



Ref.No.: SO/VII/2023-24/218/1617

Date: 25.05.2023

CORRIGENDUM – 1

With reference to RFP (Ref. No.: SO/VII/2023-24/218/1534, date: 10.05.2023), floated for “Corporate Innovation and Odisha Startup Fund Development Program, the responses to all the queries have been collated in the document titled Clarification has been uploaded in the Startup Odisha website. Further, based on the queries received from prospective bidders, the following clarifications/amendments are hereby being provided as follows:

Sl. No.	Query (with existing clause wherever applicable)	Amendment/Clarification
1	Section 2, Page 15 Information to Bidder	Additional Clause 4.5 The scoring of the financial bid will be limited to the fixed sum quoted for the purpose of carrying out the tasks specified in the RFP. The quoted time and material rate for undertaking any additional work scope as might be agreed on during the course of the engagement, will not be included for the purposes of scoring the financial bid.
2	Section 2, Page 16 Negotiations	Additional Clause 5.3 The successful bidder will agree to undertake any additional work scope as might be agreed on during the course of the engagement at the lowest quoted time and material rate from among the bids successful in the technical evaluation.
3	Section 3, Expected Deliverables, Milestones and Payments – Page 28 Sl. No. 5: Module IV – Innovation Labs	This clause is deleted because it will be undertaken under the purview of the Master PMU
4	Section 5: Schedule L - Page 45 Financial Bid Submission Form	In alignment with item 1 of this corrigendum, the financial bid submission form has been revised and made available as Annexure II below
5	Technical Qualification - 3.13.4 Team Profile Project Director (2.1)	Years of experience reduced to 15 years

6	<p>Technical Qualification - 3.13.4</p> <p>Team Profile</p> <p>Project Management Consultant (2.4)</p>	Years of experience reduced to 10 years
7	<p>Section – 3 – Terms of Reference</p> <p>Expected Deliverables, Milestones and Payment</p> <p>Deliverable – Point no. 1, Module – General</p>	<p>The request for reasonable extensions for the 30-day timeline in exceptional circumstances or for unforeseen challenges is acceptable.</p> <p>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.</p>
8	<p>Section – 3 – Terms of Reference</p> <p>Expected Deliverables, Milestones and Payment</p> <p>Deliverable – Point no. 6, Module II – Platform Development</p> <p>How will the delay in approvals of wireframes, UAT, and other deliverables by the authority/Client impact the project timeline?</p>	<p>Any delay in approvals need to be clearly called out in the monthly project report with expected impact on outcome and timeline. To ensure healthy functioning of the engagement, certain extensions/ provisions can be included under extenuating conditions. However 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.</p>
9	<p>Section – 3 – Terms of Reference</p> <p>Expected Deliverables, Milestones and Payment</p> <p>Deliverable – Point no. 9, Module – General</p> <ul style="list-style-type: none"> • Bidder may face challenges in directly registering startups due to various reasons 	<p>These are known and identified risks of any such engagement and for any startup ecosystem or subscription model anywhere.</p> <p>However, owing to the complex nature of this engagement, easing of this penalty clause will be considered.</p> <p>But the successful registration of startups on the portal is a mandatory responsibility of the successful bidder.</p>
10	<p>Page 30 – penalties #9</p> <p>Minimum 50 Startups to be created in average every 6 months - second year onwards. There is a 10% deduction for deviation (less than 50) per 6 months for continuous 2 periods.</p>	<p>risks of any such engagement and for any startup ecosystem or subscription model anywhere.</p> <p>However, owing to the complex nature of this engagement, easing of this penalty clause will be considered.</p>

	Creation of Startups is not directly within the control of the firm and cannot be a viable KPI.	But the successful registration of startups on the portal is a mandatory responsibility of the successful bidder.
11	<p>Section 3 – Terms of Reference 3. Module VI (b.)</p> <p>Creation of DPR for the proposed COEs (up to a maximum of 8)</p> <p>Clause c. of module VI suffices, and that a separate expert team is on-boarded</p>	<p>Supporting the capacity and spread of the innovation hub and eventually setting up a startup city, will require an entire range of activities. It is understood a lot of these activities will be taken up by experts and the successful engagement and management of these initiatives by the successful bidder.</p> <p>This clause has been revised as per Annexure I below</p>

Additional Changes

12. Important Note: Owing to the highly complex and critical nature of this requirement, the Executive Chairman of Startup Odisha (or the Board of Directors of Startup Odisha in case of non-incumbency of the Executive Chairman) has the right and final authority to change the terms or SLAs stated, with sufficient notice, to safeguard the health of the project and enable smoother execution.

Sd/-
Chief Administrative Officer

Module VI – Advisory for creation of Odisha innovation hub to build extended innovation capacity within the O Hub Campus.

Renamed to: Advisory for establishing the Odisha innovation hub and supporting extended innovation/ entrepreneurship enablement within the O-Hub campus and beyond

The envisioned Startup City, to be set up within the state, in a strategic location to be allocated by Govt. of Odisha, will be the place for innovators and startups to grow from ideation to scaled business. This will include setting up of multiple Centers of Excellence (COEs), creating and operating the enabling infrastructure, and provision of all requisite support to the startups that form part of the overall innovation ecosystem under the purview of Startup Odisha – regional and beyond.

The vendor will provide objective advisory and Master PMU support to establish the innovation hub and further foster innovation / entrepreneurship enablement within the O-Hub campus and beyond, under the aegis of Startup Odisha, through

- a. Identifying the appropriate experts / partners to carry out the various tasks as under
 - i. Development of the master vision to create an Innovation city, in addition to the existing O-Hub, that will support the innovators and marquee startups from other states/ countries.
 - ii. Creation of DPR for the proposed COEs (up to a maximum of 8) and undertake the infrastructure development – this includes but is not limited to
 - Setting up of a Super Fab Lab
 - Development of the Startup City in a strategic location to be allocated by Govt. of Odisha
 - iii. Implementation of a cloud-based ERP for centralized management of the startup ecosystem under purview of Startup Odisha (***this has to be completed within 10 months of initiation of engagement***)
 - iv. Design and implement appropriate grants and incentives schemes for startups
 - v. Review, propose and design policy and regulatory changes on a periodic basis, to accentuate the effectiveness of the programs and agenda of Startup Odisha
- b. Onboarding the appropriate experts through a rigorous evaluation process
- c. Detailing the KPIs for the various tasks in alignment with the overall strategy of Startup Odisha
- d. Undertake appropriate governance and monitoring of the various tasks/ work streams as above, to ensure timely and effective delivery of services
- e. Design and implement fail-safes for each of the initiatives undertaken to ensure timely completion of tasks and achievement of expected results

Any additional activities, to be conducted for successful achievement of the broader objectives of this engagement, will be at the discretion of the Executive Chairman of Startup Odisha and will be undertaken by the vendor at a pre-determined time and material rate (annually inflation adjusted), proposed at the outset and included in the original proposal. The principle of awarding the contract as detailed in section 5.3 of this RFP will be binding.

The effort undertaken by this Master PMU will not be considered for the purposes of revenue positive business model.

Annexure II

Section –5

SCHEDULE - L

FINANCIAL BID SUBMISSION FORM

To:

Chief Administrative Officer
2nd Floor, Tower-A, Odisha Startup Incubation Centre (O-HUB), SEZ Road,
CHANDAKA, Pincode-751024, BHUBANESWAR

Sub: Corporate Innovation and Odisha Startup Fund Development Program

Having gone through the RFP and having fully understood the scope of work for the captioned assignment as set out in the RFP; we are pleased to quote the following fees (exclusive of applicable taxes) for the Assignment:

Lump-sum for agreed upon scope of work as detailed in the RFP

In Figures	
In Words	

Variable rate per man-day for any additional scope of work, as discussed and agreed upon with Startup Odisha, to be undertaken during the engagement period

Rate per man-day (in INR)	Manager: 15+ years of experience	Senior Consultant: 10-15 years of experience	Consultant: 5-12 years of experience
In Figures			
In Words			

Our Financial Bid shall be binding upon us subject to the modifications resulting from contract negotiations, up to expiration of the validity period of the Bid.

We understand you are not bound to accept any Bid you receive.

We remain,

Yours sincerely,

Authorized Signature [In full and initials]: Name and Title of Signatory:

Name of Firm: Address: