

# F.A.Q

## Tender for undertaking the assessment for field trials of Portable solar pumps in Bihar and West Bengal.

	Clauses in the ToR	Queries	Response from GIZ
1	(Scope of work): The selected firm is expected to compare service charges of PSP with that of other prevailing irrigation services (using similar capacity AC/Diesel pumps) to understand farmer's ability and willingness to pay for the offered services.	AC/Diesel pumps are mentioned under 'other prevailing irrigation services' – kindly confirm if this also includes grid-connected electric pumps.	Yes, for the comparison of service charges, the selected firm will also have to consider the grid connected electric pump of similar capacity.
2	(Scope of work): It is also expected from the selected firm to give a clear picture about the cost benefit analysis based on the current service charges, and what should be the ideal service cost considering the capital investments as well as learning from other available/potential service delivery models.	<ul style="list-style-type: none"> <li>• Since on-field data forms a core part of evaluation, we understand that we will be provided with all the required data (including pump usage data, cropping pattern of various users etc.) from the respective companies necessary for carrying out a holistic and complete evaluation.</li> <li>• Please confirm if GIZ will facilitate the meetings required to collect quantitative and qualitative data from the system integrators, farmers and other stakeholders.</li> </ul>	<p>GIZ will certainly help the selected bidder in coordinating with the stakeholders involved in testing of PSP. The pump usage data is available from GIZ. However, the bidder needs to collect all the other associated data to undertake the assessment.</p> <p>GIZ will facilitate the meetings but it will be the responsibility of the selected firm to collect the data. Additionally the costs incurred for these meetings will be taken care by the firm.</p>

3	(Deliverables): A matrix of do's and don'ts for operating the pump in diverse field conditions for different pumping needs (primarily agricultural related needs).	We understand that the primary target audience for this deliverable are the system integrators/ suppliers. Kindly confirm if our understanding is correct.	Yes. In addition to system integrators/ suppliers it also includes the service provider (local entrepreneurs/FPO). Additionally, we expect the selected firm to prepare the matrix in both English and Hindi language.
4	(Deliverables): Two roundtable meetings with the stakeholders to present the findings, one at state level, which can be in either of the states, and one at national level (preferably at New Delhi).	Please elaborate on the type of stakeholders expected to be a part of these roundtable meetings. Also, we understand that there will be mechanism for reimbursing the travel costs of outstation participants. Kindly confirm if we need to budget these costs in the financial proposal or will GIZ reimburse these costs on their own.	It is up to the bidding firm to propose the different types of stakeholder for the roundtable in their proposals considering the other facets of TOR. However, GIZ is expecting stakeholders in the PSP sector(8 to 12 persons) including system integrators, service providers, users, and researchers. The bidding firm needs to budget these costs in their proposal.
5	(Qualification, Timeframe and Reporting): Expert 1 (Agro-social expert) – master's degree in rural development/economics/agricultural or related field.	Kindly suggest if master's degree in management may be included for the educational qualification criterion.	Ideally the expert should have qualifications mentioned in the TOR and will have advantage during the assessment of the proposal, however a management degree will also be considered if, the person is having the required experience mentioned in the TOR.
6	(Qualification, Timeframe and Reporting): Expert 1 (Agro-social expert), Expert 2 (Techno commercial expert) and Expert 3 (Field co-ordinator cum research analyst)	The ToR document specifies the educational qualification required for each of these 3 positions, however in the 'Technical Assessment Grid' document separate marks are not allocated for educational qualification. Kindly confirm.	The educational qualification mentioned in the TOR is a must for all the experts respectively. This will also be considered under the parameter "The composition of the team".

Date : 17<sup>th</sup> Sept'2018

	Clause in the document: Assessing Eligibility of Consulting Firms	Queries	Response from GIZ
11	Atleast 3 reference projects in the technical techno-social evaluation/assessment and atleast 2 reference projects in the agriculture input delivery mechanism in the last three years	<ul style="list-style-type: none"><li>• Kindly elaborate on the type of project references expected to be specified for 'agriculture input delivery mechanism'.</li><li>• Kindly confirm if all the project references need to have minimum commission value of EUR 6000 or the criteria is just applicable for projects references which are specified as a part of minimum requirements.</li></ul>	<p>Ideally the reference project should have focused on agriculture or related to pumping.</p> <p>Only the reference projects.</p>