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No.-NHM (H2) 14/18 02/2019

Dt.25.03.2019

**CORRIGENDUM**

**TO REQUEST FOR PROPOSAL (RFP) for  
Selection of 'Project Management Unit (PMU) for Reforming  
Odisha's Horticulture'**

With reference to the **RFP No. 1/ 2019**, published on dt.02.03.2019 and subsequent queries received, this corrigendum is being issued to the Request For Proposal for Selection of 'Project Management Unit (PMU) for Reforming Odisha's Horticulture'. The details of corrigendum can be downloaded from the website <https://tendersodisha.gov.in> and [www.odihort.nic.in](http://www.odihort.nic.in). Further the last date for submission of proposal has been extended to 02.05.2019 till 17.00 Hours. For further details, please visit the website as mentioned above.

**Directorate of Horticulture, Govt. of Odisha reserves the right to accept or reject any application and to annul the process at any time, without any liability and assigning any reason thereof.**

*13/3/19*  
*25.3.19*  
**Director of Horticulture  
Odisha**

RESPONSE TO PRE PROPOSAL QUERIES

(To the Request for Proposal No – 1/2019 dated 28 February 2019)

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
1	Page 5 of 76	Bidder Data Sheet, Point 5, "Proposal Due date"	Proposal Due Date – 5 PM, 10.04.19	We request you to extend the submission date for the proposal by 15 days i.e. 25.04.19	The submission date has been extended. Revised submission date – 02.05.2019
2	Page 9 of 76	Section 2, "Information to the Bidder", Sub Section 1, "Eligibility Criteria" Sub Point 5	There should not be any non-tax pending litigation against the firm, including any of its member firms or associate firms (using the same brand name to carry out business in India) in any courts across India	Any big firm might be having some minor non-tax litigation related to aspects like payroll, environment or any other kind of litigation suits. Having this clause may restrict firms to respond to this RFP. Hence, we would request you to consider removing this clause from the Eligibility Criteria.	Clause has been removed.
3	Page 10 of 76	Clause 2 - Documents to be submitted along with the Technical Proposal (PART-A)	The bidders have to furnish the following documents duly signed in along with their Technical Proposal: <ul style="list-style-type: none"> <li>- List of completed assignments of similar nature (Past Experience Details, TECH A –5) along with copies of contracts / work orders / completion certificate from previous clients</li> </ul>	Most of the government projects ranges from 2-3 years and Tech A 5 asks for 3 completed assignments in 3 years. Considering the proposed project duration of 3 years and asking for 3 assignments completed in 3 years, seems a difficult proposition for any bidder.  While, the project proposal page 10 asks for contracts / work orders / completion certificate from previous clients. In this proposition, we understand the project has to be completed however, work	Applying agencies can showcase ongoing assignments in this specific clause.

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
				<p>order/completion certificate may be submitted towards the confirmation.</p> <p>In view of the above, we request you to please consider the ongoing assignments for the said clause or consider an increased duration of 5 years for accounting the completed documents.</p>	
4	Page 13 of 76	Clause 9C	<p>Technical Evaluation Criteria:</p> <p>Point 4: Experience of enabling investment promotion/attracting private investments for state or central government, business friendly reforms, delivering significant business and social impact</p> <p>1 Mark for each state advised (Max 5 states)</p> <p>1 mark for each state advised within the "Top Achievers" states in India as per the EoDB BRAP 2017 rankings (mention states) (max 5 states)</p>	<p>We understand strategy and vision documents for the states are being considered in the proposed marking.</p> <p>The 2nd point of marking i. e. 1 mark for each state "advised within the "Top Achievers" states in India as per the EoDB BRAP 2017 rankings" doesn't really relate to the project. We understand investment promotion activities are important and that is how 5 marks were being allocated for advising the states. Though, restricting it further with specific clauses seems it may benefit a few firms those who have specifically done this job. We request you to kindly remove the clause and may allocate the marks in other clauses appropriately</p>	No change.
5	Page 13 of 76	Clause 9C	<p>Technical Evaluation Criteria:</p> <p>Point 5: Experience in number of projects where transaction advisory has been provided</p>	<p>As mentioned above, the transaction advisory work is important for an agency to showcase, but we could not relate the significance of completing 300 such projects and that firm would be scoring</p>	<p>This clause has been changed: New clause is:</p>

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
			<p>Less than 100 project – No marks</p> <p>100 projects- 1 marks</p> <p>For each additional 50 projects- 2 marks</p>	<p>the highest.</p> <p>We understand if any firm would have done 300 projects then most of it would be related to road and highways but is there any firm who has done 300 transactions in agri related field is doubtful.</p> <p>The proposed marking of transaction advisory clearly seems to be supporting a few firms which done 300 transactions, but it is not really evident from the scope that such vast experience of 300 transactions shall be required.</p> <p>We request you to please reduce the number of minimum projects to 10 and on each additional 5 assignments (1 more marks will be awarded).</p> <p>In case it is not possible, kindly allow only agri transactions to be considered (as against roads and highways). The same shall allow all bidders to be on the same page.</p>	<p>Point 5: Experience in number of projects where transaction advisory has been provided</p> <p>Less than 50 project – No marks</p> <p>50 - 100 projects- 1 marks</p> <p>For each additional 50 projects- 2 marks</p>
6	Page 14 of 76	Clause 9C	Technical Evaluation Criteria: Point 2 – Experience of project design and management	The envisaged project is completed based on the skill set of the said criterion, we request you to increase its marks from 5 to 10. (1 mark per project)	No change.

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
7	Page 5 of 76	Bidder Data Sheet, Point 5, "Proposal Due date"	Submission Deadline is 10th April 2019	We request you to please extend the timeline for at least by 30th April 2019	The submission date has been extended. Revised submission date – 02.05.2019
8	NA	NA	Pre Bid Meeting	<p>With such a prestigious project for the state government of Odisha. It is objectionable that no pre bid meeting is allowed for expressing the views of all bidders.</p> <p>We understand and seems there is a high probability that some of the clauses as mentioned above are supporting a few firms and therefore, it is our humble request to allow a pre bid meeting for the proposed project.</p>	<p>To keep the process transparent, we have asked for pre-proposal queries in writing, rather than having a meeting. There are chances of points getting missed while recording the minutes of pre-proposal meeting and we found this process of asking pre-proposal queries in writing more transparent.</p> <p>Bidders can always express their views in writing, and that is what you have done by sending these queries.</p> <p>We do not understand the reason of this objection. Any bidder is always welcome to have a face to face meeting with competent authorities after seeking a prior formal appointment.</p> <p>Being a reputed firm, this kind of statements are highly objectionable.</p>
9	Page 9 of 76	Section 2: Information to the Bidder, 1.Eligibility Criteria, Point No 2	The bidder should have been in the consulting business for more than 10 years and have domain expertise of least 10 years in the area of agriculture and allied business, research, consultancy,	We understand that the bidder can showcase projects with varying timelines from atleast 2009 onwards to present, in a combination of various areas of work in the agriculture and allied business, research, consultancy, and feasibility	The bidder needs to highlight its 10 year experience in the area of agriculture and allied business, research, consultancy and feasibility studies. Research, consultancy and feasibility studies can be from other domains as

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			and feasibility studies. The bidder should have worked for or with Government agencies/ national companies/ Multinational companies.	<p>studies as well as different projects pertaining to Govt. and Multi National agencies. Further research, consultancy, and feasibility studies can be from any other domain.</p> <p>Further, these has to be shown separately, apart from TECH A-5 in Technical Proposal (Part-A). Is this understanding correct?</p>	<p>well and bidder can show its projects with varying timelines.</p> <p>Yes, these must be shown separately, apart from TECH A-5 in Technical Proposal (Part-A).</p>
10	Page 9 of 76	Section 2: Information to the Bidder, 1. Eligibility Criteria, Point No 2	The company should have at least 50 full time Consulting professionals (excluding tax, audit & other staff) on its rolls as on 31.12.2018	We understand that list of 50 full time Consulting professionals in Government consulting is required to be submitted. Please clarify.	Yes, the bidder should have 50 full time consulting professionals in any consulting not specifically in government consulting.
11	Page 10 of 76	Section 2: Information to the Bidder, 2. Documents to be submitted along with TECHNICAL PROPOSAL (PART-A)	"List of completed assignments of similar nature (Past Experience Details, TECH A –5) along with copies of contracts / work orders / completion certificate from previous clients -during the last 3 years (2015-16, 2016-17 and 2017-18).	These assignments can be including those shown for proving eligibility to have "domain expertise of least 10 years in the area of agriculture and allied business, research, consultancy, and feasibility studies. Please clarify.	Yes, the assignments shown here can include the ones shown in "Eligibility Criteria", point 2, "The bidder should have been in the consulting business for more than 10 years and have domain expertise of least 10 years in the area of agriculture and allied business, research, consultancy, and feasibility studies. The bidder should have worked for or with Government agencies/national companies/ Multinational companies."
12	Page 14 of 76	Section 2: Information to	Projects related to FPO promotion/ market linkages and	Please confirm acceptance of Ongoing as well as Completed assignments	Both Ongoing and completed projects can be showcased in the RFP response.

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
		the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C. Technical Evaluation Table: S. No. 1 Experience of projects in Agriculture/ Horticulture (Provide information as per Form TECH B-3 Point A	branding of agriculture/ horticulture projects		
13	Point 14 of 76	Section 2: Information to the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C. Technical Evaluation Table: S. No. 1	Projects related to IT advisory and transaction advisory in Agriculture and allied sector (1 project for IT advisory and 1 project for Transaction advisory PPP model) : - 1 Mark for each such project	<p>Please clarify how many projects needs to be submitted for maximum marks, i.e, 2 marks, if Projects related to IT advisory – For 2 marks, 2 projects or 1 Project Transaction advisory – For 2 marks, 2 projects or 1 Project.</p> <p>Request to consider the following</p> <p>Projects related to IT advisory or transaction advisory in Agriculture and allied sector (2 project for IT advisory or 2 project for Transaction</p>	<p>No changes</p> <p>1 project for IT advisory in agriculture and allied and 1 project for transaction advisory in agriculture and allied needs to be highlighted.</p> <p>Marks – 1 mark/project</p> <p>Total Marks – 2 Marks</p>

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
		Experience of projects in Agriculture/ Horticulture (Provide information as per Form TECH B-3 Point B		advisory PPP model) : - 1 Mark for each such project, hence 2 project in any category would fetch max marks.	
14	Page 14 of 76	Section 2: Information to the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C. Technical Evaluation Table: S. No. 2	Experience of project design and project management at central government / state government level in India - 1 Mark for each such project. For Maximum 5 marks – 5 Projects	Our understanding is that Projects of any central government / state government department or ministry other than agriculture & allied will be considered for evaluation.	Yes, projects with any central government/state government department or ministry will be considered for evaluation.
15	Page 14 of 76	Section 2: Information to the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C.	Experience of projects related to Decision support for Monitoring & Evaluation (M&E) at central government /state government level in India - 1 Mark for each such project (These should not be repeated in 1 & 2) (Provide information as per Form Tech 2) For Maximum 4 marks – 4 Projects	Request clarification as what is meant by the term Decision Support System. Our understanding is that project wherein we have done activities related to M&E including creating Dashboard for M&E should be considered. Please clarify Also, request to help with Form Tech 2	Yes your understanding is correct.  Please read form Tech 2 as form Tech B-3



S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
		Technical Evaluation Table: S. No. 3			
16	Page 14 of 76	Section 2: Information to the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C. Technical Evaluation Table: S. No. 4	Experience of enabling investment promotion/attracting private investments for state or central government, business friendly reforms, delivering significant business and social impact - 1 Mark for each state advised (Max 5 states) For Maximum 5 marks – 5 Projects - 1 mark for each state advised within the “Top Achievers” states in India as per the EoDB BRAP 2017 rankings (mention states) (max 5 states). For Maximum 5 marks – 5 Projects (Provide information as per Form Tech 2)	States are ranked on % score on various components of Ease of Doing Business and any State Scoring 90% or in Top Ten is considered to be best.  We would request you to consider not just maximum states advised among Top 10 and access State with highest ranks (Top 3). This would to ensure all bidders gets equal opportunity as well as bidder with effort of highest rank states will also get due weightage.  Request for Consideration Experience of enabling investment promotion/attracting private investments for state or central government, business friendly reforms, delivering significant business and social impact. 1 Mark for each state advised (Max 5 states among BRAP 2017 Top 10) Additional Marks distribution for State advised i.e. First Rank State – 3 Marks Second Rank State – 1 Marks Third Rank State – 1 Mark	No change

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
17	Page 14 of 76	Section 2: Information to the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C. Technical Evaluation Table: S. No. 5	Experience in number of projects where transaction advisory has been provided Less than 100 project – No marks 100 projects - 1 marks For each additional 50 projects- 2 marks For Maximum 5 marks – 200 Projects	We, humbly submit, that the number of projects asked is too large, especially when the assignment is not specifically into transaction advisory but PMU.  We request this number of projects required to be listed by the bidder, to a significantly lower number (in line with number of projects asked for in other criteria's'). We believe such a large number of projects under one criteria will make it too restrictive a requirement	This clause has been changed: New clause is:  Point 5: Experience in number of projects where transaction advisory has been provided Less than 50 project – No marks 50 - 100 projects- 1 marks For each additional 50 projects- 2 marks.
18	Page 14 of 76	Section 2: Information to the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation:- 9C. Technical Evaluation Table: Approach & Methodology (Tech B-4 and Tech B-5) Point a	Team structure and work plan (Provide information as per Maximum marks – 30	Please clarify the missing words.	Please find below the revised statement.  "Team Structure and Work Plan (Provide information as per Tech B-5)"
19	Page 14 of 76	Section 2: Information to	Approach & Methodology (Tech B-4 and Tech B-5) - 40 Marks	We would request to put some marks for Technical presentation as this would provide bidder an opportunity to interact	No change.

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
		the Bidder, 9. Evaluation of Proposal: Criteria for Technical Proposal Evaluation: - 9C. Technical Evaluation Table:		with Directorate of Horticulture and showcase their ideas and suggestions.	
20	Page 19 of 76	Section 2: Information to the Bidder, Point No. 30. Disqualification of Proposal: last sub-point	Under "Disqualification of Proposal", the last point states that the proposal is liable to be disqualified "Any other condition/ situation which holds the paramount interest of the client during the overall section process".	This is a very broad subjective criteria, open to interpretations. Request to kindly remove the same or state specifically what all are considered under this point as grounds of disqualification.	No change. However, we assure that no bidder will be disqualified for unjustified reason
21	Page 25 of 76	Section 3: Terms of Reference, Pg. 25, Point e: PMU Team Structure, S. No 1, Position: Team Leader	Under the education qualification of Team Leader for the assignment the following is asked: "Post graduate in Finance/ Economics/ Business Management with experience of project management, business development and market Linkages".	The assignment being in agricultural sector, Post-Graduate degree / diploma in Agribusiness / Agriculture Extension Management should also be considered.	Post-Graduate degree / diploma in Agribusiness / Agriculture Extension Management will also be considered.
22	Page 26 of 76	Section 3: Terms of Reference,	Under the education qualification of Market Linkages and Investor outreach specialist for the assignment the following is	The assignment being in agricultural sector, Post-Graduate in Agribusiness Management should also be considered.	Post-Graduate in Agribusiness Management should also be considered.

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
		Point e : PMU Team Structure, S. No 3, Position: Market Linkages and Investor outreach specialist	asked: "Post graduate in rural management or related field".		
23	Page 66 and 67 of 76	Annexure-2, Form of Agreement, Point No. 4. PMU'S Personnel, Pg. no. 66 and 67, Point no. 4 including sub-point 4.3	As per RFP, under PMU personnel, 8 key experts and 2 support consultants are sought as stated - The PMU shall employ following qualified and experienced Personnel to carry out the services as given in TOR (i). Team Leader (ii). Business development and market development specialist (iii). Market Linkages and Investor outreach specialist (iv). Transactions/ PPP specialist (v). Agriculture -supply Chain/ Value Chain specialist (vi). Organic marketing specialist (vii). Procurement specialist (viii). M & E Specialist (ix). Support consultants (Two numbers) 4.3 There should be a minimum number of 6 dedicated professionals in the team.	Are all the experts and support staff to be appointed full time on the assignment.  Further, the RFP states "There should be a minimum number of 6 dedicated professionals in the team" - does it also include the support staff.  Are these "dedicated resources" to be decided by the bidder, and the rest to be allotted man-months as per requirement?  To have equivalence of bids from various bidders, we request to have clarity on the man-month expected from the 8 key experts and 2 support consultants during the 36 months tenure of the assignment.	All the 10 team members, including the support consultants, needs to be full time deployed during the course of the project i.e. 36 months. Only the two support consultants can be changed as per the requirement of the project in different phases.

S.No	Page No	Clause No	Clause	Clarification required by the bidder	Response/Clarification
			Director of Horticulture will not normally consider any request of the PMU for substitution of Key Personnel. Substitution, will, however be permitted if the Key Personnel is not available for reasons of any incapacity or due to bad health, subject to equally or better qualified and experienced personnel being provided to the satisfaction of Director of Horticulture. The Key Personnel would be available during Implementation of the Agreement.		
24	Page 5 of 76	Point 5 in Bidder Data Sheet	Proposal Due Date: 5:00 PM,10.04.2019	We request you to consider extending the date of bid submission by a period of two weeks.	The submission date has been extended. Revised submission date – 02.05.2019
25	NA	NA	NA	Will separate office need to be set-up by the bidder or will office space and required infrastructure/ facility be provided by client?	Office space and the office infrastructure facility will be provided by the client. However consultant has to carry their own Laptops, internet connection and mobile phone.

## CORRIGENDUM

(To the Request for Proposal No – 1/2019 dated 28 February 2019)

With reference to the Request for Proposal document no. 1/2019 dated 28 February 2019, relating to hiring of Consulting Services for “Selection of Project Management Unit (PMU) for Reforming Odisha’s Horticulture” the following Amendments are hereby issued:

Section	Sub Section	Page	Original Provision	Amendment
The major events under the bid process are:	Sub Point 3,4 and 5	1 of 76	3. Last Date for Submission of Bid 5:00 PM, 10.04.2019 4. Date of Opening of Technical Bid 11:30 AM, 11.04.2019 5. Date of Opening of Financial Bid 3:00 PM, 27 April 2019	3. Last Date for Submission of Bid 5:00 PM, 02.05.2019 4. Date of Opening of Technical Bid 11:30 AM, 03.05.2019 5. Date of Opening of Financial Bid 3:00 PM, 20.05.2019
Bidder Data Sheet	Sub Point 5,6,7 and 9	5 of 76	Proposal Due Date – 5:00 PM, 10.04.2019 Date of opening of Technical Proposal – 11:30 AM, 11.04.2019 Date of opening of Financial Proposal – 3:00 PM, 27 April 2019 Expected Date of Commencement of Assignment – 01 May 2019	Proposal Due Date – 5:00 PM, 02.05.2019 Date of opening of Technical Proposal – 11:30 AM, 03.05.2019 Date of opening of Financial Proposal – 3:00 PM, 20.05.2019 Expected date of Commencement of Assignment – 01.06.2019
Section 2, “Information to the Bidder”	Sub Section 1, “Eligibility Criteria”, Point 5	9 of 76	There should not be any non-tax pending litigation against the firm, including any of its member firms or associate firms (using the same brand name to carry out business in India) in any courts across India.	Clause has been removed.
Section 2, “Information to the Bidder”	Sub Section 2, “Documents to be submitted along with TECHNICAL PROPOSAL (PART-A)”	10 of 76	List of completed assignments of similar nature (Past Experience Details, TECH A –5) along with copies of contracts / work orders / completion certificate from previous clients.	List of ongoing and completed assignments of similar nature (Past Experience Details, TECH A –5) along with copies of contracts / work orders / completion certificate from previous clients.
Section 2, “Information to the Bidder”	Sub Section 9C, “Technical Evaluation Table”, “Experience”, Point 3	14 of 76	Experience of projects related to Decision support for Monitoring & Evaluation (M&E) at central government /state government level in	Experience of projects related to Decision support for Monitoring & Evaluation (M&E) at central government /state government level in

Section	Sub Section	Page	Original Provision	Amendment
			India - 1 Mark for each such project (These should not be repeated in 1 & 2)  (Provide information as per Form Tech 2)	India - 1 Mark for each such project (These should not be repeated in 1 & 2)  (Provide information as per Form Tech B-3)
Section 2, "Information to the Bidder"	Sub Section 9C, "Technical Evaluation Table", "Experience", Point 5	14 of 76	Experience in number of projects where transaction advisory has been provided Less than 100 project – No marks 100 projects- 1 marks For each additional 50 projects- 2 marks	Experience in number of projects where transaction advisory has been provided <ul style="list-style-type: none"> <li>➤ Less than 50 projects – No marks</li> <li>➤ 50 - 100 projects- 1 marks</li> <li>➤ For each additional 50 projects- 2 marks</li> </ul>
Section 2, "Information to the Bidder"	Sub Section 9C, "Technical Evaluation Table", "Approach & Methodology (Tech B-4 and Tech B-5)" Sub Point a	14 of 76	Team structure and work plan (Provide information as per	Team Structure and Work Plan (Provide information as per Tech B-5)
Section 2, "Information to the Bidder"	Sub Section 10, "Evaluation Process",	15 of 76	Combined Quality and Cost Based Selection (CQCBS) method will be followed during the overall selection process. Based on the evaluation of technical proposal, the technically qualified bidders shall be ranked highest to lowest Technical Score (ST) in accordance to the marks obtained during the technical evaluation stage. There shall be 80% weightage to technical score and 20% weightage to financial score. The individual bidder's financial score (SF) will be evaluated as per the formula given below: $SF = [F_{min} / F_b] * 100$ (rounded off to 2 decimal places) where, SF= Normalized financial score of the bidder under consideration Fmin=Minimum financial quote among the technically	Quality and Cost Based Selection (QCBS) method will be followed during the overall selection process. Based on the evaluation of technical proposal, the technically qualified bidders shall be ranked highest to lowest Technical Score (ST) in accordance to the marks obtained during the technical evaluation stage. There shall be 80% weightage to technical score and 20% weightage to financial score. The individual bidder's financial score (SF) will be evaluated as per the formula given below: $SF = [F_{min} / F_b] * 100$ (rounded off to 2 decimal places) where, SF= Normalized financial score of the bidder under consideration Fmin=Minimum financial quote among the technically

Section	Sub Section	Page	Original Provision	Amendment
			<p>qualified bidders  Fb= Financial quote of the bidder under consideration  Combined Score (S) = ST * 0.8 + SF * 0.2  Where ST = Technical score secured by the bidder. Where SF = Financial score secured by the bidder</p> <p>The bidder securing the highest evaluated Combined Score(S) will be awarded the contract observing due procedure. For the purpose of evaluation, the total evaluated cost shall be inclusive of all taxes &amp; duties for which the Client will make payment to the consultant including overhead expenses, such as travel, accommodation, logistics, training/ workshop, preparation of reports/ formats, printing &amp; other secretarial expenses etc.</p>	<p>qualified bidders  Fb= Financial quote of the bidder under consideration  Combined Score (S) = ST * 0.8 + SF * 0.2  Where ST = Technical score secured by the bidder. Where SF = Financial score secured by the bidder</p> <p>The bidder securing the highest evaluated Combined Score(S) will be awarded the contract observing due procedure. For the purpose of evaluation, the total evaluated cost shall be inclusive of all taxes &amp; duties for which the Client will make payment to the consultant including overhead expenses, such as travel, accommodation, logistics, training/ workshop, preparation of reports/ formats, printing &amp; other secretarial expenses etc.</p>
Section 3, "Terms of Reference"	Sub Point e, "Team Structure", Team leader – Minimum Qualification	25 of 76	Post graduate in Finance/ Economics/ Business Management with experience of project management, business development and market linkages	Post graduate in Finance/ Economics/ Business Management/Agribusiness/Agriculture Extension management with experience of project management, business development and market linkages
Section 3, "Terms of Reference"	Sub Point e, "Team Structure", Market Linkages and Investor outreach specialist – Minimum Qualification	26 of 76	Post graduate in rural management or related field	Post graduate in rural management/Agribusiness management or related field
Section 6, Annexure 2, Form of Agreement	Sub Point No 4	66 and 67 of 76	The PMU shall employ following qualified and experienced Personnel to carry out the services as given in TOR: (i). Team Leader	The PMU shall employ following qualified and experienced Personnel to carry out the services as given in TOR: (i). Team Leader



Section	Sub Section	Page	Original Provision	Amendment
			<p>(ii). Business development and market development specialist            (iii). Market Linkages and Investor outreach specialist            (iv). Transactions/ PPP specialist            (v). Agriculture -supply Chain/ Value Chain specialist            (vi). Organic marketing specialist            (vii). Procurement specialist            (viii). M &amp; E Specialist            (ix). Support consultants (Two numbers)</p> <p>4.3 There should be a minimum number of 6 dedicated professionals in the team. Director of Horticulture will not normally consider any request of the PMU for substitution of Key Personnel. Substitution, will, however be permitted if the Key Personnel is not available for reasons of any incapacity or due to bad health, subject to equally or better qualified and experienced personnel being provided to the satisfaction of Director of Horticulture. The Key Personnel would be available during Implementation of the Agreement.</p>	<p>(ii). Business development and market development specialist            (iii). Market Linkages and Investor outreach specialist            (iv). Transactions/ PPP specialist            (v). Agriculture -supply Chain/ Value Chain specialist            (vi). Organic marketing specialist            (vii). Procurement specialist            (viii). M &amp; E Specialist            (ix). Support consultants (Two numbers)</p> <p>4.3 There should be a minimum number of 8 dedicated professionals in the team along with 2 support consultants The support consultants can be changed as per the need of the project. However two support consultants will remain full time for the project duration. Director of Horticulture will not normally consider any request of the PMU for substitution of Key Personnel. Substitution, will, however be permitted if the Key Personnel is not available for reasons of any incapacity or due to bad health, subject to equally or better qualified and experienced personnel being provided to the satisfaction of Director of Horticulture. The Key Personnel would be available during Implementation of the Agreement.</p>