

## ANNEXURE I

- 1. ToR 1: Project Management Unit (PMU) for Strengthening of MSME ecosystem in Haryana leveraging robust policy framework & enhanced institutional support**
- 2. ToR 2: PMU for effective implementation and monitoring & evaluation of State Mini Cluster Development Scheme under HEEP 2020**
- 3. ToR 3: Selection of 'Project Management Unit (PMU) for Implementation of Programme to Accelerate Development for MSME Advancement (PADMA) in the state of Haryana'**

S. No.	Clause in RFP	Content in ToR	Queries/ Comments	Response from the Directorate
1.	CORRIGENDUM No.2 dated 4.11.22  Annexure I, II and III  Query. No. 5 - Response from the Directorate	Resources proposed as part of the technical proposal shall be interviewed in-person in Chandigarh/ Panchkula.	As many large firms have different mandates at different locations and the resources are also based out of these locations. Hence, in order to economize on resources and time in traveling, we request the directorate to kindly conduct the interviews in online mode for technical evaluation	The Team leader is mandatorily required to be available for presentation and interaction/interview in-person in Chandigarh/ Panchkula.  Rest of the proposed team to be available for presentation and interaction/interview either in-person or online.
2.	ToR 1 – Clause 4.1 (Key Resource Requirement)  ToR 3 – Clause 4.1	4. MSME Financing Expert  Preferred Educational Qualification: Full time Chartered Accountant	We humbly request the department to expand the scope of this clause and include CS (Company Secretary)/ ICWA in the preferred education qualification requirement.  The clause may be reworded as-	The preferred educational qualification for MSME Financing Expert (ToR 1 & ToR 3) has been modified to:  Full time Chartered Accountant or MBA/ PGDM/ PGDBM/Masters or Equivalent (in Business Management/ Finance/ Economics) with graduation (B.E./ B. Com/B. Tech) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA.  <b>However, preference will be given to Full time CA.</b>

	(Key Resource Requirement)		'Preferred Educational Qualification: Full time Chartered Accountant/ Company Secretary (CS)/ ICWA	
3.	Section 4, Key Resource Requirement	"Post Qualification" experience as "Total experience".	The condition is very restrictive. A number of premium national and international MBA/post-graduation institutes give more weightage to candidates with work experience.  Hence, the overall experience of the candidate maybe considered as the total experience, rather than just the "post-qualification" experience.	The term "Post qualification experience" has been replaced with "Overall experience" in all 3 Terms of Reference (ToRs).
4.	Section 4, Key Resource Requirement	General	Existing evaluation criteria of the resource profiles seems quite subjective. In order to increase the objectivity and bring transparency in evaluation, kindly mention minimum qualifying criteria and add slabs for grading of marks pertaining to experience in the project.	No change.
5.	Section 4, Key Resource Requirement	General	Since the evaluation is based on qualification and a very extensive experience, it is suggested that very restrictive qualification clauses with respect to specialisation should be removed. Hartron education qualification criteria should be retained and referred while evaluating proposals.	No change.
6.	Section 4, Key Resource Requirement	General	a. As per ToRs, only "Post Qualification" experience shall only be considered as "Total experience". Most of the leading colleges across India and world prefer experienced candidates for enrolment in MBA/PGDM course. Accordingly, good candidates from leading business colleges would have relevant Pre-qualification experience. Hence, it is suggested that relevant	The term "Post qualification experience" has been replaced with "Overall experience" in all 3 Terms of Reference (ToRs).

			experience after "Graduation" may also be considered for evaluating "Total experience"	
7.	Section 4, Key Resource Requirement (Project Management Unit (PMU) for Strengthening of MSME ecosystem in Haryana leveraging robust policy framework & enhanced institutional support')	Sr Consultant 1: Experience of undertaking CFC projects under MSE-CDP scheme of GoI and assisting states in obtaining grant from GoI	a) While the overall ToRs are comprehensive, many of the qualifications of the resource persons are heavily biased towards CFC development and MSECDP Scheme in particular. While MSECDP is one scheme of Ministry of MSME to support common infrastructure, there are several other schemes of various ministries which support setting up of CFCs, industrial parks and promote soft interventions for overall cluster development. All these schemes have the potential to be mobilized for the state and the processes followed under the schemes are quite similar. It is requested that the criteria be made more broad. Experience of working in diverse sectors, diverse set of schemes and diverse clusters should be considered.	The experience of other relevant cluster development schemes of Govt. of India may also be considered.  However, <b>preference will be given to experience in MSE-CDP scheme of GoI.</b>
8.	Section 4, key resource requirement (Project Management Unit (PMU) for Strengthening of MSME ecosystem in Haryana leveraging robust policy framework & enhanced	Senior Consultant # 3 MSME Financing Expert	While the Hartron empanelment states BE/ B.Tech/Post Graduate with 60% marks And/or MBA as the minimum qualification, the preferred qualification for this assignment is states as Full Time Chartered Accountant. The financing expert can be a CA or an MBA in Finance as well. It is highly unlikely that a full time CA would be available for full time deployment on a project. It is requested that this criteria be made more flexible and the preferred qualification could be CA or MBA-Finance.	The preferred educational qualification for MSME Financing Expert (ToR 1 & ToR 3) has been modified to:  Full time Chartered Accountant or MBA/ PGDM/ PGDBM/Masters or Equivalent (in Business Management/ Finance/ Economics) with graduation (B.E./ B. Com/B. Tech) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA  <b>However, preference will be given to Full time CA.</b>

	institutional support')			
9.	Section 4, key resource requirement (Project Management Unit (PMU) for Strengthen-ing of MSME ecosystem in Haryana leveraging robust policy framework & enhanced institutional support')	Senior Consultant #4 Public Procurement Expert	The entire experience requirement is focused on procurement with respect to infrastructure projects. Procurement of services for projects with respect to IT services, professional services etc it is also an integral part of procurement portfolio, hence the same should be considered while evaluating the fitment.	The Public Procurement Expert with experience in procurement of services for project with respect to IT services, professional service etc. may also be considered.  <b>However, preference shall be given to experience in the procurement of CFC/ infrastructure development i.e., Civil works, Machinery/ equipment. It is desired that the Public Procurement Expert should have good knowledge about the state procurement policy and General Financing Rules.</b>
10.	General	If at any point in time, the Government of Haryana feels that a resource is not up to the mark, a replacement will be demanded in written and the consulting firm/ agency shall provide the replacement within two weeks as per ToR.	The existing resources in the organisation especially the senior and experienced ones would already be deployed on projects. The replacement profile will have to be sourced from the market after due diligence and commitment from the resources, however it will take 30-45 days for the resources to get free from their ongoing commitments and join the project.  The joining period may be extended to 45 days	The relevant clause for all the 3 ToRs has been modified to:  If at any point in time, the Government of Haryana feels that a resource is not up to the mark, a replacement will be demanded in written and the consulting firm/ agency shall provide the replacement within 30 days as per ToR.
11.	General	The consulting firm/agency shall deploy the same resources as per the proposal submitted within 15 days of issuance of work order.	The profile requirement under the RFP is specific and long term. The existing resources in the organisation especially the senior and experienced ones would already be deployed on projects. The profiles would be proposed after due diligence and commitment from the resources, however it	No change.

			will take 30-45 days from the date of selection of the agency for the resources to get free from their ongoing commitments and join the project
12.	Similar profiles under both the RFPs		<p>The resource requirement for both the RFPs is on similar lines and overlapping. We assume that same profiles can be proposed for both the assignments. Please confirm.</p> <p>These are two separate projects with requirement of separate teams and separate resources. Multiple payments cannot be made for the same resources. Moreover, the Directorate cannot conduct the Interview process again for new resources.</p> <p>Hence, same resources <b>cannot and should not be proposed</b> for the 3 ToRs.</p>