

Agriculture Grand Challenge – Implementation Partner - RFP Amendments and FAQs

S.No	Reference	Amendment
1.	Form Tech 1B (2.3) : Pre qualification criteria: (c) The bidder must have dedicated full time man power of 20 people working for undertaking the creative projects	Form Tech 1B (2.3) : Pre qualification criteria: (c) The bidder must have dedicated full time man power of 10 people working for undertaking the creative projects
2.	Form Tech 1B (2.4) and Point 2.29, 3: Pre qualification criteria: (c) The bidder must have physically incubated 20 startups in the last 2 years	The bidder must have incubated 20 startups in the last 2 years – physically/ virtually. Implementation partner needs to furnish details of the Startups they have taken from idea stage to growth stage. Evidence of the support extended to them and their association with you needs to be furnished at the time of presenting.
3.	Form fin 2: Bid proposal sheets: Point 5: The bidder must submit their financial bid for the total scope of work	<p>The bidder may bid for being the implementation partner for a minimum of 3 problem statements (Both idea and enterprise startups). The cost limit of 85 Lakhs would depend on the number of problem statements they decide to be implementation partners for.</p> <p>Cost upper limit = 85 Lakhs * (Number of problem statements / 12)</p> <p>For ex, if the implementation partner has picked 4 problem statements, the cost limit will be: = 85,00,000*(4/12) = 28,34,000 INR</p>
4.	Break up 2.29, 18: Criteria for technical evaluation: (i) Past experience in work of similar nature – 15 marks (ii) Manpower, skillset, team composition and deployment – 10 marks	Criteria for technical evaluation: (i) Past experience in work of similar nature – 15 marks (ii) Manpower, skillset, team composition and deployment – 10 marks

	(iii) Understanding of TOR and methodology (a) Understanding and adherence of TOR - 35 (b) Approach and methodology – 30 (c) Work plan and time schedule – 5	(iii) Understanding of TOR and methodology (a) Understanding and adherence of TOR – 25 marks (b) Approach and methodology –45 marks (c) Work plan and time schedule – 5 marks
5.	Point 6.2.17 Payment Terms ii: Implementation partner will have to present invoices against the sponsorship amount received for every state. All invoices will have to be presented to Invest India	This point has been removed as the entire program is being run centrally.

Frequently Asked Questions:

1. *There is a note which limits total bid value to Rs. 85 Lakhs. Could you please (re)confirm if this figure is correct? Considering, that implementation partner is expected to support 24 start-ups over 12-month period.*

Answer:

Yes, this is the cap on the cost of incubating the startups. Additionally, this is the cost of providing them support ,as detailed out in the scope of work; for 3 months, and tracking them for 9 months.

2. *Is it possible to submit the bid only for the accelerator part? That is providing market access program for 12 start-ups in ready-market stage.*

Answer:

The bidder may bid for being the implementation partner for a minimum of 3 problem statements (Both idea and enterprise startups). The cost limit of 85 Lakhs would depend on the number of problem statements they decide to be implementation partners for. Bidder may not only select accelerator startups or only idea stage startups.

Cost upper limit = 85 Lakhs * (Number of problem statements / 12)

For ex, if the implementation partner has picked 4 problem statements, the cost limit will be:

= 85,00,000*(4/12) = 28,34,000 INR

3. Is the IP (implementation partner) not expected to incubate all 12 and accelerate all 12 selected projects?

Answer:

Yes, you may use your own incubation facilities if they suffice the requirements of the program.

4. *We would like to clarify that do all of them need to be permanent employees, on rolls? A lot of our resources are contractual in order to keep our costs in control.*

Answer

Yes, a minimum of 10 employees are required to work on the project. In case you want to highlight some partnerships, you may do so but will need to share the average vintage of these contracts with proof. The average vintage of each contract needs to be more than 6 months

5. *What documentation would you need for us to demonstrate that these are regular, committed start-up experts? We have contracts and payment proof for our regular external experts, and we have our own employees, with a list of projects that they have under them, and our founders who have been supporting projects directly and continuously over years.*

Answer

The implementation partner will need to present proof of work in terms of names of startups which were supported by the Startup Expert and details of the kind of support with contact details of the startups which they helped. This data will be triangulated by our in house RFP audit team for authenticity checks. For permanent employees, please share official pay roll documents.

6. *Is IP involved in initial screening right from the start? What is your expectation from Diagnostic panel. Minimum members essential for diagnostic panel.*

Answer

The first level of screening has been done by a panel from the Ministry of Agriculture and Invest India. 1077 applications have been brought down to 619 through that process. The implementation partner is required to work with the Ministry of Agriculture and Invest India to further screen 619 to 72.

The 72 startups (6 for each problem statement – 3 idea stage and 3 enterprise stage) will then be reviewed through an in-person interview round by an expert panel comprising of Ministry officials, Invest India and the implementation partner.

The number of members in the diagnostic panel is subjective to the qualification of those people involved in the diagnostic panel. There is no minimum count on this, the team should be reasonably capable of conducting the diagnostic panel exercise with their skill set.

7. *What is the definition of Project Completion? Is it completion of 3 months of incubation / acceleration? What about the Government Pilot of 1 to 2 weeks? Ideally this should not be included in project completion as useful pilots in agritech might take significantly longer than 1 to 2 weeks.*

Answer

Project completion refers to completion of 3 months of incubation and acceleration. The government pilot can operate after the 3 months as well. However, the implementation partner will be required to keep track and submit monthly status reports for the Startup for a period of 9 months post the project completion.

8. *The timeline for the incubation and acceleration period is mentioned as 3 months followed by a 9-month tracking period after completion of program. The success objectives (Section 5.2.3 on page 61) outlined are commercialization of product for incubatees and 3x surge in customer base for the accelerated ventures. Are these goals for the 3-month period (which seems too limited a time to demonstrate impact) or the entire 12 month period of the program?*

Answer

These are metrics put in place for the enterprise startups. Since the objective of taking enterprise startups is to make them market ready for scaling, It is essential to see this kind of early traction at the completion of 3 months. However, depending on the specific solution the startup is working on, the goal can be extended to a period not more than 9 months post completion of the program.

9. Is it mandatory to work with other partners?

Answer

The option to work with other incubator partners is optional. The option is provided to those implementation partners who do not have inhouse facilities and require to leverage their network. Any external partner who you work with needs to be highlighted to Invest India for approval.