

Sub: Queries for RFP for engagement of Management Consultant for Strategic Transformation Support for Bureau of Indian Standards and DoCA

S. No	Page No.	Section	Clause No.	Query raised by	RFP Statement	Query/Comments/Suggestion	Response from DoCA & BIS									
1.	44	4, 2 and 6 Annexures	4.4 (viii)	BCG	Eligibility Criteria "Copy of Work Order or Work Contract. The credentials of the project such as Name of the Client, scope details etc shall not be masked. Payment details may be masked"	Typically, our client contracts are covered by confidentiality clauses, hence we are not allowed to share the client name. We can share client profile description instead of the specific client name along non-sensitive information on the scope of work, deliverables and timelines	The credentials of the project such as Bid year, Range of amount of bid, scope of work, deliverables and timelines of project, subject and work location need to be mentioned. It must be certified by MD. Client name may be masked.									
2.	45	4	4.8	BCG	Time Schedule "Study and submission of draft report will be 9 months. The intended plan implementation along with handholding of BIS and DoCA should be completed within 15 months after final report submission. The total contract period will be of 24 months"	<ul style="list-style-type: none"> We request that the project be segregated into 2 phases of 12 months each. The first phase could comprise the creation of the project report for the various topics coupled with the implementation of initiatives as they are identified. As the study is completed for every initiative, its implementation would begin within the first 12 months Hence the bidder can quote for the first 12 months, post the 12-month period, authority can assess the performance of the consultant, recalibrate the RFP requirements (as needed) and provide extension for the next 12 months of implementation effort, based on their assessment of the authority 	<p>Time Schedule "Study and submission of the draft report will be in first 10 months. Submission of interim report, concurrent evaluation and concurrent implementation wherever applicable and feasible shall be done in a phased manner. Evaluation, review of the project, deliverables and acceptance of restructuring transformation plan shall be done in next 2 months. Increasing international presence, marketing & brand building, organisation structure & capability building, concurrent evaluation Digitalisation, transformation, implementation, handholding of BIS & DoCA etc. should be completed in last 6 months. The total contract period will be of 18 months"</p> <p>Details as given in table below:</p> <table border="1"> <thead> <tr> <th>Topics</th> <th>Timeline</th> <th>% Payment</th> </tr> </thead> <tbody> <tr> <td>1. Baselineing, International best practices and SDG & Green standards study.</td> <td>End of first 5 months</td> <td>20%</td> </tr> <tr> <td>2. Ease of Doing Business, Business</td> <td>End of further 5 months</td> <td>30%</td> </tr> </tbody> </table>	Topics	Timeline	% Payment	1. Baselineing, International best practices and SDG & Green standards study.	End of first 5 months	20%	2. Ease of Doing Business, Business	End of further 5 months	30%
Topics	Timeline	% Payment														
1. Baselineing, International best practices and SDG & Green standards study.	End of first 5 months	20%														
2. Ease of Doing Business, Business	End of further 5 months	30%														

							<p>Process re-engineering.</p> <p>3. Revised Framework for Standards/Controls aligned with Global Standards.</p> <p>4. Submission of interim report at end of 5 months. Concurrent evaluation and concurrent implementation wherever applicable and feasible.</p>		
							<p>5. Submission of complete restructuring of transformation report by end of 10 months & part implementation of accepted recommendations in phase I of interim report suggested at end of 5 months.</p> <p>6. Review of the project, deliverables and acceptance of restructuring transformation plan.</p>	End of further 2 months i.e. 12 months	20%

									7. Increasing international presence, marketing & brand building, Organisation structure, restructure & capability building of staff, verticals, accessing & presenting impact of transformation.	End of further 6 months i.e. 18 months	30%
									8. Digitalisation, implementation transformation, Presentation & evaluation of handholding of the transformation and impact of transformation of BIS & DoCA etc.		
3.	46	4	4.12	BCG	Payment	Topics	Timeline	% Payment	Topics	Timeline	%
						Baselining, International best practices	End of month 3	15%	1. Baselining, International best practices and SDG & Green standards study.	End of first 5 months	20%
						SDG & Green standards study and Ease of Doing Business	End of month 5	15%	2. Ease of Doing Business, Business Process re-engineering.	End of further 5 months	30%
						Increasing international presence, marketing & brand building, Organisation structure & capability building	End of month 9	40%	3. Revised Framework for Standards/Controls aligned with Global Standards.		
									4. Submission of		

						Digitalisation, transformation of DoCA	End of month 12	30%	interim report at end of 5 months. Concurrent evaluation and concurrent implementation wherever applicable and feasible.		
						Interim payment milestones are required to sustain cash flows for the bidder, hence request you to add more payment milestones. We propose the following:			5. Submission of complete restructuring of transformation report by end of 10 months & part implementation of accepted recommendations in phase 1 of interim report suggested at end of 5 months.	End of further 2 months i.e. 12 months	20%
									6. Review of the project, deliverables and acceptance of restructuring transformation plan.		

							<p>7. Increasing international presence, marketing & brand building, Organisation structure, restructure & capability building of staff, verticals, accessing & presenting impact of transformation.</p> <p>8. Digitalisation, implementation transformation, Presentation & evaluation of handholding of the transformation and impact of transformation of BIS & DoCA etc.</p>	End of further 6 months i.e. 18 months	30%
4.	10,17	2	Point 6 & Cl 2.12	BCG	Last date of Submission of bids is 17th October 2023,1500 Hrs, later revised to 26th October, 2023 (as per the corrigendum)	Request for extension in date of bid submission by 2 weeks to prepare a comprehensive and robust response	The date has been extended up to 30 th November till 15:00 PM Corrigendum will be issued		
5.	50	5	5.2. (2) (a)	BCG	Qualification: All the team members meeting the minimum qualification as per Cl 4.4 (ix) of the RFP document and either Team Leader or any of the team	<ul style="list-style-type: none"> Typically, Consulting firms have large pool of resources who are MBA/PG Diploma/Equivalent from premium Indian institutions and these people have experience of working in various projects across different sectors We therefore, request you to remove the marking criteria for Ph.D and accept the Post-Graduation in MBA/PG 	4 marks shall be allotted if at least 3 of the 6 team members are qualified from top 10 Indian engineering/management colleges as per NIRF ranking. 1 mark shall be allotted if at least 1 team member has a Phd. degree.		

					member has Ph.D: 4 marks and All the team members meeting the minimum qualification as per Cl 4.4 (ix) of the RFP document and both Team Leader and one of the team member has Ph.D:5 marks	Diploma/Equivalent from IIMs/ISB/XLRI/similar educational institutions in India or abroad						
6.	46	4	4.12	EY	Payment	Work Stream	Activity	App rova l/ vali dati on	% Payment	Topics	Timeline	% Payment
										1. Baselining, International best practices and SDG & Green standards study.	End of first 5 months	20%
						Business process re-engineering	System level interventions for enhancing user experience and transaction capabilities	FRS , Use Cases, UAT of system utilities/ Modules suggested	20%	2. Ease of Doing Business, Business Process re-engineering.	End of further 5 months	30%
										3. Revised Framework for Standards/Controls aligned with Global Standards.		
										4. Submission of interim report at end of 5 months. Concurrent evaluation and concurrent implementation wherever applicable and feasible.		
						Revised Framework for Standards/ Controls	Validation and consultation from	Inco rpor atio n of	20%	5. Submission of complete restructuring of transformation report by end of 10	End of	20%

						aligned with Global standards	stakeholders and submission of finalized framework draft	suggestions and feedback of stakeholders in finalized draft and acceptance			months & part implementation of accepted recommendations in phase 1 of interim report suggested at end of 5 months.	further 2 months i.e. 12 months	
						Capacity Building	A detailed calendar of activities concerning awareness generation programs among stakeholders on Indian standards and certification process.	100% completion of all trainings as agreed calendar and minimum 80% satisfaction	10%		6. Review of the project, deliverables and acceptance of restructuring transformation plan.		
											7. Increasing international presence, marketing & brand building, Organisation structure, restructure & capability building of staff, verticals, accessing & presenting impact of transformation.	End of further 6 months i.e. 18 months	30%
											8. Digitalisation, implementation transformation, Presentation & evaluation of handholding of the transformation and impact of transformation of BIS & DoCA etc.		

						<ul style="list-style-type: none"> • SoPs and guidelines for all relevant functions impacting internal/ external stakeholders. • Developing feedback mechanism for seeking inputs and continuous improvements 	factoring from participants.		
7.	10,17	2	Point 6 & Cl 2.12	EY	Last date of Submission of bids is 17th October 2023,1500 Hrs, later revised to 26th October, 2023 (as per the corrigendum)	Request for extension in date of bid submission by 2 weeks till 8th November 2023 to get the LoAs signed from all the concerned experts to be deployed throughout the project and get the internal legal/ HR approvals.			The date has been extended up to 30 th November till 15:00 PM
8.				EY		Request to consider Letter of Acceptance/ Consent from the resources as commitment for long-term contract ensuring continuity of the proposed project			Not agreed