

F.A.Q

Tender No. 83462266

Tender Title: Digital Crop Advisories and Climate Risk Management Services for Mint Cropping System in Uttar Pradesh

Date: 05.04.2024

S.No.	Existing Clause	Page No.	Query	Response by GIZ
1			Number of Blocks to be Covered: The tender document does not specify the exact number of blocks to be covered under the project. Could you please clarify the number of blocks we should consider when preparing our proposal?	4 blocks in Barabanki district
2			Technical Specifications for Type of Equipment: The tender document provides a general overview of the required equipment. For a more accurate costing and planning. Please specify the instruments to be installed for Automatic portable weather stations along with their specifications.	We leave to the bidder, how they want to position to bring cost efficiency and technical competency. Since we are seeking services not procuring the equipment, so we leave it to discretion of the bidder
3			Number of Farmers per Grid: The concept of a "grid" is mentioned in the tender document, but the number of farmers expected to be covered within each grid is unclear. Clarifying this point would help determine the resource allocation needed for effective farmer outreach.	Here grid means technical evaluation sheet which is attached with tender documents. It is not related to farmers at all.
4			It is necessary to provide the latest Mentha oil extraction unit to benefit the farmers wherein there is no provision of the same.	The services are limited to agronomic cycle of the crops.

			We believe having this additional information will enable us to submit a more responsive and competitive bid.	
5	Requirements on the format of the bid: The CVs of the personnel proposed in accordance with Chapter 0 of the ToRs.		The CV format is not available in the mentioned chapter 0 of the ToRs. Request you to please share the same.	There is no standard CV format but please read the instructions given in the terms of reference.
6	Standard Bidding Condition document: Consortium guidelines		We believe as per GFR Guidelines and Model Tender Document of Non-Consulting Services the number of Consortium is allowed up to four members for these assignments as well, please confirm.	As it is clearly stated in our bidding conditions, "consortium with other firms is allowed". However, the lead partner/agency should provide the documentary evidence of its own agency (and not of consortium partners)
7	Standard Bidding Condition document: Consortium guidelines		Please clarify the ownership in roles and responsibility of each partner in Consortium.	Consortium partners themselves to decided and allocate responsibilities based on respective competencies
8	Standard Bidding Condition document: Consortium guidelines		Technical Evaluation Criteria for Consortium partners- Will it be for the Lead bidder only or for all the partners separately or equally, please clarify.	For all the partners.
9	TOR: 4. Criteria for Eligibility of firms: Bullet Number 5: Minimum 5 years of experience in providing digital extension services in agriculture, especially on Mint crop in Uttar Pradesh		We request you to reconsider this requirement and rephrase as not be limited to Mint Corp only.	Mint crop is preferred but it is not obligatory.
10	TOR: Criteria for Eligibility of firms: Bullet Number 6: Capacity to install Internet of Things equipment in the project		This clause of the eligibility criteria is restricting the open competition clause, so we request you to re consider the clause and include it in the technical evaluation scoring with precise	It is mandatory to install IoTs to deliver customized services.

	area		weightage and not in eligibility criteria	
11	<p>TOR: Section 2. Tasks to be performed by the contractor.</p> <p>Point no 10. Additional Information</p> <p>The Milestone - Installation of IoT Equipment are completed and setting up the dashboard is completed is mentioned by 15 July, 2024</p>		<p>As per the mentioned milestone delivery deadlines we understand that the delivery is to be done in 15 days as the project start date is 1st July 2024.</p> <p>The time line is very short duration for the mentioned activities so we request your reconsideration for the same.</p>	The timelines are fixed based on the cropping season, so delay in installation of equipment may not lead to full delivery of services.
12	<p>TOR: 4. Criteria for Eligibility of firms:</p> <p>Bullet Number 7:</p> <p>Inhouse call centre facility for project farmers for regular interactions.</p>		<p>We request you to clarify as how to showcase the capacity for this criterion.</p> <p>Also, this clause of the eligibility criteria is restricting the open competition clause, so request you to consider the same in the technical evaluation scoring instead with precise weightage and not in eligibility criteria. We request you for kind consideration.</p>	In today's world of services, every company has its customer service call number. Project has asked for same toll free (preferably) customer service number where farmers can call if they face any difficulty in mobile application and / or crops related issues.
13	<p>TOR: 4. Criteria for Eligibility of firms:</p> <p>Bullet Number 8:</p> <p>Inhouse pool of experts of data science, agronomist, information technology, underwriters for crop insurance.</p>		<p>We request you to give clarity on the underwriters for crop insurance as to better understand as what is actually required.</p>	The scope of work requires to provide weather based crop insurance for mint crop and to assess such risk and take a call on quantum of claim against event, a under writer is required.
14	<p>TOR: 4. Criteria for Eligibility of firms:</p> <p>Bullet Number 9:</p> <p>Agency must have demonstrated at least one crop insurance services model in any of the crop in Indian context</p>		<p>Can you please elaborate the meaning of crop insurance services model or alternatively please provide the models in crop insurance as to better understand as what is required.</p>	Mint crop is to be covered under weather insurance (may be through third party) and experience of providing crop insurance services will an added advantage,
15	TOR: 4A. Personnel concept		We request you to reconsider this requirement	Project requires expertise on three

	Expert 2: Agronomist: Qualifications of expert 1: Specific professional experience (2.3.4): 2 years in Mint, Rice and Potato production practices.		and rephrase as not be limited to Particular Corps only.	crops Mint , Rice and Potato to deliver the services , so not negotiable.
16	General Query		Can you please confirm the overall estimated Value of this Assignment, to help us prepare and propose a suitable proposal.	Budgets can not be disclosed. The bidders are requested to propose the best market price.
17	General Query		Please suggest if you have any preference on technology to develop the application?	We would like to see a technology which is easy to use by small farmers in UP.
18	General Query		Can you please confirm as who will provide hosting environment/required infrastructure to host the application?	The bidder has to arrange everything as project is paying for the services and experts.
19	General Query		We assume this scope does not include hardware, software licenses procurement, we should not, consider any cost for this. Please confirm?	The bidder has to comply with government rules and regulations.
20	General Query		Can you please confirm as who will be the end user(s) of the application?	Farmers will be the end user of the service.
21	General Query		Can you please confirm if the application/data will be hosted in data centre or over the cloud?	Service provider has to take a call on this, but data protection policy has to be adhered.
22	General Query		We understand the application to be developed at our office premise and not onsite? if onsite, please suggest the place/name?	Service provider has to take a call on this. Service delivery will be in Uttar Pradesh.
23	Bid Submission Deadline (16th Apr 2024)		We request you to extend the bid submission deadline by two weeks (22 nd April 2024) from the date of receipt of the queries response (8 th April 2024), as that would help us to prepare and submit a responsive proposal.	We sincerely apologize that we are not able to extend the deadline as the services are crop season based.
24	Prebid Meeting/Queries		We request you to Share the online link for	Pre-bid meetings are not allowed. The

			attending the Pre-Bid meeting if any.	bidders can only submit the queries and the clarifications by GIZ shall be uploaded on tender portals where the tender was made live.
25	Task 1: Convert the existing GAP (Good Agricultural Practices) modules for Mint , Rice, and Potato developed by project to digital format in vernacular (Hindi) language	Terms of Reference, Page 3, Point 2 – 1 – a	It will be important to know whether these are already available in digital format in English language or these are paper documents which need to be converted into digital artifacts. Requesting to specify the volume of these modules	Service provider has to adapt modules in digital and vernacular language. Volume can be judged from any package o practices of the crops mentioned in the terms of reference.
26	Provide customised fertilisers recommendation based on digital analysis of the Govt. soil health data / project data for farmers subscribed to the digital service.	Terms of Reference, Page 4, Point 2 – 1 – e	Application will have to produce customized fertilizer recommendations based on Govt. Soil health data/project data, while project data will flow from IOT devices installed in the field, we need clarity on how will the govt. soil health data will flow into this system. Is this Govt. Soil health data available online and can be extracted through API or this will be one time off line data entry in the application? What will be the frequency and format of various data sources available?	Being a technical service provider, we assume the service provider is aware of the technology and delivery mechanisms and project has not designed any process for service delivery.
27	Provide harvest and post harvest management advisories for each crop	Terms of Reference, Page 4, Point 2 – 1 – h	Application to provide harvest and post harvest advisories, we presuming these advisories will not be extracted from any external application, rather these would be captured in the system through some operator and then will be disseminated to the farmers. Please confirm.	All harvest and post-harvest advisories has to be extracted from specific package of practices of the crops and to be disseminated to end users in digital formats.
28	Implementation agency will have to install 3 different types of IoT sensors - portable weather stations, moisture sensors and pest sensors	Terms of Reference, Page 4, Point 2 – 2 Installation of IoT devices	Point to be noted there are different sensors at different price points which produce end outcome with varied degree of accuracy. A detail specification for these devices will help us configure the right devices. In case these	Response has been recorded in in query number 2 and project is not responsible for any case of damage / theft of the equipment. Also, this is not a procurement tender, but a service

			devices are lost/stolen within the contract period will the implementation agency need to replace these devices at no additional cost? Will the payment to the implementation agency be made upfront once these devices are installed and commissioned at the site?	seeking tender.
29	Mobile app has to be added with feature of market through which farmers can communicate (text in Hindi) to update the project about availability of farm produce (Mint oil, Rice and Potato etc.) for sale	Terms of Reference, Page 4, Market features	As per the specification farmers should be able to capture the availability of farm produce in the app, we are assuming market feature will be limited to this only. There won't be any integration of mandis, buyers and price data in this app?	Yes. But it has to be connected with project team.
30	A. Provide weather-based crop insurance for Mint crop for 1500 farmers during 2025 (March – June) from a third party. B. Provide the information of government's crop insurance scheme covering Rice and Potato crops for the 1500 subscribed farmers.	Terms of Reference, Page 5, Weather Insurance for Mint crop	Is any historical data for weather-based crop insurance feature for mint farmers available? The activity here is to provide information about availability of such insurance products only? Facilitation is not mandatory?	Bidders needs to find out such information to make suitable proposal and facilitation and providing insurance to mint farmers in mandatory.
31	Train the project Extension Officers & Lead Farmers for Geo tagging the individual farms through a mobile application before beginning of each crop season	Terms of Reference, Page 3, Training and back stopping of the project staff	Project envisages geo tagging of some selected farms, please specify the count of such farmers? How frequently will the farm boundary data need to be updated or verified (e.g., annually, after every cropping season)?	Service provider has to demonstrate and train the project extension team for geo tagging once before the sowing of each crop.
32	A monthly crop health status to be provided based on satellite imageries / remote sensing.		The images to be procured and submit as part of deliverables? If so, what should be resolution of the images and how many images expected? Remote sensing should also a part of technical build system?	Images are not part of deliverables but whole system of digital services will require these images to interpret as status of crop health. RS is definitely part of the system.
33	Total: 714 expert days		These officers' engagement will be for round the year as they need to facilitate the farmers	No, extension officers are deployed by project only and other technical staff

			for all the three crops. Is Extension officers services days are also included here?	has to be provided by bidder based on specific person days for each expert.
34	Bid Submission deadline 16 th April 2024		This assignment requires experts/expertise from the diverse sources- IT, Agronomy, Insurance services and Ground execution. A typical consulting/development sector firm may not necessarily be having all at a time, specially a insurance underwriter, and hence consortium is required. To select most suitable partner, a consulting firm has to adopt certain process which is time consuming. Also, statutory and religious holidays on 11th April and 16th and 17th April will reduce total working days available for preparation of the proposal. We request to extend the proposal submission date to 25th April 2024.	We sincerely apologize that we are not in a position to extend the deadline as the services are crop season based.
35	Facilities and provisions and others: As this project is already grounded on the field, certain facts and baseline details can be provided for better conceptualisation.		Please list the total Hardware & Software infrastructure and capabilities details that are part of the current system? Need clarity on implementation timeline and support period for this project. Is there existing set of farmers available? Mobile app development will be from scratch or existing model/module upgradation/modification needed? Is there any indicative budget size available? This application need to be hosted on either cloud/onprem data centre, please specify whether requisite infrastructure would be provided by the buyer or implementation agency need to take in the cost of hosting the application.	Please read through above responses as most of these queries has been responded.
36	The RfP mentions that overall payment would be on man-day	Payment terms	Clarification on invoicing milestones needed. As the deliverables would be staggered over	Payments can be fixed against submission of deliverables.

	units and as per the invoicing.		period of 2 years, the RfP should clarify the invoicing milestones in line with resource requirements.	
37	Minimum 5 years of experience in providing digital extension services in agriculture, especially on Mint crop in Uttar Pradesh	Terms of Reference, Page 8, Point 4, Criteria for eligibility of firms	Mint is very specialized crop cultivated in Tarai region of short duration and mostly by the marginal landholding farmers. Only selective importers prefer backward integration and hence not many technology suppliers have engaged in Mint crop. This can be changed to – experience of firm in mint crop for at least 1 project in last 5 years.	Please see the response above against query number 9
38	To map set of farmers (10-150) to extension officer' mobile phone app	Terms of Reference, Page 4, Point 3b	We believe that these extension officer are already onboarded on the project and consultant is not supposed to provide extension team. So, extension officers costing would not be considered in financial proposal. In case, otherwise, please clarify.	Yes. Correct understanding.
39	Provide weather-based crop insurance for Mint crop for 1500 farmers during 2025 (March – June) from a third party.	Terms of Reference, Page 5, Point 7a	We understand that consultant is required to facilitate weather based crop insurance between farmers and third party. Providing insurance can not be work area of consultant.	Facilitation and sourcing insurance from third party and later on in case of event, settlement of claim , all are under the responsibility of the bidder.
40	Minimum 5 years of experience in providing digital extension services in agriculture, especially on Mint crop in Uttar Pradesh	Terms of Reference, Page 8, Point 4, Criteria for eligibility of firms	Mint is very specialized crop cultivated in Tarai region of short duration and mostly by the marginal landholding farmers. Only selective importers prefer backward integration and hence not many technology suppliers have engaged in Mint crop. This can be changed to – experience of firm in mint crop for at least 1 project in last 5 years.	Please refer to response above against query number 9
41	Capacity to install Internet of Things equipment in the project area.	Terms of Reference, Page 8, Point 4, Criteria for	For this point it is understood that such expertise should belong to at least one member of consortium.	Yes.

		eligibility of firms		
42	Inhouse call centre facility for project farmers for regular interactions.	Terms of Reference, Page 8, Point 4, Criteria for eligibility of firms	Call centre can be established post award of contract. This should be removed and consultant can declare to setup such operations	Please refer to response above against query number 12 and is non-negotiable.
43	Inhouse pool of experts of data science, agronomist, information technology, underwriters for crop insurance	Terms of Reference, Page 8, Point 4, Criteria for eligibility of firms	Underwriters should be removed. Underwriting is taken up by financial institutions. This would restrict the participation for capable consulting and implementing firms	Bidders has to comply with expertise requirement.
44	Agency must have demonstrated at least one crop insurance services model in any of the crop in Indian context.	Terms of Reference, Page 8, Point 4, Criteria for eligibility of firms	This point should be removed as providing crop insurance could be done by only financial institution limiting the participation of consulting firms.	A consortium partner can be considered for such services.
45	Education/training (2.1.1): University qualification / master's in computer science / information technology / Data Science or equivalent Language (2.1.2): Good business language skills in English and Hindi General professional experience (2.1.3): 10 years of professional experience in the Digitalization in Agriculture sector Specific professional experience (2.1.4): 5 years in Internet of Things (IoT)	Terms of reference, Page 8, Point 4A, Qualification of team Leader	The requirements for the qualification, experience and other areas are very specific and combination of such parameters is very difficult to find. The advent of digitalization in agriculture in India is a recent phenomenon, finding experience of 10 years in this area is not possible. The qualifications can be relaxed with focus on Agribusiness management rather than CS/IT/DS. Leadership in managing projects can be taken to be 5 years but requirements for experience in DC projects and North India region could be reduced to 3 years.	Project is looking for experienced service providers but any agency with lesser experience also can compete based on their other expertise or uniqueness. The years of experience mentioned are desirable but not obligatory.

	Leadership/management experience (2.1.5): 5 years of management/leadership experience as project team leader or manager in a company Regional experience (2.1.6): 5 years of experience in projects in North India (region), of which 2 years in projects in Uttar Pradesh Development Cooperation (DC) experience (2.1.7): 5 years of experience in DC projects			
46	Qualification and Expertise	Terms of reference, Page 8, Point 4A, Qualification of underwriter	This position should be reviewed in its entirety. As our above queries request to keep the part of underwriting out of scope, this position should be changed to Finance expert and such qualification and experience should be kept as required for a Finance expert.	Based on the ones' understanding bidders can position equivalent expert against the desired expert.
47	1.5.1 Conflicts of interest The contractor must not become involved in any conflict of interest relating to this contract. Conflicts of interest can arise in particular as a result of commercial interests, political allegiances or national ties, relationships with family members or friends and other ties and interests.	The General Terms & Conditions of Contracts, Page 1, 1.5.1	In lieu of clause 1.5.1 on page 1 of the General terms of contract, conflict of interest confirmations shall be provided as on the current date with respect to the engagement team members of our firm to the best of our knowledge, as on current date as per our internal risk management procedures.	Yes.
48		The General Terms & Conditions of Contracts, Page 3, 2.3	In lieu of clause 2.3 on page number 3 of the General terms of contract, please confirm if reference to section 3.1 is correct there. We understand that it is an incorrect reference.	GTCC is a standard document.

49		The General Terms & Conditions of Contracts, Page 3, 1.9.4	As per the current engagement scope, there is no work that requires use of IP. The device to be installed are also generic. Therefore, 1.9.4 doesn't apply to the engagement.	GTCC is a standard document.
50	1.11 Prevention of the financing of terrorism and compliance with embargoes When implementing the contract, the contractor shall also comply with embargoes and other trade restrictions issued by the United Nations, the EU, the Federal Republic of Germany and/or the Republic of India.	The General Terms & Conditions of Contracts, Page 3, 1.11	we can only confirm this on an as-on-date basis (client is free to seek this confirmation from us on an annual basis); and it needs to be restricted to engagement team members only.	GTCC is a non-negotiable document.
51		The General Terms & Conditions of Contracts, Page 6, 6.2 and 6.3	curtail the contractual penalties up to maximum 10 percent of the total contract value.	Penalty can not be less than the contractual value.