

F.A.Q.

ANSWERS TO QUERIES RECEIVED AGAINST ENQUIRY SENT FOR - TENDER FOR PROVIDING TECHNICAL SUPPORT IN DESIGNING, IMPLEMENTATION AND EVALUATION OF FIELD TRIAL ON SOLAR PUMPING SYSTEMS APPROPRIATE FOR AGRICULTURE AND ALLIED VALUE CHAINS

1. The bidder should have a minimum of 15 years of experience (implementation/ advisory) in agriculture and allied sector. Experience of at least 2 years in the solar powered irrigation systems will be an added advantage. Please clarify that bidder means either the lead bidder or any of the consortium partners should meet the required criteria (Technical)

Answer- The qualification mentioned in the TOR is for the main/lead bidder.

2. In case of the eligibility criteria for Expert-2 (Project Coordinator), We understand that regional experience would include experience of working in Assam as well since it is one of the select states for the project. We request you to consider experience of working in the state of Bihar as well. Since Bihar has similar agro climatic conditions as that of Jharkhand and West Bengal, its neighbouring states. Experience of working in Bihar will be advantageous in project implementation.

Answer-The Project coordinator is expected to operate from one of the states (Jharkhand, Odisha/WB), so he would not require the working experience of Assam. We will be unable to change any criteria at the tendering stage. Please refer to the eligibility criteria of the Project Coordinator as mentioned in section 3.1 of the ToR

3. In case of the eligibility criteria for Expert-3(Assistant Project Coordinator), We understand that regional experience would include experience of working in Jharkhand as well. We request you to consider experience of working in the state of Bihar as well. Since Bihar has similar agro climatic conditions as that of Jharkhand and West Bengal, its neighbouring states. Experience of working in Bihar will be advantageous in project implementation.

Answer-The two assistant project coordinators are expected to work in one of the states (Assam, Odisha/WB), so they would not require working experience of Jharkhand. The bidders are requested to follow the ToR carefully. Unfortunately, exceptions cannot be made at this stage. Please refer section 3.1 of the ToR for further details.

4. In the current situation of lockdown enforced by government it would be difficult to submit a hard-signed copy of the proposal by 7th July 2020.Hence, we request you to consider soft copy submission as well on designated email address.

Answer- In case, GIZ decides to change the bid submission mechanism, the same shall be updated in the online portals on the web-portal. Bidders are requested to frequently check the same at their end.

5. The RFP does not mention any payment milestones. Can you please let us know whether it will be deliverable based, or time based?

Answer-The payment schedule is based on the deliverables. However, there would be one advance payment at the beginning of the contract.

6. Request you to pls clarify do we need to identify the beneficiaries or GIZ will support us in the same through its partner state government stakeholders in the state? Pls indicate if there is a suggestive model of allocation of pumps for each of the states (for e.g. equal number of pumps to each state)

Answer- Identification of farmers, based on the business models is responsibility of the consultant. However, GIZ would connect the consultant to its partner organizations. The number of pumps allocated to respective states would be finalized based on the assessment by the consultant in consultation with GIZ, MNRE and the respective Government stakeholders.

7. The consultant understands that their role is in design, facilitation, installation, and monitoring handholding. The procurement of material and selection of bidder for material supply would be finally done by GIZ. Hence the budget towards procurement of material should not be part of consultant's proposal. Kindly confirm if the understanding is correct.

Answer- Please refer section 4.2 of the ToR (Procurement of pumps).

8. Whether the farmer is eligible for considering loan from FIs/NABARD/other banks for the 25% contribution? In such a scenario, shall GIZ facilitate and ensure the contribution of 75%, which will facilitate farmers in procuring the loans.

Answer- The scope of work for the consultant details out the expected work by the bidder. Unfortunately, more details cannot be provided at this stage.

9. Can farmers also utilize some part or in full, any other available subsidies and grants as their 25% equity contribution.

Answer-The main objective of farmer contribution is to bring an ownership towards the asset and to ensure proper utilization of the same. It is difficult to make a statement without knowing the details of the other available subsidies and grants.

10. We understand that this time of uncertainty (Covid-19) might result in change of timelines or process for project delivery. If there are any circumstances that reasonably restrict or affect the ability of our personnel to travel or to be physical present at any specific office/location, we request you that in such cases, such personnel may be allowed to work from home or other remote location till the time such circumstances exist

Answer- As mentioned in section 3.1 of ToR the Project coordinator and Assistant Project Coordinators are expected to be local experts and would be based on the respective states.

Hence, we do not envisage movement within the state to be a challenge. Since this project requires a lot of coordination with government officials/farmers/suppliers, therefore it does not make sense to work from home or remote locations.

11. We understand, that Consultant has to support GIZ in undertaking procurement of pumps following GIZ procurement guidelines. We request, GIZ to consider undertaking procurement activity with support from the consultant, where in consultant can undertake procurement process on behalf of GIZ. But handover and takeover of assets to be undertaken for GIZ and payments to be made to selected parties by GIZ and not consultant. Global consulting firms need to follow their own procurement guidelines and procedures; hence it would become difficult to undertake procurement activities based on other organization's policies.

Answer-The procurement is to be undertaken based on GIZ guidelines as mentioned in the ToR. It cannot be done otherwise. A bidder must follow the guidelines highlighted by GIZ.

12. Please help us in understanding the modalities of the overall payment for pump procurement. (e.g. Consultant identifies the eligible pump provider/developer through GIZ procurement guidelines and GIZ will be responsible for making the payments to the identified provider (or) the payment will be routed through the consultant?)

Answer-The payment for procurement of assets will be routed through the consultant and consultant should keep GIZ in the loop throughout the whole process. It should also be done based on the GIZ procurement guidelines.

13. Different business models would require different design and operational performance monitoring. So, business model specific procurement from multiple vendors needs to be conducted? or a lump-sum procurement at a time from the single vendor?

Answer-Yes different business models would require pumps with different technical specifications as mentioned in the section 4.2 of ToR. Depending on the findings of the consultant, the procurement may vary from multiple vendors.

14. May we request you to please share the GIZ procurement guidelines for asset handover and maintenance.

Answer-The procurement guidelines will be shared with winning firm after finalization of the evaluation process.

15. Please clarify, if the expected budget for procurement of total number of 51 pumps to be included in the financial bid for the proposal.

Answer-Yes. Please refer section 4.2 for further details

16. Whether a separate budget is to be allocated for developing the infrastructure related to performance monitoring of the pumps or is it considered in the overall capex at the time of procurement

Answer- No separate budget is available for infrastructure related to performance monitoring.

17. If an expert (Expert-1: Technical Advisor) with required qualifications, is onboarded as a team member from industry, in case the bid is being submitted as a JV. Would this have any impact on the affiliated industry of the expert to participate in procurement process, for supplying solar water pumps.

Answer-The affiliated industry/company/organization would not be able to take part in the procurement process as this will open issues around conflict of interest.

18. Kindly elaborate what would be the role of state livelihood missions/state agriculture and allied departments during implementation of the assignment.

Answer- The consultant is required to engage with the relevant government agencies in the respective states throughout the whole process of the field trial by taking them into confidence, as the objective of the field trial is to scale the adoption of micro pumps through appropriate Government programs like that of the state livelihood missions/state agriculture and allied departments.

19. The consultant assumes that the agriculture and allied value chains and geographic area have been already identified and a plot selection for the SWP then can take place in similar clusters. Kindly share the list of districts/blocks by these value chains so that the consultant can make effective planning. In absence of identification of such regions the work of consultants can only begin after the former process is over. Kindly confirm if consultant understands is correct and provide information necessary to build the proposal.

Answer-The solar water pumping solutions, the regions/districts/blocks would be finalized by the consultant in consultation with the government agencies and GIZ at the initial stage of the contract. This has been mentioned in section 2.1. We would request the bidders to review the scope of work carefully before responding to the ToR.

20. Clarity on how many farmers to be included in each state was missing in the ToR.

Answer-The final solar water pumping solutions as well as business models to be adopted during the field trial process would determine the number of farmers to be included in the process. At present there are no fixed numbers for each of the states.

21. Consortium may be formed with Lead firm associating with another company as sub consultant mode also. Please confirm if this will be allowed?

Answer-GIZ does not allow subcontracting of tender after an award has been given to a successful bidder. However, a lead agency can bid for a project along with associated consortium partners. Please refer to section 3.1 for further details

22. Kindly confirm if the man days given under the 4.1. Assignments of personnel table are indicative in nature.

Answer-Yes, the man days mentioned in the assignments of personnel table under section 4.1 are indicative in nature. However, GIZ does not envisage assignments for respective personnel to go beyond the allotted human days.

23. Usually in Irrigation models there are operation and maintenance fund models wherein Beneficiary has contribution towards the pump operation and maintenance. Is the beneficiary model of 25% contribution static it will evolve during the design development stage? Kindly confirm

Answer-Yes. 25% of the pump cost should be contributed by the farmers. The 25% of the contribution is not including the operation and maintenance fund.

24. Kindly provide some details of the Technology Review, which lead to the selection of Sub 1 hp pump. It's important for us to understand the same, as a lot of aspects of the next phase are directly linked to that review. If we understand them, we will be in better position to put a more meaningful proposal.

Answer- The report on the technology review is yet to be published in the public domain. So unfortunately, we are not able to share at this stage.

25. Could we consider land-less farmers as well?

Answer-No

26. Please confirm should we consider 03 states

Answer-Yes 3 states (Jharkhand, Assam and any one state between Odisha or West Bengal)

27. Out of the total exposure visit/Technology demonstrations to be organized, ten should be budgeted in the proposal by the consultant; cost of rest twenty workshops will be arranged by GIZ through its partners. Can the required 10 pumps be procured, and the cost be reimbursed. But, the farmer's 25% contribution may not be ascertained at this stage

Answer-Exposure visits /Technology Demonstrations would be organized before the selection of farmer/sites for giving the concerned stakeholders (farmers and others) an idea about the technology and its benefits. This should be organized in the same region/state

and the duration should not exceed more than one day including the travel of the participants. For further details please refer point 1.g

28. What could be the parameters to be monitored the installed pumps during the field trial and why these parameters are essential for monitoring? Give us an idea of the functioning monitoring mechanism (physical data collection or based on remote monitoring). Should we budget the cost of the Remote monitoring system also and for how many pumps.

Answer-The monitoring mechanism will be finalized in consultation with Government stakeholders and GIZ. However Remote monitoring system should not be included in the budget for procurement of pumps.