

Public Tender for Expression of Interest for “Tender to provide support for carrying out training and capacity building of financiers on PM-KUSUM Component B.”

Clarifications of Pre-bid queries in form of F.A.Q

SAP No. 83437702

PN: 17.2166.1-001.00

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S.N.	Tender Clause / Section / Page No.	Description	Clarification Required	Response by GIZ
1			Whether training needs to be given to one Bank with 60 members or we can go for 3-4 Banks with more Bankers participation in the training programs/ project at the operational areas of the project? Keeping the broad number of trainings batched and batch size 25-30 per batch intact. Any target for maximum number coverage of participants? - 500 participants	As mentioned in the TOR as per Work Package 1, the in-person training needs to be provided to officials of a (single) leading public sector bank (referred to as Bank). GIZ has identified the Bank and its participants. Participation in the in-person trainings will be limited to the identified Bank only. Details on the tentative training schedule, batch size, number of trainings can be referred to in Annexure-I of the ToR.
2			Whether we can include RRBs?	For completing the tasks outlined in Work Package 2 regarding the e-LMS, bidder is encouraged to approach other (multiple) financial institutions.
3			Since ours is NGO and do not require GST and do not have GST certificate/ returns In this case, GST not applicable?	Yes, GST will not be applicable
4			Whether GRID for assessing the eligibility for firms (GAFF) is a self-assessment/ declaration by the Bidder? More clarifications are needed to fill up the format - any guidelines for filling up the format	Grid for Assessment of Eligibility of Firm (GAFF) and Technical Assessment Grid has been provided to support the bidder in preparation of proposal in alignment with the evaluation criteria and submission of

5			Whether Technical assessment is also a self-assessed / declared ? More clarifications necessary for completing / filling up the format - Guidelines for filling up the format.	(supporting) documentary evidence. Bidders should not fill it, it is a part of tender package as an information only.
6	Terms of Reference 2. Tasks to be performed by the contractor 2.1 Objective & Outline of Tasks GIZ is seeking the services of a specialized firm, consortium of firms or a consortium of experts (hereinafter referred as “the bidder”) to provide support to a leading public sector bank (hereinafter referred as “Bank”) in carrying out trainings for its officials on the component-B of the PM KUSUM Scheme.	Page no. 4	Request you to please clarify if the public sector bank already identified or is the bidder expected to identify the bank?	For completion of tasks outlined in Work Package 1, the public sector bank and its participants have already been identified by GIZ. For completion of tasks in Work Package 2, the bidder is expected to identify, approach, convince officials (from but not limited to Nationalized banks, Private Banks, Regional Rural Banks, Cooperative banks, Small Finance Banks, NBFCs and Micro Finance Institutions) to undergo training using the e-LMS leading to completion of training for 100 FI officials
7	Terms of Reference 2.1.1 Work Package I: Implementation of In-Person Trainings for Bank Officials on PM KUSUM Component B	Page no. 4	It is expected that GIZ will be providing the pre-existing training content on Component-B to the bidder at the start of the project. Request you please clarify.	As mentioned in Section 2.1.1 Work Package 1, pre-existing training content will be provided to the bidder by GIZ which the bidder is expected to modify and customize the same, to suits the needs of the target audience and in context of the larger agri-finance landscape.

	<p>The bidder is expected to modify and customize the pre-existing training content on Component-B, considering the target audience (financiers) and the larger agri-finance landscape in which they operate. An overview of the pre-existing content has been provided in Annexure-II.</p>			
8	<p>Terms of Reference 2.1.2 Work Package II: Support to Maximize Outreach for e-LMS on overall PM KUSUM Scheme</p> <p>The bidder should support in marketing of e-LMS on at least two digital platforms which are regularly accessed by the target group.</p>	Page no. 6	Request you to please clarify what would constitute as a 'relevant document' here?	<p>Use of 'relevant document' has been done in the ToR, however not specifically in Section 2.1.2.</p> <p>It refers to supporting documents required to be submitted by the bidder to demonstrate a specific skill set/quality.</p>
9	<p>Terms of Reference 4A. Personnel concept</p> <p>The bidder is required to provide</p>	Page no. 12	The scope of work requires subject matter experts to undertake certain tasks; however, only 4 positions have been defined which do not entirely correspond to the requirements of the TOR. As such, can the bidder suggest its own human resource concept for	Bidder can propose the personnel structure as per their understanding of tasks outlined in the ToR. However, bidders are encouraged to allocate man days in line with details tabulated in Section 5.1 of the ToR.

	personnel who are suited to filling the positions described, on the basis of their CVs, the range of tasks involved and the required qualifications.		certain niche tasks, in addition to the positions defined in the TOR without adding any extra man days?	
10	<p>Tender & Bidding Conditions for Open/Public Tender Content/Documentary evidence for eligibility of firms (GAEF)</p> <p>In case the bidder enters a consortium, the bidder must submit the detailed consortium agreement duly signed by the respective parties. The agreement must clearly define the technical and financial arrangements/agreements between the parties. (Ref. Consortium Clause)</p>	Page 1	<p>The Terms of Reference document states that 'Declaration of consortium needs to be submitted: Submit letter of partnership (interest / intent) to partner with lead organisation, roles and responsibility of proposed partnership should be clearly mentioned'</p> <p>Whereas the Tender & Bidding Conditions for Open/Public Tender mentions that 'In case the bidder enters a consortium, the bidder must submit the detailed consortium agreement duly signed by the respective parties. The agreement must clearly define the technical and financial arrangements/agreements between the parties. (Ref. Consortium Clause)'. Request you to please clarify whether a Letter of Association or a Consortium Agreement needs to be attached with the proposal?</p>	Consortium Agreement
11	Tender & Bidding Conditions for Open/Public Tender	Page no. 4	Considering the extensive scope of work and associated time required to prepare the proposal and form a relevant consortium to participate in the	At present, the bid submission deadline is 6-June-2023.

	Bid Submission deadline: 6th June 2023		bid, request you to please consider a 2 week deadline extension in submission of the bid	
12	Terms of Reference (Section-2, Page No. 5)	The main target participants of this training will be officials from the Bank working in the agri-credit centres, agri-development branches and agri-intensive branches where large volume of agri-loans are processed.	We understand that the target participants have already been identified by the bank/GIZ. Kindly confirm if our understanding is correct.	For completion of tasks outlined in Work Package 1, the public sector bank and its participants have already been identified by GIZ.
13	Terms of Reference (Section-2, Page No. 5)	The training will be 1-day long non-residential training, with approximately 3 sessions spread over 6 hours per day. English will be the preferred mode of delivery of the training content. Knowledge of Hindi language, especially for the personnel imparting the training is essential	Please clarify as to whether the bidder needs to consider costs incurred towards stay of participants, if applicable in the financial bid.	As detailed in Section 5.3 of the ToR, bidder should <u>not</u> account for infrastructure and venue costs including costs pertaining to travel or stay of participants in the financial bid.
14	Terms of Reference (Section-2, Page No. 5)	Bidder is expected to develop and administer a posttraining	Please elaborate on the timelines for conducting the posttraining evaluation. We understand that since training is to be conducted in batches, the post training evaluation will also be conducted in batches	The bidder is expected to conduct the post training evaluation for each batch towards the end of the training within the (1-day) time allocated.

		evaluation, on the basis of content shared during the training, to assess the participant's understanding of PM KUSUM Component B. This evaluation framework should be developed jointly in consultation with the Bank and GIZ	as per the agreed timeline from the date of the training session.	As discussed in Section 2.1.1, the evaluation should be conducted to assess the participant's understanding of the training content. This evaluation framework should be developed jointly in consultation with the Bank and GIZ. The evaluation will form the basis of issuance of a 'Certificate of Completion' to participants who have successfully passed the evaluation.
15	Terms of Reference (Section-2, Page No. 5)	After completion of the training, a 'Certificate of Completion' should be issued to participants who have successfully passed the post training evaluation.	We understand that Certificate of Completion will only bear the logo and branding of GIZ and/or Bank. The bidder's name, logo and branding will not be part of the 'Certificate of Completion.' Kindly confirm if our understanding is correct.	As discussed in Section 2.2 of the ToR, the designing of the certificate will be done by the bidder in joint consultation with the Bank and GIZ and will be subject to approval from MNRE. Further details will be discussed with the selected bidder.
16	Terms of Reference (Section-2, Page No. 6)	The bidder is expected to work with FIs and FIs/banker training institutions positioned both at the national and organizational (bank specific) level to incorporate the e LMS into the ongoing training schedule of at least one FI.	Please elaborate on the specifics regarding incorporation of e LMS in the ongoing training schedule. The banker's training is usually done in-house and in physical format on the topics finalized by the Corporate Office. Whereas e-LMS is a virtual training which will assist in providing one to one training to relevant officials. Please clarify whether incorporation of the same in the training schedule will be required if the target of 100 FI officials completing the e LMS training is met.	Please refer to details mentioned in Section 2.2 of the ToR wherein bidder is expected to successfully market the e-LMS leading to completion of training, via e-LMS, for 100 financiers. Various approaches can be adopted by the bidder to achieve the target of 100 financiers. Bidder is required to incorporate the e-LMS into the training schedule of at least one FI (from but not limited to Nationalized banks, Private Banks, Regional Rural Banks, Cooperative banks, Small Finance Banks, NBFCs and Micro Finance Institutions).

17	Terms of Reference (Section-4, Page No. 11)	Bidder should provide adequate evidence in the proposal to demonstrate a working relationship with FIs, banks, banker associations, conglomerates in the BFSI sector to exhibit experience in carrying out PR/communications exercise with relevant institutions for banker/financier outreach.	Kindly elaborate on the exact requirements as two distinct experience requirements seems to have gotten mixed up in one sentence.	The eligibility condition mentioned in section 4 of the ToR (subpoint 5) is required to be fulfilled by the bidder to demonstrate the ability to carry out outreach and dissemination activities towards adoption of the e-LMS within the BFSI sector.
18	Tender & Bidding Conditions for Open/Public Tender (Page No. 3)	The lead partner/agency should provide the documentary evidence of its own agency (and not of consortium partners) to meet all the criteria's defined under "Grid for assessing the eligibility of firms."	We understand that even if the lead bidder together with consortium partner are able to fulfill the criteria mentioned in GAEF, the same shall be acceptable to GIZ. Kindly confirm.	Eligibility documents of Lead agency will only be considered for meeting the criteria.
19			For work package 2: Support to maximize outreach for e-LMS on overall PM KUSUM scheme; which agency will take the lead in identifying the three states and their respective State Level Bankers' Committees (SLBCs)?	For the dissemination of the e-LMS outlined in Work Package 2, the identification of three states will be done by the bidder and finalized in joint consultation with GIZ.

20			Will the e-LMS module be accessible to the staff members of the public sector bank involved in work package 1?	<p>Subject to prior approval from GIZ, the e-LMS module can be made accessible to the staff members of the public sector bank mentioned in Work Package 1.</p> <p>Bidders may also please take a note of information provided in the footnote on Page 6 (Section 2.2) which mentions that the 100 financiers trained via the e-LMS (digital/online) learning module should be over and above and in addition to public sector bank representatives trained via the in-person trainings.</p>
21			Based on Annexure 1, with a projected training capacity of 2-3 batches per month and a total training duration of 8 months out of the 10-month period, does it imply that the maximum number of training sessions would be 24?	<p>Tentative training schedule has been provided in Annexure-I for training of approximately 500 Bank representatives. As mentioned in the ToR, the plan is tentative. Bidder is expected to be flexible with regards to a change, albeit to a small extent, depending on participant availability and schedules provided by the Bank.</p>