

Government of Madhya Pradesh
Department of Higher Education
World Bank Assisted Project - MPHEQIP
State Project Directorate, RUSA
192, AVN Tower, Mezzanine Floor
Zone 1, M P Nagar, Bhopal (MP), India

Madhya Pradesh Higher Education Quality Improvement Project (MPHEQIP)

Clarification 1: REoI for Hiring PMC

S#	Criteria	Page No.	Existing	Query / Request	Response to Query/Request
1	Short-listing criteria	4	The Consultancy firm should have minimum average annual turnover of Rs. 20 crore in last 3 years (F/Y 14- 15 & 15-16, 16-17) from the consultancy services to the PSUs/Government organizations/ Externally aided projects. Auditor Certificate shall be submitted with the proposal.	It is difficult to produce a certificate of turnover of consultancy for PSUs/Government organizations/ Externally aided projects as the bifurcation of advisory services are not done on the basis of clients viz. PSUs/Government/Externally aided projects and auditor certificate to that effect is difficult to produce. It is hence requested to consider average turnover on the basis of revenue from total advisory services for better participation.	No Change

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2	Short-listing criteria	4	<p>The Consultancy firm should have experience of providing at least 3 similar consultancy services in the last three years to any National/ State level Government/ local bodies/ PSUs/ International organizations. Similar means: Project Management Support, M&E Support, ICT implementation of schemes/ programs related to Education/Skill Development sector in government vertical.</p>	<p>As per the existing definition, similar engagements refer to projects in Education/Skill Development sector in government vertical. However, it is requested to consider other sectors as well and not be restrictive to only Education / skill sector as there are many expertise sought in the ToR other than education sector experience only like M&E, Data analyst, Financial experts, procurement expert, ICT (Information and Communication Technology) Specialist etc. Hence, it is requested to consider government Projects in field of IT advisory, capacity building in government etc. as well and not limit similar sectors to education and skill only.</p>	<p>The activities and work of M&E, Data analytics, Financial Management, procurement, ICT (Information and Communication Technology) support given in only Education/Skill sector will be evaluated as per 4(a) of REoI document.</p>
3	Procurement Specialist	22	<p>Certified CPPP or PDPP professional or certification on international procurement standards.</p>	<p>Request you to kindly remove this criteria and consider procurement related experience only as the certifications asked are not relevant.</p>	<p>No Change</p>

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4	Team Leader Financial Reforms (L-1)	22	<ul style="list-style-type: none"> · Only Chartered Accountant. · 10 years of post-qualification professional work experience. 	<p>We understand that an expert is required for Fiduciary Reforms support. Primarily the expert will assist DHE with the preparation of project accounts, financial management, procurement, risk management and ensuring time bound compliance with all statutory and World bank requirements in these areas. You would also agree that CAs are not generally deployed on full-time basis on a Project and deploying full 4 CAs may not work in the best interest of the Project.</p> <p>The following is requested:</p> <ul style="list-style-type: none"> · Instead of a full time CA deployment, a part time CA may be considered or · Consideration of MBA Finance instead of CA or · If a CA deployment is necessary, then it is requested to have the Team leader with CA expertise and the remaining 3nos. (financial reform experts) with background in Finance viz. MBA Finance. 	No Change
5	Team Member: Financial Reforms (L-1)	22	<ul style="list-style-type: none"> · Only Chartered Accountant. · 5 years of post-qualification professional work experience. 	<p>We understand that an expert is required for Fiduciary Reforms support. Primarily the expert will assist DHE with the preparation of project accounts, financial management, procurement, risk management and ensuring time bound compliance with all statutory and World bank requirements in these areas. You would also agree that CAs are not generally deployed on full-time basis on a Project and deploying full 4 CAs may not work in the best interest of the Project.</p> <p>The following is requested:</p> <ul style="list-style-type: none"> · Consideration of qualification of MBA Finance instead of CA as the team leader is anyways a CA. 	The final decision of this resource would be taken at the RFP stage.

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6		4	The Consultancy firm should have experience of providing at least 3 similar consultancy services in the last three years to any National/ State level Government/ local bodies/ PSUs/ International organizations.	We understand that international projects / projects carried out outside India will also be consider for evaluation. Kindly clarify	International projects / projects carried out outside India with similar consulting services will be considered for evaluation.
7		4	The Consultancy firm should have minimum average annual turnover of Rs. 20 crore in last 3 years (F/Y 14- 15 & 15-16, 16-17) from the consultancy services to the PSUs/Government organizations/ Externally aided projects. Auditor Certificate shall be submitted with the proposal.	We request to consider CA certificate / Audited Balance Sheet for this purpose.	Preference shall be given to the auditor certificate. Certificate on CA's letterhead is acceptable, if it is countersigned by the Auditor.
8	Page 20	Compositi on of the PMU	The requirement of consultants may increase due to the project requirement at a later stage. Consultancy firm should provide additional resources on the same rates for the project period.	Request you to clarify if this means that additional resources should be provided at the same average man-day rates, thereby increasing the overall fees OR that additional resources should be provided without any revision in the overall fees. If it is the latter, we request you to provide scope for revision of rates in case of requirement for significant involvement of additional resources	During the RFP stage, monthly rates of every resoruces proposed shall be taken as part of Financial Bid. The additional resource provided by the consultancy firm shall be paid as additional payment based on monthly rates.

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9	Page 20	Qualification and Experience of Consultants:		<p>Given that the objective of the proposed engagement is to enhance student learning outcomes and quality of teachers in Higher Education Institutions (HEI), we are of the opinion that work experience in the education sector, especially expertise in running a HEI, is crucial for successfully executing this engagement. In that context, we propose the following changes to the team structure:-</p> <p>1) Inclusion of an Education Expert in the team structure– experience of operationalizing and/or running a HEI or experience of serving as faculty or administrator in a HEI for atleast 5 years should be a mandatory requirement</p>	<p>Please note that the ToR provided with this REoI is draft and final ToR with exact requirement of resources shall be provided to qualified consultancy firms at the RFP stage.</p>
10				<p>2) Revision in the qualifications of the proposed team members:-</p> <ul style="list-style-type: none"> · Lead Project Manager Experience of working in the education sector should be made mandatory instead of desirable the IT certifications are not relevant to his/her responsibilities in the PMU and, hence, such qualifications are not required. · M&E Specialist Experience of working in the education sector should be made mandatory instead of desirable the IT certifications are not relevant to his/her responsibilities in the PMU and, hence, such qualifications are not required. 	<p>Please note that the ToR provided with this REoI is draft and final ToR with exact requirement of resources shall be provided to qualified consultancy firms at the RFP stage.</p>

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11				<ul style="list-style-type: none"> • Procurement Specialist <ul style="list-style-type: none"> o The certification qualifications are not required for successful execution of tasks of the Procurement Specialist. Instead, experience in facilitating national and international public-private partnerships is be relevant and could be listed as eligibility criteria. o The IT certifications are not relevant to his/her responsibilities in the PMU and, hence, such qualifications are not required. 	Please note that the ToR provided with this REoI is draft and final ToR with exact requirement of resources shall be provided to qualified consultancy firms at the RFP stage.
12				<ul style="list-style-type: none"> • Capacity Building Expert <ul style="list-style-type: none"> o Experience of working in the education sector should be made mandatory o The IT certifications are not relevant to his/her responsibilities in the PMU and, hence, such qualifications are not required. 	Please note that the ToR provided with this REoI is draft and final ToR with exact requirement of resources shall be provided to qualified consultancy firms at the RFP stage.
13				<ul style="list-style-type: none"> • Team Member : Financial Reforms <ul style="list-style-type: none"> o A team Member with a MBA (Finance) or a Post Graduate Diploma in Finance shall be able to successfully undertake the responsibilities listed. Hence, the requirement for CA could be removed and qualifications like MBA (Finance) or PGD-Finance could be made mandatory 	The final decision of this resource would be taken at the RFP stage.
14	Page 14	Scope of the assignment	The PMU envisaged in the Project would require 11 consultants as detailed in XII, the PMU will be required to provide name of the consultants at the time of bidding	Please clarify whether the names of the consultants and their CVs have to be provided at the EoI stage	No

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15	Page 4	No. 4 Short Listing Criteria	The Consultancy firm should have minimum average annual turnover of Rs. 20 crore in last 3 years (F/Y 14- 15 & 15-16, 16-17) from the consultancy services to the PSUs/Government organizations/ Externally aided projects. Auditor Certificate shall be submitted with the proposal.	We request you to please amend the clause as following: The Consultancy firm should have minimum average annual turnover of Rs. 20 crore in last 3 years (F/Y 14- 15 & 15-16, 16-17) from the consultancy services to the PSUs/Government organizations/ Externally aided projects. CA Certificate shall be submitted with the proposal	Please note that preference shall be given to Auditor Certificate. In case Auditor Certificate is not available, CA Certificate countersigned by the auditor shall be accepted.
16	Page 15	Component 3 Point IV- Scope of Assignment	No Replacement is allowed during the tenure of project without notice to SPD RUSA, If there is a beyond control situation like death, medical emergency situation etc., consulting firm will submit 2-3 CVs for evaluation which are equivalent or better CVs. SPD RUSA reserve the right to take interview of proposed consultant before providing acceptance of CV. In case no CV is accepted even after the interview, consultancy firm will submit fresh CVs again.	Please amend the clause as following: No Replacement is allowed during the tenure of project without notice to SPD RUSA, If there is a beyond control situation like death, resignation, medical and emergency situation etc., consulting firm will submit 2-3 CVs for evaluation which are equivalent or better CVs. SPD RUSA reserve the right to take interview of proposed consultant before providing acceptance of CV. In case no CV is accepted even after the interview, consultancy firm will submit fresh CVs again.	No Change
17	Page 22	Qualification and Experience of Consultants:	M&E Specialist: Essential Qualifications : - Master's degree in a related discipline.	We request you to please clarify that what would be the discipline of Master Degree for M&E Specialist.	Master Degree in Economics, Mathematics, Computer Science streams, Development Studies, Business Administration, Public Management,
18	25	Qualification and Experience of Consultants:	Team Leader: Financial Reforms	It is our sincere request to please change the educational qualification as MBA Finance or Post Graduate Diploma in Finance.	No Change

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19		Qualification and Experience of Consultants:	Team Member : Financial Reform	It is our sincere request to please change the educational qualification as MBA Finance or Two Year Post Graduate Diploma in Finance from premier institutes like IIMs as they do not hold the status of University and they only award PGDM not MBA.	The final decision of this resource would be taken at the RFP stage.
20	NA	NA	NA	As per our understanding and World Bank's standard process of selection, 6 firms will be shortlisted on the basis if criteria mentioned in the EOI. Since the criteria are general and simple to meet, it is high possibility that all the firms get full marks during evaluation. In that case what would be the deciding factors to shortlist 6 firms?	The selection of firms for RFP stage shall follow the World Bank guidelines SELECTION AND EMPLOYMENT OF CONSULTANTS UNDER IBRD LOANS AND IDA CREDITS & GRANTS BY WORLD BANK BORROWERS Published on Jan 2011 revised on 2014.