

REQUEST FOR PROPOSAL TITLE:	EMPANELMENT OF PROFESSIONAL AGENCIES FOR BUSINESS ADVISORY SERVICES UNDER SAMRIDH HEALTHCARE BLENDED FINANCE FACILITY
REQUEST FOR PROPOSAL NO.:	IPE-USAID_PAHAL-2022 (RFP) – 039

QUERIES AND CLARIFICATIONS - 1

SL. NO	SECTION	CLAUSE	REFERENCE	QUERIES	IPE GLOBAL’S RESPONSE
1.	Evaluation Part A	6.1.1	Technical Evaluation	How will the assessment of skill/competency be done for allocation of services to the IBMs? Is there any standardization available for time and resources?	The assessment shall be based on the experience of the organization in similar assignments, the detailed proposal and the CV of the resources submitted, as defined in Section 6.1.3 – Evaluation Criteria. There is no standardization for time and resources, the Bidders are expected to provide the details as per their understanding and previous experience.
2.	Statement of Work TASKS/SCOPE OF WORK	3A	At the start of the services, the empaneled agency shall perform a 360° assessment of IBMs to determine the exact requirement/s for providing customized support to each of the IBMs	Is it expected to perform a 360-degree needs assessment of IBMs by all three empaneled agencies? It may not be cost-efficient for the IBMs or empaneled agencies to invest time and efforts in developing the same objective ToR. This study can be a former step either by one of the empaneled agencies or before the empanelment.	The SAMRIDH Team shall support in initial screening of the IBMs and the 360-degree assessment shall not be done by all the empanelled agencies, SAMRIDH Team shall decide the agency based on their expertise in specific thematic areas, to support different IBMs, based on their requirement. Please refer Clauses 11, 12 and 13 under Notice Inviting Proposal (page no. 2 of Notice Inviting Proposal).
3.	Statement of Work TASKS/SCOPE OF WORK	3A	At the start of the services, the empaneled agency shall perform a 360° assessment of IBMs to determine the exact requirement/s for providing customized support to each of the IBMs	Should there be no change in the RFP regarding the previous question- upon completing the study of selected IBMs by the empaneled agencies and developing ToR/workplan; is there any technical evaluation associated with it besides financial LCS methodology?	There is no Technical Evaluation associated with it besides Financial LCS.
4.	Statement of Work	4	Initiating need-assessment of selected	Aligned with S.No 1, please confirm if the need assessment of IBMs can be a	Identification and selection of the IBMs is a critical step and hence, shall be a separate

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	DELIVERABLES & TIMELINES		IBMs and submitting a scoping note	former step by one of the empaneled agencies that can inform IBMs ToR and not deliverables for 1/2/3 shortlisted (empaneled) agencies	step as per the deliverables. The need-assessment can only be initiated only after selection of IBMs for providing specific support as per the thematic areas.
5.	THEMATIC AREAS ON BUSINESS ADVISORY SERVICES	Annexure A	E. BUSINESS DEVELOPMENT AND MARKETING ASSISTANCE	What would be the level of involvement for BD activities with individual IBM? What is the extent of ground level support expected from the selected agencies?	The level of involvement would vary based on the requirement of the IBMs and the Bidders are expected to provide the details on the kind of support that they shall offer to the IBMs, in their detailed proposal.
6.	PROFORMA 2: REFERENCE RATES PROFORMA	A	FOR SUPPORTING 1 ENTITY FOR 6 MONTHS	We may hire subject experts for the advisory services and not necessarily within our payroll for the last 1 year. Should we include the estimated cost of such experts or professionals in the Rates Proforma (2)?	The Agencies may include the Professional Fees of the proposed Experts (with CVs), even for those not completed 1 year within the Agency or not on the payrolls. However, it should be ensured that all Professionals proposed during the bidding process should be available throughout the Contract Period accordingly. Please also refer to the Corrigendum - 1 wherein the Proforma 2: Reference Rates has been revised.
7.		B	FOR SUPPORTING 5 ENTITIES (SIMULTANEOUSLY) FOR 6 MONTHS		
8.		C	FOR SUPPORTING 10 ENTITIES (SIMULTANEOUSLY) FOR 6 MONTHS		
9.		D	FOR SUPPORTING more than 10 ENTITIES (SIMULTANEOUSLY) ON MONTHLY BASIS		
10.	Technical Evaluation Criteria		The Bidder (all Bidders in case of Consortium/JV) shall have the experience of executing similar assignments of providing Business Advisory Services to Healthcare Solutions, or other similar activities related to business advisory services, business consulting, market expansion program, etc., for Organizations during the last 5 financial	With respect to other similar experiences, we request you to consider projects pertaining to social sector advisory and development nature? Please confirm?	As the objective is to support the IBMs in Business Advisory Services with specific thematic areas mentioned, the relevant experience in Social Sector Advisory and Development nature may be considered, provided the experience is similar or closely resembles the nature of the project.

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11.	Professional fee		The Proposed Professionals must be on the payrolls of the Bidder for 1 Year	We request to also allow the professional who have not completed 1 year within the firm also. If they are on the payroll? Please confirm?	The Agencies may include the Professional Fees of the proposed Experts (with CVs), even for those not completed 1 year within the Agency or not on the payrolls. However, it should be ensured that all Professionals proposed during the bidding process should be available throughout the Contract Period accordingly. Please also refer to the Corrigendum - 1 wherein the Proforma 2: Reference Rates has been revised.
12.	General		No. of resources and their required qualification?	We request to detail about the no. of resources and their required qualification for this project?	As per the discretion of the Bidder to provide specific support for Business Advisory Services.
13.	General		Sub-Contracting	We understand that selected firm can sub-contract the work at the later stage. Please confirm?	Sub-contracting shall not be allowed. For more details, please refer Clause 11 of Section-II General Conditions of Agreement (page no. 7 of Framework Agreement).
14.	General		Consortium	We understand that joint venture and consortium is permitted. Please confirm?	Yes, Joint Venture & Consortium is allowed, provided the details are submitted beforehand by the Bidders. Please refer Clause 22 Joint Venture (or Other Form of Association) Proposals of Notice Inviting Proposal (page no. 12 of Notice Inviting Proposal).
15.	General		List of 35 IBM Entities	Would request you to share the list of 35 IBM entities, these will help to build the understanding around scope envisaging and expertise that firm should have to assist them?	The Bidders may visit https://samridhhealth.org/ to get the details of the IBMs and the support offered under SAMRIDH.
16.	Timelines			Would request you to postpone the submission date to 30 Sep 2022. Please confirm?	There is no change in the existing proposal submission date.

****END OF QUERIES AND CLARIFICATIONS****