), Bayleaf (processed) and Jackfruit (fresh) Pg-57	We request kind clarification if the given names in column B are the final Agri/Horti commodities for which the study is to be conducted or there are more items, which we request to kindly enlist.	Total 10 crops. Please add Vegetables and Honey to the list.

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<p>An indicative list of stakeholder engagement pg 58</p>	<p>We understand that number of stakeholder interactions and therefore of the sample to be interviewed, would be fixated by the consulting agency.          Kindly let us know if this understanding of ours is correct.</p>	<p>Yes</p>
<p>The Consultant shall be responsible for the procurement and contract management of all goods, works and/or services necessary to undertake the workshops, trainings and related activities, as needed. Pg-62</p>	<p>We request for your clarification on what is the required number of workshops or training activities that the consultant needs to facilitate, either in person or virtually, as this will impact the overall cost of the project.</p>	<p>Already clarified for 20.2 b) above</p>
<p>1. Team lead          2. Value chain specialist          3. Organic farming specialist          Master of Science in Agriculture with a specialization in rural development, development economics, public policy, or related fields is acceptable</p>	<p>We would like to request clarification, if a Post Graduate Diploma in Management (PGDM) with a specialization in Agribusiness Management, accompanied by relevant experience in agriculture, be deemed acceptable- as part of related fields given in column (B) on the left.</p>	<p>No deviation from minimum required qualification acceptable</p>

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<p>2 value chain experts 3 organic farming experts Pg- 65 &amp;66</p>	<p>Number of experts may be one for each role. However, could you please clarify on the total number of each expert required?</p>	<p>We require:          1. 1 no. of Team Leader and Agriculture Specialist          2. 1 no. of Value Chain Specialist          3. 3 nos. of Organic Farming Specialist</p> <p>Note: KE means Key Experts</p>
<p>CVs for non-key experts should not be submitted in the tender but tenderers should demonstrate in their offers that they have access to experts with the required profiles. The contractor shall propose a pool of long-term non-key experts. Pg-66</p>	<p>We understand that CVs of non-key experts need not be submitted – however to demonstrate the presence of non-key experts in the offer, we request for your clarification if we may include the non-key experts within the financials proposed. We request to clarify if there are specific qualification requirements for the non-key experts, as well.</p>	<p>Not required. They will act as support staff.</p>
<p>8.iii. MBMA will not provide office space, computer, copying and printing services, telephone service or facilities for workshops, travelling cost, lodging or boarding facilities etc.</p>	<p>We would request for your kind clarification to understand if a team of the consulting agency has to be always present in Meghalaya during the entire duration of the project or it can be flexibly planned on the basis of the work plan and design of the research.</p>	<p>As per the design</p>

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Query on Survey Agency	We wish to engage an empaneled survey agency to undertake a part of the primary stakeholders' interactions. This is based on CRISIL's experience of making studies more efficient in terms of time usage as well as quality. We would like to kindly inform you that such agencies are not part of a joint venture but mainly to fulfill survey responsibilities which CRISIL would assign it. We therefore would like to know if such agencies are allowed as part of the engagement?	No
Pg 26, Datasheet 20.2- Pre evaluation criteria for lead bidder (Point 1) The Bidder should be a Company registered under the Companies Act, 1956/ Proprietary Firm / Society Act etc.	Request you to kindly accept organizations registered under Limited Liability Partnerships Act 2008.	Yes, this can be considered
Pg 23, Section A-General, 1.3 Activity: Hiring of Consultants Value Chain Sector Studies (10 crops)	Here, it is mentioned that 10 crops shall be considered under the study. However, as per the list of commodities mentioned in the TOR (Pg 54, Objectives) there are only 8 commodities mentioned namely turmeric (processed), ginger (fresh	Honey and Vegetables to be added.

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	and processed), pineapples (fresh), oranges / mandarins, (fresh), cashewnut, (processed), pepper (processed), Bayleaf (processed) and Jackfruit (fresh). We request you to kindly confirm the list of commodities to be covered as a part of the study.	
Pg 67, Point 8 Data, Services and Facilities to be provided by MBMA	Apart from what is mentioned in the TOR, we would like to know that what support can we expect from the client during field activities such as facilitation of surveys, identification of clusters, etc.	Only facilitation.
Pg 59, Activity 4 Conduct a key stakeholder analysis and workshops, consultations, and meetings with various stakeholders throughout the implementation.	Request you to kindly indicate number of such workshops / consultations / stakeholder interactions needed for validation	No. of workshop to be organized is a part of the study design. So, it will be proposed by the bidder. MBMA will not bear any cost outside the awarded amount
Pg 61, Activity 9 Public consultations and workshops with key government agencies and value chain players will be facilitated throughout the preparation and review process. Once the report is completed, dissemination workshops will be organized.	Request you to kindly clarify the number of such workshops / interactions required to be conducted for this activity.	No. of workshop to be organized is a part of the study design. So, it will be proposed by the bidder. MBMA will not bear any cost outside the awarded amount



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<p>Pg 64, Table 3 (Team Composition, Role and Responsibility)</p> <p>KE1 Team Leader and Agriculture Expert: Education: S(he) will have a Master’s degree in agriculture and rural development, development economics, public policy or other related fields. Master of Science in Agriculture with a specialization in rural development, development economics, public policy, or related fields is acceptable</p> <p>KE2 Value Chain Specialist: At least a master’s degree in agriculture, agricultural economics, or any related field. Master of Science in Agriculture with a specialization in rural development, development economics, public policy, or related fields is acceptable</p> <p>KE3 Organic Farming Specialist: Master of Science in Agriculture with a specialization in</p>	<p>We request you to kindly consider the following education qualifications for the roles of Key Experts 1,2 and 3:</p> <p>Post Graduate Diploma in Management in Agribusiness Management, MBA Agribusiness, and MBA Food and Agribusiness Management.</p>	<p>There is no change in the educational qualification</p>
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rural development, development economics, public policy, or related fields is acceptable		
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<p>Pg 24 Data Sheet-12.1 The maximum admissible budget for the assignment is INR 76,00,000.00/- (INR 76 Lakhs only). Bidder submitting bid above the admissible budget may be rejected.</p>	<p>Kindly clarify if the budget is also including GST within the said amount.</p>	<p>The admissible budget is exclusive of taxes</p>
<p>Pg 24 Data Sheet-14.5 Payment Terms and Conditions</p>	<p>Kindly clarify if the last payment stage can be further classified into 2stages that is 30% after 1st Draft Master Plan Validation Workshop and 30% after preparation of 2nd draft master plan.</p>	<p>There is no change in the Payment Terms as this is a 6 months project</p>
<p>Pg 56 The study will cover the three regions of Meghalaya: the Khasi, Jaintia, and Garo Hills in twelve districts, where all field activities, will be conducted</p>	<p>Please specify the sample size of farmers that need to be covered through this study in the 12 districts of Meghalaya.</p>	<p>Sample size is a part of study design. Consultant firms are free to design to achieve the objectives. Based on the efficacy of design the scoring will be done by the evaluation committee.</p>
<p>Pg 57 Activity 2. Mapping of actors</p>	<p>Please specify the district wise approximate number of stakeholders that need to covered under the study</p>	<p>Sample size is a part of study design. Consultant firms are free to design to achieve the objectives. Based on the efficacy of design the scoring will be done by the evaluation committee.</p>

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<p>Pg 67 Duration of the Assignment</p>	<p>It is understood that the total duration is 6months. Further the agency would request for revising the timelines to 6-8 months in order to cover the sample size and subsequent reporting</p>	<p>There is no change in the duration of the assignment</p>
<p>Page No.56 The study will cover the three regions of Meghalaya: the Khasi, Jaintia, and Garo Hills in twelve districts, where all field activities will be conducted.</p>	<p>It's been mentioned during Pre-bid meeting that, all 12 districts to be covered during the study. However, we assume all the 10crops will be studied covering all the 12 districts. While can the agency propose some potential districts for each crop to undertake the survey and sampling frame, rather than spreading across all districts</p>	<p>No. All crops are not cultivated in equal proportion in all the districts. Some crops do not grow at all in some districts. This needs the acquaintance/thorough knowledge on agriculture in Meghalaya. Data on crop-wise area in different districts are available in public domain. Therefore, sampling for survey for value chain analysis has been left open to be decided by the firm so that the production, processing/value addition and market creation are recommended based on the ground realities.</p>
<p>Page no 57 Meghalaya; turmeric (processed), ginger (fresh and processed), pineapples (fresh), oranges/ mandarins, (fresh), cashewnut, (processed), pepper (processed), Bayleaf (processed) and Jackfruit (fresh), covering production, storage, processing, and marketing,</p>	<p>There are only 8 crops mentioned in the document. But as per the discussion during Pre-bid meeting, we assume that total 10 crops have to be studied. Please confirm the list of all 10 crops.</p>	<p>It is 10 crops.</p>

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current and potential source-to-destination		
Page no. 58 Categories of stakeholders to be interviewed are clearly defined, covering all the relevant sectors in Table 1.		Please refer to comments above
Page No. 62 Summary of Major Outputs and Activities	As mentioned in the RFP, the project is expected to be completed in 180 days. However, considering the scope of work and our prior experience with similar projects, in reaching different stakeholders across all ten crops, there is a chance for slight delay, and hence, 1-1.5 months of additional time might be required. We will be better placed to take a call on this once the Stakeholder listing activity begins. We would like to check on the possibility of getting additional time for the completion of the study if such a situation arises.	We may allow additional time at no extra cost, depending on the progress
Page No. 24 The maximum admissible budget for the assignment is INR	Can you please clarify if this budget is exclusive or inclusive of GST?	The admissible budget is exclusive of taxes

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76,00,000.00/-		
Page No. 27 Experience in working in the State of Meghalaya would be considered an asset	We kindly request you to change it to – 'Experience in working in the North-eastern states of India would be considered an asset.	Please check the comments above
Page No. 27 The Consultant should be an experienced Consultancy Firm well established with at least 7 years of relevant and applicable technical, operational and managerial experience in the agriculture and agri-business sector.	We kindly request you to include <b>research, evaluation and capacity building experience</b> in addition to technical, operational and managerial experience in the agriculture and agri-business sector.	There is no change in the experience
12.1 Preparation of Proposal The maximum admissible budget for the assignment is INR 76,00,000.00/- (INR 76 Lakhs only). Bidder submitting bid above the admissible budget may be rejected. page 24	May please clarify that the budget of INR 76 Lakh earmarked for this assignment is all inclusive (i.e., Professional Fees and Applicable Taxes) or may we consider the budget as exclusive of Tax component.	The admissible budget is exclusive of taxes

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<p>Section-II Data sheet Payment Terms and Condition</p> <p>Inception report</p> <p>Draft Value Chain &amp; Master Plan Report</p> <p>Final Value Chain &amp; Master Plan Report</p>	<p>Payment terms as stipulated in the RFP document may please be considered for revision as the same should also be feasible for an agency to perform activities as per the desired scope of work:</p> <ul style="list-style-type: none"><li>• Inception Report – 10%</li><li>• Submission of findings cum Validation Report after conducting Stakeholders Consultation meeting – 30%</li><li>• Draft Value Chain &amp; Master Plan Report – 30%</li><li>• Final Value Chain &amp; Master Plan Report – 30%</li></ul>	<p>There is no change in the Payment Terms as this is a 6 months project</p>
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<p>Limitation of Liability</p>	<p>The aggregate liability of the Firm/ Consultant/ Bidder/ Service Provider/ Contractor/ Agency whether in contract, tort, statue or otherwise shall be limited to the amount of the fees that the Firm/ Consultant/ Bidder/ Service Provider/ Contractor/ Agency has received in connection with the Engagement. If the Engagement is of a recurring nature, then the aggregate liability shall not exceed the amount received by the Firm/ Consultant/ Bidder/ Service Provider/ Contractor/ Agency in the immediately preceding year. The above liability limit will not apply to any losses, damages or costs arising from the fraud, dishonesty, or gross negligence of the Firm or in respect of liabilities which cannot lawfully be limited or excluded. Neither party shall be liable to the other for any indirect, special, or consequential loss (including but not</p>	<p>There is no change in this clause</p>
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	limited to loss of profit - whether direct or indirect - loss of production), loss of contracts, loss of use, loss of business, and loss of business opportunity.	
Indemnity	The Client shall indemnify and hold harmless the Consultant/ Bidder/ Firm/ Service Provider/ Contractor/ Agency for any losses incurred or damages suffered due to: i. Third party claims ii. Any fraud, misrepresentation, or omission of facts by the Client/Purchaser or its personnel	There is no change in this clause

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Termination

If a party is in breach of a material term of this Agreement, and despite written notice from the other party fails to remedy such breach within 30 days or such other period as may be agreed between the parties, then the other party shall be entitled to terminate this Agreement forthwith. Additionally, the Firm will have the right to terminate this Agreement if its fees are not paid within the contractually agreed period by providing a prior written notice of 30 days. Termination of this Agreement shall not prejudice or affect the accrued rights or claims or liabilities of either party. If the event of termination of the Agreement, the Bidder shall be paid by the Client for the services performed under the Agreement, up to the last day of the notice for termination of the Agreement including work in progress and substantiated demobilization costs.

There is no change in this clause

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Confidentiality	Except with the prior written consent of the other party which shall not be unreasonably withheld, the parties shall not disclose nor cause or permit their employees, agents and consultants to disclose to third parties any confidential information relating to the Services, provided always that the parties may disclose such confidential information if required by applicable law or regulation, but only that portion of information which, to the extent permitted by the relevant law or regulatory requirement, is legally required to be furnished. The obligations set forth herein shall expire two (2) years after the termination of the Agreement.	There is no change in this clause
Retention Rights	The Bidder shall be permitted to retain copies of such Confidential Information as it is required to retain for legal or professional regulatory purposes. The Bidder confidentiality obligations shall continue throughout the time, such Confidential Information is retained	1.11 This obligation of confidentiality upon the Consultant and its employees shall remain effective for a period of 24 months after completion or termination (whichever occurs earlier) of the Consulting Contract.

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	notwithstanding the termination of the Agreement.	
Section -II Data Sheet Point C clause 15.5	we shall be able to commence work on the proposal after the Replies to Queries uploaded by MBMA, we request you to kindly extend the timeline for submission of bids by 16.12.2024 for submission of quality & competitive proposal.	Please refer to the Addendum Section

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## 2. Addendum:

Sl. No	Clause No. & Page No.	Original Clause in RFP	Updated Clause
1	Section -II Data Sheet Point C clause 15.5	The deadline for the submission of Proposals shall be 5th December, 2024 at 5:00 PM (IST)''	The deadline for the submission of Proposals shall be 13th December, 2024 at 5:00 PM (IST)''
2		The opening of the Proposals will take place on 5th December,2024 at 5:30 PM (IST)	The opening of the Proposals will take place on 13th December,2024 at 5:30 PM (IST)

*Sd/-*

**Project Director, SLM, KfW  
Meghalaya Basin Management Agency**