



**Startup
Odisha**

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**A Startup, Innovation & Entrepreneurship Promotion Organization
under MS & ME Department, Government of Odisha**

Ref.No: SO/II/2023-24/312/2432

Date: 11.10.2023

CLARIFICATION / CORRIGENDUM – 1

Referring to RFP (RFP No: SO/II/2023-24/312/2324) dated 30.09.2023, floated for "Corporate Innovation and Odisha Startup Fund Development Program, the clarification/corrigendum to all queries received are hereby notified and is placed at Annexure-I.

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**Clarification/Corrigendum -I
ON
Corporate Innovation and Odisha Startup Fund Development Program**

With reference to RFP (Ref. No: SO/II/2023-24/312/2324, date: 30.09.2023), floated for “Corporate Innovation and Odisha Startup Fund Development Program, the clarification to all queries received is as follows:

SI	Clause no.	Page No.	Original Clause	Query / Revised Clause	Additional suggestions	Response / Clarification
1.	Scope of Work (Module 2)	27/56	Create and build a world class platform* that must be integrated with the existing Startup Odisha website through API’s and any proposed ERP software that will be rolled out by Startup Odisha. This platform should be hosted on the cloud and should be API integrated with all best practice driven security features – A FULLY FUNCTIONAL PROOF OF CONCEPT NEEDS TO BE COMPLETED IN 8 MONTHS FROM ENGAGEMENT KICK-OFF; LEADING TO DEPLOYMENT OF THE FIRST PHASE OF THE PRODUCT IN THE FIRST YEAR ITSELF with additional enhancements in the subsequent phases to be completed in the first 3 years. Provision should be made to provide an expert on as and required basis	Query 1: Does the authority possess sufficient staff to adequately maintain this application in case of any maintenance requirements? Query 2: What specific expertise would be necessary and available on an as-needed basis for this project? Query 3: If there is an existing tech stack, please share details of the same		A1. The bidder is expected to provide the requisite resources to maintain the solution during the 6-year period of engagement. A2. The mandated expertise required has been specified in the RFP under expected team requirements. Beyond that, the bidder is expected to plan and provide for experts which will enable them

				<p>which can be extended further for building this platform?</p> <p>Query 4: What is the target user count this portal aims to cater to?</p> <p>Query 5: If there is an existing cloud partner, please share details of the same?</p> <p>Query 6: If there is an existing database architecture, please share the overview of the same?</p>		<p>to deliver effectively on the requirements.</p> <p>A3. No pre-existing tech-stack. The architecture and design has to be proposed by the vendor and submitted as per the timelines suggested.</p> <p>A4. Startup Odisha aims to have 5000 startups registered by 2025. For the program to be a success there will be incubators, investors, students, institutions and corporations who will also form part of the user base. The bidder is expected to design in accordance.</p>
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						<p>A5. There is no existing cloud partner. The bidder is expected to choose the appropriate cloud provider.</p> <p>A6. There is no existing database architecture. The bidder is expected to submit the design and architecture in accordance with the timelines specified for the deliverables linked with the same</p>
2.	2.11.3 Evaluation of Technical Proposals: Pre-qualification Criteria	13/56	The Bidder must have at least Three hundred (300) full time personnel on their roles which should include research and consulting/ advisory	<p>The minimum personnel requirement was increased to 400 to ensure a bidder with greater capacity, expertise, and resources for the project.</p> <p>The Bidder must have at least Four hundred (400) full time personnel on</p>	The change in the minimum personnel requirement to 400 full-time personnel suggests a desire for a bidder with increased capacity, expertise, and	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 personnel strength of

				their roles which should include research and consulting / advisory.	resources to successfully undertake and deliver the project.	300 is a reasonable expectation. Hence this section is retained with no change.
3.	2.11.4 The technical evaluation will involve:(Qualifying mark = 70)	14/56	Project Director – 1 no. (on-site) Masters degree or equivalent in Engineering/Management/Finance/Economics/ associated disciplines. PMP or equivalent certification preferred. 15+ years of relevant experience in working with startups, incubators, VCs, corporate innovation teams and other relevant stakeholders in the startup ecosystem, especially in complex long term engagements with overall ownership of project delivery and P&L. Experienced in project management and leading mid-large sized teams.	The startup ecosystem is relatively new, making it challenging to locate individuals with 15 years of experience in the same domain. The ideal candidate should possess over 15 years of experience in managing government project teams and a minimum of 7 years of experience in the startup ecosystem.		The criteria is hereby changed to Masters degree or equivalent in Engineering/ Management/ Finance/ Economics/ associated disciplines. Experienced in project management and leading mid-large sized teams. PMP or equivalent certification preferred. 15+ years of relevant experience in working on complex long term engagements with overall ownership of project delivery and P&L. Of which 10+ years of experience of

						working with startups, incubators, VCs, corporate innovation teams and other relevant stakeholders in the startup ecosystem.
4.	<p>Section – 2 – Information to the bidder</p> <p>2.11.4 The technical evaluation will involve:(Qualifying mark = 70)</p>	14/56	Bidder’s experience – 40	<p><i>The bidder's experience was increased from 40 to 60 marks</i> to emphasize its significance in the evaluation process. This change reflects the importance of evaluating the bidder's track record and expertise in various aspects of the startup ecosystem.</p> <p><i>New marking components have been added to assess the bidder's experience in</i></p>	<p>By introducing these criteria, the selection committee will evaluate bidders based on their hands-on experience and contributions to nurturing and supporting startups in various capacities.</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>The selection committee will be equipped with the requisite evaluation criteria for the capabilities and capacities of the bidder during the technical</p>

specific areas related to startup ecosystem development, government support, and policy implementation.

These additions provide a more comprehensive evaluation of the bidder's capabilities and align with the specific requirements of the project.

Existing points marking has been revised accordingly to accommodate these new components and ensure a fair and thorough assessment of the bidder's qualifications.

presentation – a critical step of the evaluation.

5.			<p>Experience in supporting the innovation agenda serving national and international clients across large corporations, startups, and financial institutions. (10)</p> <ul style="list-style-type: none"> • 1 project: 2 marks • 2 projects: 4 marks • 4 or more projects: 7 marks • 6 or more projects: 10marks 	<p>Experience in supporting the Startup ecosystem / innovation agenda serving national and international clients across large corporations, startups, and financial institutions. (15)</p> <ul style="list-style-type: none"> • 1 project: 2 marks • 2 projects: 5 marks • 4 or more projects: 10 marks • 6 or more projects: 15 marks 		<p>Refer to response to item 6 above. The same holds for this.</p>
6.			<p>Demonstrate capability and similar experience in building and managing technology platforms in an innovation ecosystem. (10)</p> <ul style="list-style-type: none"> • 1 project: 2 marks • 2 projects: 4 marks • 3 projects: 7 marks • 4 or more projects: 10 marks 	<p>We request if the authority could take into account a demonstrated capability and similar experience in technology platforms for any other project like Skill Development, Entrepreneurship development program and overseeing</p>		<p>The bidder is encouraged to submit experiences that they believe is a good fit for the capabilities sought. The technical evaluation committee will take a call basis competing bids submitted.</p>

				Innovation ecosystem.		
7.			<p>Demonstrated experience in advising, setting up venture capital arms, providing consultancy and manage the operations. (10)</p> <ul style="list-style-type: none"> - International / National – 1 fund - 7 marks - International / National – 2 or more funds - 15 marks 	<p>Demonstrated experience in advising, setting up venture capital arms, providing consultancy and manage the operations. (5)</p> <ul style="list-style-type: none"> International / National – 1 fund - 3 marks - International / National – 2 or more funds - 5 marks 	Is it Venture Capital Firm?	<p>No change in the scoring attributed – this has been carefully considered and adjusted to accommodate the various requirements sought.</p> <p>Not necessarily a venture capital firm, but advisory to a venture capital firm for setup and operations will definitely be considered.</p>
8.			<p>Pre-existing relationship with a global innovation ecosystem enablement major involved in entrepreneur education, fund management, and entrepreneur network development.</p> <p>Please provide a copy of the pre-existing agreement / MoU (predating the RFP)</p> <p>10 Marks</p>	<p>Please define global innovation ecosystem enablement, Can those entities which are based in India and has global reach, be considered as global innovation ecosystem enabler</p>		<p>The term 'Global' refers to global reach and operations. Sufficient, verifiable proof of global reach and operations, if submitted, will be considered. The partner could be registered anywhere,</p>

						but will needs to demonstrate global expertise/capabilities, and completed work in entrepreneur education, fund management and entrepreneur network development.
9.				<p>New points which can be considered.:</p> <p><i>Experience of mentoring / handholding support to government for nurturing the start-up ecosystem in any one state in India (10)</i></p> <p>2 districts within a state: 2 Marks</p> <p>2 to 5 districts within a state: 5 Marks</p> <p>5 districts within a state: 10 Marks</p>		<p>These aspects will strengthen the proposal – the bidder is encouraged to include evidence of any such capabilities in the proposal.</p>

Experience of handholding support to government for assessment of start-ups on various aspect of business (10)

100 Start-ups: 2 Marks

100-250 Start-ups: 5 Marks

More than 250 Start-ups: 10 Marks

Experience of supporting a state Government to establish a and publish a policy on Startups (5)

Experience of setting up incubation centre in state/s for the startups.(5)

1 incubation centre: 2 Marks

2 incubation centre: 3 Marks

3 Incubation centre: 5 Marks

10.	<p>Section – 2 – Information to the bidder</p> <p>2.11.4 The technical evaluation will involve:(Qualifying mark = 70)</p>	16/56	<p>Presentation – 40</p> <p>Demonstration of understanding of the project objectives 10</p> <p>Methodology demonstrating approach 15</p> <p>Work Plan: 15</p>	<p>Since it's a QCBS, the marks allocated to presentation should not be more than 20 to avoid subjectivity.</p>		<p>The evaluation of the bid is indeed QCBS. Given the unique nature of the requirement, the marks allocated have been carefully thought through and represented in the RFP. The evaluation is being conducted by a panel and not an individual – to avoid possibilities of subjectivity.</p>
11.	<p>Section – 3 – Terms of Reference</p> <p>Expected Deliverables, Milestones and Payment</p>	40/56	<p>D1- Inception report and Master program charter <i>including roadmap</i></p> <p>Time-bound delivery (within 30 days of the award of contract, evidenced by a signed agreement between the Client and the successful bidder)</p> <p>In consonance with the 5T and State Startup Ranking Framework</p>	<ul style="list-style-type: none"> • Are there any guidelines or templates available for inception report, Master Program Charter and Roadmap that need to be followed to ensure compliance with the requirements? 	<p>Penalty- Allow for Reasonable Extensions: Consider incorporating provisions for granting extensions to the 30-day timeline in exceptional</p>	<p>There are no specified guidelines or templates for the inception report. The successful bidder is expected to use standard project management practices and templates for the same. Aligning with the 5T and State Startup Ranking Framework is good to have.</p>

			10% penalty applicable on the 1st payable linked to the deliverable of inception report and charter (5% at the end of month 1) beyond the 30- days time period.	Any Specific criteria to align the abovementioned reports with 5T and State Startup Ranking Framework	circumstances or for unforeseen challenges.	The request for reasonable extensions for the 30-day timeline in exceptional circumstances or for unforeseen challenges is acceptable. The decision of the Executive Chairman will be final on this.
12.	Section – 3 – Terms of Reference Expected Deliverables, Milestones and Payment	40/56	D2 -Baseline study, gap analysis, benchmarking and Program design To be undertaken within 03 months of official kick-off 5% penalty applicable on the subsequent month(3) payable	SLA – <ul style="list-style-type: none"> Official Kick-off Date: Please confirm the official kick-off date for the program. <i>Is it the date of onboarding or from the date of contract signing?</i> Penalty- <ul style="list-style-type: none"> How the 5% penalty on the 		Official kick-off date will be date that the engagement is formally kicked-off via a meeting between the bidder and the Startup Odisha teams, after the necessary onboarding paperwork is completed. This date will be decided by the two teams as the earliest mutually convenient date after the mandatory

				<p>payables based on this module is calculated in the subsequent month?</p>		<p>paperwork is completed.</p> <p>The payment terms clearly specify 90% of total project value equally distributed into 70 monthly payments. The penalty of 5% will be applicable to the 1/70th of the 90% of the project fee for the specific month of the engagement when the deliverable was expected.</p>
13.	<p>Section – 3 – Terms of Reference</p> <p>Expected Deliverables, Milestones and Payment</p>	40/56	<p>D4 – Platform Implementation Plan</p> <p>Plan to be submitted within 02 months of approval of roadmap, along with specifications, architecture and requirements. (end of month 4)</p> <p>5% deduction on the 5th month (or the month 2 months after approval of roadmap) payable upon failure to submit the detailed</p>	<ul style="list-style-type: none"> • Are there any existing platforms or technologies that should be considered or integrated into the development process? 		<p>Development of the digital platform enabling the innovation ecosystem and startup funding support is an integral element of the overall solution being sought.</p>

			<p>plan and requirements within 2 months of approval of roadmap.</p> <p>5% deduction in the subsequent months upon failure to submit for deliverables 4A and 4B for each subsequent month of delay. (month 6 onwards)</p>	<ul style="list-style-type: none"> • Will there be any technical support or assistance provided by the authority during the platform development phase? • What are the key priorities or objectives that should be addressed in the platform architecture and implementation plan? Are there any platform architecture and software requirement specification document? Is 		<p>Startup Odisha will provide detailed information about existing platforms to the successful bidder – and, the bidder is expected to have the technical knowhow to integrate these into the core platform being developed.</p> <p>All required expertise should be provided by the bidder – no expectations from Startup Odisha except basic physical infrastructure as mentioned in Module II – Page 25 of the published RFP</p> <p>Given the complex nature of the assignment, the bidder has been provided with</p>
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				<p>there a preferred technology stack or programming language? Are there any specific security or data privacy requirements?</p>		<p>the flexibility to design and implement the most appropriate platform that sufficiently covers the requirements as might be there to complete the activities mentioned across the various modules. No specific preference of technology stack or programming language.</p> <p>Mandatory security and data privacy requirements have been clearly mentioned in the RFP.</p>
14.	<p>Section – 3 – Terms of Reference</p> <p>Expected Deliverables, Milestones and Payment</p>	41/56	<p>D5 – Platform development – procurement, design, development, user testing, risk management and user acceptance report</p> <p>Platform(POC) to be live in within 8 months from official kick-off and subsequently on BOT-mode</p>	<ul style="list-style-type: none"> Are there any specific technological or security requirements that need to be considered during the platform development? 		<p>Mandatory security and data privacy requirements have been clearly mentioned in the RFP sections 3.18 to 3.22</p> <p>Any delay in approval</p>

			10% deduction on monthly billing from month 9 onwards for each month of delay in launch	<ul style="list-style-type: none"> How will the delay in approvals of wireframes, UAT, and other deliverables by the authority/Client impact the project timeline? 		needs 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 the decision on this by the Executive Chairman of Startup Odisha will be final.
15.	Section – 3 – Terms of Reference Expected Deliverables, Milestones and Payment	41/56	<p>D7 - Monthly reports describing the progress made across deliverables from D2-D7 across the various Modules</p> <p>Monthly Reports to be submitted by 25th of Every Month.</p> <p>Payments to be withheld for delays in submitting reports beyond 29th of a given</p>	<p>SLA –</p> <ul style="list-style-type: none"> Could you clarify the scope and coverage of the monthly reports? Should they cover all deliverables from D2-D7 or only specific milestones. Is there a specific 		No specified template for the monthly reports – the successful bidder can use their own templates for the same. The monthly report will indicate progress against the inception report and master program charter

			month, pending detailed justification for the delay from higher authority of the bidder.	template or format that should be followed for the monthly reports?		submitted in the first month of the engagement.
16.	Terms of Reference (ToR)	28/56	The procurement of physical assets such as hardware and other equipment required such as Server etc. will be taken up by the agency, including the manpower that might be required to make it operational. Any software license needed will be procured on behalf of Startup Odisha. The digital assets will be created by the firm and transferred to Startup Odisha as part of the engagement. The indicative bill of materials should be clearly specified and available for review and audit. Startup Odisha will provide for all the supporting physical infrastructure at site, real-estate, bandwidth, cooling systems, etc.	It is suggested that the hardware and the software license procurement is excluded from the scope of the RFP & this can be separately provisioned by the department.		Separating the responsibilities will only add to delay in the overall execution process. Startup Odisha is empowering the successful bidder to take their own procurement decisions and level of comfort with known suppliers to get this support system procurement done effectively and efficiently.
17.	3. Scope of Work A. Design, Build and Operate the Corporate Innovation program	26/56	Team Profile	The team required for the platform development as per module II is not specified in the RFP. We assume that the		The bidder is expected to take complete responsibility of development and maintenance of the platform during the

				<p>development team has to be additionally factored & they will work offsite from the bidder's premises.</p> <p>Please confirm if our understanding is correct.</p>	<p>course of the engagement. Post the engagement period, there should be a plan for proper knowledge and technology transfer to Startup Odisha.</p> <p>All required expertise should be provided by the bidder.</p> <p>There is no additional cost to be factored beyond the lumpsum quoted fee.</p> <p>The successful bidder needs to specify the team size and location of working as per their convenience – accessible proximity of Startup Odisha to key project team members is essential and crucial.</p>
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18.	SCHEDULE – C: Power of attorney for signing of Bid.	46/56	Power of Attorney	We request to consider the format in Annexure I as we are an LLP firm	Respective bidders may submit Board resolution authorizing the signatory may be submitted as an alternate to the power of attorney.
19.	General Query		Regarding Consortium	We would request the authority to allow unincorporated Joint Venture to enhance bidder's capability since the scope is wide.	Joint Venture is not allowed.
20.	Bid Submission End Date			Extension 2 weeks from the present end date.	This is a re-tender. Sufficient time is being provided for any serious bidder to submit a bid including any changes that might be required basis the corrigendum. The submission date will remain unchanged.