

TECHNICAL CORRIGENDUM – 1
Request for Proposal for Selection of Strategy Consultant for Bengal IT Hub
Tender No WEBEL/EOT/COM/18-19/000101 Dated:.21/12/2018

18.01.2019

Srl#	Section	Sub- Section	Page#	Existing Content	To be Read As
1	Notice inviting e-tender	Point a below Table 1	6	a. Intending bidders to download the tender documents from the website https://wbtenders.gov.in directly. Necessary cost of tender documents (tender fees) and EMD to be remitted through Demand Draft issued from any Scheduled Bank in favour of WBEIDC LTD payable at Kolkata.	a. Intending bidders to download the tender documents from the website https://wbtenders.gov.in directly.
2	B	Instruction to Bidders: 9.Earnest Money Deposit	14	The Bidder shall pay EMD of Rs. 2,00,000 (Rupees two lakh only) through net banking or through RTGS/NEFT in the portal of the website: https://wbtenders.gov.in as per G.O 3975-F(Y) dated 28th July 2016 issued by Finance Department, Govt. of West Bengal. For details regarding payment procedure & guideline on the same, bidders are advised to follow the mentioned order and portal. Any bid not accompanied with the EMD shall be rejected. The validity of EMD instrument will be initially 6 months, to be extended, if required.	The Bidder shall pay EMD of Rs. 2,00,000 (Rupees two lakh only) through net banking or through RTGS/NEFT in the portal of the website: https://wbtenders.gov.in as per G.O 3975-F(Y) dated 28th July 2016 issued by Finance Department, Govt. of West Bengal. For details regarding payment procedure & guideline on the same, bidders are advised to follow the mentioned order and portal.
3	B	Instruction to Bidders: 34.Bid Currencies	20	Prices shall be quoted in Indian Rupees, inclusive of all prevailing taxes, levies, duties, cess etc.	Prices shall be quoted in Indian Rupees, exclusive of all prevailing taxes, levies, duties, cess etc.
4	C	Eligibility Criteria: Global Presence & Average Annual Income	23	1. ii) Should have average turnover of more than Rs. 500 crores for last three financial years from strategy consulting services	1. ii) Should have average turnover of more than Rs. 500 crores for last three financial years from consulting/advisory services
5	C	Eligibility Criteria	23	1. iii) Must have been a profit-making organization for last 3 financial years ending 31.03.2017	Must have positive net worth for last 3 financial years ending 31.03.2018

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6	C	Document Proof	23	3a. Completion Certificate + Work Order issued by the client + satisfactory certifications from client for ongoing projects.	3.Completion Certificate/ Work Order issued by the client/ satisfactory certifications from client for ongoing projects which are at least one year in operation.
7	C	Eligibility Criteria	23-24	3.a) Consulting Experience & 3.b) Work Experience	The clauses 3.a. and 3.b. will be deleted and revised clause 3 is as following: Prime bidder and its consortium partner(s), if any, collectively should fulfil work experience criteria as below: i) Minimum three consulting/advisory assignments (ongoing/ completed) in last ten years. Value of each of the assignment must be greater that INR 10 Crores ii) Minimum three marketing and branding engagements for large globally renowned technology hubs/IT hubs/Innovation district/startup hubs or equivalent entities of similar nature in last ten years
8	C	4. Legal Entity	25	The bidder should be into the business of strategy consulting services for the last five (5) years at the end of 31st March, 2017.	The bidder should be into the business of consulting/advisory services for the last five (5) years at the end of 31st March, 2017.
9	C	6. Black listing	25	The responding firm must not be blacklisted by any Department of Government of West Bengal for breach of ethical conduct or fraudulent practices.	The responding firm must not be blacklisted by any state government in India or central government or any PSU in India at any given point of time for breach of ethical conduct or fraudulent practices

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10	C	6. Power of Attorney	25	The bidder shall submit the Power of Attorney of Authorization for signing the bid in Rs.10.00 Non Judicial Stamp Paper.	The bidder shall submit the Power of Attorney of Authorization for signing the bid in Rs.100.00 Non Judicial Stamp Paper.
11	D	Technical Evaluation Criteria A(a)	26	Successfully completed Strategy Consulting assignment - at least two projects with Government (Central/State)/PSUs in India and at least two abroad (outside India), within last five years. One mark for each project. [Max. 10 marks]	Successfully completed Consulting/Advisory assignment - at least two projects with Government (Central/State)/PSUs in India and at least two abroad (outside India), within last 7 years. One mark for each project. [Max. 10 marks]
12	D	Technical Evaluation Criteria A(c)	26	Average income from strategy consulting engagements globally (of prime bidder only) for last three financial year (latest financial year ending 31.03.2017). [max 10 marks]	Average income from Consulting/Advisory assignment engagements globally (of prime bidder only) for last three financial year (latest financial year ending 31.03.2017). [max 10 marks]
13	D	Technical Evaluation Criteria B(e)	26Total Points for criteria A & B = 35+35= 70.....Total Points for criteria A & B = 30+40= 70.....
14	E	Scope of Work: Launch Investor Outreach Program	31	b) Conduct three global roadshows in first six months in target locations e.g. Silicon Valley, Israel, EU, Greater China etc. Locations to be proposed by the consultant basis investor interest c) Conduct targeted discussions in the first six months with at least 30 senior representatives, decision makers from targeted organizations, educational and research institutes to establish operations in the Bengal Silicon Valley h) Measure success of the outreach program (at the end of six months) and craft a plan for the next 6 months incorporating the learning from previous phase	b) Conduct three global roadshows in first one year in target locations e.g. Silicon Valley, Israel, EU, Greater China etc. Locations to be proposed by the consultant basis investor interest c) Conduct targeted discussions in the first one year with at least 30 senior representatives, decision makers from targeted organizations, educational and research institutes to establish operations in the Bengal Silicon Valley h) Measure success of the outreach program and craft a plan for incorporating the learning within one year

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15	E	Scope of Work: Team Structure	32-33	5. Global Outreach Expert 1: MBA or qualification from premiere Institute (in USA or overseas) 6. Global Outreach Expert 2: MBA or qualification from premiere Institute (in Europe or overseas) 7. Global Outreach Expert 3: MBA or qualification from premiere Institute (in APAC or overseas)	5. Global Outreach Expert 1: MBA/PGDM from premiere Institute 6. Global Outreach Expert 2: MBA/PGDM from premiere Institute 7. Global Outreach Expert 3: MBA/PGDM from premiere Institute
16	E	Scope of Work: Team Structure	33	8. India Public Sector/ Commercialization expert: ... minimum of 10 years of relevant experience in • promoting and operationalizing globally renowned technology hubs / IT hubs / Innovation districts/startup hubs or equivalent entities	8. India Public Sector/ Commercialization expert: ... minimum of 5 years of relevant experience in • promoting and operationalizing globally renowned technology hubs / IT hubs / Innovation districts/startup hubs or equivalent entities
17	Annexure-3	Declaration of Eligibility Criteria for Bidder	41	Eligibility Criteria For Bidder	Eligibility Criteria For Bidder will be same as Eligibility Criteria For Bidder mentioned in Section C, page no. 23- 25

ABOVE CORRIGENDUM IS A PART OF ORIGINAL TENDER DOCUMENT