

Minutes of the Pre-bid Meeting held on 15-11-2021

Ref.: Tender Enquiry No. : DGM-HQ-32011(110)/1/2021 dated: 13th October, 2021

The competent authority had constituted a Pre-bid committee comprising of following members, to provide clarifications on the Expression of Interest (EoI) document for engaging an agency to conduct Economic Impact Analysis (EIA) of the services provided by IMD:

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| 1. Ms. Ranju Madan, Sc-F | Chairperson |
| 2. Dr. S.D. Kotal, Sc-F | Member |
| 3. Mr. Kuldeep Srivastava, Sc-E, ISSD | Member |
| 4. Ms. Kiran Jaswal, Met-A | Member Secretary |

Prospective bidders were asked to submit their queries through Email. The pre-bid meeting was held on 15th November 2021 at 11:00 hrs through video conferencing. Representatives from following agencies attended the pre-bid meeting/ submitted their queries through Email:

1. KPMG Advisory Services Pvt. Ltd.
2. National Council of Applied Economic Research (NCAER)
3. M/s Social Responsibility Asia (SR Asia)

Replies to the queries

A detailed discussion was held with the agencies on the EoI document and clarifications to various clauses/ provisions were provided. Details of queries raised by various agencies and replies from IMD are given below:

S. No.	Page No.	Tender Reference	clause/	Query/ Request of bidders	Reply/ response from IMD
1.	7	Para (Methodology) "The study must be based on analysis of both the primary data to be collected by the agency through surveys and the secondary data already published by government or other reputed agencies."	6.1.2	There are no details regarding the sampling framework for the study. This is to request the IMD to specify number and types of stakeholders for each sector. This will be important for estimation of the budget appropriately.	There is no specified sampling framework recommended for the study. The agency is free to define & specify the number & type of stakeholders for each service. The study should be conducted in every state/ UT of the country and sample should be representative of the entire state i.e., statistically significant number of cases need to be studied.
2.	1	"Director General of Meteorology (DGM),		In the given EOI, financials is also required	It is clarified that financial bids are not

		India Meteorological Department (IMD), Ministry of Earth Sciences (MoES), Government of India, on behalf of President of India invites, ONLINE Expression of Interest (EOI)"	from bidders. However, EOI generally asks for team and brief methodology. Hence, it is requested to convert it to a full-fledged RFP	required to be submitted at the EoI submission stage.
3.	9	Para 8.2 (Subcontracting of Assignment) "The agency shall not assign or subcontract the study project works or any portion of it to other agencies after signing the agreement with IMD without prior written consent of IMD."	Since this is an interdisciplinary study, sub-contractor arrangement would be required for quality execution of the study. Thus, it is requested to the IMD to allow sub-contracting to undertake field survey and individual experts and key institutes from different fields.	As per tender document, sub-contracting a part of the study is permissible subject to prior written consent of IMD. Similarly, consortium is also allowed. It may be noted that the agency remains responsible to IMD for the whole performance of the contract.
4.	7	Para 4.1 (Scope of Work) "Identify, define and quantify all the direct and indirect services being provided by IMD to various sectors (e.g., Agriculture, health, energy, sports, transport, tourism etc.) and society at large. A separate assessment should be made for each sector."	Sectors need to be specified to study the direct and indirect effect. Since the impact could be on a large number of sectors (both direct and indirect), sector specification would help to streamline the study.	IMD is providing services to various sectors like Agriculture, health, energy, sports, transport, tourism etc. However, the Agency is expected to identify, define and quantify all the direct and indirect services being provided by IMD to various sectors.
5.	7	Para 4.2 (Scope of Work) "Quantitative analysis of total economic impact of each service including direct, indirect, and induced impacts, appropriate multiplier effects and tangible and intangible effects."	Input-output /SAM models are generally used to calculate the direct, indirect and induced impacts through multipliers. This is to request the IMD to clarify if there is a requirement to use such a model for quantification of these impacts. Any example study can also be shared for the	The agency has to propose the Model to be adopted in EoI.

			reference.	
6.	7	Para 4.9 (Scope of Work) “Develop an online continuous and effective user feedback mechanism on IMD's weather and climate services with provision to generate reports in the form of texts and graphs”	There needs to be more clarity regarding this task. It seems that this task entails IT support which will automate the process of report generation using the data generated in the IMD system.	Online user feedback mechanism is required to be developed by the agency to obtain survey response from Govt. authorities, universities, Research institutes etc.
7.	1	Point 4 (Schedule) Bid submission date	This is to request the IMD to please extend the date. At least one month should be provided after providing the clarifications on pre-bid meeting queries.	Agreed. At least 20 days will be given after uploading the pre-bid minutes.
8.	11	Point 8 (Appendix-I) “Project Proposal on scope and methodology, Sample plan and tentative time line”	The EoI is expected to cover the Project proposal on scope and methodology, sample plan and tentative timeline. Is the scope, methodology, sample plan and timeline required for all the 10 services separately? At this EoI stage, it will be too much to ask for.	No. Separate project proposal for each service is not required at this stage.
9.	8	Point 6.1.3 (Methodology) “In order to have a comprehensive picture, in addition to the field work for the study, the study team has to have suitable interactions/discussions with all the related agencies/stakeholders.”	Can we expect IMD to connect us with the relevant agencies and stakeholders for the interactions/discussions?	The agency has to identify all the stakeholders. However, the list of existing stakeholders will be provided to the successful bidder.
10.	7	Point 4.2 (Scope of Work) “Provide a quantitative analysis of total economic impact of	We specialise in doing studies to estimate the direct and indirect benefits using IO Models. Form our	As per Tender Document. For a comprehensive Economic Impact Analysis, all three (i)

		each service including direct, indirect, and induced impacts, appropriate multiplier effects and tangible and intangible effects.”	experience, we can assure you that values of induced effects always look too inflated to defend. Hence, the induced effects may be considered to be removed.	Direct (ii) Indirect (iii) Induced effects should be estimated and each of them should be separately mentioned.
11.	6	Scope of Work “The project should consist of a large-scale research study assessing the benefits and economic impacts of these services on different sectors and public at large.”	It may be difficult to estimate the impact of weather services on general public or society at large, as primary survey is clearly not possible in this case – identification of weather service users may be difficult. Please tell if such identification can be made using any available information.	As per Tender Document.
12.	7	Point 4.3 (Scope of Work) “Include the number of jobs (indirect and direct) created as a result of various services being provided by IMD.”	We are not clear about estimating the number of jobs (direct and indirect) created as a result of various weather services. Please explain.	Number of direct and indirect jobs created should be estimated to the extent possible.
13.	7	Points 4.8 and 6.1.1 (Scope of Work & Methodology) “Division of country into 6 geographical regions /zones (Mumbai, Chennai, New Delhi, Kolkata, Nagpur and Guwahati) as classified by IMD.”	In order to bring out state-specific findings (point 4.8), do you expect state-level surveys to be done? If yes, then please explain Point 6.1.1.	Six Regional Meteorological Centres to be treated as the nodal points of State level surveys.
14.	10	Point 6 (Evaluation Process) “Infrastructure available with the Agency”	Point 6 in Marking criteria is Infrastructure availability – what is this expected to include?	The term ‘Infrastructure’ is meant primarily for HR infrastructure, IT support available to the agency and financial capability.

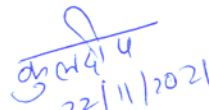
15.	10	Point 7 (Evaluation Process) “Technological competence of the Agency”	Where are details of Point 7 of marking sheet to be provided in the Template? This is about Technological competence. Also, please elaborate on what is expected to be included in this?	‘Technological competence’ means the professional competence and domain expertise.
16.	13	Appendix-II The agency should have a turnover of at least Rs.5 crores from advisory/ consultancy in each of the last three financial years.	As per document even startups are also eligible however turnover is kept 5 crore, is there any exemption for startup on this criteria?	As per Department of Expenditure, MoF OM No. F.1/7/2021-PPD-2 dated 02/08/2021: “The condition of prior turnover and prior experience may be relaxed for startups subject to meeting of quality & technical specifications.”



(Ranju Madan)
Chairperson



(Dr. S.D. Kotal)
Member



(Kuldeep Srivastava)
Member



(Kiran Jaswal)
Member Secretary