

2nd September'2019

F.A.Q

Tender to identify suitable financial products and processes for Solar Water Pumps

Sl. No.	Clause in the ToR	Query	Clarifications
1	Chapter 2, Pg 9 Finalize five financial products and processes which can be replicated for SWP and prepare six doodle videos explaining them	Please elaborate on the target audience for the financial products (end-users, suppliers, state agencies, investors)	We expect that the bidder has to research/explain/develop business models/financial products and processes for banks and financial institutions on financing end-user.
2	Chapter 2, Pg 10 Project period- The Project will be of total six Months from the date of signing contract and can be spread over a total of eight months.	Please elaborate on the financial arrangements if the project gets extended to eight months from six months.	We expect the project to be for 6 months but spread over 8 months. Hence, we would expect the bidder to bid/block 6 months for the assignment
3	Chapter 2, Pg 12 We would also like the bidder to identify some of the models which have already been piloted either by NGO or SRLM or MFI. So, the bidder should already mention the states which they should visit for detailed understanding of the model	Please confirm the number of states the bidder is required to visit.	The number of states will depend on the approach presented by the bidder in the proposal. However, the number of states should not be more than 6.

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4	<p>Chapter 3, Pg 13 The bidder will carry out the following activities in this work package: <input type="checkbox"/> Be the knowledge partner for the three or more sessions and deliver lectures for the identified sessions. Prepare study material for the sessions.</p>	<p>Please clarify and elaborate on the nature of the study material to be prepared for the sessions. As per our understanding, training manuals, training presentations, quiz forms and feedback forms will be included. Please confirm.</p>	<p>The study/training materials will be in electronic form and will be decided by BIRD</p>
5	<p>Chapter 3, Page 14: To accomplish the above-described assignment, sub-contracting by the bidder will not be allowed.</p>	<p>Please elaborate on the type of arrangements that is permitted. Is Payroll-outsourced-employees permitted to be included in the assignment? Since the CVs required for the assignment are specific to the tasks to be performed and as well as diverse (for eg. Media expert position) at the same, we understand that it will be difficult for most of the firms to fulfill all the positions with all in-house experts.</p>	<p>Consortium with other organisation is allowed. All the partners must be onboard at the time of bidding. The bidder can hire the services of freelance consultants. Subcontracting the said assignment to different agency/outsourced agency is not allowed</p>
6	<p>Chapter 3, Pg 15 WP-I Dissemination workshop should be organized it in Central Delhi with a minimum participation of 20 relevant stakeholders including MNRE and NABARD</p>	<p>Our understanding is that the costs for travel, accommodation and other for the participants of the workshop in Central Delhi will be borne by GIZ. Please confirm.</p>	<p>Yes, the costs for travel, accommodation and other for the participants of the workshop in Central Delhi will be borne by GIZ</p>

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7	Chapter 4, Page 16 I. Team Leader Education/training: Post Graduation in Management/Engineering (Finance, rural financing)	We understand that the Finance or rural financing (the specialization mentioned for all the positions in brackets) for Post graduation in Management/ Engineering is preferable and not mandatory. Kindly confirm.	Post-graduation in Finance is mandatory. Finance in Rural will be an added advantage
Sl. No	Assessing eligibility of consulting firms	Query	
8	Experience of min 5 years in management and partnership with an organization which has already piloted a few models working on the ground (in the field).	Please elaborate on the type of partnerships to be allowed for this assignment. Does working on similar projects as consortium partners with organizations (working on ground on pilot models) be allowed.	Consortium with other organisation is allowed. The agency must submit the following documents within technical proposal. (a) Name of Lead Partner (first party) (b) Name of the Firm with whom the consortium is formed (c) Letter from 2nd party accepting the terms of consortium
Bidding Conditions		Query	
9	The technical proposal/Profile may also be presented in electronic format - on a CD duly labeled as such	Kindly confirm whether it is mandatory to submit one electronic copy of the technical proposal. Also kindly confirm if the electronic copy can be submitted in the form of a CD-ROM.	It is mandatory to submit one electronic copy of the technical proposal. Please submit soft copy in pen drive. Please DO NOT add financial proposal in the pen drive otherwise the bid will be disqualified./rejected

General Clarifications:

1. Shortlisted bidders may be invited for a presentation at the GIZ office.
2. Insert missing word- Page-12 Activity 4: - Duration of **each** doodle video should be 120 seconds

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3. Correction- Page 13, Work Package -2- Activities: - Identify relevant stakeholders in consultation with NABARD/BIRD and (invite) follow-up with the stakeholders and participants.
4. Insert missing word- Page 14, Structure of the Proposal, point 7 : - GIZ does **not** pay for the cost of software licence or its renewal