

Swachh Bharat Mission (Grameen) -II
State Water and Sanitation Mission, Water Supply and Sanitation Department, Government of Maharashtra

RFP: Selection of Technical Support Provider to support in Implementation of Swachh Bharat Mission (Grameen) -II in the State of Maharashtra.

Clarification to the queries raised by the consulting firm during the Pre-bid meeting held on 31/03/2021 at SWSM office for the above mentioned RFP.

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
1	(Form -2 of Section 3) Page No 23-27	Consultants should be prepared to substantiate the claimed experience along with the proposal and must submit letter of award / copy of contract and completion certificate for all the assignments mentioned in the proposal	The position mentions 'must submit letter of award/ copy of contract and completion certificate' a. The firm is actively engaged with various clients nationally hence the submission of work completion certificate would be tenuously challenging b. The authority is requested to accept letter of awards, work orders and copy of contract as the only defined parameter for claimed experience	In exceptional case maximum up to 2 assignments, client may consider following. In place of completion certificate, email communication made by the concern client regarding completion of assignment will be considered. But if the concern firm is selected for this assignment, in such case completion certificate should be submitted within 2 weeks from the receipt of Letter of Acceptance else letter of acceptance will be cancelled by competent authority .
2	Resource deployment: Page No 46-47	All potentially deployed on the project are suggested to have 8+ years of experience.	Reduction of number of years of experience- a. MIS expert and IEC expert	please refer corrigendum

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
3	Duration of the project Page No 19	Estimated duration of the project is 48 months (4 Years)	Project is for 48 months, then what is the significance of 144 resource months	All resources are not required for 48 months. Resources are to be deployed to complete the assigned deliverables /task. However the 144 resources months are not fixed, it may change during the actual implementation as per the need of the assignment.
4	Evaluation of Technical Proposals Page No 13	Number of successfully completed assignment for Central/ State Govt / Government undertaking / State Body/ PSU/ statutory local bodies sponsored projects in preparation of DPR for Gobardhan / Sewage/ Sullage/STP scheme of value at least Rs. 5 Corers (value should be approved by concerned authority) 1 assessment 5 marks More than 1 assignment 05 +1 marks for each next assignments subject to maximum 9 marks 1 such assignment in Maharashtra- 1 mark	1 assignment 6 marks 2 extra marks for each assignment subjects to maximum 10 marks No extra mark for Maharashtra as national best practices should be considered The value of such projects should be reduced to Rs. 1 Corer considering the average duration and cost of projects	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
5	DATA SHEET Date & Time for online Submission of Proposal Page No 19	Submission End Date : 16/4/2021 Time: 3.30 PM	Due to time constraint and to deploy the best possible resources on the project, we request you to extend the tender deadline by 7 days/one week to the 23rd of April 2021	Please see corrigendum
6	Part-II: Data Sheet; Clause 1.3 Page No.-19,	An Indian Consultant fulfilling the minimum eligibility criteria. NO Joint Venture /No Consortium Allowed.	We request the authority to allow consortium/joint venture to encourage active participation and competitive bids.	As per RFP
7	Section 15: Evaluation of Technical Proposals; Clause-II) Experience Page No.-13, and Section 4: Minimum Eligibility Criteria; Clause-4.1) Page No.-7,	Number of assignments in providing Technical Service Provider for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies	We request the authority to include the assignments done for Donor agencies and International projects.	Experience of consulting firm for any Bi-lateral, multilateral funding agency i.e. World Bank, ADB, JICA, etc. also other International CVOs, NGOs will be considered only if these agencies worked for Central/State Govt. in India.
8	, Section 15: Evaluation of Technical Proposals; Clause-II) Experience; Sub-	Number of successfully completed assignment for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies sponsored projects in	Request the authority to consider the clause as mentioned below- <i>Number of successfully completed assignment for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies sponsored</i>	Please refer corrigendum

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
	clause-3 Page No.-13	preparation of DPR for Gobardhan/Sewage/Sullage/STP scheme of value at least Rs 5 crores (value should be approved by concern authority)	<p><i>projects in preparation of DPR for Gobardhan/Sewage/Sullage/STP scheme of value at least Rs 1 crore (value should be approved by concern authority)</i></p> <p>There is very less possibility of DPR of at least Rs. 5 crores value in rural areas. Therefore, requesting the authority to amend the criteria as mentioned.</p>	
9	Section 4: Minimum Eligibility Criteria; Clause-4.1); Sub-clause-c, d, e, f Page No.-7,	<p>c. Should have successfully completed at least THREE PMCs /PMAs/PMUs/TSPs for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies from April 2013 onward. Each of the PMC/PMA/PMU/TSP assignment period should not be less than 1 year and having consultancy fee at least Rs. 0.60 Cr. for each of these projects.</p> <p>d. Should have successfully completed at least ONE PMC /PMA/PMU/TSP for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies in solid and liquid waste management</p>	We request the authority to consider the Ongoing assignments as well under these criterions.	If the assignment is ongoing and has completed minimum one year period will be considered.

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		<p>from April 2013 onward. The assignment period should not be less than 1 year having consultancy fee pay out of Rs. 0.60 Cr.</p> <p>e. Should have successfully completed and got approval for at least ONE PMC /PMA/TSP for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies in preparation of DPR for Gobardhan / Sewage/Sullage/STP scheme of value at least Rs 5 Cr.</p> <p>f. Should have successfully completed at least ONE assignment in Developing training material (module and manual) along with training facilitation on SLWM components, facilitation of CB (Capacity Building) and IEC activities at National/ State /District / local body level</p>		
10	Experience of the Consulting Firm; Form-2A, Note Page No.-23,	Note: It is mandatory to submit work order/ contract document along with the Completion certificate duly signed / counter	We request the authority to consider client completion certificate or completion email for claimed assignments/projects and amend the	Please refer Sr. No 1

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
		signed by the officer not below the rank of superintendent engineer or equivalent rank shall be submitted for the each claimed assignment/ project. Failing which proposal shall not be evaluated and rejected.	requirement as below- <i>It is mandatory to submit work order/ contract document along with the Completion certificate/ completion email shall be submitted for the each claimed assignment/ project. Failing which proposal shall not be evaluated and rejected.</i>	
11	Section IV- Key experts' Qualification and competence for the Assignment; Relevant Work experience in Maharashtra Page No.-14,	Relevant Work experience i Maharashtra for more than 1 year	Request the authority to waive off this requirement for all the Key Experts.	please refer corrigendum
12	Part-II: Data Sheet, Clause- 10.3 (a) Page No.-19,	Total estimated Professional Staff Months: 144 Person months The above Staff Month is calculated considering 24 days in a month.	Please clarify if the estimated professional staff months vary in case of a policy or other changes.	Please refer Sr. No 3

Sr. No	Reference Clause	Clause as per RFP		Query / Request raised	Comments/ Reply by SWSM																												
13	Section 4- Proposed Team Page No.-46,	<table border="1"> <thead> <tr> <th data-bbox="551 272 725 328">Proposed Position</th> <th data-bbox="741 272 947 328">Education Qualification</th> </tr> </thead> <tbody> <tr> <td data-bbox="551 328 725 635">Team Leader, WASH Management specialist and institution development expert</td> <td data-bbox="741 328 947 635">Graduate Engineer (Civil or Environmental) / MBA (Finance or HR) or post graduate in Sciences / Social Sciences / social work/ Economics</td> </tr> <tr> <td data-bbox="551 635 725 783">Senior Solid Liquid Waste Management Technology Expert</td> <td data-bbox="741 635 947 783">Graduation in Civil/ Environment.</td> </tr> <tr> <td data-bbox="551 783 725 932">Junior Solid Liquid Waste Management Technology Expert</td> <td data-bbox="741 783 947 932">Graduation in Civil / Environment.</td> </tr> <tr> <td data-bbox="551 932 725 1126">Information Technology, Knowledge management and documentation expert</td> <td data-bbox="741 932 947 1126">Post Graduate in Social work with knowledge on IMIS</td> </tr> <tr> <td data-bbox="551 1126 725 1297">M & E expert</td> <td data-bbox="741 1126 947 1297">Master of Business Administration/ Post Graduation in Economics / Statistics</td> </tr> <tr> <td data-bbox="551 1297 725 1353">IEC, HRD and CB expert</td> <td data-bbox="741 1297 947 1353">Post Graduate in Social science</td> </tr> </tbody> </table>	Proposed Position	Education Qualification	Team Leader, WASH Management specialist and institution development expert	Graduate Engineer (Civil or Environmental) / MBA (Finance or HR) or post graduate in Sciences / Social Sciences / social work/ Economics	Senior Solid Liquid Waste Management Technology Expert	Graduation in Civil/ Environment.	Junior Solid Liquid Waste Management Technology Expert	Graduation in Civil / Environment.	Information Technology, Knowledge management and documentation expert	Post Graduate in Social work with knowledge on IMIS	M & E expert	Master of Business Administration/ Post Graduation in Economics / Statistics	IEC, HRD and CB expert	Post Graduate in Social science		<p>We request the authority to consider the education qualification for key experts as mentioned below to align the same with required experience.</p> <table border="1"> <thead> <tr> <th data-bbox="1037 424 1243 448">Proposed Position</th> <th data-bbox="1243 424 1550 448">Education Qualification</th> </tr> </thead> <tbody> <tr> <td data-bbox="1037 448 1243 627">Team Leader, WASH Management specialist and institution development expert</td> <td data-bbox="1243 448 1550 627">Master's degree in Civil Engg/Urban Planning/Urban Engg/Development Studies/Management or equivalent, over a basic degree of Bachelor's in Civil Engg or equivalent</td> </tr> <tr> <td data-bbox="1037 627 1243 805">Senior Solid Liquid Waste Management Technology Expert</td> <td data-bbox="1243 627 1550 805">Master's degree in civil Engg / Structural Engg./ Environmental Engg./ Public Health Engg./ Hydrological Engg.or equivalent; over a basic Bachelor's degree in Civil Engg. or equivalent</td> </tr> <tr> <td data-bbox="1037 805 1243 984">Junior Solid Liquid Waste Management Technology Expert</td> <td data-bbox="1243 805 1550 984">Master's degree in civil engg./ Structural Engg/ Environmental Engg/ Public Health Engg/ Hydrological Engg or equivalent; over a basic Bachelor's degree in Civil Engg or equivalent</td> </tr> <tr> <td data-bbox="1037 984 1243 1131">Information Technology, Knowledge management and documentation expert</td> <td data-bbox="1243 984 1550 1131">Post Graduate in Information Technology over a basic Bachelor's degree in Computer Science/IT or equivalent</td> </tr> <tr> <td data-bbox="1037 1131 1243 1262">M & E expert</td> <td data-bbox="1243 1131 1550 1262">Master of Business Administration/ Post Graduation in Economics / Statistics/development studies or similar field</td> </tr> <tr> <td data-bbox="1037 1262 1243 1409">IEC, HRD and CB expert</td> <td data-bbox="1243 1262 1550 1409">Post Graduate in Development Studies/Management or equivalent, over a basic degree of Bachelor's in management or similar field</td> </tr> </tbody> </table>	Proposed Position	Education Qualification	Team Leader, WASH Management specialist and institution development expert	Master's degree in Civil Engg/Urban Planning/Urban Engg/Development Studies/Management or equivalent, over a basic degree of Bachelor's in Civil Engg or equivalent	Senior Solid Liquid Waste Management Technology Expert	Master's degree in civil Engg / Structural Engg./ Environmental Engg./ Public Health Engg./ Hydrological Engg.or equivalent; over a basic Bachelor's degree in Civil Engg. or equivalent	Junior Solid Liquid Waste Management Technology Expert	Master's degree in civil engg./ Structural Engg/ Environmental Engg/ Public Health Engg/ Hydrological Engg or equivalent; over a basic Bachelor's degree in Civil Engg or equivalent	Information Technology, Knowledge management and documentation expert	Post Graduate in Information Technology over a basic Bachelor's degree in Computer Science/IT or equivalent	M & E expert	Master of Business Administration/ Post Graduation in Economics / Statistics/development studies or similar field	IEC, HRD and CB expert	Post Graduate in Development Studies/Management or equivalent, over a basic degree of Bachelor's in management or similar field	Please see corrigendum
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Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
14	, Minimum Eligibility Criteria section 4.1 c Page no 7	Should have successfully completed at least THREE PMCs /PMAs/PMUs/TSPs for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies from April 2013 onward. Each of the PMC/PMA/PMU/TSP assignment period should not be less than 1 year and having consultancy fee at least Rs. 0.60 Cr. for each of these projects.	<p>For successful support towards implementation of SBMG in a key state like Maharashtra, it shall be important the firm has experience in multi-expertise and long-term PMCs /PMAs/PMUs/TSP/TSUs.</p> <p>We request the following changes to this clause include TSU project experience Assignment period should not be less than 2 years Consultancy fees should be at least Rs 2 Cr.</p> <p>Projects may client be funding agencies</p> <p>We request that the clause may be modified to-</p> <p>Should have successfully completed at least THREE PMCs / PMAs / PMUs/ TSP/TSUs for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies/ funding agencies from April 2013 onward. Each of the PMC / PMA / PMU/ TSP/TSU assignment period should not be less than 2 year and having consultancy fee at least Rs. 2 Cr. for each of these projects.</p>	please refer Sr. No 7 and other as per RFP
15	, Minimum Eligibility Criteria	Should have successfully completed at least ONE PMC	For successful support towards implementation of SBMG in a key	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
	section 4.1 d Page no 7	/PMA/PMU/TSP for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies in solid and liquid waste management from April 2013 onward. The assignment period should not be less than 1 year having consultancy fee pay out of Rs. 0.60 Cr.	state like Maharashtra, it shall be important the firm has experience in multi-expertise and long-term PMCs /PMAs/PMUs/TSP/TSUs. We request the following changes to this clause include TSU project experience Assignment period should not be less than 2 years. Consultancy fees should be at least Rs 2 Cr. Projects may client be funding agencies We request that the clause may be modified to- Should have successfully completed at least ONE PMC /PMA/PMU/TSP/TSU for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies/ funding agencies, where the scope focuses on sanitation & solid and liquid waste management from April 2013 onward. The assignment period should not be less than 2 year and having consultancy fee at least Rs. 2 Cr. for the project.	
16	Minimum Eligibility Criteria section 4.1 e	Should have successfully completed and got approval for at least ONE PMC /PMA/TSP for	Including of this clause will make the bid restrictive and will not provide a level playing field to bidders. We	Please refer Sr. No 8

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
	Page no 7	Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies in preparation of DPR for Gobardhan / Sewage/ Sullage/STP scheme of value at least Rs 5 Cr.	request the client to remove this requirement	
17	, Minimum Eligibility Criteria section 4.1 f Page no 7	Should have successfully completed at least ONE assignment in Developing training material (module and manual) along with training facilitation on SLWM components, facilitation of CB (Capacity Building) and IEC activities at National/ State /District / local body level	We request the client to allow relevant experience with donor agencies and multilateral funding institutions such as World Bank, ADB, etc. for this criterion. We also request the client to remove the criteria of having one local project in Maharashtra, as this will make the bid restrictive.	Please refer Sr. No 7
18	, Minimum Eligibility Criteria section 4.1 g Page no 8	Should have average annual turnover of at least Rs. 5 Crore during Financial Years 2017-18, 2018-19 and 2019-20 based on audited financial statements.	Consultants with wide scale expertise, and experience in large PMU/TSU projects, shall be able to provide effective support towards implementation of SBMG phase II in Maharashtra. We request that the turnover criteria be modified to: Should have average annual turnover of at least Rs. 100 Crore from consulting services during Financial Years 2017-18, 2018-19 and 2019-20 based on audited financial	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			statements.	
19	Evaluation of Technical Proposals Section 15.1 Page no 13,	Rs. 5 Crore:- 5 Marks Above Rs. 5 crore:- 5+ 1 Mark for each next Rs.1 crore subject to max 10 marks	Consultants with wide scale expertise, and experience in large PMU/TSU projects, shall be able to provide effective support towards implementation of SBMG phase II in Maharashtra. We request that the evaluation criteria be modified to: Rs. 100 Crore:- 5 Marks Above Rs. 100 crore:- 5+ 1 Mark for each next Rs.100 crore subject to max 10 marks	As per RFP
20	Evaluation of Technical Proposals Section 15.1 Page no 14,	All resources are needed to have atleast 1 year experience in Maharashtra.	Rural Sanitation through SBMG is a pan-India program. It may limit deputation of experienced experts in the project if it is mandatorily required that the resource has atleast 1 year experience in relevant work in Maharashtra. We request you to omit this clause from the requirements.	Please refer Sr. No 11
21	, Method of Selection Section 17 Page no 15	"Quality cum Cost Based Selection (QCBS)" evaluation of bid with 50:50 Technical to Financial weightages	It is understood from the RFP document that the client intends to have a team deployed at the client site for a period of 48 months. We understand it will be in the best interest of the client to accord higher weightage to technical scores, in order to have most technically qualified firm and team on board. We	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			request you to consider “Quality cum Cost Based Selection (QCBS)” evaluation of bid with 80:20 Technical to Financial weightages	
22	Data Sheet Page no 19,	NO Joint Venture /No Consortium Allowed.	We would like to request you to please allow Joint Venture / Consortium in order to enable a technically strong bid	As per RFP
23	Data Sheet Page no 19,	Submission End Date : 16/4/2021 Time: 3.30 PM	We request you to please extend the submission date by 21 days post the release of clarifications	Please see corrigendum
24	Deliverables Page no 44,	Technical Support	We would like to clarify that while the consultant shall assist through technical support for development of planning of type designs models, cost estimates, etc. , it shall be the responsibility of the client to review and approve the same. The consultant shall not be approving or finalizing any technical models or cost estimates. Also, any requirements for draftsmen for technical designing shall be outsourced to third parties by the client. The Consultant shall provide inputs during such drafting processes.	As per RFP
25	Proposed Team	-	The scope requires convergence	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
	Page no 46		<p>between schemes, drafting of business models & revenue generation options, identification of suppliers, convergence with scheme like FC grants, MGNREGA, etc.</p> <p>For this purpose, etc. we suggest that a Finance & Procurement expert be added as member of the team.</p> <p>The resource can be an MBA with 8+ years of experience in finance and procurement, including the sanitation & SLWM sectors.</p>	
26	N/A	Liability	The outer limit of the consultant's overall liability is not defined. We request the client to confirm that the outer liability of the consultant will not exceed the contract value	Accepted
27	Form 11, Page No 38	Blacklisting declaration	<p>With respect to the declarations, we request the Client to allow us to provide the declarations with clarifications as provided below:</p> <p>a) No investigation by a regulatory authority is pending either against us or any of our Affiliates or against our chief executive officer or any of our directors /managers/ employees and the like form part of our team for this Bid, in their official capacity, which if</p>	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			<p>adversely determined, would impact the ability of PwCPL to provide services under the aforementioned RFP.</p> <p>b) In the last 3 (three) years, we have neither been expelled from any project or contract by any government or government instrumentality, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against us, nor have had any contract terminated by any government or government instrumentality for breach on our part as evidenced by any court decree or arbitral award against PwCPL to such effect. However, we would like to clarify that given the large volume of work performed by PwCPL, contracts with clients may on certain rare occasions be terminated, suspended or not renewed for a variety of reasons, the vast majority of which have only to do with normal business reasons or</p>	

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			<p>necessities.</p> <p>c) We have not been charge-sheeted by any agency of the government or convicted by a court of law, indicted or have had adverse orders resulting in a conviction by a regulatory authority which could cast a doubt on our ability to execute the Contract.</p>	
28	General	Possible restrictions due to COVID 19 pandemic	<p>We request the client to consider to include appropriate clause in the RFP as below:</p> <p>"If there are any circumstances that reasonably restrict or affect the ability of PwC's personnel to travel or to be physical present at any specific office/location, then without prejudice to your obligations (including your payment obligations), you shall allow such personnel to work from home or other remote location till the time such circumstances exist"</p>	Applicable only if any order /notification issued by the government for imposing any restrictions and in such cases, the details work sheets of such consultants would be forwarded weekly by the team member to the Project Director.
29	General	Acceptance criteria	If the project is to be completed on time, it would require binding both parties with timelines to fulfil their respective part of obligations. We request you that you incorporate a deliverable acceptance procedure,	As per RFP

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			<p>perhaps the one provided by Meity in their guidelines, or the one suggested below, to ensure that acceptance of deliverables is not denied or delayed and comments, if any, are received by us well in time. You may consider including the below simple clause: Within 10 days (or any other agreed period) from Client's receipt of a draft deliverable, Client will notify Consultant if it is accepted. If it is not accepted, Client will let Consultant know the reasonable grounds for such non-acceptance, and Consultant will take reasonable remedial measures so that the draft deliverable materially meets the agreed specifications. If Client does not notify Consultant within the agreed time period or if Client uses the draft deliverable, it will be deemed to be accepted.</p>	
30	General	There is no restriction on the usage of deliverable. No third party disclaimers.	We will be providing services and deliverables to you under the contract. We accept no liability to anyone, other than you, in connection with our services, unless otherwise agreed by us in writing. You agree to reimburse us for any liability	As per RFP

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			(including legal costs) that we incur in connection with any claim by anyone else in relation to the services. Please confirm our understanding is correct.	
31	General	Wide insurance procurement obligations	We wish to clarify that we maintain insurances, at the firm level, which are required to be maintained by us as per the provision of laws. Separate insurances for this project may not be required in light of such firm level insurance. We can provide you with a confirmation about our firm level insurance and that to the extent required by law, this project will also be covered under that insurance. We hope that should suffice. Please confirm.	Accepted but should cover insurance as per GCC 24
32	Liquidated damages page no 17	Overall penalties capped at 10% of contract value	We request client to cap the liquidated damages/penalties cumulatively to 5% of the total contract value.	As per RFP
33	4.1.a page no 7	Should be a Proprietary firm /Partnership firm/Private Limited /limited Company / Corporate body legally constituted or Limited Liability Partnership Firm and should be registered with the appropriate	Is an NGO/society eligible to apply?	Please refer corrigendum

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
		registration authority in India		
34	4.1. e page no 7	Should have successfully completed and got approval for at least ONE PMC /PMA/TSP for Central/ State Govt /Government undertaking /State Body/PSU/ statutory local bodies in preparation of DPR for Gobardhan / Sewage/Sullage/STP scheme of value at least Rs 5 Cr	Can prior experience of preparation of DPR for solid waste management be included? Is it possible to reduce the value of past projects undertaken to 1-2 Cr?	Please refer Sr. No 8
35	15.1 - IV) page no 14-15	Key experts' Qualification and competence for the Assignment	Is there any specification for educational qualification of the said experts/ team?	Please refer clause 4 'Proposed Team' of Terms of reference
36	1. Section 4.1(a): Page No 7		Kindly allow NGOs registered as society, trust or section 8 to bid for this RFP	Please refer Sr. No 33
37	2. Section 4.1(i): Page No 7		Since the staff for PMU/TSU will be working closely with the State Water and Sanitation Mission, the condition of having a registered or branch office in Maharashtra will severely limit participation of many firms and organisations who have done similar work in other parts of the country. We request you to kindly relax this requirement	As per RFP
38	3. Section		We urge you to withdraw this	Please refer Sr. No 8

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	4.1(e) Page No 7		<p>critterion for the following reasons:</p> <p>a. A DPR for a scheme of value at least 5 crores is too high for a rural SLWM and FSM project and is more suited for Urban projects. None of the rural SLWM components at a village/GP level will require DPRs of such value or complexity. Even where clusters of villages are to be served with Material Recovery Facility or with a Faecal Sludge Treatment Plant the value will not exceed Rs. 1 crore. In greywater management also the technology choices such as WSP, DEWATS etc., do not require such experience.</p> <p>b. Rural SLWM has several key differences in approach and technology selection from urban. For example, the use of leach pits and magic pits for greywater management as opposed to piped network solutions makes these interventions much less technically involved. Therefore, such a condition will filter out organizations with the appropriate/ required experience.</p> <p>c. The ability to design a traditional technical DPR in our</p>	

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			opinion is not a critical requirement for a rural TSU. We humbly request that a more aligned condition is for experience in guiding or preparing rural action plans.	
39	4. Minimum Eligibility Criteria Page No7	4.1.b : Minimum of Five (5) years of experience in providing services of TSP to Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies sponsored projects in solid and liquid waste management... And 4.1.c Should have successfully completed at least THREE PMCs /PMAs/PMUs/TSPs for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies from April 2013 onward	As per the RFP scope of work and the resource profiles sought, the nature of services is found to be like that of a PMU/ PMA/ PMC projects being undertaken at GoI/ State/ ULB level for the SBM programme. Further, the words TSP/ PMC/ PMA/ PMU were used interchangeably across the Eligibility and Technical Evaluation criteria in the RFP. We request you to please confirm whether the words TSP/ PMC/ PMA/ PMU are interchangeable for all purposes in the RFP.	Yes , Words TSP/ PMC/ PMA/ PMU are interchangeable for all purposes in the RFP. However, the requirements be considered in totality of the project
40	4. Minimum Eligibility Criteria Page No8	4.1.g Should have average annual turnover of at least Rs. 5 Crore during Financial Years 2017-18, 2018-19 and 2019-20 based on audited	As the proposed assignment is State-wide large-scale project envisaged at improving the levels of cleanliness in rural areas through Solid and Liquid Waste Management activities and making over 28,000 Gram Panchayats Open Defecation Free Plus in Maharashtra, the SWSM requires a	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			<p>Technical Support Provider with good financial credentials and sustainability in order to provide high quality and stable team during entire project duration.</p> <p>Further, Ministry of Electronics & Information Technology (MeitY) 'GUIDANCE NOTES FOR SELECTION OF CONSULTING AGENCIES – 2017' Section 1.4.1: Sales Turnover in Consulting suggests as a rule of thumb that the minimum sales turnover in Consulting be kept at Five (5) times the estimated value of the assignment being tendered.</p> <p>To ensure that the consultant has the necessary financial capacity and to ensure participation of firms that can deliver the right quality of work, we request you to modify this clause to: Should have average annual turnover of at least Rs. 15 Crore during Financial Years 2017-18, 2018-19 and 2019-20 based on audited financial statements'</p>	
41	15. Evaluation of Technical Proposals Page No13	3. Number of successfully completed assignment for Central/ State Govt / Government undertaking /State	As per the scope of work, there is no requirement for the TSP to prepare any DPR for Gobardhan/ Sewage/ Sullage/ STP scheme. The only	As per RFP and Sr.No 8

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
		Body/ PSU/ statutory local bodies sponsored projects in preparation of DPR for Gobardhan /Sewage/Sullage/STP scheme of value at least Rs 5 crores (value should be approved by concern authority)	requirement is potentially to support SWSM to review/ appraise the said DPRs. Considering the above, we request you to remove this criterion.	
42	15. Evaluation of Technical Proposals Page No13	Number of assignment for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies in Developing training material (module and manual) along with training facilitation on SLWM components, facilitation of CB (Capacity Building) and IEC activities	In line with the overall objectives of the SBM-G Phase-II programme, we request you to modify this clause to: "Number of assignment for Central/ State Govt / Government undertaking /State Body/ PSU/ statutory local bodies in Developing training material (module and manual) along with training facilitation on Sanitation/ SLWM components, facilitation of CB (Capacity Building) and IEC activities	Accepted
43	15. Evaluation of Technical Proposals Page No14	All Key experts' Qualification and competence for the Assignment: 'Relevant Work experience in Maharashtra for more than 1 year'	This clause is restrictive, potentially limiting competition and inhibiting consultants proposing the best profiles available for this engagement. Request you to remove this clause for all profiles other than Team Leader.	Please refer Sr. No 11
44	15.2: Technical qualification	15.2 Consulting firm scoring minimum 60 marks out of 100 in	To ensure participation of firms that can deliver the right quality of work,	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
	Page No15	technical evaluation based on the above-mentioned marking system shall be declared as technically qualified	request you to modify this clause to: 15.2 Consulting firm scoring minimum 70 marks out of 100 in technical evaluation based on the above-mentioned marking system shall be declared as technically qualified	
45	17: Method Of selection Page No 15	17.c The weights given to the Technical (T) and Financial (P) Proposals are: T = 0.50, and P =0.50	As per the General Financial Rules, 2017 issued by the Department of Expenditure, Government of India, Rule 192 which states that QCBS may be used where quality of consultancy is of prime concern. Given the criticality of quality in this instance, it may be prudent to give technical proposal the maximum possible weightage under the above rules, i.e. 80%. This would ensure that SWSM engages the highest quality consultant which would enable it to achieve outcomes as envisaged in the RFP. Further, Ministry of Electronics & Information Technology (MeitY) 'GUIDANCE NOTES FOR SELECTION OF CONSULTING AGENCIES - 2017' Section 2.5.1.1 Technical Evaluation Models and Methods recommends that for QCBS evaluation, the most common & effective QCBS which may be used in 80:20 (Technical Score weightage: Financial Score Weightage)	Please refer Sr. No 21

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			To ensure participation of firms that can deliver the highest quality of work, we request you to modify this clause to: The weights given to the Technical (T) and Financial (P) Proposals are: T = 0.80, and P =0.20	
46	21. Penalty Clause: Page No 17	Any delay in achieving the milestones except approved by Client in writing shall attract a penalty of 1.0% of the contract value per fortnight of the delayed services subject to a maximum of 10.0 % of the value of contract value	Request you to modify this clause to: Any delay in achieving the milestones except approved by Client in writing shall attract a penalty of 0.50% of the contract value per month of the delayed services subject to a maximum of 10.0 % of the value of contract value	As per RFP
47	2.3 & 13.3 Page No 19	Date & Time for online Submission of Proposal Submission End Date: 16/4/2021 Time: 3.30 PM	Considering the specific requirements of the Experts to be proposed for the TSP and to provide enough time for bidders to submit quality bids, we request you to please extend the submission end date by at least 21 days post release of the pre-bid responses/ corrigendum.	Please see corrigendum
48	Instructions to Consultants Part-II DATA SHEET Page No 19,20	10.3 (a): Total estimated Professional Staff Months: 144 Person months 23: Assignment Period: 48 (Forty-Eight) Months	Request you to please clarify on these clauses: 6 full time resources engaged for the mentioned time period (48 months) would mean a total of 288 professional staff months. A total of 144 professional staff	Please refer Sr. No 3

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			<p>months over an assignment period of 48 months implies only a 50%-time commitment for each of the 6 professional resources.</p> <p>If indeed a less than 100% deployment is envisaged, we request you to please indicate the expected level of effort (along with timelines) for each resource.</p> <p>Alternatively, we request you to modify the Assignment Period to 24 (Twenty-Four) Months</p>	
49	<p>Form 2A: Experience of the Consulting Firm</p> <p>Rest of the Forms for Experience of the Consulting Firm</p> <p>Page No 23</p>	<p>It is mandatory to submit work order/ contract document along with the Completion certificate duly signed / counter signed by the officer not below the rank of superintendent engineer or equivalent rank shall be submitted for the each claimed assignment/ project. Failing which proposal shall not be evaluated and rejected.</p>	<p>This clause is restrictive and potentially limiting competition as it will be difficult to determine the rank-equivalency of the signing authorities as mentioned in this clause.</p> <p>We request you to modify this clause to the following as is the most common practice in Government procurements in Maharashtra: Consultants should be prepared to substantiate the claimed experience along with the proposal and must submit work order /letter of award of contract /contract document along with the Completion certificate duly signed by the authorized official/</p>	Please refer Sr. No 1

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			Nodal Officer of the client for all the assignments mentioned in the proposal	
50	4. Proposed Team Page No 46 & 47		<p>The Education Qualification and Experience criteria for all resources are restrictive, potentially limiting competition and will inhibit consultants proposing the best profiles available for this engagement.</p> <p>The current experience criteria may escalate the overall project cost without adding proportionate value to the envisaged TSP outcomes</p> <p>Further, we request you to specify a minimum no. of years of experience required instead of a range of years for positions of:</p> <ul style="list-style-type: none"> • Senior Solid Liquid Waste Management Technology Expert • Junior Solid Liquid Waste Management Technology Expert • M & E expert • IEC, HRD and CB expert 	Please refer corrigendum
51	4. Proposed Team Page No 46	<p>Team Leader, WASH Management specialist and institution development expert: Minimum 15 years' Experience</p>	Request you to modify this clause to: Minimum 10 years' experience in sanitation sector, especially SLWM.	Please refer corrigendum

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
		in sanitation sector, especially SLWM.		
52	4. Proposed Team Page No 46	Senior Solid Liquid Waste Management Technology Expert: Graduation in Civil/ Environment. With min 10-15 Years of Experience	Request you to modify these clauses to: Graduation in Civil/ Environment/ Planning/Architecture or relevant field With min 7 Years of Experience	Please refer corrigendum
53	46 4. Proposed Team	Junior Solid Liquid Waste Management Technology Expert: Graduation in Civil/ Environment. With min 5-7 Years of Experience	Request you to modify these clauses to: Graduation in Civil/ Environment/ Planning/Architecture or relevant field With min 5 Years of Experience	Please refer corrigendum
54	4. Proposed Team Page No 47	IT, Knowledge management and documentation expert: Postgraduate in Social work with knowledge on IMIS Should have minimum 10 years' experience in data management, analysing data, designing knowledge management processes, development of knowledge products and policy documents	In line with the nature of work for an IT, Knowledge management and documentation expert , request you to modify these clauses to: Postgraduate – MBA/ Masters in IT/ Masters in Computer Science/ Masters in related fields Should have minimum 7 years' experience in data management, analysing data, designing knowledge management processes, development of knowledge products and policy documents	Please refer corrigendum
55		M & E expert:	In line with the nature of work for a	Please refer corrigendum

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
	4. Proposed Team Page No 47	Master of Business Administration/ Post Graduation in Economics / Statistics Should have minimum 8-10 years' experience in monitoring and evaluation activities in WASH sector in India.	M&E Expert , request you to modify these clauses to: Master of Business Administration/ Post Graduation in Economics / Statistics or Post Graduation in relevant field Should have minimum 7 years' experience in monitoring and evaluation activities in multiple domains in Government sector	
56	4. Proposed Team Page No 47	IEC, HRD and CB expert: Should have minimum 8-10 years' experience in motivational and Behavioural trainings, carrying out activities for community development, community mobilization and community led processes in WASH Sector in India.	In line with the nature of work for a IEC, HRD and CB expert , request you to modify these clauses to: Should have minimum 5 years' experience in motivational and Behavioural trainings, carrying out activities for community development, community mobilization and community led processes in Government Sector in India	Please refer corrigendum
57	General		We request you to allow on-going assignments as valid credentials, wherever applicable.	If the assignment is ongoing and has completed minimum one year period will be considered.
58	General		We are the TSP/ PMU/ PMA/ PMC for the SBM-Grameen and SBM-Urban programmes for clients including DDWS-GoI, multiple State governments, ULBs, Government and	As per RFP

Sr. No	Reference Clause	Clause as per RFP	Query / Request raised	Comments/ Reply by SWSM
			<p>statutory local bodies in the Sanitation sector across India.</p> <p>As you were aware, solid and liquid waste management is one of the components of the SBM programs. We request you to confirm that this SBM experience in Sanitation sector is valid for citing against qualification and evaluation in this RFP.</p>	

**Mission Director
Swachh Bharat Mission**