

**Tender for “Technology support for piloting digital crop and market advisory services in Karnataka, SAP NO: 83407249”**



**Clarifications of Pre-bid queries in form of F.A.Q**

**PN : 19.2207.9-029**

**Date: 02.05.2022**

**SAP No. 83407249**

***This clarification is intended to all interested tenderers, consolidating the queries of all bidders for information of all.***

<b>Sl.No.</b>	<b>Document name</b>	<b>Pg No. &amp; Clause No.</b>	<b>Pre-bid Queries</b>	<b>Response</b>
1	Grid for Assessing Eligibility of consulting firms	General	We understand the document named "Grid for Assessing Eligibility of consulting firms" is for GIZ's/MOA Karnataka internal use only & we don't need to submit that document in this bid submission process. please confirm the same?	The “Grid for assessing the eligibility of consulting firms (GAEF)” is a reference document and as per the GAEF, the bidders shall submit the documentary evidence to meet the required criteria
2	Technical Assessment grid	General	We understand the document named "Technical Assessment grid" is for GIZ's/MOA Karnataka internal use & we don't need to submit that document in this bid submission process. please confirm the same?	Technical Assessment grid is a reference document and bidders shall submit the technical bid which may include description of the services, scheduled working methods, time schedule, CVs of experts. This grid also indicates the weightage against each requirement.
3	ToR	General	Please share the crops & varieties that will be considered under the current program?	Please consider two crops / two crop seasons in one year for estimating the cost– Varieties are yet to be decided
4	ToR	General	Is the complete program managed by extension officers from MOA Karnataka & will they be in contact with farmers on regular basis for gathering the necessary information as per our requirement during the project duration or should we manage the complete program during the project duration from start to end?	Please consider your cost in managing the digital extension related field activities
5	ToR	General	Please share the crops & varieties that will be considered under the current program?	Please consider two crops / two crop seasons in one year for estimating the cost– varieties are yet to be decided

6	ToR	Pg 3, clause 1	What is the total no. of plots & no. of acres that will be enrolled under the program	We can say 1500 farmers only who might be having different plot sizes and numbers
7	ToR	Pg 3, clause 1	how many no. districts are planned for this program and please share the names of districts?	Two districts – name of districts yet to be finalized
8	ToR	Pg 3, clause 2a	Will MoA Karnataka provide the PoP and agroecology-based practices for the required crops to configure the same in our backend application? or should we design the complete program.	Although we will request MOA to provide POP, but please consider your cost of preparing the POP and integrating the same in the backend application
9	ToR	Pg 4, clause 2	We use IBM weather data to forecast diseases and disseminate weather advisories, is it fine or do we need to capture weather information from plot level? if yes, we recommend installing weather stations by existing vendors at all plots or regions & then we can integrate them into our backend system?	Yes, we need localised weather stations to be installed for more local weather information
10	ToR	Pg 4, clause 2	Can you please share the project organization chart to understand the hierarchy with designations in proposed project from GIZ & MOA Karnataka team?	From GIZ side, senior advisor (Delhi based) and advisor (Bangalore based) will coordinate the process. From MOA, Karnataka – a nodal person will coordinate. Name and designation of the nodal person is yet to be finalized.
11	ToR	Pg 4, clause 2f	Provision of fertilizer recommendations can be done manually by the proposed agronomist expert to farmers based on the ground situation, is this process aligned with your expectations, or please suggest the detailed requirement of same?	Since it is a digital service so we expect every recommendation is delivered in digital mode although very specialised recommendations can be manual
12	ToR	Pg 4, clause 2f	Can you please share the list of plots and locations with an area of each plot to understand the project in detail?	List of plots is not yet available. We can say 1500 farmers only who might be having different plot sizes and numbers
13	ToR	Pg 4, clause 2g	To forecast diseases, will the client provide the name of crop, variety, and historical details of the disease infestation that occurred to do the disease modelling in our backend system?	Service provider has to do the disease modelling, No historical data will be provided. Yes, before onset of services crop & variety details will be made available.
14	ToR	Pg 4, clause 2g	To trigger disease early warning notifications, we need to get a sample dataset of 20 to 30 plots from the ground, and also a historical dataset on crop diseases that occurred for the	No historical data will be provided

			plots under this program, can the client provide this information?	
15	ToR	Pg 4, clause 2g	Can you please share the names of diseases that needs to be forecasted and crop variety under this program?	Crop is not yet finalized. It will be done in later stage
16	ToR	Pg 4, clause 2g	Our forecast interval for disease prediction is weekly/fortnightly? please confirm or share the detailed requirement?	Forecast interval for the disease could be as early as based on the AI system detected / observed
17	ToR	Pg 4, clause 2e	We will be able to schedule irrigation plans based on manual collection of Soil moisture data from the ground for 40days only, Can the client provide the soil moisture information through their extension officers throughout the program till Jan 2024?	No, the client will not be able to provide the soil moisture data
18	ToR	Pg 5, clause 2	Is milestones mentioned in TOR fixed, or are we allowed to modify and propose new timelines in the technical proposal?	Broadly the milestones mentioned in the TOR are fixed. But the vendor can suggest minor changes in the timeline, if needed.
19	ToR	Pg 7, clause 5	Do we need to submit the Cvs of short-term pool experts? if yes do we have a chance to replace the proposed candidate with suitable qualifications during the project implementation in case of any issues?	Short CVs/profiles of pool of expert need to be shared. If there is any genuine then only replacement can be done. Otherwise, there should not be any changes in the candidates during the implementation of the project
20	ToR	Pg 10, clause 6	Can we propose a Hybrid work model (work from home & field support) for IT cum mobile application experts, Data technology experts & agronomist experts? or are we allowed to work all expert days from client office/ fields?	Hybrid work model (work from home & field support) for IT cum mobile application experts, Data technology experts & agronomist experts can be suggested.
21	ToR	Pg 9, clause 6	Should we consider the cost of Mobile phones, internet charges or will GIZ provides the required equipment on site?	Please consider the cost of mobile phones, internet in the budget estimates.
22	ToR	Pg 10, clause 6	We noticed that each field officer is assigned for only 40 person-days during this project & is underestimated. Can you please increase the person-days of each field officer to 180 days so that we can manage the complete program as required?	No. The number of person day cannot be changed.

23	Bidding conditions	Pg 1	Do we need to submit all the below-signed documents as well along with technical & financial proposal: 1. Terms of Reference 2. Grid for Assessing the Eligibility of firms 3. Technical Assessment Grid 4. Bidding Conditions 5. Financial Bid Template 6. General Terms of Contracts	Bidders shall only submit the technical proposal & Financial proposal as per bidding conditions provided.
24	Bidding conditions	Pg 1	Do we need to submit the technical bid in email as well?	No email for proposals. The technical proposal shall be submitted in pen drive and sent to Head of Contracts and Procurement GIZ Country Office 46, Paschimi Marg, Vasant Vihar, New Delhi- 110057. Please read bidding conditions for detail.
25	Bidding conditions	Pg 4	Upon receipt of clarifications by GIZ, if we are not convinced and can we drop an email to your email for further clarifications regarding the bid?	The queries after 27 <sup>th</sup> Apr'22 (deadline) will not be considered.
26	TOR	2.1 Digital Module of Package of Practices (PoP) 2.1 Digital Module of Package of Practices (PoP)	Two-way interactive digital mechanism would be defined as- Text+Photo/Text/Text+Photo+IVR/Photo+IVR ?	Two-way interactive digital mechanism can be defined as Text + Photo +IVR.
27	TOR		What are expectation on storage of data? Whether it will be stored on GIZ designated servers or can be stored on cloud. Is there any specific requirement for separate storage of data? Are there any desired security features?	Kindly consider the cost of storing the data in the cloud server with robust security features.
28	TOR		~Party needs to arrange soil testing of all 1500 farmers  ~do all intended farmers have soil test reports or we need to provide soil testing Before every season? If we need to provide, then can we go with private players in soil testing or government soil health card will be considered?	Please estimate cost of soil testing of 1500 farmers in the budget. You can go to private player for soil testing.
29	TOR		~In Market prices what's the expectation-APMC of same district/State or futures prices if commodity is listed on Exchange platform?  ~Do FPOs have basic infrastructure for Grading/sorting/cleaning and desired funds available as it is must for market linkages?	Market price of APMC/Mandi of the district/state can be considered for cost estimation  This query may not be directly linked to digital advisory on market. More details about infrastructure and funds will be available once discussion with FPOs will start.

30	TOR		~SMS Costing to be inclusive of cost or as per actuals?	SMS costing can be inclusive of cost
31	TOR	2.2 Installation of Equipment	~1500 Farmers will have multiple fields. It is expected that IoT devices should be installed on field level or at farmer level or at some aggregated level. Will be good if some tentative numbers can be suggested and there is specific requirement of a particular IoT device.  ~For Installation of AWS, soil moistures, pest trap sensors etc is there any specific set of device recommendation? - Number of sets required - Cost structure check - Budget limits for the equipments?	Service provider can suggest appropriate numbers of IoT devices for to cover 1500 farmers in two districts to deliver the most accurate information.  No specifications and numbers for gadgets from clients' side. Service provider has to offer most economical solutions to achieve desired objectives
32	TOR	2.3 Consultation with Subject Experts	~Name of the institutions will be shared by org. or it will be a personal choice ?	The vendor can suggest the subject expert
33	TOR	2.4 Training & Feedback / Inputs session	~Physical or online training preferences or suggested ratio for training & feedback	For farmers 100% field level training will be required.
34	TOR	Costing Requirements -Assignment of personnel	~What are the Possibilities for increasing man days for field officers?  ~After digitization activity is over, can we have one field officer at each FPC for Project duration for hand holding of farmers, FPOs and creating behavioural change at farmer level to use digital services plus handholding them on usage of IoT devices etc.	No change in man-days is allowed. The field team has been adjusted in the allowed man days only for all sorts of tasks
35	Bidding Conditions- Consortium guidelines	Consortium	~Consortium will be only formed when one party/company is not able to fulfil all the requirements. Request you to kindly consider that as consortium all the eligibility criteria should be fulfilled.	The consortium with other firms is allowed, the Lead agency should provide the documentary evidence & if qualified, the contract will be issued to Lead agency
36	TOR	2.6-Tasks to be performed by the contractor-	~Do we need to do survey before project starts and what will be parameters to gauge the impact.	Survey needs to be done by the vendor before the start of the project

		Expected Impact-Farmer Level		
37	TOR		~What will be parameters for this assessment (Increase in farmer count/more transactions/number of transactions with single farmer)?	We do anticipate assessing the digital service provided after each on crop cycle by servicer provider
38	TOR		~What will be parameters for this assessment (Training on value addition/buyers- seller meets)?	No training on value addition or buyer seller meet is required from technology vendor
39	TOR	2.1 Digital Module of Package of Practices (PoP)	~Branding of Apps/Dashboard will be provided, or we could proceed with our own existing one?	Logo's of the department to be placed on the dashboard
40	TOR	4(Criteria for Eligibility of firms)	Can we submit experience of partnership firm (consortium partner ) firm for this	No, eligibility documents of only lead partner should be submitted. Please read consortium guidelines in bidding conditions
41	TOR	Point 6 Costing Requirements	Please confirm district names and also these travel days are linked with km travel or as per project requirement depend upon the agency	District will be near Bangalore, name not yet decided.  For local travel 80 KM per day bike travel can be considered for field officer.
42	General	Payment Terms	Payment will be made monthly or milestone wise.	The payments terms will be quarterly as per the GIZ guidelines