



CORRIGENDUM No.1 dated 31.03.2023

To Terms of Reference for

Appointment of 'Project Management Unit (PMU) for Strengthening of MSME ecosystem in Haryana leveraging robust policy framework & enhanced institutional support'

This Corrigendum No. 1 forms an integral part of the ToR for hiring/selection of Consultant for Directorate of MSME through HARTRON empanelment, i.e., ***Appointment of 'Project Management Unit (PMU) for Strengthening of MSME ecosystem in Haryana leveraging robust policy framework & enhanced institutional support'*** issued vide email dated 15.03.2023.

- **Response to pre-bid queries**

Responses to pre-bid queries received are placed at *Annexure I*.

- **Extension of Bid Submission date**

With reference to the Clause 7.1 c. and 7.3, regarding the bid submission timeline, it is informed that the proposal submission date has been extended to **10.04.2023** upto 5:00 PM

Director General, MSME, Haryana

Annexure-I

Response to the Queries received in response to the Terms of Reference (ToR) : "Project Management Unit (PMU) for Strengthening of MSME ecosystem in Haryana leveraging robust policy framework & enhanced institutional support"

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
1.	Page11: Sec 4. Key Resource Requirement (Sr.No.1) – Principal Consultant	<ul style="list-style-type: none"> Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent (in Marketing/ Finance/ Management/ Economics) with graduation (B.E./B.Tech/ B. Com/ BBA/B.A./ B.Sc.) from reputed national or international institutes, with at least 55% aggregate marks or equivalent CGPA in both graduation and post graduation Minimum experience of 10 years with minimum 8 years in state or centre government/ bilateral/ multilateral organizations/state or central PSUs sponsored projects in the MSME sector development in India Experience of leading projects in MSME sector development in the country with state or centre government/ bilateral/ multilateral organizations /state or central PSUs Experience of designing large-scale entrepreneurship and technology improvement programmes for government Experience of working towards 	<ul style="list-style-type: none"> Full time regular MBA / PGDM / PGDBM/ Masters or Equivalent (in Marketing/Finance/Management/ Economics/related fields) with graduation (B.E./B.Tech/ B. com/ BBA/B.A./B.Sc. etc.) from reputed national or international institutes, with atleast 55% aggregate marks or equivalent CGPA in both graduation and post graduation. Minimum experience of 10 years with minimum 8 years in state or center government/ bilateral/ multilateral organizations/ state or central PSUs sponsored projects in the MSME sector development in India Experience of leading projects in MSME sector development in the country with state or center government /bilateral/ multilateral organizations / state or central PSUs Experience of designing large-scale entrepreneurship promotion and development programmes for centre government/ bilateral/ multilateral organizations/ state or central PSUs sponsored projects of working towards MSME/Industrial ecosystem 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		<p>MSME/Industrial ecosystem development, particularly in following areas:</p> <ol style="list-style-type: none"> Leading significant CFC cluster development projects with DPR approvals Linkages with Business Development Service Providers and overseeing MSME facilitation Enhancement of marketing linkages Leading market development programmes enabling anchor units/OEMs and MSME tie-ups Policy formulation and implementation <ul style="list-style-type: none"> International, cross-country collaboration experience for MSME growth & development 	<p>development, particularly in following areas: CFC cluster development projects with DPR approvals ii. Linkages with Business Development Service Providers and overseeing MSME facilitation</p> <ol style="list-style-type: none"> Enhancement of marketing linkages Leading market development programmes enabling anchor units/OEMs and MSME tie-ups v. Policy formulation and implementation. Above areas are indicative in nature, experience in similar domains will be considered. International, cross country collaboration experience for MSME growth & development. 	
2.	Page12: Sec 4. Key Resource Requirement (Sr.No.2) Senior Consultant-1	<ul style="list-style-type: none"> Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent (in Marketing/Finance/ Economics) with graduation (B.E./B.Tech/ B. Com/ BBA/B.A./ B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation Minimum experience of 6 years with at least 3 years in assisting state or centre government/ bilateral/ 	<ul style="list-style-type: none"> Full time regular MBA (PGDM/PGDBM/ / Masters or Equivalent (in Marketing/Finance/ Economics/related fields)with graduation(B.E./B.Tech/ B. com/ BBA/B.A./ B.Sc./ etc.) from reputed national or international institutes, with atleast 55% aggregate marks or equivalent CGPA in both graduation and post graduation. Minimum experience of 6 years with at least 3 years in assisting state or center government/ bilateral/multilateral organizations/ state or central PSUs in undertaking MSME/industrial cluster development and setting up new CFCs in 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		<p>multilateral organizations /state or central PSUs in undertaking MSME/ industrial cluster development and setting up new CFCs in MSME/ industrial clusters</p> <ul style="list-style-type: none"> • Experience of undertaking cluster development throughout the lifecycle, including DSR, DPR and implementation in thrust sectors - Engineering, Textile, Food processing, Chemicals/Plastics, ESDM /Electronics etc. as well as traditional sectors • Experience of undertaking industrial development projects for micro enterprises under central/state government schemes. • Experience of undertaking CFC projects under MSE-CDP scheme of GoI and assisting states in obtaining grant from GoI 	<p>MSME/industrial clusters</p> <ul style="list-style-type: none"> • Experience of undertaking cluster development throughout the lifecycle, including DSR, DPR and implementation. Experience of undertaking industrial development projects for MSMEs under central/state government/ bilateral/multilateral organizations/ state or central PSU schemes/sponsored projects. • Experience of undertaking CFC projects under MSE-CDP scheme of Gol and assisting states in obtaining grant from Gol or Experience in similar domains 	
3.	Page12: Sec 4. Key Resource Requirement (Sr.No.3) Senior Consultant-2	<ul style="list-style-type: none"> • Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent (in Marketing/Strategy) with graduation (B.E./B.Tech/B. Com/ BBA/B.A./ B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent 	<ul style="list-style-type: none"> • Full time regular MBA/PGDM/PGDBM/Masters or Equivalent (in Marketing/strategy/related fields) with graduation (B.E./B.Tech/ B.com/BBA/B.A./ B.Sc./ etc.) from reputed national or international institutes, with atleast 55% aggregate marks or equivalent CGPA in both graduation and post graduation. 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		<p>CGPA in both graduation and post graduation</p> <ul style="list-style-type: none"> • Minimum experience of 6 years with experience in market strategy, market research & analysis, media outreach, partnerships & collaborations and at least 3 years of working with state or centre government/ bilateral/ multilateral organizations/state or central PSUs • Experience in planning & implementation of marketing initiatives in international markets • Experience of preparation of market/ export promotion/vendor development reports for centre and state governments • Experience of organizing marketing and outreach events for central/state government • Experience in creation of marketing and ecommerce linkages, strategic collaborations between state/central government and private players for MSMEs/ industries along with development and review of 	<ul style="list-style-type: none"> • Minimum experience of 6 years with experience in market strategy, market research & analysis, partnerships & collaborations and at least 3 years of working with state or centre government/bilateral/multilateral organizations/state or central PSUs • Experience in planning & implementation of marketing initiatives in international markets • Experience of preparation of market/export promotion/vendor development reports for center and state governments • Experience of organizing marketing and outreach events for central/state government • Experience in creation of marketing and ecommerce linkages, strategic collaborations between state/central government and private players for MSMEs/ industries along with development and review of marketing collaterals Experience of undertaking market/ecommerce/ export linkages and organizing MSME/industrial sponsored programs 	

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		marketing collaterals <ul style="list-style-type: none"> Experience of undertaking market/ ecommerce/ export linkages and organizing MSME/ industrial vendor development programs 		
4.	Page13: Sec 4. Key Resource Requirement (Sr. No.4) Senior Consultant-3	<ul style="list-style-type: none"> Full time Chartered Accountant Or <ul style="list-style-type: none"> Full-time regular MBA/ PGDM/ PGDBM/ Masters or Equivalent (in Finance) with graduation (B.E./ B.Tech/B.Com/ BBA/ B.A. /B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation Minimum experience of 6 years with at least 3 years in assisting MSMEs/ industries leverage funding from banks/FIs Experience of evaluating proposals for MSME/ industrial projects Experience of preparing DPRs and financial modelling for MSME/ industrial development projects Experience of enhancing linkages of micro enterprises with FIs/NBFCs 	<ul style="list-style-type: none"> Full time Chartered Accountant Or Full-time regular MBA/PGDM/ PGDBM / Masters or Equivalent (in Finance or related fields) with graduation (B.E./B.Tech/B.com/ BBA/ B.A. / B.Sc. etc) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation. Minimum experience of 6 years with at least 3 years in assisting MSMEs/ industries leverage funding from banks/ FIs Experience of evaluating proposals for MSME/ industrial projects Experience of preparing DPRs and financial modelling for MSME/ industrial development projects or experience in similar domains. Experience of enhancing linkages of MSMEs with FIs/NBFCs Experience of facilitating small loans/MSME financing Experience in assisting MSMEs in availing center/ state government credit support 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		<ul style="list-style-type: none"> Experience of facilitating small loans/micro financing Experience in assisting MSMEs in availing center/ state government support for credit 		
5.	Page14:Sec 4. Key Resource Requirement (Sr.No.5) Senior Consultant- 4	<ul style="list-style-type: none"> Full time regular MBA/PGDM/PGDBM/ Masters/ Diploma or Equivalent (in Business Management/Finance/ Economics/ Marketing etc.) with graduation (B.E./B.Tech/ B. Com/ BBA/ B.A/ B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation 	<ul style="list-style-type: none"> Full time regular MBA/PGDM/ PGDBM/Masters/Diploma or Equivalent (in Business Management /Finance/ Economics/ Marketing etc.) with graduation (B.E./B.Tech/ B. com/ BBA/ B.A/ B.Sc. etc.) from reputed national or international institutes, with at least 55% aggregate marks or equivalent CGPA in both graduation and post graduation. 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.
6.	Page14: Sec- 4. Key Resource Requirement (Sr.No.6) Senior Consultant-5	<ul style="list-style-type: none"> Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent (in Business Management, Commerce/ Finance/ Economics/ Public Policy/related fields) with graduation (B.E/B.Tech/ B. Com/ BBA/ B.Sc./ B.A.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation Minimum experience of 6 years with 3 years in implementing industrial/ sectoral/ MSME policies or programmes for 	<ul style="list-style-type: none"> Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent (in Business Management, Commerce/ Finance/ Economics/ Public Policy/related fields) with graduation (B.E/B.Tech/ B. com/ BBA/ B.Sc./ B.A./etc.) from reputed national or international institutes, with at least 55% aggregate marks or equivalent CGPA in both graduation and post graduation. Minimum experience of 6 years with 3 years in implementing industrial/ sectoral/ MSME policies or programmes for-state or center government/ bilateral/ multilateral 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		<p>state or centre government/ bilateral/ multilateral organizations / state or central PSUs sponsored projects</p> <ul style="list-style-type: none"> • Experience in evaluating proposals/ projects for assistance under state/ central government schemes • Experience in facilitating approval of projects under state/ centre government schemes • Experience of getting state/ central grant released • Experience in project management, designing M&E frameworks, MIS reporting etc. 	<p>organizations / state or central PSUs sponsored projects</p> <ul style="list-style-type: none"> • Experience in evaluating proposals/ projects for assistance under state/ central government schemes Experience in facilitating approval of projects under state/ centre government schemes/ bilateral/ multilateral organizations / state or central PSUs sponsored projects • Experience of getting state/ central/ bilateral/ multilateral organizations/ state or central PSUs sponsored projects grant released Experience in project management, designing M&E frameworks, MIS reporting etc. 	
7.	Page14:Sec-4. Key Resource Requirement (Sr.No. 7) Senior Consultant-6	<ul style="list-style-type: none"> • Full time regular master's or Equivalent (in Computer Science or IT or related fields) with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation • Minimum experience of 6 years with 3 years of experience in promoting digital initiative(s) preferably within a state or centre government set up 	<ul style="list-style-type: none"> • Full time regular master's or Equivalent (in Computer Science or IT or related fields) with at least 55% aggregate marks or equivalent CGPA in both graduation and post graduation. • Minimum experience of 6 years with 3 years of experience in promoting digital initiative(s) preferably within a state or centre government/ bilateral/ multilateral organizations / state or central PSUs sponsored project set up sponsored program. 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.
8.	Page14:Sec-4. Key Resource Requirement (Sr.No.8) Consultant-1	<ul style="list-style-type: none"> • Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent from IIFT or similar institutes with graduation (B.E/B.Tech/ B. Com/ BBA/ 	<ul style="list-style-type: none"> • Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent from national and international institutes with graduation (B.E/ B.Tech/ B. com/ BBA/ B.Sc./ B.A. etc.), with at least 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		<p>B.Sc./ B.A.), with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation</p> <ul style="list-style-type: none"> • Minimum 3 years of experience • Experience of working for state or centre government/bilateral/multilateral organizations/state or central PSUs sponsored project on exports promotion strategies for MSMEs/ industries 	<p>55% aggregate marks or equivalent CGPA in both graduation and post graduation.</p> <ul style="list-style-type: none"> • Minimum 3 years of experience • Experience of working for state or center government/ bilateral/ multilateral organizations /state or central PSUs sponsored project on exports promotion related projects/strategies for MSMEs/ industries 	will remain same.
9.	Page15: Sec4. Key Resource Requirement (Sr.No. 9) Consultant-2	<ul style="list-style-type: none"> • Full time regular MBA/PGDM/PGDBM/ Masters or Equivalent (in Technology, Management, Commerce, Finance, Economics, Public Policy) with graduation (B.E/B.Tech/ B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation. • Minimum 3 years of experience • Experience of working for state or center government/bilateral/ multilateral organizations/state or central PSUs sponsored project on MSME/ industrial technology up gradation or implementation/ quality enhancement or 	<ul style="list-style-type: none"> • Full time regular MBA/PGDM/PGDBM/Masters or Equivalent (in Technology, Management, Commerce, Finance, Economics, Public Policy or related fields) with graduation (B.E/B.Tech/ B.Sc. etc.) from reputed national or international institutes, with at least 55% aggregate marks or equivalent CGPA in both graduation and post graduation • Minimum 3 years of experience of working for state or center government/ bilateral/ multilateral organizations/state or central PSUs sponsored project on MSME/ industrial technology up gradation or implementation/ quality enhancement or standardization Experience of working on Quality Marking Centers/ Tool Rooms/Technology Centers/NABL Accredited test house,/R&D or Quality control centre etc. 	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		standardization <ul style="list-style-type: none"> Experience of working on Quality Marking Centers/Tool Rooms/Technology Centers/NABL Accredited test house/ R&D or Quality control centre of reputed manufacturing industry 		
10.	7.3 Timelines Point No. A	<ul style="list-style-type: none"> The consultancy company/ agency shall submit their technical proposals in the prescribed format, as per the requirements of the ToR on cd-cell.msme@hry.gov.in and clusterharyana@gmail.com by 5th April 2023. The financial proposal shall be submitted to the Directorate, in a sealed envelope, at the below-mentioned address by 5th April 2023. 	We would request you to kindly extend this date of submission by 2 more week i.e., by 17.04.23.	The last date for submission of bids has been extended to 10.04.2023 upto 5:00 PM
11	Last date of submission	Technical and financial proposal to be submitted by 5 th April 2023	The scope of work and there source requirement is very comprehensive. The response the suggestions/ pre bid queries will have a bearing on our response, hence it is requested that the bidders should be given 21days to submit proposals from the release of the clarifications on pre-bid queries`	The last date for submission of bids has been extended to 10.04.2023 upto 5:00 PM

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
12	Firm experience/credentials	No mention	The evaluation of the assignment is focused mainly on the qualifications and experience of the resources and completely discounts the expertise and past experience of the bidding organization in executing such projects. This is a very intensive engagement and will benefit a lot from institutional expertise and knowledge. We request that this should be given due weightage in the technical evaluation. The Directorate during the last RFP for MSME development had given substantive credit to bidder's experience, were quest the same criteria to be considered here.	No change.
13	Section4, Key resource requirement	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 is also an integral part of procurement portfolio, hence the same should be considered while evaluating the fitment	No change.
14	Other Guidelines(ptb)-Pg19	If at any point in time, the Government of Haryana feels that a resource is not up to the mark, are placement will be demanded in written and the consulting firm/agency shall provide the replacement within three 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	No change.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
15	Other Guidelines(ptc)-Pg19	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 organization especially the senior and experienced ones would already be deployed on projects. The proposed profiles would be proposed after due diligence and commitment from the resources, however it will take 30-45 days from the date of selection of the agency for the resources to get free from their ongoing commitments and joint the project. The joining period may Be extended to 45 days	The clause has been modified as under: The consulting firm/agency shall deploy the same resources as per the proposal submitted within 30 days of issuance of work order.
16	Out of Pocket expenses	No mention	The terms of reference does not mention anything about out of pocket expenses. We understand that all such expenses with respect to travel, boarding, lodging will be reimburse done actuals. Please confirm.	No out of pocket expenses shall be allowed as per HARTRON guidelines
17	Page No.11&12 Section 4 Key Requirement Resource	Sr No 1 Principal Consultant – Team Leader cum MSME Sector Development Expert Educational Qualifications:- Full time regular MBA/PGDM/PGDBM /Masters or Equivalent (in Marketing/ Finance/Management/Economics) with graduation (B.E./B.Tech/ B.Com/BBA/B.A./B.Sc.) from reputed national or international institutes, with atleast 55% aggregate marks or equivalent CGPA in both graduation and post graduation	Request to amend this Clause as:- We may request you please consider MBA/PGDM/PGDBM/ master's or Equivalent in any Stream Educational Qualifications:- Full time regular MBA/PGDM/ PGDBM/Masters or Equivalent (in Marketing/ Finance/Management/ Economics, etc.) with graduation (B.E./B.Tech/B. Com/BBA/B.A./ B.Sc.) from reputed national or international institutes, with atleast 55% aggregate marks or equivalent CGPA in both graduation and post graduation	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

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18	Page No.12 Section 4 Key Resource Requirement	<p>Sr No 2 Senior Consultant1- MSME Cluster Development Expert</p> <p>Educational Qualifications:-</p> <p>Full time regular MBA/PGDM/PGDBM /Masters or Equivalent (in Marketing/ Finance/Economics) with graduation (B.E./B.Tech/ B. Com/ BBA/B.A./ B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation</p>	<p>Request to amend this Clause as:-</p> <p>We may request you please consider MBA/PGDM/PGDBM/ master's or Equivalent in any Stream</p> <p>Educational Qualifications:-</p> <p>Full time regular MBA/PGDM/PGDBM/Masters or Equivalent (in Marketing/ Finance/ Economics etc.) with graduation (B.E./B.Tech/ B.Com/ BBA/B.A./B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation</p>	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.
19	Page No.14 Section 4 Key Resource Requirement	<p>Sr.No.6 Senior Consultant5- Policy Implementation and M&E Expert</p> <p>Educational Qualifications:-</p> <p>Full time regular MBA/PGDM/PGDBM/Masters or Equivalent (in Business Management, Commerce/ Finance/ Economics/Public Policy /related fields) with graduation (B.E/B.Tech/B.Com/BBA/B.Sc./ B.A.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation</p>	<p>Request to amend this Clause as:-</p> <p>We may request you please consider MBA/PGDM/PGDBM/ Masters or Equivalent in any Stream</p> <p>Educational Qualifications:-</p> <p>MBA/PGDM/PGDBM/Masters or Equivalent (in Business Management, Commerce/ Finance/Economics/ Public Policy/ /related fields etc.) with graduation(B.E/B.Tech/B.Com/BBA/B. Sc./B.A.) from reputed national or international institutes, with atleast 60% aggregate marks or equivalent CGPA in both graduation and postgraduation</p>	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

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20	Page No.14&15 Section 4 Key Resource Requirement	Sr.No.8 Consultant1–MSME Exports Promotion Educational Qualifications:- Experience of working for state or center government/bilateral/multilateral organizations/ state or central PSUs sponsored project on exports promotion strategies for MSMEs/industries.	Request to amend this Clause as:- Experience of working for state or center government/ bilateral/ multilateral organizations/ state or central PSUs sponsored project or any enterprise project on exports promotion strategies for MSMEs/ industries.	No change.
21	Page No.12&13 Section 4 Key Resource Requirement	Sr No.3 Senior Consultant 2- MSME Marketing Expert Educational Qualifications:- Full time regular MBA/PGDM/PGDBM/Masters or Equivalent (in Marketing/ Strategy) with graduation B.E./B.Tech/B.Com/BBA/B.A./ B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation	Request to amend this clause as:- We may request you please consider BCA in the graduation Educational Qualifications:- Full time regular MBA/PGDM/ PGDBM/Masters or Equivalent (in Marketing/Strategy) with graduation (B.E./B.Tech/B.Com/ BBA/ B.A./B.Sc. or Equivalent) from reputed national or international institutes, with atleast 60% aggregate marks or equivalent CGPA in both Graduation and post graduation	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.
22	Page No.14 Section 4 Key Resource Requirement	Sr No. Senior Consultant 4- Public Procurement Expert Educational Qualifications:- Full time regular MBA/PGDM/ PGDBM /Masters/ Diploma or Equivalent (in Business Management/Finance/ Economics/ Marketing etc.) with graduation (B.E./B.Tech/B.Com/BBA/B.A/	Request to amend this clause as:- MBA/PGDM/PGDBM/Masters/ Diploma or Equivalent (in Business Management/Finance/ Economics/ Marketing etc.) with graduation (B.E./ B.Tech/B.Com/ BBA/ B.A/ B.Sc.) from reputed national or international institutes, both graduation and post graduation, with atleast 55%	Under Education Qualification criteria for proposed resources, graduation in BCA from reputed national or international institutes shall also be considered and rest of the criteria of education qualification and experience will remain same.

S. No	Relevant Clause of ToR	Criteria as per ToR	Queries/Observations	Decision taken during the meeting
		B.Sc.) from reputed national or international institutes, with at least 60% aggregate marks or equivalent CGPA in both graduation and post graduation	aggregate marks or equivalent CGPA in both graduation and post graduation	
23	Page No.14 Section 4 Key Resource Requirement	Sr No. Senior Consultant 4- Public Procurement Expert Relevant Experience:- 1.Minimum experience of 5 years with atleast 3years' experience in undertaking public procurement through GFR, CVC Guidelines for state or center government/ bilateral/ multilateral organizations,/ state or central PSUs sponsored projects for industrial infrastructure/CFC development (procurement of machinery and civil works) Experience of leading projects in procurement of machinery and civil work	Request to amend this clause as:- 1.Minimum experience of 5 years with at least 3 years' experience in under taking public procurement through GFR, CVC Guidelines for state or center government/bilateral/ multilateral organizations,/ state or central PSUs Experience of leading projects in government procurement	No change.