



**Ref.No.:** SO/VII/2022-23/179/1447

**Date:** 15.04.2023

**CORRIGENDUM – 1**

With regard to RFP (Ref. No.: SO/VII/2022-23/179/1350), dated 28.03.2023, floated for “Corporate Innovation and Odisha Startup Fund Development Program, based on the queries received from prospective bidders, the following clarifications/amendments are hereby being provided as follows:

<b>Sl. No.</b>	<b>Query (with existing clause wherever applicable)</b>	<b>Amendment/Clarification</b>
1	<b>Section 3.13.3, Page 13</b> <b>Evaluation of Technical Proposals: Pre-Qualification Criteria.</b> <b>Item no. 2:</b> The Bidder’s average turnover from Consulting services in India should be Rupees One Hundred Crores (₹ 100,00,00,000) or more in each of the last three (3) financial years (2021-22, 2020-21 and 2019-20 [Average refers to cumulative turnover of 2019-22, divided by 3 (Three)]	Based on the requirement of the Scope of Work, Startup Odisha would like to encourage participation from reputed consulting firms that could provide these services efficiently and professionally and the average turnover of ₹100 Cr is a reasonable expectation. Hence this section is retained with no change.
2	<b>Section 3.13.3, Page 13</b> <b>Evaluation of Technical Proposals: Pre-Qualification Criteria.</b>	The pre-qualification criteria [ <b>except for Item no. 4 – Manpower Strength</b> ] shall be retained as provided in the original RFP, since specific clauses pertaining to experience and team have been incorporated as scoring criteria under technical evaluation. <b>Item No. 4 – Manpower Strength</b> requirement shall be revised to <b>300</b> full-time manpower.
3	<b>Section 3.13.4, Page 14</b> <b>Technical Evaluation Criteria</b> <b>Item no. 1: Bidder’s Experience</b> <b>Sub-item 1.1: 15 Marks</b>	No amendment shall be made in the description of the Experience, since the given description covers all possible aspects of projects undertaken by the bidder in consonance with the requirement of the project.

		However, the marks allotted shall be amended to <b>10</b> for this sub-item in this regard.
4	<p><b>Section 3.13.4, Page 14</b></p> <p><b>Technical Evaluation Criteria</b></p> <p><b>Item no. 1: Bidder’s Experience</b></p> <p><b>Sub-item 1.2: 30 Marks</b></p>	<p>No amendment shall be made in the description of the Experience, since the given description covers all possible aspects of projects undertaken by the bidder in consonance with the requirement of the project.</p> <p>However, the marks allotted shall be amended to <b>20</b> for this sub-item in this regard.</p>
5	<p><b>Section 3.13.4, Page 14</b></p> <p><b>Technical Evaluation Criteria</b></p> <p><b>Item no. 1: Bidder’s Experience</b></p> <p><b>Sub-item 1.3: 5 Marks</b></p>	<p>No amendment shall be made in the description of the Experience, since the given description covers all possible aspects of projects undertaken by the bidder in consonance with the requirement of the project.</p> <p>However, the marks allotted shall be amended to <b>20</b> for this sub-item in this regard.</p>
6	<p><b>Section 3.13.4, Page 14</b></p> <p><b>Technical Evaluation Criteria</b></p> <p><b>Item no. 2: Team Profile</b></p> <p><b>Total: 20 Marks</b></p>	<p><b>No changes to be made as far as the years of experience are desired under this item.</b> These resources correspond to leadership roles within the project. Bidder is at liberty to propose any number of qualified resources with relevant work experience as it considers fit for implementing the project.</p>
7	<p><b>Clause 2.10.2.1, Page 10</b></p> <p>The firms cannot seek the participation by entering a joint venture with, or subcontracting part of the assignment to other firms. However, firms can demonstrate that they have existing partnership agreements to execute the engagement.</p>	<p>The Partnership indicated may contribute to the in-house capability of the bidder for delivering on this or similar projects/contracts undertaken by the bidder, but shouldn’t be pre-judicial to this RFP. The delivery of the project as per the Scope of Work shall be the responsibility of the bidder at its own risks.</p>
8	<p><b>Section-3: Terms of reference</b></p> <p><b>2 Scope of services</b></p> <p><b>Module I-(L) -</b> Provide for a dedicated Officer on Special duty to work exclusively with the Executive Chairman of Startup Odisha</p>	<p>The name of the role shall be amended to: <b>“Project Management Consultant”</b> who shall work exclusively under the guidance of Executive Chairman to ensure proper delivery of the project as per the expectations of Startup Odisha. The work shall entail, but not limited to, creating memos, reports, articles and documents for the exclusive perusal of the Executive Chairman, as well as implementing fine-tunings to the aspects of the delivery as per the guidance received from the Executive Chairman. The personnel to be</p>

		deployed for this role should possess sufficient experience in Startup Ecosystem.
9	<b>Section-3: Terms of reference</b> <b>2 Scope of services</b> <b>Module II</b> – Design, Build, Operate and Transfer a custom-built Platform for Startup Odisha	Bidder is at liberty to provide a backend support team. The financial bid shall be inclusive of deploying such a team for providing backend support for the platform.
10	<b>Section-3: Terms of reference</b> <b>2 Scope of services</b> <b>Module III (B)</b> – Support in setting up Startup Odisha Venture Capital fund : Create a technology platform to help establish the venture capital fund	Bidder is at liberty to create an integrated platform which brings together all the scopes and features required for fulfilment of Modules II & III.

Since the amendments are significant in nature, Last Date and Time for Submission of Technical and Financial Proposal shall be **27.04.2023 at 11AM**. Accordingly, the opening of Technical Bids shall be commenced on **27.04.2023 at 12 PM** and opening of Financial Bids shall be commenced on **28.04.2023 at 11 AM**.

Furthermore, it is to be noted that in the Scope of Work, the deployments shall be as follows:

<b>Project Director</b>	75%
<b>Project Manager</b>	100%
<b>Innovation Technology Expert</b>	100%
<b>Project Management Consultant</b>	100%
<b>Any other Team Resource provided by the bidder</b>	As per requirement of the respective deliverable.

**Furthermore, for proper and effective implementation of the project, the following clauses are being added to the RFP:**

**1. Clause 3.17, Time Frame**

The assignment shall be undertaken for a period of 6 (six) years. Time period of the assignment shall be 72 months (subject to satisfactory annual performance report from Startup Odisha at the end of each year).

**2. Clause 3.18.1 (Miscellaneous)**

It is essential that the implemented system becomes revenue positive by the end of the 3<sup>rd</sup> year of engagement. This is non-negotiable and failure to achieve this could lead to termination of the contract, or forfeiture of the Performance Bank Guarantee submitted by the bidder at the time of issuance of the Work order, or deduction of 20% on all applicable payables towards the bidder. Any decision of Startup Odisha in this regard shall be final and binding on the bidder.

The performance of the VC Fund, upon commissioning shall not be subject to the penalty.

Executive Chairman, Startup Odisha shall be empowered to take any decision in this regard, or the Board of Directors of Startup Odisha in case of non-incumbency of the Executive Chairman.

### 3. Deliverables (Scope of Work)

S.No	Module	Deliverables	SLA	Penalty
1	General	D1- Inception report and Master program charter including roadmap	Time-bound delivery (within 30 days of onboarding)  In consonance with the 5T and State Startup Ranking Framework	10% penalty applicable on the payable linked to the deliverable of inception report and charter beyond the 30-days time period.
2	Module I – Program Management	D2 -Baseline study, gap analysis, benchmarking and Program design	To be undertaken within 03 months of commencement	5% penalty applicable on the payables based on this Module in the subsequent Month.
3	Module I – Program Management	D3 – Capacity Building program report at 25 existing incubators	Roadmap to be submitted within 02 months from the date of signing Work Order.  Programmes to be accomplished within 5 months from the date of signing work order.	5% deduction on failure to submit the Roadmap within 01 month, for each month of delay.  5% deduction on subsequent monthly billings for each month of delay in accomplishing programmes with all 25 incubators.
4	Module II – Platform Development	D4 – Platform architecture and software requirement specification document & implementation plan	Roadmap to be submitted within 02 month from the date of signing Work Order.  Plan to be submitted within 02 months of approval of roadmap, along with specifications, architecture and requirements.	5% deduction on failure to submit the roadmap within 02 month.  5% deduction on failure to submit the detailed plan and requirements within 02 month for each subsequent month of delay.
5	Module IV – Innovation labs	D5 – Detailed report on setting	Parameters of DPR to be set	5% deduction for failure to submit the

		up on innovation labs & its execution at identified schools and colleges	within 04 month.  DPR to be completed within 06 months.	Table of Contents and Introduction.  5% deduction on the subsequent month's billable for failure to submit the DPR within stipulated time, for every month of delay.
6	Module II – Platform Development	D6 – Platform development – procurement, design, development, user testing, risk management and user acceptance report	Platform( POC) to be live in within 8 months and subsequently on BOT-mode	10% deduction on monthly billing for each month of delay in launch.
7	Module III – Venture Capital Fund setup	D7 – Detailed report on the platform development of venture capital fund and ecosystem development for Startup Odisha	Private Equity Front Office Platform to be developed. SLA as per Module – II	Penalty clause as per Module – II.
8	Module V – Entrepreneurship & Innovation	D8 – Detailed report on the rollout of skill and capacity development of Entrepreneurship and Innovation across the higher education institutions of Odisha	Minimum 50 higher educational institutions to be long-term subscribers to the portal by 12 months.	10% deduction for deviations (less than 50) at the end of 12 months.
9	General	D9 – Completion report of the program describing the number of new startups that were created in Odisha as a culmination of the effort.	Minimum 50 Startups to be created in average every 6 months - second year onwards	10% deduction for deviation (less than 50) per 6 months for continuous 2 periods
10	Monthly reports	Monthly reports describing the progress made across deliverables from D2-D8 across	Monthly Reports to be submitted by 25 <sup>th</sup> of Every Month.	Payments to be withheld for delays in submitting reports beyond 29 <sup>th</sup> of a given month,

		the various modules		pending detailed justification for the delay from higher authority of the bidder.
--	--	---------------------	--	---

**Sd/-**

**Chief Administrative Officer  
Startup Odisha**