

Replies to Pre-Bid queries for RFP on studies on GST

S.No.	Name of the Authority raised query	Clause/ page/ point no. of the RFP	Query/suggestions on the RFP	Reply to query
1.	TECHNOPAK, Gurugram	Page 49	Payment Terms: Payment terms as mentioned on Page 49 of RFP mention 20% payment On submission of Preliminary Study Report including executive summary and presentation of draft report to be made before MoT and report to be found to be generally acceptable. Please clarify this as draft report can only be ready by end of project and preliminary study report is usually ready after 1-2 months of project start. Also, request you to consider to make 20% payment on submission of preliminary study report and further 20% on submission of draft report and balance 40% on Submission of Final Study Report within stipulated time, presentation before MoT and acceptance of report	Please see Note 1 below regarding change in payment terms
2.	TECHNOPAK, Gurugram	On page 15	Bank Guarantee – On page 15, it is mentioned that 10% performance guarantee has to be given of overall value of project in the form of BG (Bank Guarantee). Also on Page 49, it is mentioned that BG has to be given for 20% of fees, equivalent to advance amount of 1 st payment. Please clarify if 2 separate BGs are required? Request you to remove one of the BGs.	The firm have to submit one BG i.e. 10% of performance guarantee of overall value project in the form BG
3.	TECHNOPAK, Gurugram	Page 24-25	Primary research for this project – There is no clear mention of the extent of primary research to be done for this project. Terms of reference mentioned on Page 24-25 state that all stakeholder’s feedback in textile value chain and all peripheral activities such as inputs for machinery manufacturing, dyes, services etc. have to be included as part of this study. It will be better if the sample size of primary research (interviews) is defined in the RFP. It can be a range as well. Also, does that primary research have to be done face to face, under current pandemic situation?	Sample size is not applicable as it is a study on GST on every stage from raw material to final product.
4	Grant Thornton, Gurugram	Point-3 (ii) - Minimum eligibility criteria for technical bid" - Page no. 11	<ul style="list-style-type: none"> • Experience of successfully completing at least 3 studies with Central/ State Governments in last 5 years ending 31.03.2019. • We would like to enquire on the nature of studies mentioned in this clause. <u>Does ‘studies’ imply studies undertaken in the Textile Sector or any type of studies undertaken with Central/ State Govts.?</u> Therefore, we would request for this to mean that the Applicant has experience in any study undertaken with Central Govt./ State Govt. in the last 5 years. Kindly confirm. • We would also like to enquire on proof required to be submitted in the case of completion. In most cases, clients do not share completion certificates and given there is a pandemic situation presently, it would be difficult to obtain any certificates from the client. We would 	It requires complete 3 studies in last 5 years as per RFP. Not necessarily textiles

			therefore request that the Applicant is permitted to submit a CA certificate justifying receipt of more than 80% of funds from the respective funds which would indicate that the assignments have successfully been completed.	
5	Grant Thornton, Gurugram	Point-3 (iv) - Minimum eligibility criteria for technical bid" - Page no. 11	<ul style="list-style-type: none"> The firm should also have experience on serving the government in similar projects – a minimum of 3 projects in the last 5 years. We would like to enquire on the meaning of similar experience serving the Govt. in similar projects? We request that the Firm have similar experience as any type of Textiles related experience in the past 5 years with a minimum of 3 projects. 	Any 3 projects in last 5 years
6	Grant Thornton, Gurugram	Clause 15, Sub-Clause (a), Page no. 16 Bid Evaluation criteria and selection procedure – Evaluation of Technical Proposal	<ul style="list-style-type: none"> Evaluation parameters and criteria for Technical Score – (2) Key Personnel - Educational qualifications and experience of working in textile sector. The RFP does not mention anything in relation to composition of Team i.e. Team leader (min qualification and experience), Tax experts (min qualification and experience) etc. Do we have any guidelines for that? Would request more clarity on the type of Team to be proposed. 	It is self-explanatory. The study being related to GST, firm may like to include expert person on Taxation.
7	Grant Thornton, Gurugram	FORM TECH - 2 - BIDDER'S EXPERIENCE – Page no. 28	<ul style="list-style-type: none"> B: Bidder's Experience of last ten (10) years in conducting Study in Textile and Apparel Sector to boost Exports and enhance Collaboration in the Textile Sector. In Bidder's experience, it is mentioned 10 years of experience in conducting Study in Textile and Apparel Sector. However, in the minimum eligibility criteria, it is mentioned 5 years of experience. Please clarify. Furthermore, In the same point, it is mentioned that such study experience is also required to boost exports and enhance collaboration in the Textile sector. There appears to be a disconnect here from the main subject i.e. GST study with respect inverted duty structure in Textile Sector. Kindly clarify 	Minimum eligible criteria are 5 years' experience as on 31.03.2019 and successfully completed 3 studies with Central/State Govt. However, we have to see bidder's last 10 years' experience if any as per RFP.
8	Grant Thornton, Gurugram	KEY DATES - Page no. 2	<ul style="list-style-type: none"> The closing date and time for Submission of Bid (Proposal due date) is 14th August 2020. We request to extend the deadline of submission of bid by at least 2 weeks from the date of uploading of clarifications to queries and issuance of corrigendum by Ministry of Textiles. 	The Bid submission date start from 14.08.2020 and Bid submission closing date is 31.08.2020. RFP may be seen.

9	PwC, Gurugram	Page -10 Section 2 - Introduction	<ul style="list-style-type: none"> Assess GST on all the value chain of Textile sector including peripheral activities. This includes mapping various GST rates on products covering entire value chain, understanding existing incentives/schemes under GST/ Customs, gathering industry representations/demands being made till date etc. We understand that Ministry of Textiles looks after the value chain from Ginning to final product manufacturing in case of natural fiber and spinning to final product manufacturing in case of MMF based products. May we request you to clarify if the value chain mentioned above is within the scope or do we need to look at the fiber production / cultivation and/or retail segment as well. Moreover, our understanding is that project will not cover the technical textiles segment. Please let us know if our understanding is correct. 	<p>As stated, GST on value chain of Textile Sector including peripheral activities that have impact on the cost of production of textile sector.</p> <p>2. Project will cover MMF and Technical Textiles as well.</p>
10	PwC, Gurugram	Page -10 Section 2 – Introduction	<ul style="list-style-type: none"> Interactions with respective representatives of the value chain/ Industry associations / with select stakeholders and industry representatives across the region of the country to seek feedback/views on the subject to understand the practical nuances and challenges in greater detail. Please let us know if the consultant needs to cover any minimum sample size and/or if you have preference for any particular sampling plan including confidence level and margin of error. It will be helpful if the selected consultant can have support of MoT in connecting with the target stakeholders and facilitating the discussion. Please let us know if it will be possible. 	<p>Sample size is not applicable as it is a study on GST, should cover on every stage from raw material to final product.</p> <p>As MoU is going to be signed, firms can consult all stakeholder including Associations etc. MoT will support as much as possible.</p>
11	PwC, Gurugram	Page -10 Section 2 – Introduction	<ul style="list-style-type: none"> Study such taxes of other countries where in some cases some products are clubbed together while some others are exempted for making finished product competitive. Please let us know if any particular country/total number of competing countries to be considered for this purpose. 	Top 10 exporting countries Taxation may be seen.
12	PwC, Gurugram	Page -10 Section 2 – Introduction	<ul style="list-style-type: none"> Undertaking analysis for preparing a broad framework on the incentives/benefits which could be proposed. This would consist of i. Suggestions with respect to changes in existing rates ii. Suggestion for new rates., We understand that changes in rate are only meant from GST and Customs standpoint. Please confirm 	Yes (Both GST & Customs point)
13	PwC,	Page -10	<ul style="list-style-type: none"> Find out if the taxes have affected the prices and thereby effected 	RFP is itself cleared regarding

	Gurugram	Section 2 – Introduction	<p>affordability for the buyer — an ensuing increase in demand of the concerned products made in the country.</p> <ul style="list-style-type: none"> • May we request more clarity on “affordability for the buyer — an ensuing increase in demand of the concerned products made in the country.” Is the indication is towards the buyer of the final products, i.e. consumers at retail level? Or do we need to consider the intermediary buyers (e.g. weavers are buyers of spinners) as well. 	affordability for the buyer, means it concern for both intermediate and final products.
14	PwC, Gurugram	Page - 50 Section 6 - Other terms and conditions	<ul style="list-style-type: none"> • The other general terms and conditions applicable to each assignment under this scheme will be: • During the assignment period Government may modify the TOR and other terms and conditions of the assignment, if necessary, in order to strengthen / deepen its scope /coverage • Any changes in TOR and other terms and conditions of the assignment may have significant impact on the total time to be devoted by consultant and the overall timeline. May we request to amend the clause as below: “During the assignment period Government may modify the TOR and other terms and conditions of the assignment, if necessary, in order to strengthen / deepen its scope /coverage. Timeline of the project, consulting fee, methodology and other points as mentioned in the technical and financial bids will be mutually agreed.” 	Substantial changes during the assignment period which have financial impact will be assessed at that point in time. However small amendment work that will not have substantial financial impact will be intimated during the assignment period.
15	PwC, Gurugram	Page - 49 Section 6 - Other terms and conditions	<ul style="list-style-type: none"> • Penalty: If the agency / organization / institutions is not able to complete the evaluation in time and/or is unable to furnish the reports in time the agency would be liable to be penalized for delay as follows: ‘1% of the fee (excluding taxes) per week or part of it subject to maximum of 10% of contract value’. • Given the ongoing COVID 19 pandemic, there might be many situations which are beyond control of the selected consulting company. May we request you to amend the clause as below: “Penalty: If the agency/organization/institutions is not able to complete the evaluation in time and/or is unable to furnish the reports in time the agency would be liable to be penalized for delay as follows: ‘1% of the fee (excluding taxes) per week or part of it subject to maximum of 10% of contract value’. However, delays due to reasons beyond the control of the agency/organization/institutions will not be considered for imposing penalty.” 	As per RFP, point no. 5 of section 6 (Force Majeure)
16	EY, New Delhi	Page no. 10,	<ul style="list-style-type: none"> • Peripheral activities in this case may be defined to ensure clarity in 	It covers cost of input (under

		<p>Introduction a.</p> <p>Assess GST on all the value chain of textile sector including peripheral activities. This includes mapping various GST rates on products covering entire value chain, understanding.....</p>	<p>scope.</p> <ul style="list-style-type: none"> It is suggested to list the peripheral activities of the textiles sector to be considered as mentioned in the objectives. The objectives of the study give some examples 'such as inputs for machinery manufacturing, dyes, services etc.'. It is suggested that <u>value chain is covered only up to machinery used in textiles and not extended to inputs for machinery manufacturing also.</u> 	<p>GST rates) on manufacturing machinery that has an impact on the final cost of machinery . As such existence under inverted duty structure may be seen.</p>
17	EY, New Delhi	<p>Page no. 10, Introduction b.</p> <p>Interactions with respective representatives of the value chain/ Industry associations/with select stakeholders and industry representatives across the region of the country to seek feedback/views on the subject to understand the practical nuances and challenges in greater detail.</p>	<ul style="list-style-type: none"> A letter of authorization issued by Ministry of Textiles to the selected consultant will help in seeking required information for the Study from the industry representatives. Request Ministry of Textiles to issue supporting Letter of Authorization to the selected consultant, authorizing selected consultant to seek information required for the Study from industry representatives. 	As per requirement
18	EY, New Delhi	<p>Page 11</p> <p>3 Minimum eligibility criteria for Technical bid</p> <p>i. The firm should have minimum turnover of Rs. 10 Crores</p>	<ul style="list-style-type: none"> The turnover requirement is too low in light of firm's experience required and scope of work, especially related to extensive stakeholder consultation required to execute the engagement. The turnover requirement may be raised to INR 150 Crores. Some examples are given below. <ol style="list-style-type: none"> Excise and Taxation Department (Government of Punjab) Rfp for Engaging Consultants for Advisory Services for Tax Administration & Transition to Goods and Services Tax (GST) regime a. Bidder should have annual consulting turnover of more than INR 100 crore in each of the past three years. b. Bidder should have at least 200 consulting professionals in India on its rolls. Invest India RFP for selection of agency for accelerating investments in India a. The bidder should have minimum average annual turnover of INR 100 crore from management consulting services in India during the last three financial years excluding 	As per RFP

			<p>revenue from audit and taxation</p> <p>3. RFP for PMU (MP State Government – Agro industries development corporation ltd.) a. The bidder should have a minimum turnover of INR 100 crore from Indian operations in business consulting services in each of the previous 3 financial years (FY16-17, FY17-18 and FY 18-19) b. The bidder should have minimum of INR 10 crore turnover from Government consulting services in India in each of the 3 previous financial years (FY16-17, FY17-18 and FY 18-19) 3.</p> <p>4. Government of Karnataka – KBITS PMU a. Minimum annual turnover of INR 100 crore for the last three years. Audited balance sheet/Auditor certificate may be attached as proof</p> <p>5. Government of MP – GIS (MPTRIFAC) a. Financial capacity: Minimum average annual turnover of Rs. 150 crores for the last 3 years. Audited balance sheet to be attached as proof. b. Organization strength: Bidder should have at least 500 people in the organization’s payroll</p>	
19	EY, New Delhi	<p>Page no. 17</p> <p>Evaluation Parameters and Technical score.</p> <p>2. Key Personnel</p> <p>Educational qualification and experience of working in textile sector</p>	<ul style="list-style-type: none"> • We understand that the Key personnel shall play an important part in eligibility criteria, but information on educational qualifications and experience of candidates and number of staff required is not mentioned. • Kindly provide all necessary qualification, total experience with relevant experience to the template so that bidder does not miss out on the display of information which may impact the evaluation. Further, number of staff required should also be mentioned to ensure no expectation mismatch and calculate the cost of the engagement accurately. Suggestion for: Team leader with demonstrable expertise in GST and other indirect taxation policy matters for at least 15 years 2 Support staffs: MBA or equivalent with 5 years’ experience 1 Support staff: MBA or equivalent with 3 years’ experience 	It is self-explanatory. The study being related to GST firm, may like to include expert person on Taxation.
20	EY, New Delhi	<p>Page no. 17</p> <p>Evaluation Parameters and Technical score.</p> <p>The minimum qualifying score for Technical Evaluation will be 60 marks</p>	<ul style="list-style-type: none"> • The minimum qualifying score is low and will move focus towards L1 bid with bearing on the quality of outcome of the bid. • The minimum qualifying score may be revised to 70 marks. 	As per RFP
21	EY, New Delhi	<p>Page no. 17</p>	<ul style="list-style-type: none"> • The minimum qualifying score may be revised to 70 marks. Hence, the 	As per RFP

		<p>Evaluation Parameters and Technical score</p> <p>The minimum technical score required to qualify technically is 60 points out of 100 with at least 50% marks in each criteria for subsequent opening of the financial proposal</p>	<p>clause may be rephrased</p>	
22	EY, New Delhi	<p>Page no. 17</p> <p>Evaluation Parameters and Technical score</p> <p>A proposal shall be considered unsuitable and shall be rejected at this stage if it does not respond to RFP or if it fails to achieve minimum technical score of 60 points out of 100</p>	<ul style="list-style-type: none"> Internal marking criteria of 50% is too restrictive and not directly related with the objectives of the project. The minimum qualifying score may be revised to 70 marks. Hence, the clause may be rephrased 50% clause may be removed 	As per RFP
23	EY, New Delhi	<p>Page no. 18</p> <p>Method of selection</p>	<ul style="list-style-type: none"> Split of Technical and Financial score is 70:30. The current ratio of 70:30 can result into a technically superior bidder not selected to execute this critical assignment. While increasing weightage for technical scores from 70 to 80 may increase the burden of consulting fee on the department by a few lakhs, effective and robust knowledge partnership can not only save crores to the exchequer but also bring that additional knowledge, connects and subsequent development of sector. Most of the consultancy tenders these days across the Central as well as state Governments adopt 80:20 criteria. For instance, <ul style="list-style-type: none"> 1. Invest India RFP for selection of agency for accelerating investments in India. A. bidder will be selected under the Combined Quality cum Cost Based System method (CQCCBS) with weightages of 80:20 (80% for technical proposal and 20% for financial proposal) and as per procedures described in this RFP. 	As per RFP
24	EY, New Delhi	<p>Page no. 21</p> <p>Period of submission of report</p> <p>f, the Agency does not fulfill</p>	<ul style="list-style-type: none"> The delay in submission of report may be due to delay on receiving inputs/data from stakeholders/industry representatives which the consultant might not be responsible for. 	Proper planning for collection of data should be made as more than sufficient period given for this study considering the COVID-19 pandemic.

		the terms and conditions of tender, or, there is delay in submission of reports, or, there is lack of quality in work, no extension will be given to the Agency to conduct evaluation.	<ul style="list-style-type: none"> Please clarify conditions when delay might be due to other factors. 	
25	EY, New Delhi	<p>Page no. 29</p> <p>Bidder's experience</p> <p>Bidders experience of last ten (10) years in conducting study in Textile and Apparel Sector to boost exports and enhance collaboration in the textile sector</p>	<ul style="list-style-type: none"> The requirement of bidder's experience in clause B, Page 29 is different from that mentioned under 'Evaluation parameters and criteria for technical score - Firms experience' on page 17. Pls clarify exact and uniform criteria and type of experience to be showcased by bidders 	<p>Minimum eligible criteria are 5 years' experience as on 31.03.2019 and successfully completed 3 studies with Central/State Govt.</p> <p>However, we have to see bidder's last 10 years' experience if any as per RFP.</p>
26	EY, New Delhi	<p>Page no. 31</p> <p>Description of technical approach and methodology for performing the assignment.</p> <p>a. Technical approach and methodology (Max. 1000marks)</p>	<ul style="list-style-type: none"> This will limit detailing on Approach and Methodology to a very large extent. Request you to please increase the limit of words for A&M to 5000 words instead of 1000. This will help to detail the scope of work and execution plan. 	<p>Amendment in Form TECH .3, Section 4 at page 30.</p> <p>(a) "Technical Approach and Methodology (Max 1000 words)" may be read as)</p> <p>"Technical Approach and Methodology (Max 3000 words)"</p>
27	EY, New Delhi	<p>Page no. 17</p> <p>Evaluation Parameters and Technical score</p> <p>Technical approach and methodology for performing the assignment</p>	<ul style="list-style-type: none"> Please advise on the marking scheme in case presentation would be required post technical proposal submission 	<p>Presentation to be done, if any, will be informed.</p>
28	EY, New Delhi	<p>Page no. 50</p> <p>Other terms and conditions 1 (d)</p> <p>50 hard copies</p>	<ul style="list-style-type: none"> This point may be removed. as it seems irrelevant here. Soft copy and 5 hard copies may be sufficient. Further printing of the final report could be done on need basis and billed on actual to MoT. 	<p>As per RFP</p>
29	EY, New Delhi	<p>Page no. 50</p>	<ul style="list-style-type: none"> Points in this section are specific to Study. If modification of TOR is aimed at during the project, it will have cost implications. 	<p>Substantial changes during the assignment period which have</p>

		<p>Other terms and conditions 1 (e)</p> <p>During the studycoverage.</p>	<ul style="list-style-type: none"> TOR is quite detailed and wide enough. Provision may be revised to allow modification of TOR on mutual consent, involving cost implications. 	<p>financial impact will be assessed at that point in time. However small amendment work that will not have substantial financial impact will be intimated during the assignment period.</p>
30	EY, New Delhi	<p>Page no. 51</p> <p>2. Budget/ Payment Schedule</p> <p>On submission of Preliminary Study Report including executive summary and presentation of draft report to be made before MoT and report to be found to be generally acceptable</p>	<ul style="list-style-type: none"> Timeline for submission of Preliminary Study Report not mentioned. Pls. clarify if there would be any fixed timeline for submission of Preliminary Study Report. 	<p>Inception report to be submitted within 15 days from the date of awarding the study. Draft report to be submitted within 80 days and presentation to be made before MoT within 3 months from the date of awarding of the study. Final report to be submitted within 4 month from the date of awarding the study to be acceptable .</p> <p>See note 1 below.</p>
31	EY, New Delhi	<p>Page no. 51</p> <p>2. Penalty</p> <p>If the agency/organization/institutions is not able to complete the evaluation in time and/or is unable to furnish the reports in time the agency would be liable to be penalized for delay as follows: '1% of the fee (excluding taxes) per week or part of it subject to maximum of 10% of contract value'.</p>	<ul style="list-style-type: none"> The penalty percentage in clause 4, Page 52 ("5% per month penalty to be imposed for an delay in submission of the final report.") is different from that mentioned under 'Penalty' on page 51. Pls. clarify exact penalty percentage and' criteria 	<p>If the agency/organization/institutions is not able to complete the evaluation in time and/or is unable to furnish the reports in time the agency would be liable to be penalized for delay as follows: '1% of the fee (excluding taxes) per week or part of it subject to maximum of 10% of contract value' to be imposed for any delay in submission of the final report.</p>

Note:- 1

Amendment in Budget/ Payment Schedule

Payment Terms		
S.No.	Millstone	% of Total Fee
1	The consultant firm /agency after selection have to submit detailed plan / inception report within 15 days from the date of awarding of the study	20%
2	On submission of draft report within 80 days and presentation to be made before MoT within 3 months from the date of awarding of the study and report to be found acceptable	30%
3	On Submission of Final Study Report within stipulated time, presentation before MoT and acceptance of report	50%

Note:- 2

Addition in ToR, Section -3,at Sl. No.1(o), page 25

Cost structure of petroleum by product of India which is input of MMF manufacturing to also be studied and see how it is impacting the competitiveness of indigenous fiber products.

Note:- 3

Amendment in Form TECH .3, Section 4 at page 30.

(a) “Technical Approach and Methodology (Max 1000 words)” may be read as “**Technical Approach and Methodology (Max 3000 words)**”

)