

Sl. No.	Queries	Clarifications	
1	<p>For part F (Eligibility Criteria), would the experience of consortium partners be considered for contracts executed with Development Finance Institutions or Public Sector Banks? For example, if the consulting agency would like to partner with firm XYZ and individuals A & B, would the experience of the these 4 different entities led by consulting agency be considered together?</p>	<p>We invite your attention to Annexure A Part II (b) (i) [Experience of Key Personnel]. Further, if the consultants form an association, each member of such association of consultants shall be evaluated as per the Eligibility Criteria and Evaluation Matrix set forth by us. If any member of the association of consultants is not short-listed, such an association of consultants is liable to be rejected by us. However, the final decision on the matter is at the sole discretion of NABARD.</p>	
2	<p>For part G (Evaluation Matrix) under past experience of the firm (1), would the experience of consortium partners (in case multiple firms decide to participate as a consortium) be considered as experience of “the firm”? Does NABARD permit use of sub-consultants for this EOI?</p>		
3	<p>For part G (Evaluation Matrix), under experience of key personnel (2b), would the experience of personnel of consortium partners (in case multiple firms decide to participate as a consortium) be considered as experience of “the firm”?</p>		
4	<p>For part G (Evaluation Matrix), under experience of key personnel (2b), would the experience of employees of the consulting agency, prior to being employed with them be considered for the EoI? Would these employees and experts within the larger consortium be given equal weightage?</p>		<p>The experience of key personnel (in man-months) (as at I-(h) in the EOI Document) would be reckoned with reference to the specified completed assignments undertaken by the agency in the last five years.</p>
5	<p>For part G (Evaluation Matrix), under experience of key personnel (2b), does the requirement of 40 man-months of experience have to be one assignment or could it a cumulative 40 man-months for 1 person across multiple assignments?</p>		<p>The experience of only those key personnel who have the relevant experience to handle the present assignment would only be considered. Further, such experience put in by the identified key personnel in respect of specific, completed (full implementation and hand holding) assignments, in aggregate, will only be reckoned for evaluation.</p>

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6	Would the experience being considered under the EoI consider only experience with DFIs and PSBs or would it also consider experience with PSUs and other government agencies as per the above?	The basic eligibility would be as specified in Para F (1) of the EoI document. For evaluation, the break-up details as sought in Annexure A Part II (a) (iii) may be furnished.
7	Further, if the financials of the bidding firm are not ready for the year 2008-09, would financials for only years 2006-07 and 2007-08 be sufficient?	Financial details as sought in the EoI document are necessary. Three years' details may be provided.
8	Proof of prior experience – specially for DFIs, PSBs, institutions abroad and issues relating to rural economy; Is this a self attested letter or anything else? In any case, these names will be covered in the client references that you are seeking in annexure A – Part II.	As per Para F (1) col.3. documentary evidence and details are required to be provided. Copy of communication from the client institution to the Consulting agency about the assignment is desirable.
9	Contract values proof – Do you want auditor attested certificates or anything else?	The client institution may certify. If they refuse, auditor attested certificates indicating the contract value would also suffice.
10	Having more than 20 professionals on the rolls – What are the details to be provided ? Also, what is meant by certificate of experience?	The consulting agency is required to certify that they have more than 20 professionals on their rolls. It is expected that details of those staff who are experienced and qualified in areas relevant to the assignment (around 50) are provided to us. Consulting agency may certify the experiences of the professional staff on their rolls.
11	On experience of key personnel, is there any scoring criteria for point 2 (a) i.e. 4 marks for own staff and 2 marks for external experts - reason for the doubt is that unlike other criteria, there is nothing specified in terms of exact scoring criteria. Any guidance on this dimension will be helpful	Point 2(a) relates to qualifications relevant to the assignment. 4 marks are awarded for the internal staff and 2 marks for expert staff. to be involved in the assignment.
12	On financial strength of consultancy firms – For eg., if the consultancy firm is a global privately- held partnership and does not disclose	Information relating to business turnover and profits published as per GoI requirements, may be provided for the purpose.

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	their absolute revenue and profit numbers – In such cases, will attaching an auditors certificate specifying the threshold above which revenues lie, be sufficient for NABARD’s evaluation purpose?	
13	Annexure A – Format for submission of EOI – Part II – Operational details – sub point (a) (iv) and (a) (v) – Client references/details	It would be useful to provide as many client references as possible in areas relevant to the assignment.
14	Part II – Operational details – subpoint (b) on experience of key personnel - Pls indicate number of staff available for each area of expertise with experience separately What do you mean by “experience separately”? Point (b) – Note (iii) – Not clear regarding “Specifically describe the experience relevant to the above qualification”	The consulting agency is expected to furnish number of staff available for each area of expertise indicated in the table given in the EOI document under (b) Experience of key personnel. Experience relevant to above qualification mean experience relevant to the qualification mentioned by the company against each staff member. Experience relevant to Part II (a) (ii) and (iii) is required to be indicated.
15	No of in-house skilled personnel at place of execution of work – does this refer to us stating only “on –rolls staff of consulting agency“ or does this mean how many agency’s personnel will be deployed “ on-site for the NABARD project?	Yes. Number of personnel available within the Consulting agency and who would be available at the place of execution of work.
16	Lastly, from a selection process perspective, does the Eoi score have any implications in the RFP stage? Or is it just a filtering criteria for selecting the top 5 forms (as mentioned in the EOI)	As mentioned in the Eoi document.
17	What all will be considered satisfactory documentary evidence as regards prior experience in providing consultancy service.	Documents reflecting the parameters indicated in Para F – Col 2 of the Table issued by the client institutions to the consulting agency will be accepted.
18	Contract value - certification	Documents containing the Certification needs to be done by the client institutions..
19	Profile of qualified professionals	It is prescribed that the consulting agency should have more than 20 experienced and qualified professionals on its rolls in addition

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		to support staff. Details are to be provided alongwith certificate of experience.
20	Projects cited in past experience section	Details of assignments as indicated in Annexure A-Part II (iv) may be furnished in the format indicated therein.
21	Is a consortium of two or more firms allowed to bid for the EoI?	We invite your attention to Annexure A Part II (b) (i) [Experience of Key Personnel]. In addition, we also advise that if the consultants form an association, each member of such association of consultants shall be evaluated as per the Eligibility Criteria and Evaluation Matrix set forth by us. If any member of the association of consultants is not short-listed, such an association of consultants is liable to be rejected by us. However, the final decision on the matter is at the sole discretion of NABARD.
22	Should the EoI be in Word format or will Powerpoint suffice?	EoI response should be in Word Format.
23	How many pages are you expecting for each section / part (especially for approach / methodology) section?	No specification in this regard.
24	How does the EoI format differ from the proposal (in next stage) excluding the financial terms?	Formats are based on Gol guidelines on the subject.
25	What does "ACA/AICWA/ACS" refer to under "Area of Expertise" in the "Experience of Key Personnel" section in Part II of the EoI?	ACA: Associate Member of Institute of Chartered Accountants of India; AICWA: Associate Member of the Institute of Cost and Works Accountants of India; ACS: Associate Member of the Institute of Company Secretaries of India.
26	Are you looking for detailed CVs of team members at this stage?	Details of experience and qualified professionals on the rolls of the consulting agency are to be provided. Consulting agency may certify the experience of the professional staff on their rolls.