

## Department of Industries & Commerce, Government of Andhra Pradesh

Request for Proposal for Selection of Professional Consulting Agency to provide Advisory Services for Investment Promotion, Investment Tracking and Program Management for Department of Industries & Commerce, Government of Andhra Pradesh

### Corrigendum/ Addendum Dated: 30<sup>th</sup> May, 2018

Bid Item	Existing	Revised
Last date and time for submission of proposal	03:00 PM, 31.05.2018	03:00 PM, 14.06.2018
Date & time for opening of Part I Pre-qualification and Technical Proposal	04:00 PM, 31.05.2018	04:00 PM, 14.06.2018
Date and Time of opening of Part II Financial proposal	4.00 PM, 07.06.2018	04:00 PM, 21.06.2018
Pre-Qualification Criteria – Pg. No 11. Section 2.2.3 & Form 3 – Appendix –I	The Applicant should submit a Power of Attorney as per the format in Appendix-I; provided	Authorization (in place of power of attorney) to the representative by way of resolution of the board/firm to be submitted.
Evaluation Criteria - Experience of assisting State Govt in Investment Promotion/ Summits – (Pg. No. 25, Section 3.1.3 of RFP)	<p>Experience of assisting State Govt. in Investment Promotion/ Summits</p> <p>Not less than Rs. 25,000 Cr in each program as MOUs with State Governments in last (4) years ending March 2018</p> <ul style="list-style-type: none"> <li>• 10 or more programs – 15 Marks</li> <li>• 7-9 programs – 10 Marks</li> <li>• 3-6 programs – 5 Marks</li> </ul>	<p>Experience of assisting State Govt/Central Govt in Investment Promotion/ Summits – (Pg. No. 25, Section 3.1.3 of RFP) in last (4) years ending March 2018</p> <ul style="list-style-type: none"> <li>• 5 or more programs – 15 Marks</li> <li>• 3-4 programs – 10 Marks</li> <li>• 1-2 programs – 5 marks</li> </ul>
Evaluation Criteria - Key Personnel – Marks ( Pg No 26 Section 3.1.3)	Key Personnel – 40 marks	Key Personnel – 45 marks
Evaluation Criteria –Engagement Partner (1) (Pg No 26 Section 3.1.3)	<ul style="list-style-type: none"> <li>• 2 marks for qualification and length of experience, Nil for non-</li> </ul>	<ul style="list-style-type: none"> <li>• 2 marks for qualification &amp; length of experience.</li> <li>• Working in the capacity</li> </ul>

	<p>compliance</p> <ul style="list-style-type: none"> <li>• 6 marks for working in the capacity of Engagement Partner/Project Director on investment promotion assignment for atleast 2 years in last five(5) years;</li> <li>• 5 Marks for international experience of 2 years or more.</li> <li>• 2 Mark for working on Policy Formulation with any State Govt/Central Govt for atleast 2 years in the last 4 Years.</li> </ul>	<p>of Engagement Partner on investment promotion assignment in last five(5) years;</p> <p>a) 3 marks- 2-3 years</p> <p>b) 5 marks- 4-5 years</p> <ul style="list-style-type: none"> <li>• 2 Marks for International experience of providing strategy services, sector competitiveness, investment promotion support in atleast 2 countries in last 5 years.</li> <li>• 2 Marks for working on Policy Formulation with any State Govt/Central Govt for atleast 2 years in the last 5 Years.</li> </ul>
Evaluation Criteria –Project Director	New Addition	<ul style="list-style-type: none"> <li>• 2 marks for qualification and length of experience.</li> <li>• Working in the capacity of Project Director on investment promotion assignment in last five(5) years;</li> </ul> <p>a)3 marks- 2-3 years</p> <p>b) 5 marks- 4-5 years</p> <ul style="list-style-type: none"> <li>• Leading large Investment Promotion Summits in capacity of Project Director or higher for any State Government /Central Government department in India for 2 years in the last 5 Years.</li> </ul> <p>a) 2 marks- 2-3 summits</p> <p>b) 3 marks- 4 and above summits</p>
Evaluation Criteria - Investment Promotion, Tracking, Policy Formulation Experts (4) (Pg No 27 Section 3.1.3)	<ul style="list-style-type: none"> <li>• 3 marks for qualification and length of experience, Nil for non-</li> </ul>	<ul style="list-style-type: none"> <li>• 1 mark for qualification and length of experience.</li> <li>• Working on investment</li> </ul>

	<p>compliance</p> <ul style="list-style-type: none"> <li>• 6 marks for working on investment promotion assignment for atleast two( 2) years in the last 5 years;</li> <li>• 3 marks for working on Policy Formulation for any State Govt/Central Govt</li> <li>• 3 Marks for Experience of atleast one (1) year in the state</li> </ul>	<p>promotion assignments in the last 5 years:</p> <p>a) 1 mark- 2-3 years b) 2 marks- 4- 5 years</p> <ul style="list-style-type: none"> <li>• 1 mark for working on Policy Formulation for any State Govt/Central Govt for atleast two( 2) years in the last 5 years;</li> </ul> <p>(4) marks per each resource : <b>Total – 16 marksj</b></p>
Evaluation Criteria –Project Appraisal Expert (1) (Pg No 27 Section 3.1.3)	<ul style="list-style-type: none"> <li>• 2 marks for qualification and length of experience, Nil for non-compliance</li> <li>• 6 marks for atleast 6 projects in Government /Pvt advisory, 4 marks for 3-5 projects, 2 Marks for 1-2 projects</li> <li>• 2 Marks for Experience of atleast one (1) Year in Banking Sector, Nil for non-compliance</li> </ul>	<ul style="list-style-type: none"> <li>• 1 mark for qualification and length of experience,</li> <li>• Experience of Project appraisal in Government /Pvt advisory <ul style="list-style-type: none"> <li>a) 2 marks for 3-5 projects</li> <li>b) 1 mark for 1-2 projects</li> </ul> </li> <li>• 1 Mark for Experience of atleast one (1) Year in Banking Sector</li> </ul>
Evaluation Criteria –Trade Promotion Expert (1) (Pg No 28 Section 3.1.3)	<ul style="list-style-type: none"> <li>• 2 marks for qualification &amp;experience</li> <li>• 2 Marks for Trade Promotion Experience with two or more countries, One Mark for Experience with one Country</li> <li>• 1Mark for specific working Experience in Trade promotion in Private Sector</li> </ul>	<ul style="list-style-type: none"> <li>• 1 mark for Qualification &amp; experience</li> <li>• Trade Promotion Experience with <ul style="list-style-type: none"> <li>a) 2 marks for 2 or more countries,</li> <li>b) 1 Mark for Experience with one Country</li> </ul> </li> <li>• 1 Mark for specific working Experience in Trade promotion in Private Sector</li> </ul>
Engagement Partner/Management Representative (full time on-site) (Pg No 40 Section 6.9 of RFP) – Minimum Eligibility Requirements	Engagement Partner/Management Representative (full time on-site)	Engagement Partner/Management Representative (Part-time) – Support remotely and be available for important

	<ul style="list-style-type: none"> <li>• Educational Qualification – B.E/BTech from reputed institutions like IIT/MIT/Harwardetc + MBA from Reputed Institutions like IIM / Harwardetc</li> <li>• Length of Professional Experience – Atleast 20 (twenty) years</li> <li>• Should have been involved in the capacity of Engagement partner/Project Director on advisory assignments for investment promotion for any State/Central Government department in India. At least 5 (five) such projects undertaken in last three (3) years preceding the Bid Due Date.</li> </ul>	<p>meetings with client</p> <ul style="list-style-type: none"> <li>• Educational Qualification – B.E/B.Tech + MBA from Institutions of national or international repute</li> <li>• Length of Professional Experience – Atleast15 (Fifteen) years</li> <li>• Should have been involved in the capacity of Engagement partner on advisory assignments for investment promotion for any State/Central Government department in India. At least 5 (five) such projects undertaken in last three (3) years preceding the Bid Due Date.</li> </ul>
<p>Engagement Partner/Management Representative (full time on-site) – Roles &amp; Responsibilities</p>	<p>----- (Newly added)</p>	<p>Roles &amp; Responsibilities:</p> <ul style="list-style-type: none"> <li>• Giving Strategic Support in operationalization of the annual action plans of IP</li> <li>• Coordinating with GOI in getting sanctioned projects under various schemes of GOI</li> <li>• Mobilize Projects, funds, technology for setting up new /existing projects</li> <li>• Preparing Annual Calendar for visits to events of significance- both national and internal</li> <li>• To assist/advise the client in any other related matters</li> <li>• Joint review meeting with client to review progress/achievement</li> </ul>

Investment Promotion Expert - Minimum Eligibility Requirements (Pg No .40 Section 6.9.SI.No.2)	<ul style="list-style-type: none"> <li>• Educational Qualification – B.E/ BTech + MBA from Reputed Institutions like IIM / Harward etc</li> <li>• Length of Professional Experience - Atleast 10 (ten) years</li> </ul>	<ul style="list-style-type: none"> <li>• Educational Qualification – B.E/ B.Tech + MBA from Institutions of National /International repute</li> <li>• Length of Professional Experience - Atleast7 (seven) years</li> </ul>
Project Appraisal Expert – Minimum Eligibility Requirements (Pg No 41 Section 6.9.SI. No.3)	Educational Qualification – CA/MBA from Reputed Institutions like IIM / Harward etc	Educational Qualification – CA/MBA from Institutions of National /International repute
	Should be in the permanent pay-roll of the firm for atleast (02) years	Should be in the pay-roll of the firm for atleast (03) years
	Should have experience in Project analysis of Big Projects for atleast two years	Should have experience in Project analysis of Projects with investment above 500 Crores for atleast two years.  Project Analysis includes NPV / IRR / CB Analysis /Sensitivity Analysis
Project Director (full time on-site) – (New Addition ) – Minimum Eligibility Requirements	New Addition	<ul style="list-style-type: none"> <li>• Educational Qualification – B.E/ B.Tech + MBA from Institutions of national or international repute</li> <li>• Length of Professional Experience – Atleast 10 (Ten) years</li> <li>• Should have been involved in the capacity of Project Director or higher on advisory assignments for investment promotion for any State/Central Government department in India for atleast 2 years in the last 5 years</li> <li>• Should have led large Investment Promotion Summits in capacity of Project Director or higher for any State Government /Central</li> </ul>

		Government department in India in last five (5) years preceding the Bid Due Date.
Project Director (full time on-site) – (New Addition ) – Roles & Responsibilities	New Addition	<p>Roles &amp; Responsibilities:</p> <ul style="list-style-type: none"> <li>• Single Point of Contact for the Project</li> <li>• Preparing and grounding Action Plans</li> <li>• Weekly Work Done Reports of the Team</li> <li>• Performance Review</li> <li>• Taking all Action as may be required and entrusted by the employer from time to time</li> </ul>
Eligible leaves for the resources deployed	Addition to Section 6.5 Pg No 38	Maximum 12 days in a year with prior permission and sufficient advance notice
Internal Training for the resources deployed	Addition to Section 6.5 Pg No 38	Not exceeding 12 days in a year (which shall be outside (22) working days in a month), only with the consent of the employer – Training calendar to be shared with the employer in advance.
Confidentiality	Addition of Clause to Section 2.23Pg No 23	<p>Added:</p> <p>The above obligation shall survive for a period of one year from completion/termination of the Consultancy.</p>
Investment promotion ,tracking, policy, formulation expert( Pg 40, Form 5 ) Page No.45 sno.2,3,4,5	Investment Promotion expert	Investment promotion, tracking, policy, formulation expert
Form 2 – Prequalification of particulars of applicant (page no.47 , sl no.1)	Consulting Agency/ Bidder should be a registered firm/company/partnership with atleast 5 years of presence in India.	Consulting Agency/ Bidder should be a registered firm/company/partnership with atleast 3 years of presence in India.
Form 3 – Power of Attorney Pg No 47	Form 3 – Power of Attorney	Authorization by way of Resolution of Board/

		Partnership to be submitted instead of Power of Attorney.
Form 5 – Particulars of Key Personnel	New Addition	Project Director
Form 7- Experience in Investment Promotion(Page no.51, SI no.1)	Experience of assisting State Governments in India in Investment Promotion / Summits – 10 projects	Experience of assisting State/Central Governments in India in Investment Promotion / Summits