



Response to queries w.r.t the RFP for

Enabling Effective Implementation of Public Procurement Policy for MSEs

(Date of issue: 11th July 2012)

Sr.No.	Queries	Response
1	The market sizing and demand estimation initiative to be done shall cover 30 PSU / Ministries. In our past experience with similar assignments, often stakeholders do not have much visibility for procurement beyond 2-3 years. Kindly confirm that this task would be a sample based assessment.	<ul style="list-style-type: none"> As per Clause 4.1 (a) of Section 3, the market potential for MSEs w.r.t. public procurement opportunity is to be estimated on an overall basis through a judicious mix of various cost effective and faster instruments such as expert opinion, stakeholder consultations, secondary research, analytical approach etc. The demand estimation w.r.t. 30 PSUs/Ministries and their detailed analysis as per Clause 4.1 (b) of Section 3 would be a subset and a critical step in overall market sizing but estimation of the overall market size would not be limited to 30 PSUs/Ministries
2	Are the team members expected to work out of the DC, MSME or GIZ offices to provide institutional support? If yes, for what duration within the project period. Alternatively, can the team members operate out of our offices in Delhi providing support as per Terms of Reference	<ul style="list-style-type: none"> All the 3 locations may be considered for providing the institutional support. However, a final decision in this regard would only be made by the Office of DC-MSME during the planning stage of project
3	We would request you to kindly reduce the minimum eligibility for team leader from 10 years to 8 years of work experience	<ul style="list-style-type: none"> No change to be made in the minimum eligibility requirement
4	The proposal does not speak of any support staff which would required to assist core team member as well as pool of experts in secondary research, primary research, preparation of flyers/brochures/publicity material, Information systems, etc. Please clarify, whether cost of such staff needs to be considered in our financial proposal as well as their details in technical proposal.	<ul style="list-style-type: none"> The man-days as given in the RFP have been estimated as per GIZ analysis considering the total amount of work involved in the project As per Clause 6 of Section 3, the core team deployed by the consultant would comprise 3 members including a Research Fellow/Executive. The man-days estimated for the Research Fellow are 80 out of which ~80% are expected to be spent in the home office and balance in field. However, the consultant is free to include other additional costs, if required, in the financial proposal with appropriate break-up and justification. The selection of bid would be as per Clause 5.1-5.3 of the DataSheet.

5	<p>In assessing the market potential of PSUs and Central Government Department, data pertaining to procurement and purchase of such organizations and departments would be required. What is the expected level of support from MSME department in fetching requisite information. Also please clarify whether the information of purchase and procurement in PSUs which operate at multiple location in the country needs to be gathered from their location offices.</p>	<ul style="list-style-type: none"> • The role of MoMSME in framing the public procurement policy and as a project partner is of high strategic importance. The MoMSME would thus provide full support throughout the project duration including facilitating the information collection from PSUs/Ministries. • Wherever feasible, the information may be collected from a centralized point. However, the other option (i.e. visit to regional offices) cannot be completely ruled out and may be required in certain rare cases. • As per Clause 4.1 of Section 3, the selection of PSUs/Central Ministries be such so that the scope and coverage of the analysis and study include all i.e. North, South, West, East (including North-East) regions. Hence, the logistics for visits to regional offices may be planned accordingly.
6	<p>As per the tender document and looking at the overall scope of work as well as duration of project (9 months), mandays of core team(40+80+90=210) seems to be on the lower side. Please clarify.</p>	<ul style="list-style-type: none"> • It is expected that a major portion of work involved in Phase 2 of the project may mainly be need based and in the nature of coordination, consultation and facilitation with high dependence on the schedule and availability of other stakeholders (e.g. CIBIL, rating agencies etc). Thus, while the schedule of activities involved in the project may be spread over a longer period of time, the mandays are estimated to be on the lower side.