

**Clarifications - Queries for Request for Proposal (RFP) for Engagement of Consultant for providing consultancy services for Credit Guarantee Scheme -II - NBFCs [RfP No.87/CGTMSE/2021-22 dated October 27, 2021]**

Sr. No.	Clause No	Page No	Clause	Query	CGTMSE response/clarification
1	3.4	11	To study the existing scheme framework and suggest robust risk framework in terms of setting exposure limits, monitoring mechanism, ringfencing the scheme with respect to financial sustainability, redesigning policies to align with the Trust overall objective, framing of processes, tools, templates, guidelines and governance structure for the scheme	We are understand the scope is limited to suggest/recommend robust risk framework for monitoring tools and templates and assuming that development of tools, digitalization and implementation support is not in the scope.  Please confirm our understanding	Please refer the scope document
2	7.2	24	On development of operating processes for the assignment and acceptance of the same by CGTMSE	We understand that scope is limited to development and/or enhancement of existing operating processes/manuals covering the following:  (i) On-boarding NBFCs (MLIs) (ii) Effective exposure management for NBFCs (iii) Claim settlement (iv) Ring-fencing the portfolio  Please confirm our understanding	Please refer the scope document
3	7.2	24	On development of operating processes for the assignment and acceptance of the same by CGTMSE	We are assuming that updations of underwriting policy and procedures is not in the scope.  Please confirm our understanding	Please refer the scope document
4	7.2	24	On development of operating processes for the assignment and acceptance of the same by CGTMSE	Kindly provide an estimate on no. of SOPs/operating processes to be developed	Based on the scope of the work, all SOPs as required needs to be prepared
5	7.3	25	Identification and development of mitigation plan for all the risks arising from the portal to the operation of CGTMSE	We are assuming that validation (as part of the usual model validation process) of the CGTMSE's internal models is not in the scope  Please confirm our understanding	Validations with system is not a part of the scope.
6	7.3	25	Identification and development of mitigation plan for all the risks arising from the portal to the operation of CGTMSE	We are assuming that identification of risk and development of mitigation plan is only limited to CGS Scheme II for NBFCs  Please confirm our understanding	Yes
7	4	12	The above scope and deliverables have to be designed, executed and to be completed/implemented to the satisfaction of the Trust in 2 months' period from the date of award of contract.	To deliver policy, framework, identification of gaps and improvement opportunities and updating/development of operating manuals; there would be interdependency on each of the task including feedback from stakeholders and hence request if you can re-consider the delivery timeline.	Please refer the clause no. 4; schedule for completion of the Task (para 2)
8		5	Critical information and timelines; point 3 - Last date and time for bid submission	Request CGTMSE to extend the bid submission by a further 10 working days i.e 1 <sup>st</sup> December 2021 in light of the festive season and key employees being on leave	At this stage, extension of bid submission date could not be considered. Extension of bid submission date, if any of the captioned RFP shall be published on CGTMSE website under Tenders section.
9		9	Clause 1.19: Earnest Money Deposit The bidder shall submit Earnest Money Deposit (EMD) by way of Demand Draft of INR 40,000/- (Rupees Forty Thousand Only) issued by any Scheduled Commercial Bank in India, in favour of CGTMSE, payable at Mumbai along with the bid documents. In case of unsuccessful bidders, EMD will be returned on completion of selection process. For the successful bidder, EMD will be returned on submission of Performance bank Guarantee. The earnest money deposit or invoked Bank Guarantee amount of a Service Provider may be forfeited by the CGTMSE if the service Provider / bidder withdraws its bid during the bid validity period.	Request CGTMSE to define the timeline for returning the EMD for unsuccessful bidders. Suggest following modification: CGTMSE to refund the EMD of unsuccessful bidders upon happening of any of the following events: a) Issue of Lol to the successful bidder OR b) Within 2 months from the date of commercial bid opening whichever is earlier	No Change
10		15	Technical evaluation, criteria no 2 The Consultant /Service provider should have undertaken similar projects in the past Similar projects would mean that consultant has worked on one or more of the following areas as part of a multiple/single project: 1. Provided advisory services to BFSI sector (Banks/FIs/NBFCs/Insurance) in development of framework for Credit Risk Management and exposure management, Credit Model, Risk assessment 2. Creation of policies and SOPs for Credit Risk Department 3. Working experience with global Credit Fund House/Credit Guarantee Scheme for benchmarking leading practices	Request CGTMSE to modify the clause to include assignments done for global and domestic financial institutions/banks for benchmarking leading practices	No Change
11		16	Technical evaluation, criteria no 3: The Consultant should have in- house capability to take up assignment on its own but not through any associates. Full-time professional staff engaged exclusively in Financial Services consulting (Number of staff) in India: a) >=1000 : 15 Marks b) >=250 to < 1000 : 10 Marks c) < 250 : 0 Marks	Full-time professional staff engaged in consulting and research (Number of staff) in India: a) >=150 : 15 Marks b) >=150 to < 100 : 10 marks c) < 100 : 0 Marks	No Change

12	21	<p>Broad terms and conditions, clause 1.4 The term of this assignment will be for a period of three months from the date of the contract and /or can be extended for further period on mutual agreement.</p>	<p>Pg 12 of the RFP (schedule for completion of tasks) mentions that the scope and deliverables have to be designed, executed and to be completed/implemented to the satisfaction of the Trust in 2 months' period from the date of award of contract while the broad terms and conditions section on pg 21 mentions the timelines as 3 months.</p> <p>Request CGTMSE to clarify the timelines for the assignment.</p>	<p>The project needs to be completed as per clause no.4 of the RFP.</p>
13	29	<p>Form F-3 - Outline of the recent experience on assignments of similar nature</p> <ol style="list-style-type: none"> <li>1. Sr No</li> <li>2. Name of assignment</li> <li>3. Name of project</li> <li>4. Trust</li> <li>5. Cost of assignment</li> <li>6. Date of commencement</li> <li>7. Date of completion</li> <li>8. Was assignment satisfactorily completed</li> </ol>	<p>Request CGTMSE to review the details needed:</p> <ul style="list-style-type: none"> <li>· Points 2 and 3 are similar, request CGTMSE to clarify</li> <li>· CGTMSE to clarify what details are needed in point 4</li> <li>· CGTMSE to clarify documentation needed for point 8</li> </ul> <p>Request CGTMSE to clarify the difference between assignments needed to be showcased in Form F-3 and F-3A</p>	<p>Form F-3 - to be read and submitted as below</p> <ol style="list-style-type: none"> <li>1. Sr No</li> <li>2. Name of Assignment / Project</li> <li>3. Clients Name</li> <li>4. Cost of Assignment</li> <li>5. Date of Commencement</li> <li>6. Date of Completion</li> <li>7. Was assignment satisfactorily completed (Y/N)</li> </ol> <p>Copy of the certificate issued by client that project has been completed to its satisfaction needs to be enclosed</p>