

“Third Party Verification of Result Based Financing result under Meghalaya Health Systems Strengthening Project (MHSSP)”

Responses to the Pre-proposal and written queries raised by Consultancy Firms

Date of Pre- Proposal Conference: February 23, 2021; 1500 Hrs via Zoom

Meeting ID: 968 2363 8443

Attendance:

1. Kmenbhalang Khongwir, Team Leader & M&E, MHSSP
2. Bryan Don, Procurement Officer, National Health Mission, Meghalaya & MHSSP
3. Mamta Rai, Manager – Procurement, MHSSP.
4. Several firms via Zoom.
5. No Physical Participation from any firms

Sr. No	Clause No. & Page No.	Original Clause in RFP	Change Requested/Clarification required	MHSSP Response
1	Page No:30 Clause 14.1.2 (Data Sheet)	Estimated input of Key Experts’ time-input: 55 (approx) person month	The estimated input of Key Experts’ time-input as per clause 14.1.2 is 55 (approx.) person months, whereas, the estimated person months is 44 months (against each person), and 24 person months for filed data collectors, as per table on team composition on page 71.	The estimated per months for each key-experts is 55 months considering the assignment is for 60 months as mentioned in Data Sheet. The RFP is only giving the estimated key person months for all the key positions and not including the non-key experts. Agencies; if desired may include more experts under non-key staff category to accomplish the assignment

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			There appears to be some mismatch which may be clarified.	on time for which the costs can be put under non-key experts category
2	Page No:71 Section 7. Terms of Reference (Key Experts)	K-5/Information Technology Expert	Given the nature of the assignment and the role of the IT expert, the number of years of experience for the IT Expert could be reduced to 3 years. In addition, as an alternative, the qualification could add on to master's in management with bachelor's in computer science / electronics engineering, apart from masters in IT.	No change
3	Page No:71 Section 7. Terms of Reference (Key Experts)	K-3/Hospital Quality Assessment Expert	For a hospital quality assessment expert, it is important to demonstrate experience in ensuring standards towards quality of care. However, this may not require having specific certification in NABH / NQAH, as there are other guidelines also which needs to be taken care of, for ensuring the quality standards. The experts goes through all these aspects during the masters course and hence it is not specifically required for them to have separate certification. Given this, the qualification criteria for Hospital Quality Assessment Expert, may be changed to MD/MPH/ MBA in hospital management demonstrating	No change

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			experience in NABH, NQAS and other standard guidelines required to ensure quality care’.	
4	Page No:72 Section 7. Terms of Reference (Non-Key Experts)	Field Data Collectors	We understand that we do not have to submit CVs of field data collectors at this stage of the proposal.	The CVs of all Non-Key Experts are required to be submitted even though they are not evaluated.
5	Page No:42 Form TECH-2	B - Consultant’s Experience	The number of years for showcasing the assignments may be increased from 5 to 7 years. In addition, assignments that are 75% completed may also be considered.	No change.
6	Page No:32 Section 2. ITC, Clause 17.7 and 17.9	The Proposals must be submitted no later than: Date: 4th March, 2021 Time: 1500 Hrs	Given that this is a hard copy submission, majority of the consultants would not be getting enough time to prepare for the bid as the bid had to shipped from different location for which we need to account in the logistics time. Given this, the last date of submission may be extended to 20 March 2021.	PLEASE REFER TO THE ADDENDUM
7	General	General	Please clarify whether an organization can apply for more than one tender but may not be awarded other tenders if	Yes.

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			Third Party Verification of Result Based Financing result under Meghalaya Health Systems Strengthening Project (MHSSP) tender is awarded to the organization.	
8	General	General	Please clarify whether an organization is allowed to apply for other tenders as sub-consultant and can be awarded the tender as well, as sub-consultant is not accountable for the tender.	No. A firm can participate in more than one tender however if awarded for this assignment, they no longer will be eligible for winning other tenders irrespective of lead or as JV or sub-consultant.
9	Page No:68 Section 7. Terms of Reference Towards Area 1:	Area 1: Improve accountability and strengthen governance through Internal performance agreements: This will support the creation of an enabling environment for reforms at each level (state, district and sub-district), enhance performance of the DoHFW and its subsidiaries, and improve efficiency of the public health administration. To start with a total of 15 administrative units (4 at state level and one each at the district level and 95 health facilities (11 DH level, 18 CHC and 66 PHC) has been identified for implementation.	Internal Performance Agreements are already developed by the client or will it be responsibility of agency? If it is already developed and available can the agency have an access of it to develop the verification tool based on it?	The performance agreements are being developed and cannot be shared at present.
10	Page No:69 Section 7. Terms of Reference	Completion of baseline IPA assessment	Is the agency responsible for the baseline IPA assessment? If yes, what will be the sample size for the baseline assessment of IPA?	Yes, baseline will be done in all selected entities as per the ToR as Page 68-69

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	Deliverables and Payment Schedule Point 3			
11.	Page No:69 Section 7. Terms of Reference. Sl. No 4: Duration of Assignment	The project will be implemented in all the state level entities and two selected districts for first 6 months before scaling up to rest of the identified entities. The expected duration of the assignment is 60 months from date of contract signature	Is the agency responsible for the selection of two districts for pilot phase or it has already been identified by the MHSSP? There is no clarity in the TOR for Baseline and Pilot so, Request MHSSP to clarify that Baseline assessment and Pilot is same or different, as timeframe for both the activities is mentioned same(within first six month of contract signing) on page number 69, If both the activities are different, then please clarify will it be conducted simultaneously or in a different timeframe?	Ri-Bhoi and West Garo hills are pilot districts. Baseline will be undertaken simultaneously for pilot and non - pilot districts.
12.	Page No:70 Section 7. Terms of Reference. Sl. No 5:	Video documentation at least one per year and Process documentation at one per year	There is no description of work in detailed TOR related to video and process documentation so, we request MHSSP to clarify the scope of work related to the same?	5 minutes high quality videos documentation will be undertaken to capture the process and learning in English.

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	Deliverables and Payment Schedule Point 5					A 4 page brochure/document in English depicting the changes due to the IPAs will be developed. PLEASE REFER TO ADDENDUM
13.	Page No:113 III. Special condition of Contract, Clause 46.2 (4)	Deliverable	Timeline	Payment (% of total contract value)	As per the payment schedule 16 rounds of IPA's will be conducted across project 5 years and each round will be conducted once in three month, so request MHSSP to clarify the tentative quarter for the initiation of the first round of counter verification?	The first round of IPA verification is expected to start from 4th month and to be undertaken once in every three months subsequently till 16th round by the agency.
		(a) Fieldwork plan for each round of verification (b) Training report on the training of field investigators (c) Data collection report; field quality control report (d) Final verification report and power-point presentation to the State PMU	Within 3 weeks of each quarter	64 [16 rounds @ 4% per round]		
14.	Page No:70 Section 7: Terms of Reference, Sl. No: 6	Team Composition & Qualification Requirements for the Key			There is a discrepancy in the TOR related to estimated person month of key experts. As mentioned on page no. 30 estimated key experts time input is 55 whereas on page no. 71 estimated person months for key experts is 44, and the duration of	Responded at Sl. 1 above

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			assignment is 60-month, Request MHSSP to clarify actual required man month of key experts?	
15.	Page No:33 Data Sheet 21.1 Part A: Mandatory Criteria:	The firm must have a minimum of 5 years of continuous experience in undertaking verifications under health sector, field survey, data collection, data analyzing, training, video documentation, etc	Standard bidding conditions involve requirement of an ‘overall experience’ and not ‘continuous experience’. We understand that here minimum of 5 years of continuous experience in undertaking verifications would mean similar projects in FY 2016-17 or latter. Additionally expertise in M&E/ Verification of Result Based Financing /DLI verification would be more pertinent in any sector (not limited to Health sector). Please confirm.	1. Minimum 5 years of experience. 2. Yes acceptable. PLEASE REFER TO THE ADDENDUM
16.	Page No:34 Data Sheet 21.1 Part B: Evaluation Criteria: (A)	Experience of completing at least two (2) projects of similar nature, each having contract value not less than INR 2 crore executed in last five (5) years.	As the ToR refers to scope of work on Third Party Verification of Result Based Financing result and Project Evaluation, the consultant understands that similar nature of assignment would mean DLI Verification undertaken in other sectors including health and assignments such as large scale	The ToR is specific on verification of results. The consultants are encouraged to put forward their experience closely matching with the ToR.

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			surveys carried out in health sector. Kindly confirm?	
17.	Page No:68 & 69 Terms of Reference 1 Background Duration of the assignment	To start with a total of 15 administrative units (4 at state level and one each at the district level and 95 health facilities (11 DH level, 18 CHC and 66 PHC) has been identified for implementation. The project will be implemented in all the state level entities and two selected districts for first 6 months before scaling up to rest of the identified entities	Considering the duration of the assignment is 60 months, please confirm if the number of administrative units would increase with reference to what has been shared in ToR. If yes, please share the relevant details.	The firm is expected to submit their proposal based on the details provided at the moment.
18.	Page No:68 Terms of Reference 3.Scope Of Services, Tasks (Components) And Expected Deliverables, 3.2	The counter verification of each facility is expected to take 3 hours on site for each site	1. Please confirm if the verification of each facility can be done by one researcher or a team for two researchers. For bidding parity, we request client to share the Number of expected Researcher required for entire study? 2. What would be protocols enforced by client to ensure that there is availability of required personnel and timely sharing of documents /information at each facility by authorized personnel?	1. The firm to propose accordingly as per their approach and methodology. 2) Please refer to Clause 8 of Terms of Reference at Page 72

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19.	Page No:73 Terms of Reference 10.Mandatory Requirement	The Shortlisted Consulting Firm will have to register themselves with the Autonomous District Council of Meghalaya before the signing of the contract.	We assume that this registration with the Autonomous District Council of Meghalaya would entail submission of company registration and statutory compliance documents only and that client would facilitate the Bidder for expediting the registration. If there are other formalities involved, please share the same during RFP stage itself.	Yes. This is only applicable for the shortlisted consultancy firm. Before initiating the assignment, the firm needs to register themselves with the District Council by paying a nominal fee. The client will provide necessary documents to expedite the process
20.	Page No:30 Data Sheet 14.1.2	Estimated input of Key Experts' time-input: 55 (approx) person months	The consultant assumes that this will include home and field days input based on the nature of deliverables. Kindly confirm?	Yes
21.	Page No:70 Terms of Reference Sl. No 6	Team Composition & Qualification Requirements for the Key Experts	Estimated Person Months for each Key expert is mentioned as 44 MMs. This is contradictory with the MMs mentioned in Data sheet. Please clarify	Responded at Sl. No 1 above.
22.	Page No:70 Scope of Services, Objective of the assignment	The surveys will also include patient/s satisfaction survey.	Kindly indicate a sample for patient's survey to have parity in financial estimation by all the bidders.	The statement mentioned is not corroborating with the clause mentioned in the ToR. The project would however like to clarify as below under Page No 68, Objectives of the Assignment: To check the validity of patient feedback data -

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				Randomly selected 20 patients at PHC – CHC and 30 patients at DH will be part of each round of the verification. PLEASE REFER TO THE ADDENDUM
23.	Page No:68 Specific Objectives	To verify the progress of the implementation of administrative- Internal Performance agreements (IPA) To verify the progress of the implementation of health facility- Internal Performance agreements (IPA)	We request client to share the Internal Performance agreements (IPA) with the bidders at the proposal submission stage. In the event if the Internal Performance agreements (IPA) are in the Draft stage, they would provide valuable insight to all Bidders for estimation of efforts.	Responded at Sl. No 9 above
24.	Page No:70 Terms of Reference, Sl No. 5, 5	Video documentation at least one per year and Process documentation at one per year	We request client to kindly detail out the requirement towards Video documentation (duration, language requirement etc) and Process Documentations (Number of sites, Number of themes etc) so that there may be Bidding parity.	Responded at Sl. No 12 above. PLEASE REFER TO ADDENDUM
25.	Page No:113 – III. Special Conditions of	4. Fieldwork plan for each round of verification	Within 3 weeks of each quarter 64 [16 rounds	The assignment is for 5 years which would equate to 20 Quarters. Since Baseline IPA assignment would take Yes, it will be 16 rounds

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	<p>Contract, 46.2 - Deliverables & Payment Schedule</p> <p>Deliverables and Payment Schedule</p>	<p>Training report on the training of field investigators</p> <p>Data collection report; field quality control report</p> <p>Final verification report and power-point presentation to the State PMU</p>		@ 4% per round	<p>first 6 months, and then 18 quarters are left. We request client to confirm if the No of Quarterly reports would indeed be 16</p>	
26.	<p>Page No:113 – III. Special Conditions of Contract, 46.2 - Deliverables & Payment Schedule</p>	Same as Sl. 25			<p>Assuming that field work can be taken up after completion of each quarter, the timeline of 3 weeks to submit quarterly reports is extremely tight. We request client to allocate minimum of 5-6 weeks timeframe for submission of quarterly reports.</p>	No Change
27.	General	General			<p>We understand that firm which gets selected as Preferred bidder for Third Party Verification of Result Based Financing result and Project Evaluation package cannot be shortlisted for the Project Management Agency (PMA) package for Meghalaya Health Systems</p>	Yes

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			Strengthening Project (MHSSP). However there are no such restrictions on firms who are not successful for Third Party Verification of Result Based Financing result and Project Evaluation package and would be allowed to participate in the Project Management Agency (PMA) package as well. Please confirm if our understanding is correct.	
28.	General	General	Are there any restrictions for a firm which gets selected as Preferred bidder for Third Party Verification of Result Based Financing result and Project Evaluation package and being also allowed to participate in the Project Management Agency (PMA) package as a Sub Consultant mode. Kindly confirm.	Please see response at SI.8 above
29.	General	General	Request for indicator list as per the internal performance agreements.	Under preparation
30.	General	General	Do experts need to be residents in Meghalaya for the full duration of the project	55 approx. months per Key-Expert as per Data Sheet

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31.	General	General	Is the period of time to be spent in Shillong 44 months or 60 months	Approx 55 months
32.	General	General	Is the performance assessment to be carried out at the health facilities in respect to HR or the infrastructure/services provided at the facilities?	It is related to Quality
33.	General	General	Can any part of the submission be made online	No. Please refer to clause 17.1 of Data Sheet.
34.	General	General	Would an expert who was involved in the implementation or design of the project working on the verification be considered a conflict of interest?	Yes.
35.	Page No:35 Section 2: E. Data Sheet C. Submission Opening and Evaluation 21.1 Part B: Evaluation Criteria	Relevant experience in the northeast region (working level fluency in local language(s)/knowledge of local culture or administrative system, government organization, etc.): 15%	The requirement is very limiting therefore, request you to kindly reconsider and omit the current requirement and evaluation score associated to the requirement.	An expert having a local or regional knowledge is always preferable, however, it is left on the firm to choose the candidates and propose accordingly. PLEASE REFER TO THE ADDENDUM

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36.	Page No: 47 Form Tech 6 (FTP)	Full Time Input Part Time Input	Request clarification on the deployment of the key personnel. From the RFP we understand that there will be minimal onsite requirement of key personnel (except on some occasions visits during field work) and therefore no physical deployment of key personnel required. Kindly confirm as this will help us apportion the cost and identify the key personnel according to the location.	The firm has been given the flexibility to propose based on the methodology and approach however the personnel should meet the estimated 55 person-months during the course of the assignment.
37.	Page No: 34 Section 2: E. Data Sheet C. Submission Opening and Evaluation 21.1 Part B: Evaluation Criteria Point (A)	Experience of completing at least two (2) projects of similar nature, each having contract value not less than INR 2 crore executed in last five (5) years.	Request you to kindly reconsider and relax the requirement of complete project to ongoing or complete project.	No change
38.	Page No: 35 Section 2: E. Data Sheet C. Submission Opening and Evaluation	General qualifications (general education, training, and experience): 20% Adequacy for the Assignment (relevant education, training, experience in the sector/similar assignments): 65%	Request clarification over the two points and how one is different from the other. The ambiguity in the above two points may lead to unsubstantiated marking. Request to please quantify the requirement for	Point (a) will fetch 20% if the educational qualification of the Key Experts matches or supersedes the expectations mentioned against each expert in the ToR at Section 7 whereas

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	21.1 Part B: Evaluation Criteria Point (A)		both the points and allocate marks for each.	Point (b) relates to the educational and professional background of the proposed key-experts by the firms relevant to the assignment PLEASE REFER TO THE ADDENDUM
39.	Page No: 30 Section 2: E. Data Sheet, 11.1	Participation of Sub-consultants, Key Experts and Non-Key Experts in more than one Proposal is permissible: Yes.	If a consultant wins multiple projects out of the total 8 RFPs, this clause allows the consultants to have same key personnel work across multiple Meghalaya Health System Strengthening projects that consultant won. Please confirm	Each proposal is independent of each other hence it is upon the discretion of the firm how they would like to propose their man-power for each proposal taking into consideration that all key-experts has to meet the required mandates mentioned in each of the proposal. Please also refer to Sl. No 8 above
40.	Page No: 69 & 72 Section 7 Terms of Reference 4. Duration of the Assignment And Section 7 Terms of Reference 6. Team Composition	1.The project will be implemented in all the state level entities and two selected districts for first 6 months before scaling up to rest of the identified entities. The expected duration of the assignment is 60 months from date of contract signature. 2. Estimated Person Months (NK1) – 24 person months each	From this we understand that the non-key experts (NK1) are NOT required for the complete project duration of 60 months and are expected to be deployed full time for the 24 months. Kindly confirm.	The time effort is estimated as provided in the ToR, consultants are to propose the time requirements based on their technical approach and methodology and suitably put the costs under the financial proposal.

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41.	Page No: 71 Section 7 Terms of Reference 6. Team Composition and Qualification Requirements for the Key	K1 – Team Leader / Leader / Principal Investigator – MD or MPH in Public Health	Request you to kindly reconsider and relax the qualification requirement to MD or MPH in Public Health or MBA in Healthcare or Hospital Management or similar equivalent qualification.	No Change
42.	Page No: 71 Section 7 Terms of Reference 6. Team Composition and Qualification Requirements for the Key	K3 – Hospital Quality Assessment Expert -MD/MPH/ MBA in hospital management with NABH, NQAS certification	Request you to kindly reconsider and relax the qualification requirement to MD/MPH/ MBA in hospital Page No: 71 Section 7 Terms of Reference 6. Team Composition and Qualification Requirements for the Key management with experience in hospital quality certification.	No change
43.	Page No: 34 Section 2: E. Data Sheet	Experience of completing at least two (2) projects of similar nature, each having contract value not less than INR 2 crore executed in last five (5) years.	In this regard, please clarify whether or not we need to furnish any documentary evidence for the same at this stage. If we do need any such documentary evidence, then please	Relevant contracts or work orders to be enclosed such as Project Description including Scope of Services, contract value, etc; Client references, Project Completion Certificates and any relevant supporting document.

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	C. Submission Opening and Evaluation 21.1 Part B: Evaluation Criteria Point (A)		guide us as to what type of document out of the following three will suffice – (a) Work Order; (b) Receipt of Last Payment; (c) Completion Certificate?	
44.	General	General	When will the selected agency be provided with the indicators/parameters against which the study has to be designed?	As responded at Sl. No 9 above
45.	Page No: 69 Section 7 Terms of Reference 3. Scope of Services, Tasks (Components) and Expected Deliverables, 3.1	The consultant firm will be responsible for undertaking verification of the IPAs, once in every three months. For the first round all contracted departments and health facilities will be counter-verified, for subsequent rounds, 50% of admin IPAs and 50% of health facility IPAs will be included in counter-verification exercises from each type of facility. The protocol for counter-verification will be a mix of random sampling and risk-based approaches	Does the 1st round refer to the pilot stage where 2 districts will be selected?	Yes
46.	General	General	Is it necessary to place the consultants in Shillong for the whole duration of the project?	As responded at Sl. No. 30 and Sl. No 36 above

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47.	General	General	In the pre-bid meeting for this assignment conducted online, it was informed that the agencies cannot bid for any other assignment under MHSSP. Does this mean that the agency cannot even apply for different assignments or that the agency won't be selected for any other assignment if it is selected for the Third Party Verification Assignment?	As responded at Sl. No.8 above
48.	General	General	<p>Clause 10.1 states that the Full Technical Proposal should include Form Tech 1 to Tech 6 and Power of Attorney. However, the Checklist also mentions Form Tech-7.</p> <p>Kindly clarify as to whether or not agency is required to attach Form Tech-7</p>	Tech-7 is not mandatory and hence can be disregarded from the checklist.
49.	Page No:30 Data Sheet 14.1.2	Estimated input of Key Experts' time-input: 55 (approx) person months	The estimated input of Key Experts' time-input as per clause 14.1.2 is 55 (approx.) person months, whereas, the estimated person months is 44 months (against each person), and 24 person months for filed data collectors, as per table on team composition on page 71.	As responded at Sl. No 1 above

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			There appears to be some mismatch which may be clarified.	
50.	Page No: 71 Section 7 Terms of Reference 6. Team Composition and Qualification Requirements for the Key, K-5	Information Technology Expert	Given the nature of the assignment and the role of the IT expert, the number of years of experience for the IT Expert could be reduced to 3 years. In addition, as an alternative, the qualification could add on to master's in management with bachelor's in computer science / electronics engineering, apart from masters in IT.	No change
51.	Page No: 71 Section 7 Terms of Reference 6. Team Composition and Qualification Requirements for the Key, K-3	Hospital Quality Assessment Expert	For a hospital quality assessment expert, it is important to demonstrate experience in ensuring standards towards quality of care. However, this may not require having specific certification in NABH / NQAH, as there are other guidelines also which needs to be taken care of, for ensuring the quality standards. The experts goes through all these aspects during the masters course and hence it is not specifically required for them to have separate certification. Given this, the qualification criteria for Hospital Quality Assessment Expert, may be	No Change

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			changed to MD/MPH/ MBA in hospital management demonstrating experience in NABH, NQAS and other standard guidelines required to ensure quality care’.	
52.	Page No: 72 Section 7 Terms of Reference, NK-1	Field Data Collectors	We understand that we do not have to submit CVs of field data collectors at this stage of the proposal.	All CVs of Non-Key Experts are to be submitted even though they are not evaluated.
53.	General	General	Given the nature of the assignment, we understand that these are not full-time positions. The experts would be allowed to work from remote locations though the team will have to ensure that they are present whenever it is required. This may be clarified.	As responded at Sl. No 36 above
54.	Page No: 42 Form TECH-2 (for Full Technical Proposal Only)	B. Consultant Experience	The number of years for showcasing the assignments may be increased from 5 to 7 years. In addition, assignments that are 75% completed may also be considered.	No change

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55.	Page No:32 - Section 2. Instructions to consultants, 17.7 & 17.9	The Proposals must be submitted no later than: Date: 4th March, 2021 Time: 1500 Hrs	Given that this is a hard copy submission, majority of the consultants would not be getting enough time to prepare for the bid as the bid had to shipped from different location for which we need to account in the logistics time. Given this, the last date of submission may be extended to 20 March 2021.	PLEASE REFER TO THE ADDENDUM
56.	Page 33- Point 21.1 (Part A Mandatory Criteria) - 1	The firm should be a legally registered firm having atleast 5 years' experience in the business of providing similar nature consultancy services in Health Sector.	Provided that the requirement is mainly to carry out third party evaluation services, we request that the clause be read as – “The consultant to have relevant experience over the last 5 years in various sectors, including the Health Sector”.	PLEASE REFER TO THE ADDENDUM
57.	Page 33- Point 21.1 (Part A Mandatory Criteria) -2	The firm must have a minimum of 5 years of continuous experience in undertaking verifications under health sector, field survey, data collection, data analysing, training, video documentation, etc	Provided that the requirement is mainly to carry out third party evaluation services, we request that the clause be read as – “The firm to have continuous experience in undertaking verifications under various sectors, including Health, along with field survey, data collection, data analysing, training etc.”	PLEASE REFER TO THE ADDENDUM

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58.	Page 33- Point 21.1 (Part A Mandatory Criteria)	[Notes to Consultant]: In case of Joint Venture, each partner should meet at least 25% (and the lead partner at least 50%) out of the qualifying limit in case of experience of particular consultancy and financial turnover	In the event that there are a maximum of two members in the consortium submitting the proposal, then would the lead member be expected to meet 75% of the qualifying limit and the associate member a minimum of 25%? We would request that the consortium members meet the criteria jointly.	If there are a maximum of two members submitting the proposal as a Joint venture, then the lead Partner should have at least 50% and other member should have at least 25% of the qualification criteria and both together should meet 100% qualification criteria
59.	Page 16- Point no. 14.1.1.	If a Consultant considers that it may enhance its expertise for the assignment by associating with other consultants in the form of a Joint Venture or as Sub-consultants, it may do so.	Kindly note that we are a Limited Liability Partnership and legally are not permitted to form a joint venture with another firm for submission of proposal purposes. Therefore, in the case that _____ along with another firm then we would be forming an 'Association' with the second firm. The associate firm would then be termed as our 'Sub-Consultant'.	Yes.
60.	Page 34- Point 21.1 (Part B Evaluation Criteria)- A	Experience of completing at least two (2) projects of similar nature, each having contract value not less than INR 2 crore executed in last five (5) years.	We would like submit that in most of the cases government clients do not issue completion certificates. We therefore	Accepted. Also refer to Sl. No 43 above.

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			request you to consider work orders along with a certificate from statutory auditor on the payments received under the contract as proof of successful completion of such projects.	
61.	Page No: 71 Section 7 Terms of Reference 6. Team Composition and Qualification Requirements for the Key, K-1	Team Leader/ Leader/ Principal Investigator	We understand that the degree “Post Graduate Diploma in Health and Hospital Management” as being awarded by some institutes, along with bringing in relevant experience, is acceptable for the Team Leader position. In addition, having PhD in health sector may also be added as an alternate degree for the Team Leader position. This may be clarified.	No Change
62.	Page 67 Indicators	General	During the pre-bid meeting it was understood that the indicators is being prepared by the Department and would be shared with the consultants. Kindly confirm and share if possible.	They are being developed
63.	Page 18 17.1	The Consultant shall submit a signed and complete Proposal comprising the documents and forms in accordance with ITC 10 (Documents Comprising Proposal). Consultants shall mark as “CONFIDENTIAL” information in their Proposals which is confidential to their business. This may	We understand that scanned signature of the competent authority is acceptable for signing of the Technical as well as Financial Proposal.	1. Power of Attorney in Original on the official letterhead of the consultant with the original signature of the Competent Authority should be submitted and the other pages can have the CA’s scanned signature.

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		include proprietary information, trade secrets or commercial or financially sensitive information. The submission can be done by mail or by hand. If specified in the Data Sheet, the Consultant has the option of submitting its Proposals electronically.	We understand that a board of resolution is also acceptable as a legal document for the authorized representative.	2. Board Resolution is accepted unless the resolution authorizes the signatory for signing of proposals, etc
64.	Page 68. Section 7. Terms of Reference	To start with a total of 15 administrative units (4 at state level and one each at the district level and 95 health facilities (11 DH level, 18 CHC and 66 PHC) has been identified for implementation	We want to know the details of 15 administrative units and its break up. State level and district level.	The firm has been provided with the numbers and hence are expected to accordingly prepare their proposal.
65.	Page 70-71 Section 6 - Team composition & qualification requirements for the key experts	No. K3 - Hospital Quality Assessment Expert - MD/MPH/ MBA in hospital management with NABH, NQAS certification	The Consultant understands that two years Post Graduate Diploma in Hospital & Healthcare Management / Masters in Hospital Administration, etc. are equivalent to MBA in Hospital Management. Please confirm whether our understanding is correct.	Yes.

Sr. No	Clause No. & Page No.	Original Clause in RFP	Change Requested/Clarification required	MHSSP Response
66.	Page 70-71 Section 6 - Team composition & qualification requirements for the key experts	No. K4 – Survey Manager Master’s in Social Works/MBA	The Consultant understands that Masters in Public Systems Management with specialization in Health Care & Hospital Management is equivalent to MBA. Please confirm.	Yes.
67.	Page 70-71 Section 6 - Team composition & qualification requirements for the key experts	No. K5 - Information Technology Expert Master’s in information technology (IT)	The Consultant understands that Master’s in Computer Applications is equivalent to Master’s in Information Technology (IT). Please clarify.	Yes.

KINDLY NOTE THAT NO MORE QUERIES WILL BE ENTERTAINED AFTER THE ISSUE OF THIS DOCUMENT

Sd/-

**Ram Kumar S, IAS
Project Director, MHSSP
Department of Health & Family Welfare, GoM**