

Queries & Clarification for Hiring of Technical Support Agency (TSA) for farm sector initiatives to enhance sustainable income of JEEViKA's Farm Communities vide Ref no Ref. No. BRLPS/Proj-LH-FARM/2492/25 dated 06/10/2025 (Eproc 2.0 tender id- 117422)

Sl. No	RFP Reference No.	Queries Raised	Clarification
1.	<p>Scope of Work, Point no 1, (Page 19)</p> <p>Facilitating JEEViKA in the development of production clusters i.e., Integrated Farming Clusters, Organic Farming Clusters, Natural Farming Clusters, and Climate Smart Village. The TSA would support JEEViKA in monitoring and managing the dedicated production clusters through the following initiatives across the state</p>	<p>We understand that JEEVIKA will be having an online or offline Project Information Monitoring System for monitoring the project performance. Please specify in case currently missing, if bidder will have to develop the system as part of the deliverable. Also specific current monitoring system in case online system does not exist.</p>	<p>It is clarified that RFP includes all deliverables with reference to the scope of work.</p>
2.	<p>Team Requirements, Page no 21</p> <p>Developing specialized production clusters i.e. Integrated, Natural, Organic farming clusters and CSVs for 1 lakhs farmer with increase incremental income by 40%.</p>	<p>The deliverable clearly mentioned about the Organic farming cluster development; however no organic farming resource has been proposed under the manpower. We would like to request the organic farming expertise exist with the JEEVIKA. In case the position is currently not available with JEEVIKA, we would like to request for additional manpower with significant experience in Organic/natural farming, certification etc.</p>	<p>It is clarified that TSA is expected to support JEEViKA in development of specialized production clusters including organic clusters with the help of available resources mentioned in the RFP.</p>
3.	<p>Deliverables Table (Appendix-I, Page 51-52)</p> <p>Multiple deliverables linked to staff training, reports, etc.</p>	<p>Please clarify if deliverables will be performance-linked for payment or payments are strictly based on monthly deployment.</p>	<p>It is clarified that quarterly payment will be strictly based on deployment subject to attendance of the deployed personnel. The deployed personnel have to meet the deliverables mentioned in the RFP.</p>

4.	<p>Section 6.18 - Performance Assessment, (Page no 32)</p> <p>The performance of agency will be assessed on every six months based on the deliverables mentioned in the Terms of Reference and following points- 1. Quality of deliverable is not up to the mark as mentioned in scope of work 2. Delays in deliverables pre decided dates 3. Not engaging resources on a dedicated basis 4. Assigning resources that does not meet the BRLPS requirements. In case of any shortcomings in respect of the above, penalty may be imposed by the BRLPS.</p>	Please specify the quantum of the fine which may be imposed	It is clarified that the penalty will be discussed with the successful bidder based on the deliverable timelines as mentioned in Appendix-1 of the RFP.
5.	General Technical Query	Will BRLPS provide an existing baseline or list of ongoing Integrated/Organic/Natural/Climate Smart Clusters, or is the TSA expected to undertake a complete fresh mapping and primary survey?	Yes, BRLPS will provide the list of clusters (Block and District Details)
6.	General Technical Query	Does BRLPS possess baseline data on NEERA tappers, palm clusters, and processing units, or should TSA collect this?	TSA needs to support on existing ongoing activity of Neera at state level.
7.	ToR, Page 19 “Facilitate partnerships and convergence mechanisms with market players, public sector institutions and schemes...”	Will BRLPS facilitate linkages with relevant departments (e.g., Agriculture, Horticulture, Industries, Rural Development), or is this the full responsibility of the TSA.	It is clarified that BRLPS supported by TSA would be responsible for facilitating convergence. Though, official communications would be routed through BRLPS.

8.	ToR, Page 20 “Develop KPIs and facilitate implementing monitoring systems to evaluate effectiveness of cluster interventions.”	Please clarify if BRLPS has an existing MIS or dashboard system that TSA should integrate with, or whether TSA must design a new system from scratch.	It is clarified that TSA will support in existing MIS of BRLPS with further improvements and coordination at state level with MIS team.
9.	ToR, Page 20 “Establish MIS/dashboard at block, district, and state levels.”	Will TSA be responsible for software development and data hosting, or only design and reporting templates.	It is clarified that TSA will support in existing MIS of BRLPS with suggestions for further improvements and coordination at state level with MIS team. No new software development is to be developed.
10.	ToR, Page 21 “Develop operational guidelines and implementation plan for Mukhyamantri Neera Samvardhan Yojana.”	Please specify whether BRLPS has an existing Neera pilot or baseline study to build upon. If yes, can these documents be shared during proposal preparation.	It is clarified that TSA needs to support on ongoing Neera activity at state level.
11.	Team Requirement, Page 21–24 “All team members to be stationed at BRLPS Patna office.”	Will the TSA be provided workstations, connectivity, and other logistics support at BRLPS office, or should these costs be factored into the financial bid.	It is clarified that BRLPS will provide all facilities like sitting space, internet connection and other office support to carry out the assignments successfully by the deployed personnel.
12.	Payment Terms, Page 25–26 “Payment will be made on the unit cost of each professional/person deployed.”	Are payments linked solely to manpower deployment, or will there be additional payments for activities, travel, or deliverables (reports, dashboards, trainings, etc.)	It is clarified that only TA/DA in case of Tour (After due approval by the SPM-Farm or an officer designated by the CEO, BRLPS) will be reimbursed to TSA as per the BRLPS norms of TA/DA.
13.	Scope of Work, Page 19–21 “Facilitating convergence with schemes like PMFME, PKVY, BPKP, NMSA, etc.”	Will BRLPS provide scheme-wise data or existing convergence plans to avoid duplication of ongoing work.	It is clarified that TSA needs to support at state level for convergence through BRLPS.
14.	Section 3, ToR Page 19 “TSA would support JEEVIKA in conducting training programs...”	Are training budgets (venue, materials, logistics) to be covered under BRLPS, or should these be included within	It is clarified that Training Budget and other logistics will be taken care by the

		TSA's quoted costs	BRLPS.
15.	<p>Technical Criteria Pg 35, 7.1.2, 2. Prior experience</p> <p>Experience of implementing projects on community development / rural development/ Livelihood/Skill Development /Agriculture with deployment of team at District and sub-district level.</p>	<p>Request to consider state - level deployment of team - Experience of implementing projects on community development / rural development/ Livelihood/Skill Development/ Agriculture with deployment of team at State/ District and sub-district level.</p>	<p>No change. Same as per the RFP.</p>
16.	<p>Deliverables, Page 25 "Half-yearly Status Report and Quarterly Invoices."</p>	<p>Please clarify the reporting templates expected for quarterly and half-yearly reports. Will BRLPS provide formats.</p>	<p>Yes, it will be provided to the successful bidder.</p>
17.	<p>Section 3, Page 18 "Addressing critical gaps in specialized clusters."</p>	<p>Is the TSA expected to mobilize additional technical experts (e.g., soil scientists, horticulture experts) as short-term consultants, and can these be billed separately</p>	<p>It is clarified that TSA may be required to deploy additional team members during the 36-months assignment period for specific tasks, matching the same experience level, education on the rates finalized through this bidding process.</p>
18.	<p>Clause 2.12, Termination Clause, Page 14–16 "Termination for convenience with 60 days' notice."</p>	<p>Can BRLPS clarify if partial termination (e.g., for specific experts or activities) is also allowed, and how costs will be reimbursed in that case.</p>	<p>It is clarified that in case of termination of any particular expert/s, replacement CVs having similar or higher qualification and experience is to be submitted by the successful bidder to BRLPS. Upon acceptance of the same, the replacement can be made. However, there will be no replacement from agency side before the three (03) months of initial deployment.</p>

19.	<p>Other Terms – Payment Terms (Section 1) Page No. 25 and 26</p> <p>a) The payment will be made on the unit cost of each Professional/person deployed in the project as quoted by the bidder. The unit cost of person should be including all the cost, including administrative cost. Payment will be made on quarterly basis.</p>	<p>Request for clarification and consideration We understand that the financial proposal to be submitted would be inclusive of the resource cost and operational cost/ out of pocket expenditure for each resource. Please confirm whether our understanding is correct.</p>	<p>It is clarified that financial proposal would be inclusive of all fees towards complete scope of work, all taxes, duties, levies, license fees, and shall also include all expenses incurred for the execution of the agreement such as travel expenses, transportation expenses, other expenses, office expenses, out of pocket expenses etc. along with margin.</p>
20.	<p>Resource Requirement Convergence Specialist Detailed Role and Responsibility Page no. 22</p> <p>Detailed Roles and Responsibility: Convergence Specialist Point no. 3 “Develop Convergence Action Plan including stakeholder mapping and a GIS-powered beneficiary database for precise targeting and integrated implementation of agricultural schemes.”</p>	<p>Request for clarification and consideration We understand that the Convergence Specialist would leverage the existing GIS Powered database / other data platforms for the beneficiary mapping. Please confirm whether our understanding is correct.</p>	<p>Yes, it is clarified that Convergence Specialist would leverage the existing GIS Powered database / other data platforms for the beneficiary mapping.</p>

21.	<p>Appendix-1 Deliverables Agriculture Cluster and Market Linkages Specialist Page No. 52</p> <p>Deliverable number eight (8) under: Agriculture Cluster and Market Linkages Specialist District wise Identification and listing of market players and process designing for the linkage at the cluster level</p>	<p>Request for clarification: Under the current deliverable “District wise Identification and listing of market players and process designing for the linkage at the cluster level”, timeline-based deliverables mention one (1) at the end of each project year and cumulatively as three (3).</p> <p>Please Clarify:</p> <ul style="list-style-type: none"> · What the annual count “one (1)” under the deliverable’s column signifies? · Does it require submission of district-wise list of identified market players with corresponding cluster-level linkage processes each year, or ongoing private player mapping exercise? 	<p>It is clarified that TSA needs to provide the updated list of market players (who will be supporting BRLPS in market purchase related support) for existing commodities in BRLPS on annual basis. The list to be updated on annual basis. At least 20-25 players need to be identified on annual basis.</p>
22.	<p>Appendix-1 Deliverables Agriculture Cluster and Market Linkages Specialist Page No. 53</p> <p>Deliverable nine (9) under Agriculture Cluster and Market Linkages Specialist: “Entrepreneurial Model Designs for Agri Entrepreneurs (AEs) with detailed business plan and executional calendar”</p> <p>Deliverable 10 under Agriculture Cluster and Market Linkages Specialist: “Strengthened Agri entrepreneurship ecosystem leading to sustainable net annual income enhancement of Agri Entrepreneurs by Rs 2 lakhs (through linking to market institutions)”</p>	<p>Request for Consideration and Clarification: The deliverables list contains two distinct points related to Agri-Entrepreneurship:</p> <ol style="list-style-type: none"> 1. Entrepreneurial Model Designs for Agri-Entrepreneurs (AEs), including detailed business plans and execution calendars. 2. Strengthened Agri-Entrepreneurship ecosystem resulting in sustainable net annual income enhancement of AEs by ₹2 lakhs, primarily through linkage with market institutions. <p>However, there is no corresponding mention or elaboration on strengthening Agri-Entrepreneurs within the <i>Terms of Reference</i> section (pages 18–21).</p> <p>Our suggestion: Since the deliverables on Agri entrepreneurship are not aligned with the proposed scope of work, we request you to remove the same from the</p>	<p>This will be important task of TSA to support AEs as per defined deliverables in RFP.</p>

		list of deliverables.	
23.	<p>Disclaimer Point 4 and 5 Page No.: 6</p> <p>Point 4: The BRLPS also accepts no liability of any nature whether resulting from negligence or otherwise, caused arising from reliance of any bidder upon the statements contained in this RFP. The BRLPS may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this RFP. Point 5: The issue of this RFP does not imply that the BRLPS is bound to select a bidder or to appoint the selected bidder, as the case may be, for the Project and the BRLPS reserves the right to reject all or any of the Proposals without assigning any reasons whatsoever.</p>	<p>Addition Requested: We request you to kindly insert the following clause: <i>“Notwithstanding the preceding, (a) Bidder shall be entitled to rely on such representations and warranties as may be made to Bidder in any definitive agreement between BRLPS and Bidder, subject to the terms and conditions of such agreement, and (b) nothing in this clause shall apply to BRLPS’s liability on account of its deceit, or negligent or intentional misrepresentation, in the information provided to Bidder”</i></p>	Same as per RFP.
24.	<p>Section: Team requirement: Page no. 21 and point no. 7.1.2 Technical Qualification (TQ) criteria (Technical Score = ST) page no. 35</p> <p>The proposed project team will be centrally placed at the BRLPS office for 36 months and Experience of implementing projects on community development/ rural</p>	<p>The RFP specifies a centrally placed team at the BRLPS office, while the scoring criteria emphasize bidder’s experience in district and sub-district deployment. Further, the scope of work envisages development of production clusters i.e., Integrated Farming Clusters, Organic Farming Clusters, Natural Farming Clusters, and Climate Smart Villages, however, no consideration has been given on the experience of bidders in</p>	No Change. Same as per RFP.

	<p>development/ Livelihood/ Skill Development/ Agriculture with deployment of team at District and sub-district level.</p>	<p>climate smart agriculture, natural/ organic farming. Therefore, it is requested that the criteria may be revised as below: Experience in programme design and study for Organic/ natural farming/ integrated farming clusters, Climate Smart Agriculture, Weather- Agriculture-Water Related Advisory Services etc. 2 Projects – 3 Marks 3 Projects – 6 Marks 4 Projects – 10 Marks</p>	
25.	<p>Section:3 Scope of Work, Page: 19 Scope of Work - Assessment of existing clusters: The TSA would facilitate the assessment and mapping of ongoing initiatives for the development of specialized production clusters such as Integrated Farming Clusters, Organic Farming Clusters, Natural Farming Clusters, and Climate Smart Villages (CSVs). This would involve identifying current efforts, evaluating their success, and pinpointing gaps to understand existing strengths and areas for improvement. It would provide support on enterprise development among PGs across identified agriculture clusters. It would also support production, processing and marketing of organic clusters across different districts of Bihar.</p>	<p>We understand that we would provide technical support in assessment and mapping of the ongoing activities for the development of specialized production cluster. For the field activity, existing Jeevika institutional structure would be utilized.</p> <p>We request to kindly provide clarity on the total number of clusters to be developed around Integrated Farming Clusters, Organic Farming Clusters, Natural Farming Clusters, and Climate Smart Villages. Kindly provide clarity on the total/tentative number of PGs to be supported.</p>	<p>It is clarified that TSA will provide technical support in assessment and mapping of the ongoing activities for the development of specialized production cluster. For the field activity, existing BRLPS institutional structure would be utilized.</p> <p>Based on Annual Action Plan of BRLPS, further cluster will be added in upcoming years. TSA needs to support those clusters.</p>

26.	<p>Section: Training and Capacity Building initiatives Page: 21 Section: Team requirement Page: 23</p> <p>TSA would conduct Training of Trainers (ToT) programs to strengthen NEERA value chain stakeholder capacities, targeting tappers, tree owners, and producer groups for broader outreach and impact.</p> <p>Build capacities of the JEEViKA staff and cadres by conducting ToTs for conducting as-is assessment and on other assets.</p> <p>Coordinate and ensure timely delivery of training programs for staff, tappers, tree owners, and producer groups, including ToTs, to enhance Neera value chain practices.</p>	<p>Kindly clarify on number of such ToTs required to be undertaken by the agency on identified value chains.</p> <p>It will also be requested to define the cadre level / recipient of such ToTs so that the efforts planning may be done suitably.</p>	<p>It is clarified that number of staff and BRLPS cadres to be trained under ToT is clearly defined in the RFP deliverables.</p>
27.	<p>Section:3 Scope of Work, Page: 20, Point 3</p> <p>Community Awareness & Outreach: Develop IEC materials for awareness campaigns to improve accessibility and uptake of government schemes.</p>	<p>We understand we would develop the content for the IEC materials. Any cost on designing, printing, video etc. related to IEC material would be borne by JEEViKA.</p> <p>Also, requesting guidance on number of such IECs expected during the engagement.</p>	<p>Yes, any cost on designing, printing, video etc. related to IEC material would be borne by the BRLPS.</p> <p>The number of such IEC Development is defined in RFP.</p>

28.	<p>Section: Annexure 6 Page:47</p> <p>Position: Capacity Building Specialist Number of Resources: 2</p>	<p>In reference to the Team Requirement (Page 24) Deliverables section (Page 25), the Deployment Table specifies the requirement of One (01) Capacity Building Specialist. However, in Annexure 6 – Financial Bid Format (Page 47), the number of resources indicated for the same position is Two (02).</p> <p>We kindly request BRLPS to clarify the exact number of Capacity Building Specialists required for deployment under this assignment, to ensure accurate staffing and financial planning.</p>	<p>It is clarified that bidder has to quote rate for one Capacity Building Specialist in the Financial Bid Format.</p>
29.	<p>Section: 7.1.1 Page: 33, Section: 15, Page: 48</p> <p>Pre-qualification requirement/declaration regarding blacklisting / debarment as on date</p>	<p>We seek clarification on the documentary requirement and look back period for the blacklisting declaration in light of certain inconsistencies between the Pre-Qualification (PQ) Criteria and Annexure 7.</p> <p>We understand that a self-declaration, duly signed by the concerned authority and specifying the look-back period of the last five (5) years, meets the requirement outlined in the PQ Criteria of the RFP.</p>	<p>It is clarified that as per pre-qualification criteria, bidder has to submit Self-Certificate from HR Head or authorized signatory to certify that the agency has not been blacklisted/debarred or suspended or facing any major litigation with any government/PSUs/Local bodies/BRLPS in the last 5 years.</p>

30.	<p>Page 21 Section 3 - Terms of Reference: Outcomes "Improved JEEViKA's institutional capacities for efficient scheme delivery leading to an increase in farm scheme adoption among JEEViKA communities through convergence with 500 crores."</p>	<p>We kindly request clarification on the following aspects of this outcome:</p> <ul style="list-style-type: none"> • Could you please specify whether the Rs. 500 crores represent the total scheme fund leverage target, or the incremental increase expected? • May we request details on the baseline figures for current scheme adoption and convergence amounts? • We would be grateful if you could specify how this outcome will be measured and verified - through MIS data, audit reports, or third-party assessment? • May we request information on whether TSA will be held accountable for achieving this target or only for facilitation efforts? 	<p>It is clarified that Rs. 500 crore is total fund to be converged with department for SHG members.</p> <p>TSA needs to facilitate the convergence for SHG members.</p>
31.	<p>Page 21 Section 3 - Terms of Reference: Outcomes Developing specialized production clusters i.e. Integrated, natural, Organic farming clusters and CSVs for 1 lakhs farmer with increase incremental income by 40%.</p>	<p>We respectfully seek clarification on the following points:</p> <ul style="list-style-type: none"> • Could you please confirm if "1 lakhs farmer" are already identified or will agency have to mobilise? • May we request details on how the baseline income will be established for measuring the 40% increase? • We kindly request information on whether the 40% increase should be across all 100,000 farmers or an average across the cohort? 	<ul style="list-style-type: none"> • It is clarified that Farmers needs to be mobilized with support from field team of BRLPS. • Needs to done baseline with BRLPS field manpower support. • The increase in income is for all 1 lakhs farmer.

32.	<p>Page 21 Section 3 - Terms of Reference: Outcomes "Ensuring average net annual income of Rs 1.5 lakhs in each CHC in the span of 3 years in 500 CHC."</p>	<p>We would be grateful for clarification on the following aspects:</p> <ul style="list-style-type: none"> • Could you please confirm whether Rs 1.5 lakhs refers gross revenue? • May we request details on the current average income levels of existing CHCs to understand the enhancement required? • Could you please specify if TSA's role is to facilitate CHC profitability or if we are accountable for achieving the Rs 1.5 lakh income target? 	<p>It is clarified that Rs. 1.5 lakh is new revenue.</p> <p>There are around 520 CHC out of which most are in profit. Needs to support all CHC to increase their income by 1.5 lakhs annual.</p> <p>TSA role is to facilitate CHC for profitability of CHC.</p>
33.	<p>Page 21(Team requirement) Team Leader i) MBA/PG in Agriculture, Rural Management, or allied fields with 8+ years of experience in relevant sectors. ii) Minimum 6 years of experience in leading large-scale rural development or government-supported programs. iii) Proven track record of multi-stakeholder coordination and team leadership.</p>	<p>We kindly seek relaxation in the clause requiring a minimum of 6 years of experience specifically in leading large-scale rural development or government supported programs. We request you to incorporate the following: i) The candidate should possess over 8 years of relevant experience, including substantial responsibilities in program implementation and coordination. ii) Experience in leading largescale rural development or government- supported programs will be preferred.</p>	<p>It is clarified that qualification and experience of Team Leader would now be as follows:</p> <p>i) MBA/PG in Agriculture, Rural Management, or allied fields with 8+ years of experience in relevant sectors. ii) Minimum 4 years of experience in leading large-scale rural development or government-supported programs. iii) Proven track record of multi-stakeholder coordination and team leadership.</p>

34.	<p>Page 47 (Annexure 6: Form (Financial Bid Format))</p> <p>Number of positions:5</p>	<p>Given the extensive scope of work covering all 38 districts and multiple convergence activities as referenced in Appendix 1 (Supporting district team in implementation of developed CHC engagement SOP), we request clarification on the adequacy of only 5 positions as specified in the Financial Bid Format.</p> <p>We recommend considering the following resource allocation structure:</p> <p>1. District Resource Persons: Dedicated personnel for each district to ensure effective ground-level implementation</p> <p>2. Subject Matter Experts: A centralized pool of technical experts to provide specialized guidance across thematic areas.</p> <p>Please confirm whether the bidder may propose an enhanced team structure with appropriate budgeting beyond the 5 positions mentioned, aligned with the project's geographical spread and technical requirements, or clarify if the 5 positions are fixed and must accommodate all deliverables across 38 districts.</p>	<p>TSA will work at state level with 5 positions as mentioned in RFP.</p> <p>No district level person power will be deployed.</p>
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35.	Page 51 - Appendix-I Resource Deliverables	<p>Upon reviewing the Resource and Deliverables section in Appendix-I (Page 51), we observe a potential mismatch between the extensive scope of work/deliverables and the limited number of resources specified in the Financial Bid Format. The current target quantum of deliverables per resource appears disproportionate and may impact the quality and timeline of project execution across 38 districts.</p> <p>Would the tendering authority consider revising/realigning the deliverable targets to match the available resource capacity of 5 positions? Alternatively, may bidders propose additional resource requirements with corresponding budget provisions to ensure realistic and achievable targets?</p>	<p>TSA is expected to support and facilitate on specified deliverables through available district and block BRLPS resources.</p> <p>They need not to implement directly.</p>
36.	Page 51-52 - Appendix-I: Agriculture Cluster Specialist Deliverables Cluster As-Is Assessment Framework and detailed study report of existing production clusters, including engagement SoP and list of potential new sites	<p>We would appreciate your guidance on:</p> <ul style="list-style-type: none"> • Could you please clarify if the "200 staff and 500 cadres" represent the training target or field work team size? • May we request information on the number of existing production clusters to be assessed? • We kindly seek details on the assessment parameters and methodology for the As-Is study? • Could you please specify if primary surveys of farmers in existing clusters are required? If yes, we understand that the survey will be conducted with the support of BRLPS staff • We respectfully request clarification on the criteria for identifying "potential new sites"? 	<p>It is clarified that there are 200 staff and 500 cadres is field team size.</p> <p>There are approximately 100 clusters which needs to be support through BRLPS staff.</p> <p>Primary survey is required with support from BRLPS staff.</p> <p>Potential new sites will be developed as per BRLPS Annual Action Plan.</p>

37.	<p>Page 52 - Appendix-I: Agriculture Cluster and Market Linkages Specialist</p> <p>"Demonstration of the developed Cluster Evaluation Framework with KPIs (100 clusters with 300 farmers each across 10 districts over initial 2 years)</p>	<p>We respectfully request clarification on the following:</p> <ul style="list-style-type: none"> • Could you please specify which 10 districts out of 38 are prioritized for this demonstration? • May we request details on the criteria for selecting the 100 clusters for demonstration? • Could you please clarify if TSA is responsible for farmer mobilization and cluster formation or only for engaging with existing clusters? 	<p>District and clusters are already identified; further development work needs to be done through support form BRLPS staff.</p>
38.	<p>Page 52 - Appendix-I: Agriculture Cluster Specialist Deliverables</p> <p>"Yearly refresher training (Set-1) of staff and cadres on cluster assessment framework: AND "Yearly refresher training (Set-2) of staff and cadres on cluster</p>	<p>We would appreciate clarification on:</p> <ul style="list-style-type: none"> • Could you please specify the difference between Set-1 and Set-2 refresher trainings? • May we request details on whether the same 400 staff and 1000 cadres undergo both Set-1 and Set-2 trainings or different cohorts 	<p>It is clarified that Set-1 and Set-2 training will be given to same staff.</p>
39.	<p>Page 52 - Appendix-I: Agriculture Cluster Specialist Deliverables</p> <p>"Facilitate Capacity building sessions for JEEViKA staffs on cluster promotion frameworks (second year)</p>	<p>We respectfully seek clarification on:</p> <ul style="list-style-type: none"> • Could you please specify if this is in addition to or overlap with the earlier mentioned "200 staff and 500 cadres" training? • We kindly seek information on the assessment and certification mechanism for trained staff? • Could you please provide guidance on the training delivery method - classroom, online, or blended? 	<p>It is clarified that Training will be classroom mode, with some evaluation criteria. The cost of training will be taken care by the BRLPS.</p>
40.	<p>Page 52- Appendix-I: Agriculture Cluster Specialist Deliverables</p> <p>"District wise Identification and listing</p>	<p>We kindly request clarification on:</p> <ul style="list-style-type: none"> • Could you please specify which districts should be covered - all 38 or prioritized districts? 	<p>It is clarified that list of potential market players and buyers will be prepared district wise as per the requirement in ToR.</p>

	<p>of market players and process designing for the linkage at the cluster level: = 3</p>	<ul style="list-style-type: none"> • Could you please provide guidance on what "process designing for linkage" entails - SOP, MoU templates, or operational workflow? • We respectfully seek information on whether actual linkage establishment (MoUs, agreements) is expected or only process design? 	<p>Actual linkage establishment is expected through MoU or agreement.</p>
<p>41.</p>	<p>Page 53 - Appendix-I: Convergence Specialist Deliverables</p> <p>"Demonstrating Fund leverage under Farm based government schemes: Amount in Crore:</p>	<p>We would be grateful if you could kindly clarify:</p> <ul style="list-style-type: none"> • Could you please specify whether these amounts (30 Cr, 40 Cr, etc.) represent scheme funds to be leveraged or project implementation budgets? • We respectfully seek clarification on whether TSA's role is facilitation and awareness creation or actual fund mobilization and application processing? • Could you please provide information on how this deliverable will be measured - through sanction letters, disbursement certificates, or utilization reports? • We would appreciate knowing if there are any penalties or consequences if the fund leverage target is not achieved due to delays in government scheme approvals? • May we request baseline data on current scheme fund leverage to understand the incremental target? 	<p>It is clarified that TSA role is facilitation for convergence with departments for BRLPS beneficiary.</p> <p>This will be measured through disbursement certificate as well as UC report both.</p> <p>Baseline needs to be supported by TSA.</p>

42.	<p>Page 53 - Appendix-I: Convergence Specialist Deliverables</p> <p>"Household coverage within the specialised production clusters (Integrated, Natural, Organic clusters) Target 135000"</p>	<p>We kindly request clarification on:</p> <ul style="list-style-type: none"> • Could you please confirm whether these 135,000 households are cumulative or represent unique households? • May we know if there is overlap between these 135,000 households and the 100,000 farmers mentioned in outcomes? • We would appreciate clarification on what specific activities constitute "household coverage" - awareness, training, scheme enrollment, or income enhancement? • We respectfully seek information on whether these households should be newly enrolled or can include existing JEEViKA beneficiaries? • May we request details on the distribution of households across Integrated, Natural, and Organic clusters 	<p>It is clarified that 1.35 lakhs farmers will be unique from existing BRLPS beneficiary.</p> <p>TSA needs to work with district and block team to identify the farmers and work further.</p>
43.	<p>Page 53 - Appendix-I: Convergence Specialist Deliverables</p> <p>"Development of organic cluster: No. of cluster (300 farmers per cluster) Target 150 clusters</p>	<p>We would be grateful for clarification on:</p> <ul style="list-style-type: none"> • Could you please specify what "development of organic cluster" entails - is it formation, training, certification support, or complete handholding till profitability? • May we request information on whether these clusters have been identified? • We kindly seek details on the expected timeline for developing one organic cluster 	<p>It is clarified that TSA needs to support existing clusters end to end till certification through convergence.</p> <p>Further new 100 cluster will be developed as per AAP through TSA.</p>
44.	<p>Page 53 - Appendix-I: Agriculture Cluster Specialist Deliverables</p>	<p>We respectfully request clarification on:</p> <ul style="list-style-type: none"> • May we request details on 	<p>It is clarified that baseline for AE needs to be done with support from BRLPS.</p>

	<p>"Strengthened Agri entrepreneurship ecosystem leading to sustainable net annual income enhancement of Agri Entrepreneurs by Rs 2 lakhs (through linking to market institutions)</p>	<p>the baseline income levels of AEs to understand the enhancement required?</p> <ul style="list-style-type: none"> • We would be grateful if you could specify the timeframe within which each AE should achieve Rs 2 lakh income enhancement - within 6 months, 1 year, or by end of project? • We kindly seek information on verification and documentation requirements for income enhancement. 	<p>Rs 2 lakhs income enhancement in one year.</p> <p>Base for income enhancement is through BRLPS MIS.</p>
45.	<p>Page 53 - Appendix-I: Agriculture Cluster Specialist Deliverables</p> <p>"Entrepreneurial Model Designs for Agri Entrepreneurs (AEs) with detailed business plan and executional calendar</p>	<p>We respectfully seek clarification on:</p> <ul style="list-style-type: none"> • Could you please specify if three different entrepreneurial models are required or three versions of the same model? • May we request guidance on which sectors or value chains should be covered in these models? • We would appreciate knowing the level of financial detail expected in the business plans - 3-year projections, cash flow, ROI analysis? • We kindly seek information on whether the models should include funding source identification and loan application support? • May we know if the executional calendar should be generic or customized for different agro-climatic zones? • Could you please provide details on the approval and dissemination mechanism for these models? 	<p>It is clarified that this point will be discussed with the successful bidder.</p>
46.	<p>Page 53 - Appendix-I: Convergence Specialist Deliverables</p> <p>"MIS Dashboard</p>	<p>May we request details on the technology platform, database architecture, and hosting requirements. Could you please clarify if the</p>	<p>This will be through existing BRLPS MIS.</p>

	(offline) for scheme coverage across JEEViKA	dashboard should integrate with existing JEEViKA MIS or be a standalone system?	
47.	Page 54 - Appendix-I: Convergence Specialist Deliverables "Demonstration of CHC engagement SOP and support in making it profitable: = 500 overall"	We would appreciate clarification on: <ul style="list-style-type: none"> • Could you please specify the current operational status of these 500 CHCs - are they already established or to be set up? • Could you please clarify if the Rs 1.5 lakh net annual income target (mentioned in outcomes) applies to all 500 CHCs? • Could you please provide baseline data on current CHC performance levels? 	It is clarified that 500 CHC are already established, Rs 1.5 lakhs income expected for all CHCs. Current data of CHC will be shared to successful bidders, it is available in MIS.
48.	Page 54 - Appendix-I: Convergence Specialist Deliverables "Leveraging Drones and its training through convergence and coordinate for training: 500 overall"	We kindly request clarification on: <ul style="list-style-type: none"> • Could you please specify what "Drone didi" refers to - women drone pilots? And are the beneficiaries identified? • We understand that TSA is responsible for providing training to 500 beneficiaries. We would be grateful if you could clarify the training duration, curriculum, and certification requirements for Drone didi? • Could you please provide details on any pilot training infrastructure or partnerships required? 	It is clarified that Drone Didi is women drone Didi who are already identified, TSA role is to facilitate the training with convergence with departments.

49.	<p>Page 54 - Appendix-I: Convergence Specialist Deliverables</p> <p>SOP designing for the CHC engagement, aiming for annual income of INR 1.5 lakhs per CHC</p>	<p>We kindly request clarification on:</p> <ul style="list-style-type: none"> • Could you please specify the key components expected in the CHC engagement SOP? • May we request details on whether three separate SOPs are needed or revisions of the same SOP? • We would appreciate knowing if the SOP should cover operational aspects, financial management, or both? • Could you please clarify if the Rs 1.5 lakh income target is net profit or gross revenue for the CHC? • Could you please provide details on the approval and dissemination process for the SOPs? 	<p>TSA needs to support in drafting SOPs which support CHCs and other interventions runs successfully through BRLPS.</p>
50.	<p>Page 55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>"Demonstration of the developed Operational Guidelines, SOPs, and Toolkits for end-to-end NEERA value chain management throughout the assignment period (3 years): 10 districts with all enrolled tappers"</p>	<p>We would appreciate your guidance on:</p> <ul style="list-style-type: none"> • Could you please specify which 10 districts are prioritized for NEERA value chain development? • May we request information on the current number of enrolled tappers in these districts? • We kindly seek clarification on what "demonstration" entails - is it pilot implementation, capacity building, or full-scale operationalization? • Could you please provide details on the existing NEERA infrastructure (collection centers, processing units, storage, marketing) in these districts? <p>We respectfully request information on whether TSA is expected to facilitate infrastructure development or</p>	<p>TSA will support in overall Neera intervention as PMU.</p>

		only provide technical guidance?	
51.	<p>Page 55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>Operational Guidelines, SOPs, and Toolkits for end-to-end NEERA value chain management.</p>	<p>We would be grateful for clarification on:</p> <ul style="list-style-type: none"> • Could you please specify what aspects of the NEERA value chain should be covered - tapping, collection, processing, quality control, storage, packaging, marketing? • Could you please clarify if the toolkits should include training materials, monitoring formats, quality testing protocols? • We respectfully request guidance on whether the documents should comply with FSSAI or other regulatory standards? • Could you please provide information on the approval and dissemination process for these documents? 	TSA will support in overall Neera intervention as PMU.
52.	<p>Page 55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>Yearly impact assessment report of NEERA</p>	<p>We respectfully seek clarification on:</p> <ul style="list-style-type: none"> • Could you please specify the methodology expected for impact assessment - quantitative, qualitative, or mixed methods? • May we request details on the parameters to be assessed – income enhancement, employment generation, nutritional impact, or others • We would appreciate knowing if primary data collection from tappers and tree owners is required or secondary data is sufficient? • Could you please clarify the expected sample size for impact assessment across the 10 districts? • We kindly request information on whether third- 	TSA will support in overall Neera intervention as PMU.

		party validation or independent review of the impact assessment is required?	
53.	<p>Page 55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>"Training of staff and cadres on NEERA (each year)</p>	<p>We respectfully request clarification on:</p> <ul style="list-style-type: none"> • Could you please specify if these are fresh trainings every half-year or refresher trainings for the same staff/cadres? • May we request details on the training duration and curriculum for NEERA value chain? • Could you please clarify if field visits to NEERA processing units are part of the training program? • We kindly seek information on the assessment and certification process for trained staff and cadres? 	TSA will support in overall Neera intervention as PMU.
54.	<p>Page -55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>"Development of Training Module (ToT) and Training calendar for the Capacity Building of NEERA staff, cadres, tappers, tree owners, producer groups:</p>	<p>We would be grateful for clarification on:</p> <ul style="list-style-type: none"> • Could you please specify if separate training modules are needed for staff, cadres, tappers, tree owners, and producer groups or one comprehensive module? • May we request information on the expected content coverage - tapping techniques, quality control, processing, marketing, or all? • We kindly seek details on the format and medium of training modules - video, handbook, PowerPoint, e-learning? 	TSA will support in overall Neera intervention as PMU.

55.	<p>Page 54-55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>"Planning, strategy, review and monitoring support of NEERA value chain management</p>	<ul style="list-style-type: none"> We kindly seek information on what "monitoring support" entails – field visits, data review, or MIS-based monitoring? 	<p>TSA will support in overall Neera intervention as PMU.</p>
56.	<p>Page 55 - Appendix-I: Value Chain Specialist Deliverables</p> <p>"Drone Activity SOP and its functioning and developing it as profitable business: No. of Drone didi: 500 overall"</p>	<p>We kindly request clarification on:</p> <ul style="list-style-type: none"> Could you please specify if this is a separate deliverable or part of the convergence specialist's drone training deliverable (appearing on Page 54)? Could you please clarify what "developing it as profitable business" entails - business plan development, market linkages, or actual income generation support? Could you please provide guidance existing baseline survey for drone-based businesses? 	<p>It is clarified that Drone Didi is expected to earn at least Rs. 10000/- per month from this intervention. TSA role is to facilitate the business development of drone Didi.</p>
57.	<p>Page 56 - Appendix-I: Capacity Building Specialist Deliverables</p> <p>"Capacity Building of Agri Entrepreneurs (AEs) on entrepreneurial capacity, business planning for 5 years, accounting, etc.: Target: 3250</p>	<p>We kindly request clarification on:</p> <ul style="list-style-type: none"> May we request details on the curriculum components for entrepreneurial capacity building? Could you please clarify if "business planning for 5 years" means developing individual business plans for each AE? May we know if certification upon training completion is required? Could you please provide guidance on the assessment mechanism to measure training effectiveness? 	<p>TSA needs to support and coordinate in development of AE business to make them self-sustainable.</p> <p>Certification is done through another agency.</p> <p>Needs to develop by TSA the assessment mechanism for measuring training effectiveness.</p>
58.	<p>Fact Sheet (Page 9)</p> <p>No consortium / JV</p>	<p>We request that participation through consortiums, joint ventures, or associations be</p>	<p>It is clarified that Consortium/Joint Venture</p>

	allowed	permitted for this RFP for Hiring of Technical Support Agency (TSA) for farm sector initiatives. Allowing consortiums would enable bidders to pool complementary skills, technical capabilities, and regional experience, thereby ensuring more effective implementation of the proposed engagement.	is not allowed.
59.	EMD EMD Amount - It is mentioned that the tender shall be accompanied by Earnest Money Deposit (EMD) of Rs. 6.0 lakh- (Rs. Six Lakh Fifty only).	We request clarification on whether the EMD amount is Rs. Six Lakh or Rs. Six Lakh Fifty only.	It is clarified that EMD Amount is Rs. 6.0 (six) lakh.
60.	Section 7.1.2 – Technical Qualification (TQ) criteria- (1) Average annual turnover (Page 35) The Annual Average Turnover in three consecutive years in the last five financial years; 2019-20, 2020-21, 2021-22, 2022-23 & 2023-24 from consulting services in India. This must be individual firm's turnover for program management of relevant projects and not that of group of companies/ subsidiaries/ sister concerns/ holding company. >=100 Cr = 05 Marks >=200 Cr: 10 marks	As the financial for the year 2024-25 is available to all the companies, we request that the financial years considered for turnover be updated to the most recent five years, i.e., from 2020-21 to 2024-25 , instead of starting from 2019-20. This will allow bidders to include their latest audited financial results, especially for FY 2024-25, ensuring that the turnover reflects the most current financial position and business performance of the firm.	It is clarified as follows- The Annual Average Turnover in three consecutive years in the last six financial years; 2019-20, 2020-21, 2021-22, 2022-23, 2023-24 & 2024-25 from consulting services in India. This must be individual firm's turnover for program management of relevant projects and not that of group of companies/ subsidiaries/ sister concerns/ holding company. Marking will be same as per the RFP. Supporting document as per RFP is to be attached.

61.	<p>Section 7.1.2 – Technical Qualification (TQ) criteria- (2) Prior Experience (Page 35)</p> <p>Experience of implementing projects with a value of more than 02 Cr. with SHGs, CBOs, FPOs etc on livelihoods/agriculture enterprise promotion. 2 Projects – 2 Marks 3 Projects – 4 Marks 4 Projects – 6 Marks 5 Projects – 8 Marks 6 projects or more – 10 Marks</p>	<p>We request that the clause be broadened to include other relevant terms and project types that align with objectives of the assignment, such as projects implemented with Producer Groups (PGs), Farmer Producer Companies (FPCs), Farmer Collectives, Community-based Enterprises, Water User Association (WUAs) etc. supported by Government or multilateral agencies.</p>	<p>It is clarified as under-</p> <p>Experience of implementing projects with a value of more than 02 Cr. with SHGs, CBOs, FPOs, Producer Groups (PGs), Farmer Producer Companies (FPCs), Farmer Collectives, Community-based Enterprises, Water User Association (WUAs) on livelihoods/agriculture enterprise promotion.</p> <p>2 Projects – 2 Marks 3 Projects – 4 Marks 4 Projects – 6 Marks 5 Projects – 8 Marks 6 projects or more – 10 Marks</p>
62.	<p>Other terms 1. Payment Terms, (Page no 25)</p> <p>b) For activities mentioned under “Terms of Reference”, quarterly invoice will be generated and submitted within 20 days from the last working day of the ending quarter along with a half-yearly Status Report of activities undertaken for each quarter with attendance of the deployed manpower, to the SPMU-BRLPS by the Technical Support Agency (TSA).</p>	<p>Request to kindly make the payment on the monthly basis as it is a manpower supply-based mandate and all the employees will be required to be paid salary on monthly basis. Also request to clarify payment terms including the timelines of out-of-pocket expenses like travel, TA, DA etc.</p>	<p>No Change. Same as per RFP.</p>
63.	<p>Performance Bank Guarantee, Page 28</p> <p>“PBG of 5% of total agreement value within</p>	<p>Given the large project value and the 36-month duration, would BRLPS consider allowing submission of the PBG in phases or after signing of contract.</p>	<p>Not Accepted. Same as per RFP.</p>

	10 working days from date of issuance of Lol.”		
64.	<p>Pre-qualification criteria & Technical Criteria Pg 33, 7.1.1</p> <p>Annual turnover, Average annual turnover</p>	<p>We respectfully request the reconsideration of the Annual Turnover threshold specified in the pre-qualification criteria. Palladium Consulting is a purpose-driven organization with a strong track record in agriculture and social development, partnering with esteemed institutions such as the Gates Foundation and the World Bank.</p> <p>Unlike larger firms whose turnover includes diversified services, our financials reflect focused expertise in development consulting. We propose revising the turnover requirement to Rs. 25 crores, which would promote inclusivity and allow mission-aligned organizations to participate meaningfully. This adjustment would support the broader goals of capacity building and fair competition.</p> <p>We remain committed to contributing effectively to the objectives of this RFP and believe this revision will encourage participation from technically sound and socially committed organizations.</p>	<p>No Change. Same as per RFP.</p>

65.	<p>6. Evaluation and Qualification Criteria 6.1. Evaluation 6.1.1. Evaluation Process Page No. 31</p> <p>Phase IV: Combined Evaluation of Technical and Financial Bids (QCBS – 70:30). Page No. 31</p>	<p>Request for Consideration: The terms of reference of the RFP showcases an elaborate scope across multiple thematic areas. It focuses on Specialised Cluster Development, Neera Value Chain Development, Capacity Building and Scheme Convergence requiring a strong technical understanding on various agriculture thematics, innovations across farm ecosystem, exposure on institutional and capacity development of cadres, last mile beneficiary and such others. In view of the extensive scope highlighted in the ToR, we believe a strong weightage needs to be given on evaluating the technical capabilities of the bidder as it would determine the successful achievement of the ambitious outcome that the project envisions to achieve. Our suggestion: Thus, we request to modify the combined evaluation criteria from QCBS 70:30 to QCBS 80:20.</p>	No Change. Same as Request for Proposal.
66.	<p>Transfer of Intellectual Property (IP) Rights to the client</p> <p>New Clause</p>	<p>Addition Requested: We request you to kindly insert the following clause: <i>“Each party retains its rights in its pre-existing intellectual property. Except as explicitly intellectual property developed by Bidder and any working papers compiled in connection with the Services (but not BRLPS’s Information provided by BRLPS contained in them which shall remain BRLPS’ agreed in writing between parties, any intellectual property developed by Bidder and any working papers compiled in connection with</i></p>	It is clarified that this point will be discussed with the successful bidder.

		<i>the Services (but not BRLPS's Information provided by BRLPS contained in them which shall remain BRLPS's property), shall be the property of Bidder."</i>	
67.	Reliance on Bidder reports by third parties New Clause	Addition Requested: We request you to kindly insert the following clause: <i>"Parties agree that all communication /deliverables /reports provided by Bidder herein are intended for BRLPS's internal use only and not for any unauthorized sharing with third parties or reliance by third parties without Bidder's written consent."</i>	It is clarified that all the materials, reports, deliverables generated out of this assignment would be the sole property of BRLPS.
68.	Section: Introduction-Request for proposal Point no. 1.1.3: Page no. 9 It is mentioned that any agreement that may result from this procurement competition will be issued for a period of 12 months.	We request clarification on the contract duration, as the RFP mentions that any agreement resulting from this procurement competition will be issued for a period of 12 months, whereas the factsheet indicates that the project duration is 36 months. This clarification is important to understand the intended scope of engagement, resource planning, and financial proposal structure, which may vary significantly depending on whether the contract is for 12 months or the full 36-month project duration.	It is clarified that the project duration is for 36 months.
69.	Clause 2.17.1 at Page 18, Clause 6.1.8 at Page 32 Liquidated Damages - Uncapped Performance Assessment	We request client to cap the liquidated damages/penalties cumulatively to 5% of the total contract value.	There will be no liquidated damage as mentioned in point no. 2.17.1 of the issued RFP. Penalty will be discussed with the successful bidder vide point no. 4 above.

	Uncapped		
70.	Request for Extension	<p>We kindly request your consideration for a 15-day extension in the bid submission deadline—from 31st October to 15th November 2025—in light of the ongoing festive season.</p> <p>This extension would greatly support us in preparing a comprehensive and well-aligned proposal that meets the objectives effectively.</p>	<p>The last date for online submission of proposal is being extended up to 10-11-2025 till 03.00 PM.</p> <p>Technical proposals will be opened on 10-11-2025 at 3.30 PM.</p>