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# REQUEST FOR PROPOSAL

for

**Long Term Agreement to improve the income of 3000 families in focus 3GP to INR 36,000 per annum from baseline by July 2021 and strengthening community cadres & marketing linkages for sustainability of livelihoods across Talasari**

RFP No.: RFP-098-IND-2018

Project: LTPCT

Country: [INDIA]

Issued on: 17 October 2018

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## Section 1. Letter of Invitation

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Subject: Long Term Agreement to improve the income of 3000 families in focus 3GP to INR 36,000 per annum from baseline by July 2021 and strengthening community cadres & marketing linkages for sustainability of livelihoods across Talasari

The United Nations Development Programme (UNDP) hereby invites you to submit a Proposal to this Request for Proposal (RFP) for the above-referenced subject.

This RFP includes the following documents and the General Terms and Conditions of Contract which is inserted in the Bid Data Sheet (BDS):

- Section 1: This Letter of Invitation
- Section 2: Instruction to Bidders
- Section 3: Bid Data Sheet (BDS)
- Section 4: Evaluation Criteria
- Section 5: Terms of Reference
- Section 6: Returnable Bidding Forms
  - Form A: Technical Proposal Submission Form
  - Form B: Bidder Information Form
  - Form C: Joint Venture/Consortium/Association Information Form
  - Form D: Qualification Form
  - Form E: Format of Technical Proposal
  - Form F: Financial Proposal Submission Form
  - Form G: Financial Proposal Form

If you are interested in submitting a Proposal in response to this RFP, please prepare your Proposal in accordance with the requirements and procedure as set out in this RFP and submit it by the Deadline for Submission of Proposals set out in Bid Data Sheet.

Please acknowledge receipt of this RFP by sending an email to [arun.arumughan@undp.org](mailto:arun.arumughan@undp.org), indicating whether you intend to submit a Proposal or otherwise. You may also utilize the "Accept Invitation" function in eTendering system, where applicable. This will enable you to receive amendments or updates to the RFP. Should you require further clarifications, kindly communicate with the contact person/s identified in the attached Bid Data Sheet as the focal point for queries on this RFP.

UNDP looks forward to receiving your Proposal and thank you in advance for your interest in UNDP procurement opportunities.

Issued by:

Approved by:

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Name: [Arun Arumughan]

Title: [Procurement Officer]

Date: **October 17, 2018**

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Name: [Alka Aneja]

Title: [Procurement Analyst]

Date: **October 17, 2018**

## Section 2. Instruction to Bidders

A. GENERAL PROVISIONS	
1. Introduction	<p>1.1 Bidders shall adhere to all the requirements of this RFP, including any amendments in writing by UNDP. This RFP is conducted in accordance with the UNDP Programme and Operations Policies and Procedures (POPP) on Contracts and Procurement which can be accessed at <a href="https://popp.undp.org/SitePages/POPPBSUnit.aspx?TermID=254a9f96-b883-476a-8ef8-e81f93a2b38d">https://popp.undp.org/SitePages/POPPBSUnit.aspx?TermID=254a9f96-b883-476a-8ef8-e81f93a2b38d</a></p> <p>1.2 Any Proposal submitted will be regarded as an offer by the Bidder and does not constitute or imply the acceptance of the Proposal by UNDP. UNDP is under no obligation to award a contract to any Bidder as a result of this RFP.</p> <p>1.3 As part of the bid, it is desired that the Bidder registers at the United Nations Global Marketplace (UNGM) website (<a href="http://www.ungm.org">www.ungm.org</a>). The Bidder may still submit a bid even if not registered with the UNGM. However, if the Bidder is selected for contract award, the Bidder must register on the UNGM prior to contract signature.</p>
2. Fraud & Corruption, Gifts and Hospitality	<p>2.1 UNDP strictly enforces a policy of zero tolerance on proscribed practices, including fraud, corruption, collusion, unethical or unprofessional practices, and obstruction of UNDP vendors and requires all bidders/vendors observe the highest standard of ethics during the procurement process and contract implementation. UNDP's Anti-Fraud Policy can be found at <a href="http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_andinvestigation.html#anti">http://www.undp.org/content/undp/en/home/operations/accountability/audit/office_of_audit_andinvestigation.html#anti</a></p> <p>2.2 Bidders/vendors shall not offer gifts or hospitality of any kind to UNDP staff members including recreational trips to sporting or cultural events, theme parks or offers of holidays, transportation, or invitations to extravagant lunches or dinners.</p> <p>2.3 In pursuance of this policy, UNDP</p> <p>(a) Shall reject a proposal if it determines that the selected bidder has engaged in any corrupt or fraudulent practices in competing for the contract in question;</p> <p>(b) Shall declare a vendor ineligible, either indefinitely or for a stated period of time, to be awarded a contract if at any time it determines that the vendor has engaged in any corrupt or fraudulent practices in competing for, or in executing a UNDP contract.</p> <p>2.4 All Bidders must adhere to the UN Supplier Code of Conduct, which may be found at <a href="http://www.un.org/depts/ptd/pdf/conduct_english.pdf">http://www.un.org/depts/ptd/pdf/conduct_english.pdf</a></p>
3. Eligibility	<p>3.1 A vendor should not be suspended, debarred, or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization. Vendors are therefore required to disclose to UNDP whether they are subject to any sanction or temporary suspension imposed by these organizations.</p> <p>3.2 It is the Bidder's responsibility to ensure that its employees, joint venture members, sub-contractors, service providers, suppliers and/or their employees meet the eligibility requirements as established by UNDP.</p>

4. Conflict of Interests	<p>4.1 Bidders must strictly avoid conflicts with other assignments or their own interests, and act without consideration for future work. Bidders found to have a conflict of interest shall be disqualified. Without limitation on the generality of the above, Bidders, and any of their affiliates, shall be considered to have a conflict of interest with one or more parties in this solicitation process, if they:</p> <ul style="list-style-type: none"> <li>a) Are or have been associated in the past, with a firm or any of its affiliates which have been engaged by UNDP to provide services for the preparation of the design, specifications, Terms of Reference, cost analysis/estimation, and other documents to be used for the procurement of the goods and services in this selection process;</li> <li>b) Were involved in the preparation and/or design of the programme/project related to the services requested under this RFP; or</li> <li>c) Are found to be in conflict for any other reason, as may be established by, or at the discretion of UNDP.</li> </ul> <p>4.2 In the event of any uncertainty in the interpretation of a potential conflict of interest, Bidders must disclose to UNDP, and seek UNDP's confirmation on whether or not such a conflict exists.</p> <p>4.3 Similarly, the Bidders must disclose in their proposal their knowledge of the following:</p> <ul style="list-style-type: none"> <li>a) If the owners, part-owners, officers, directors, controlling shareholders, of the bidding entity or key personnel are family members of UNDP staff involved in the procurement functions and/or the Government of the country or any Implementing Partner receiving services under this RFP; and</li> <li>b) All other circumstances that could potentially lead to actual or perceived conflict of interest, collusion or unfair competition practices.</li> </ul> <p>Failure to disclose such an information may result in the rejection of the proposal or proposals affected by the non-disclosure.</p> <p>4.4 The eligibility of Bidders that are wholly or partly owned by the Government shall be subject to UNDP's further evaluation and review of various factors such as being registered, operated and managed as an independent business entity, the extent of Government ownership/share, receipt of subsidies, mandate and access to information in relation to this RFP, among others. Conditions that may lead to undue advantage against other Bidders may result in the eventual rejection of the Proposal.</p>
<b>B. PREPARATION OF PROPOSALS</b>	
5. General Considerations	<p>5.1 In preparing the Proposal, the Bidder is expected to examine the RFP in detail. Material deficiencies in providing the information requested in the RFP may result in rejection of the Proposal.</p> <p>5.2 The Bidder will not be permitted to take advantage of any errors or omissions in the RFP. Should such errors or omissions be discovered, the Bidder must notify the UNDP</p>
6. Cost of Preparation of Proposal	<p>6.1 The Bidder shall bear any and all costs related to the preparation and/or submission of the Proposal, regardless of whether its Proposal was selected or not. UNDP shall not be responsible or liable for those costs, regardless of the conduct or outcome of the procurement process.</p>
7. Language	<p>7.1 The Proposal, as well as any and all related correspondence exchanged by the Bidder and UNDP, shall be written in the language (s) specified in the BDS.</p>

<b>8. Documents Comprising the Proposal</b>	<p>8.1 The Proposal shall comprise of the following documents:</p> <ul style="list-style-type: none"> <li>a) Documents Establishing the Eligibility and Qualifications of the Bidder;</li> <li>b) Technical Proposal;</li> <li>c) Financial Proposal;</li> <li>d) Proposal Security, if required by BDS;</li> <li>e) Any attachments and/or appendices to the Proposal.</li> </ul>
<b>9. Documents Establishing the Eligibility and Qualifications of the Bidder</b>	<p>9.1 The Bidder shall furnish documentary evidence of its status as an eligible and qualified vendor, using the Forms provided under Section 6 and providing documents required in those forms. In order to award a contract to a Bidder, its qualifications must be documented to UNDP's satisfaction.</p>
<b>10. Technical Proposal Format and Content</b>	<p>10.1 The Bidder is required to submit a Technical Proposal using the Standard Forms and templates provided in Section 6 of the RFP.</p> <p>10.2 The Technical Proposal shall not include any price or financial information. A Technical Proposal containing material financial information may be declared non-responsive.</p> <p>10.3 Samples of items, when required as per Section 5, shall be provided within the time specified and unless otherwise specified by UNDP, and at no expense to UNDP</p> <p>10.4 When applicable and required as per Section 5, the Bidder shall describe the necessary training programme available for the maintenance and operation of the services and/or equipment offered as well as the cost to the UNDP. Unless otherwise specified, such training as well as training materials shall be provided in the language of the Bid as specified in the BDS.</p>
<b>11. Financial Proposals</b>	<p>11.1 The Financial Proposal shall be prepared using the Standard Form provided in Section 6 of the RFP. It shall list all major cost components associated with the services, and the detailed breakdown of such costs.</p> <p>11.2 Any output and activities described in the Technical Proposal but not priced in the Financial Proposal, shall be assumed to be included in the prices of other activities or items, as well as in the final total price.</p> <p>11.3 Prices and other financial information must not be disclosed in any other place except in the financial proposal.</p>
<b>12. Proposal Security</b>	<p>12.1 A Proposal Security, if required by BDS, shall be provided in the amount and form indicated in the BDS. The Proposal Security shall be valid up to thirty (30) days after the final date of validity of the Proposal.</p> <p>12.2 The Proposal Security shall be included along with the Technical Proposal. If Proposal Security is required by the RFP but is not found along with the Technical Proposal, the Proposal shall be rejected.</p> <p>12.3 If the Proposal Security amount or its validity period is found to be less than what is required by UNDP, UNDP shall reject the Proposal.</p> <p>12.4 In the event an electronic submission is allowed in the BDS, Bidders shall include a copy of the Bid Security in their proposal and the original of the Proposal Security must be sent via courier or hand delivery as per the instructions in BDS.</p> <p>12.5 The Proposal Security may be forfeited by UNDP, and the Proposal rejected, in the event of any one or combination, of the following conditions:</p>

	<p>a) If the Bidder withdraws its offer during the period of the Proposal Validity specified in the BDS, or;</p> <p>b) In the event that the successful Bidder fails:</p> <p>i. to sign the Contract after UNDP has issued an award; or</p> <p>12.6 to furnish the Performance Security, insurances, or other documents that UNDP may require as a condition precedent to the effectivity of the contract that may be awarded to the Bidder.</p>
<b>13. Currencies</b>	<p>13.1 All prices shall be quoted in the currency or currencies indicated in the BDS. Where Proposals are quoted in different currencies, for the purposes of comparison of all Proposals:</p> <p>a) UNDP will convert the currency quoted in the Proposal into the UNDP preferred currency, in accordance with the prevailing UN operational rate of exchange on the last day of submission of Proposals; and</p> <p>b) In the event that UNDP selects a proposal for award that is quoted in a currency different from the preferred currency in the BDS, UNDP shall reserve the right to award the contract in the currency of UNDP's preference, using the conversion method specified above.</p>
<b>14. Joint Venture, Consortium or Association</b>	<p>14.1 If the Bidder is a group of legal entities that will form or have formed a Joint Venture (JV), Consortium or Association for the Proposal, they shall confirm in their Proposal that : (i) they have designated one party to act as a lead entity, duly vested with authority to legally bind the members of the JV, Consortium or Association jointly and severally, which shall be evidenced by a duly notarized Agreement among the legal entities, and submitted with the Proposal; and (ii) if they are awarded the contract, the contract shall be entered into, by and between UNDP and the designated lead entity, who shall be acting for and on behalf of all the member entities comprising the joint venture.</p> <p>14.2 After the Deadline for Submission of Proposal, the lead entity identified to represent the JV, Consortium or Association shall not be altered without the prior written consent of UNDP.</p> <p>14.3 The lead entity and the member entities of the JV, Consortium or Association shall abide by the provisions of Clause 9 herein in respect of submitting only one proposal.</p> <p>14.4 The description of the organization of the JV, Consortium or Association must clearly define the expected role of each of the entity in the joint venture in delivering the requirements of the RFP, both in the Proposal and the JV, Consortium or Association Agreement. All entities that comprise the JV, Consortium or Association shall be subject to the eligibility and qualification assessment by UNDP.</p> <p>14.5 A JV, Consortium or Association in presenting its track record and experience should clearly differentiate between:</p> <p>a) Those that were undertaken together by the JV, Consortium or Association; and</p> <p>b) Those that were undertaken by the individual entities of the JV, Consortium or Association.</p> <p>14.6 Previous contracts completed by individual experts working privately but who are permanently or were temporarily associated with any of the member firms cannot be claimed as the experience of the JV, Consortium or Association or those of its members, but should only be claimed by the individual experts</p>



	<p>themselves in their presentation of their individual credentials.</p> <p>14.7 JV, Consortium or Associations are encouraged for high value, multi-sectoral requirements when the spectrum of expertise and resources required may not be available within one firm.</p>
<b>15. Only One Proposal</b>	<p>15.1 The Bidder (including the individual members of any Joint Venture) shall submit only one Proposal, either in its own name or as part of a Joint Venture.</p> <p>15.2 Proposals submitted by two (2) or more Bidders shall all be rejected if they are found to have any of the following:</p> <ul style="list-style-type: none"> <li>a) they have at least one controlling partner, director or shareholder in common; or</li> <li>b) any one of them receive or have received any direct or indirect subsidy from the other/s; or</li> <li>c) they have the same legal representative for purposes of this RFP; or</li> <li>d) they have a relationship with each other, directly or through common third parties, that puts them in a position to have access to information about, or influence on the Proposal of, another Bidder regarding this RFP process;</li> <li>e) they are subcontractors to each other's Proposal, or a subcontractor to one Proposal also submits another Proposal under its name as lead Bidder; or</li> <li>f) some key personnel proposed to be in the team of one Bidder participates in more than one Proposal received for this RFP process. This condition relating to the personnel, does not apply to subcontractors being included in more than one Proposal.</li> </ul>
<b>16. Proposal Validity Period</b>	<p>16.1 Proposals shall remain valid for the period specified in the BDS, commencing on the Deadline for Submission of Proposals. A Proposal valid for a shorter period may be rejected by UNDP and rendered non-responsive.</p> <p>16.2 During the Proposal validity period, the Bidder shall maintain its original Proposal without any change, including the availability of the Key Personnel, the proposed rates and the total price.</p>
<b>17. Extension of Proposal Validity Period</b>	<p>17.1 In exceptional circumstances, prior to the expiration of the proposal validity period, UNDP may request Bidders to extend the period of validity of their Proposals. The request and the responses shall be made in writing, and shall be considered integral to the Proposal.</p> <p>17.2 If the Bidder agrees to extend the validity of its Proposal, it shall be done without any change in the original Proposal.</p> <p>17.3 The Bidder has the right to refuse to extend the validity of its Proposal, and in which case, such Proposal will not be further evaluated.</p>
<b>18. Clarification of Proposal</b>	<p>18.1 Bidders may request clarifications on any of the RFP documents no later than the date indicated in the BDS. Any request for clarification must be sent in writing in the manner indicated in the BDS. If inquiries are sent other than specified channel, even if they are sent to a UNDP staff member, UNDP shall have no obligation to respond or confirm that the query was officially received.</p> <p>18.2 UNDP will provide the responses to clarifications through the method specified in the BDS.</p> <p>18.3 UNDP shall endeavor to provide responses to clarifications in an expeditious manner, but any delay in such response shall not cause an obligation on the part of UNDP to extend the submission date of the Proposals, unless UNDP deems that such an extension is justified and necessary.</p>

<b>19.Amendment of Proposals</b>	<p>19.1 At any time prior to the deadline of Proposal submission, UNDP may for any reason, such as in response to a clarification requested by a Bidder, modify the RFP in the form of an amendment to the RFP. Amendments will be made available to all prospective bidders.</p> <p>19.2 If the amendment is substantial, UNDP may extend the Deadline for submission of proposal to give the Bidders reasonable time to incorporate the amendment into their Proposals.</p>
<b>20.Alternative Proposals</b>	<p>20.1 Unless otherwise specified in the BDS, alternative proposals shall not be considered. If submission of alternative proposal is allowed by BDS, a Bidder may submit an alternative proposal, but only if it also submits a proposal conforming to the RFP requirements. UNDP shall only consider the alternative proposal offered by the Bidder whose conforming proposal ranked the highest as per the specified evaluation method. Where the conditions for its acceptance are met, or justifications are clearly established, UNDP reserves the right to award a contract based on an alternative proposal.</p> <p>20.2 If multiple/alternative proposals are being submitted, they must be clearly marked as "Main Proposal" and "Alternative Proposal"</p>
<b>21.Pre-Bid Conference</b>	<p>21.1 When appropriate, a Bidder's conference will be conducted at the date, time and location specified in the BDS. All Bidders are encouraged to attend. Non-attendance, however, shall not result in disqualification of an interested Bidder. Minutes of the Bidder's conference will be disseminated on the procurement website and shared by email or on the e-Tendering platform as specified in the BDS. No verbal statement made during the conference shall modify the terms and conditions of the RFP, unless specifically incorporated in the Minutes of the Bidder's Conference or issued/posted as an amendment to RFP.</p>
<b>C. SUBMISSION AND OPENING OF PROPOSALS</b>	
<b>22.Submission</b>	<p>22.1 The Bidder shall submit a duly signed and complete Proposal comprising the documents and forms in accordance with the requirements in the BDS. The submission shall be in the manner specified in the BDS.</p> <p>22.2 The Proposal shall be signed by the Bidder or person(s) duly authorized to commit the Bidder. The authorization shall be communicated through a document evidencing such authorization issued by the legal representative of the bidding entity, or a Power of Attorney, accompanying the Proposal.</p> <p>22.3 Bidders must be aware that the mere act of submission of a Proposal, in and of itself, implies that the Bidder fully accepts the UNDP General Contract Terms and Conditions.</p>
<b>Hard copy (manual) submission</b>	<p>22.4 Hard copy (manual) submission by courier or hand delivery allowed or specified in the BDS shall be governed as follows:</p> <ul style="list-style-type: none"> <li>a) The signed Proposal shall be marked "Original", and its copies marked "Copy" as appropriate. The number of copies is indicated in the BDS. All copies shall be made from the signed original only. If there are discrepancies between the original and the copies, the original shall prevail.</li> <li>b) The Technical Proposal and the Financial Proposal envelopes MUST BE COMPLETELY SEPARATE and each of them must be submitted sealed individually and clearly marked on the outside as either "TECHNICAL PROPOSAL" or "FINANCIAL PROPOSAL", as appropriate. Each envelope SHALL clearly indicate the name of the Bidder. The outer envelopes shall:</li> </ul>

<p><b>Email Submission</b></p>	<ul style="list-style-type: none"> <li>i. Bear the name and address of the bidder;</li> <li>ii. Be addressed to UNDP as specified in the BDS</li> <li>iii. Bear a warning that states <i>"Not to be opened before the time and date for proposal opening"</i> as specified in the BDS.</li> </ul> <p>If the envelopes and packages with the Proposal are not sealed and marked as required, UNDP shall assume no responsibility for the misplacement, loss, or premature opening of the Proposal.</p> <p>22.5 Email submission, if allowed or specified in the BDS, shall be governed as follows:</p> <ul style="list-style-type: none"> <li>a) Electronic files that form part of the proposal must be in accordance with the format and requirements indicated in BDS;</li> <li>b) The Technical Proposal and the Financial Proposal files MUST BE COMPLETELY SEPARATE. The financial proposal shall be encrypted with different passwords and clearly labelled. The files must be sent to the dedicated email address specified in the BDS.</li> <li>c) The password for opening the Financial Proposal should be provided only upon request of UNDP. UNDP will request password only from bidders whose Technical Proposal has been found to be technically responsive. Failure to provide correct password may result in the proposal being rejected.</li> </ul>
<p><b>eTendering submission</b></p>	<p>22.6 Electronic submission through eTendering, if allowed or specified in the BDS, shall be governed as follows:</p> <ul style="list-style-type: none"> <li>a) Electronic files that form part of the proposal must be in accordance with the format and requirements indicated in BDS;</li> <li>b) The Technical Proposal and the Financial Proposal files MUST BE COMPLETELY SEPARATE and each of them must be uploaded individually and clearly labelled.</li> <li>d) The Financial Proposal file must be encrypted with a password so that it cannot be opened nor viewed until the password is provided. The password for opening the Financial Proposal should be provided only upon request of UNDP. UNDP will request password only from bidders whose technical proposal has been found to be technically responsive. Failure to provide the correct password may result in the proposal being rejected.</li> <li>c) Documents which are required to be in original form (e.g. Bid Security, etc.) must be sent via courier or hand delivery as per the instructions in BDS.</li> <li>d) Detailed instructions on how to submit, modify or cancel a bid in the eTendering system are provided in the eTendering system Bidder User Guide and Instructional videos available on this link: <a href="http://www.undp.org/content/undp/en/home/operations/procurement/business/procurement-notices/resources/">http://www.undp.org/content/undp/en/home/operations/procurement/business/procurement-notices/resources/</a></li> </ul>
<p><b>23. Deadline for Submission of Proposals and Late Proposals</b></p>	<p>23.1 Complete Proposals must be received by UNDP in the manner, and no later than the date and time, specified in the BDS. UNDP shall only recognize the date and time that the bid was received by UNDP</p> <p>23.2 UNDP shall not consider any Proposal that is submitted after the deadline for the submission of Proposals.</p>
<p><b>24. Withdrawal,</b></p>	<p>24.1 A Bidder may withdraw, substitute or modify its Proposal after it has been</p>

<b>Substitution, and Modification of Proposals</b>	<p>submitted at any time prior to the deadline for submission.</p> <p>24.2 Manual and Email submissions: A bidder may withdraw, substitute or modify its Proposal by sending a written notice to UNDP, duly signed by an authorized representative, and shall include a copy of the authorization (or a Power of Attorney). The corresponding substitution or modification of the Proposal, if any, must accompany the respective written notice. All notices must be submitted in the same manner as specified for submission of proposals, by clearly marking them as "WITHDRAWAL," "SUBSTITUTION," or "MODIFICATION"</p> <p>24.3 eTendering: A Bidder may withdraw, substitute or modify its Proposal by Canceling, Editing, and re-submitting the proposal directly in the system. It is the responsibility of the Bidder to properly follow the system instructions, duly edit and submit a substitution or modification of the Proposal as needed. Detailed instructions on how to cancel or modify a Proposal directly in the system are provided in Bidder User Guide and Instructional videos.</p> <p>24.4 Proposals requested to be withdrawn shall be returned unopened to the Bidders (only for manual submissions), except if the bid is withdrawn after the bid has been opened</p>
<b>25.Proposal Opening</b>	<p>25.1 There is no public bid opening for RFPs. UNDP shall open the Proposals in the presence of an ad-hoc committee formed by UNDP, consisting of at least two (2) members. In the case of e-Tendering submission, bidders will receive an automatic notification once their proposal is opened.</p>
<b>D. EVALUATION OF PROPOSALS</b>	
<b>26.Confidentiality</b>	<p>26.1 Information relating to the examination, evaluation, and comparison of Proposals, and the recommendation of contract award, shall not be disclosed to Bidders or any other persons not officially concerned with such process, even after publication of the contract award.</p> <p>26.2 Any effort by a Bidder or anyone on behalf of the Bidder to influence UNDP in the examination, evaluation and comparison of the Proposals or contract award decisions may, at UNDP's decision, result in the rejection of its Proposal and may be subject to the application of prevailing UNDP's vendor sanctions procedures.</p>
<b>27.Evaluation of Proposals</b>	<p>27.1 The Bidder is not permitted to alter or modify its Proposal in any way after the proposal submission deadline except as permitted under Clause 24 of this RFP. UNDP will conduct the evaluation solely on the basis of the submitted Technical and Financial Proposals.</p> <p>27.2 Evaluation of proposals is made of the following steps:</p> <ul style="list-style-type: none"> <li>a) Preliminary Examination</li> <li>b) Minimum Eligibility and Qualification (if pre-qualification is not done)</li> <li>c) Evaluation of Technical Proposals</li> <li>d) Evaluation of Financial Proposals</li> </ul>
<b>28.Preliminary Examination</b>	<p>28.1 UNDP shall examine the Proposals to determine whether they are complete with respect to minimum documentary requirements, whether the documents have been properly signed, and whether the Proposals are generally in order, among other indicators that may be used at this stage. UNDP reserves the right to reject any Proposal at this stage.</p>
<b>29.Evaluation of Eligibility and Qualification</b>	<p>29.1 Eligibility and Qualification of the Bidder will be evaluated against the Minimum Eligibility/Qualification requirements specified in the Section 4 (Evaluation Criteria).</p>

	<p>29.2 In general terms, vendors that meet the following criteria may be considered qualified:</p> <ul style="list-style-type: none"> <li>a) They are not included in the UN Security Council 1267/1989 Committee's list of terrorists and terrorist financiers, and in UNDP's ineligible vendors' list;</li> <li>b) They have a good financial standing and have access to adequate financial resources to perform the contract and all existing commercial commitments,</li> <li>c) They have the necessary similar experience, technical expertise, production capacity where applicable, quality certifications, quality assurance procedures and other resources applicable to the provision of the services required;</li> <li>d) They are able to comply fully with UNDP General Terms and Conditions of Contract;</li> <li>e) They do not have a consistent history of court/arbitral award decisions against the Bidder; and</li> <li>f) They have a record of timely and satisfactory performance with their clients.</li> </ul>
<p><b>30. Evaluation of Technical and Financial Proposals</b></p>	<p>30.1 The evaluation team shall review and evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and other RFP documents, applying the evaluation criteria, sub-criteria, and point system specified in the Section 4 (Evaluation Criteria). A Proposal shall be rendered non-responsive at the technical evaluation stage if it fails to achieve the minimum technical score indicated in the BDS. When necessary and if stated in the BDS, UNDP may invite technically responsive bidders for a presentation related to their technical proposals. The conditions for the presentation shall be provided in the bid document where required.</p> <p>30.2 In the second stage, only the Financial Proposals of those Bidders who achieve the minimum technical score will be opened for evaluation. The Financial Proposals corresponding to Technical Proposals that were rendered non-responsive shall remain unopened, and, in the case of manual submission, be returned to the Bidder unopened. For emailed Proposals and e-tendering submissions, UNDP will not request for the password of the Financial Proposals of bidders whose Technical Proposal were found not responsive.</p> <p>30.3 The evaluation method that applies for this RFP shall be as indicated in the BDS, which may be either of two (2) possible methods, as follows: (a) the lowest priced method which selects the lowest evaluated financial proposal of the technically responsive Bidders; or (b) the combined scoring method which will be based on a combination of the technical and financial score.</p> <p>30.4 When the BDS specifies a combined scoring method, the formula for the rating of the Proposals will be as follows:</p> <div style="border: 1px solid black; padding: 10px; margin-top: 10px;"> <p><u>Rating the Technical Proposal (TP):</u></p> <p><b>TP Rating</b> = (Total Score Obtained by the Offer / Max. Obtainable Score for TP) x 100</p> <p><u>Rating the Financial Proposal (FP):</u></p> <p><b>FP Rating</b> = (Lowest Priced Offer / Price of the Offer Being Reviewed) x 100</p> <p><u>Total Combined Score:</u></p> <p><b>Combined Score</b> = (TP Rating) x (Weight of TP, e.g. 60%) + (FP Rating) x (Weight of FP, e.g., 40%)</p> </div>

<b>31. Due Diligence</b>	<p>31.1 UNDP reserves the right to undertake a due diligence exercise, also called post qualification, aimed at determining to its satisfaction, the validity of the information provided by the Bidder. Such exercise shall be fully documented and may include, but need not be limited to, all or any combination of the following:</p> <ul style="list-style-type: none"> <li>a) Verification of accuracy, correctness and authenticity of information provided by the Bidder;</li> <li>b) Validation of extent of compliance to the RFP requirements and evaluation criteria based on what has so far been found by the evaluation team;</li> <li>c) Inquiry and reference checking with Government entities with jurisdiction on the Bidder, or with previous clients, or any other entity that may have done business with the Bidder;</li> <li>d) Inquiry and reference checking with previous clients on the performance on on-going or contracts completed, including physical inspections of previous works, as necessary;</li> <li>e) Physical inspection of the Bidder's offices, branches or other places where business transpires, with or without notice to the Bidder;</li> <li>f) Other means that UNDP may deem appropriate, at any stage within the selection process, prior to awarding the contract.</li> </ul>
<b>32. Clarification of Proposals</b>	<p>32.1 To assist in the examination, evaluation and comparison of Proposals, UNDP may, at its discretion, ask any Bidder for a clarification of its Proposal.</p> <p>32.2 UNDP's request for clarification and the response shall be in writing and no change in the prices or substance of the Proposal shall be sought, offered, or permitted, except to provide clarification, and confirm the correction of any arithmetic errors discovered by UNDP in the evaluation of the Proposals, in accordance with RFP.</p> <p>32.3 Any unsolicited clarification submitted by a Bidder in respect to its Proposal, which is not a response to a request by UNDP, shall not be considered during the review and evaluation of the Proposals.</p>
<b>33. Responsiveness of Proposal</b>	<p>33.1 UNDP's determination of a Proposal's responsiveness will be based on the contents of the Proposal itself. A substantially responsive Proposal is one that conforms to all the terms, conditions, TOR and other requirements of the RFP without material deviation, reservation, or omission.</p> <p>33.2 If a Proposal is not substantially responsive, it shall be rejected by UNDP and may not subsequently be made responsive by the Bidder by correction of the material deviation, reservation, or omission.</p>
<b>34. Nonconformities, Repairable Errors and Omissions</b>	<p>34.1 Provided that a Proposal is substantially responsive, UNDP may waive any non-conformities or omissions in the Proposal that, in the opinion of UNDP, do not constitute a material deviation.</p> <p>34.2 UNDP may request the Bidder to submit the necessary information or documentation, within a reasonable period of time, to rectify nonmaterial nonconformities or omissions in the Proposal related to documentation requirements. Such omission shall not be related to any aspect of the price of the Proposal. Failure of the Bidder to comply with the request may result in the rejection of its Proposal.</p> <p>34.3 For Financial Proposal that has been opened, UNDP shall check and correct arithmetical errors as follows:</p>

	<p>a) if there is a discrepancy between the unit price and the line item total that is obtained by multiplying the unit price by the quantity, the unit price shall prevail and the line item total shall be corrected, unless in the opinion of UNDP there is an obvious misplacement of the decimal point in the unit price; in which case the line item total as quoted shall govern and the unit price shall be corrected;</p> <p>b) if there is an error in a total corresponding to the addition or subtraction of subtotals, the subtotals shall prevail and the total shall be corrected; and</p> <p>c) if there is a discrepancy between words and figures, the amount in words shall prevail, unless the amount expressed in words is related to an arithmetic error, in which case the amount in figures shall prevail.</p> <p>34.4 If the Bidder does not accept the correction of errors made by UNDP, its Proposal shall be rejected.</p>
<b>E. AWARD OF CONTRACT</b>	
<b>35.Right to Accept, Reject, Any or All Proposals</b>	35.1 UNDP reserves the right to accept or reject any Proposal, to render any or all of the Proposals as non-responsive, and to reject all Proposals at any time prior to award of contract, without incurring any liability, or obligation to inform the affected Bidder(s) of the grounds for UNDP's action. UNDP shall not be obliged to award the contract to the lowest priced offer.
<b>36.Award Criteria</b>	36.1 Prior to expiration of the proposal validity, UNDP shall award the contract to the qualified Bidder based on the award criteria indicated in the BDS.
<b>37.Debriefing</b>	37.1 In the event that a Bidder is unsuccessful, the Bidder may request a debriefing from UNDP. The purpose of the debriefing is to discuss the strengths and weaknesses of the Bidder's submission, in order to assist the Bidder in improving its future proposals for UNDP procurement opportunities. The content of other proposals and how they compare to the Bidder's submission shall not be discussed.
<b>38.Right to Vary Requirements at the Time of Award</b>	38.1 At the time of award of Contract, UNDP reserves the right to vary the quantity of services and/or goods, by up to a maximum twenty-five per cent (25%) of the total offer, without any change in the unit price or other terms and conditions.
<b>39.Contract Signature</b>	39.1 Within fifteen (15) days from the date of receipt of the Contract, the successful Bidder shall sign and date the Contract and return it to UNDP. Failure to do so may constitute sufficient grounds for the annulment of the award, and forfeiture of the Proposal Security, if any, and on which event, UNDP may award the Contract to the Second Ranked Bidder or call for new Proposals.
<b>40.Contract Type and General Terms and Conditions</b>	40.1 The types of Contract to be signed and the applicable UNDP Contract General Terms and Conditions, as specified in BDS, can be accessed at <a href="http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html">http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html</a>
<b>41.Performance Security</b>	41.1 40.1 A performance security, if required in BDS, shall be provided in the amount specified in BDS and form available at <a href="https://popp.undp.org/_layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Solicitation_Performance%20Guarantee%20Form.docx&amp;action=default">https://popp.undp.org/_layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Solicitation_Performance%20Guarantee%20Form.docx&amp;action=default</a> within fifteen (15) days of the contract signature by both parties. Where a performance security is required, the receipt of the



	performance security by UNDP shall be a condition for rendering the contract effective.
<b>42. Bank Guarantee for Advanced Payment</b>	<p>42.1 Except when the interests of UNDP so require, it is UNDP's preference to make no advance payment(s) (i.e., payments without having received any outputs). If an advance payment is allowed as per BDS, and exceeds 20% of the total contract price, or USD 30,000, whichever is less, the Bidder shall submit a Bank Guarantee in the full amount of the advance payment in the form available at <a href="https://popp.undp.org/_layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Contract%20Management%20Payment%20and%20Taxes_Advanced%20Payment%20Guarantee%20Form.docx&amp;action=default">https://popp.undp.org/_layouts/15/WopiFrame.aspx?sourcedoc=/UNDP_POPP_DOCUMENT_LIBRARY/Public/PSU_Contract%20Management%20Payment%20and%20Taxes_Advanced%20Payment%20Guarantee%20Form.docx&amp;action=default</a></p>
<b>43. Liquidated Damages</b>	<p>43.1 If specified in BDS, UNDP shall apply Liquidated Damages resulting from the Contractor's delays or breach of its obligations as per the Contract.</p>
<b>44. Payment Provisions</b>	<p>44.1 Payment will be made only upon UNDP's acceptance of the work performed. The terms of payment shall be within thirty (30) days, after receipt of invoice and certification of acceptance of work issued by the proper authority in UNDP with direct supervision of the Contractor. Payment will be effected by bank transfer in the currency of contract.</p>
<b>45. Vendor Protest</b>	<p>45.1 UNDP's vendor protest procedure provides an opportunity for appeal to those persons or firms not awarded a contract through a competitive procurement process. In the event that a Bidder believes that it was not treated fairly, the following link provides further details regarding UNDP vendor protest procedures:  <a href="http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html">http://www.undp.org/content/undp/en/home/operations/procurement/business/protest-and-sanctions.html</a></p>
<b>46. Other Provisions</b>	<p>46.1 In the event that the Bidder offers a lower price to the host Government (e.g. General Services Administration (GSA) of the federal government of the United States of America) for similar services, UNDP shall be entitled to same lower price. The UNDP General Terms and Conditions shall have precedence.</p> <p>46.2 UNDP is entitled to receive the same pricing offered by the same Contractor in contracts with the United Nations and/or its Agencies. The UNDP General Terms and Conditions shall have precedence.</p> <p>46.3 The United Nations has established restrictions on employment of (former) UN staff who have been involved in the procurement process as per bulletin ST/SGB/2006/15  <a href="http://www.un.org/en/ga/search/view_doc.asp?symbol=ST/SGB/2006/15&amp;referer">http://www.un.org/en/ga/search/view_doc.asp?symbol=ST/SGB/2006/15&amp;referer</a></p>



### Section 3. Bid Data Sheet

The following data for the services to be procured shall complement, supplement, or amend the provisions in the Request for Proposals. In the case of a conflict between the Instructions to Bidders, the Data Sheet, and other annexes or references attached to the Data Sheet, the provisions in the Data Sheet shall prevail.

BDS No.	Ref. to Section.2	Data	Specific Instructions / Requirements
1	7	Language of the Proposal	English
2		Submitting Proposals for Parts or sub-parts of the TOR (partial bids)	Bidders must submit a separate Technical and Financial Proposal
3	20	Alternative Proposals	Shall not be considered
4	21	Pre-proposal conference	NA
5	10	Proposal Validity Period	120 days
6	14	Bid Security	Not Required
7	41	Advanced Payment upon signing of contract	Not Allowed
8	42	Liquidated Damages	Will not be imposed
9	40	Performance Security	Not Required
10	18	Currency of Proposal	<u>Local currency : INR</u>

11	31	Deadline for submitting requests for clarifications/ questions	5 (five) days before the submission deadline
12	31	Contact Details for submitting clarifications/questions	Focal Person in UNDP: Arun Arumughan Address: [55, Lodhi Estate, New Delhi, India] E-mail address: <a href="mailto:arun.arumughan.undp@gmail.com">arun.arumughan.undp@gmail.com</a> Vijay.thapliyal@undp.org
13	18, 19 and 21	Manner of Disseminating Supplemental Information to the RFP and responses/clarifications to queries	Posted directly to eTendering  Once uploaded, Prospective Proposers (i.e. Proposers those have accepted the bid invitation in the system) will be notified via email that changes have occurred. It is the responsibility of the Proposers to view the respective changes and clarifications in the system.
14	23	Deadline for Submission	Date: 08 November 2018 Time: As indicated in eTendering system. Note that system time zone is in EST/EDT (New York) time zone.  <b><u>PLEASE NOTE:-</u></b> 1. Date and time visible on the main screen of event (on e-tendering portal) will be final and prevail over any other closing time indicated elsewhere, in case they are different. The correct bid closing time is as indicated in the e-tendering portal and system will not accept any bid after that time. It is the responsibility of the bidder to make sure bids are submitted within this deadline. UNDP will not accept any bid that is not submitted directly in the system.  2. Try to submit your bid a day prior or well before the closing time. Do not wait until last minute. If you face any issue submitting your bid at the last minute, UNDP may not be able to assist.
14	22	Allowable Manner of Submitting Proposals	<input type="checkbox"/> e-Tendering
15	22	Proposal Submission Address	<a href="https://etendering.partneragencies.org">https://etendering.partneragencies.org</a>
16	22	Electronic submission (email or eTendering) requirements	<ul style="list-style-type: none"> <li>Format: PDF files only</li> <li>File names must be maximum 60 characters long and must not contain any letter or special character other than from Latin alphabet/keyboard.</li> <li>All files must be free of viruses and not corrupted.</li> </ul>

			<ul style="list-style-type: none"> <li>▪ Password for financial proposal <u>must</u> not be provided to UNDP until requested by UNDP</li> <li>▪ Max. File Size per transmission: [5 MB]</li> </ul>
17	27 36	Evaluation Method for the Award of Contract	<p>Combined Scoring Method, using the 70% - 30% distribution for technical and financial proposals respectively</p> <p>The minimum technical score required to pass is 70%.</p>
18		Expected date for commencement of Contract	<b>November 20, 2018</b>
19		Maximum expected duration of contract	<b>LTA will be for an initial period of 36 months, however for each year a separate contract will be issued which will be a call down from the LTA.</b>
20	35	UNDP will award the Long-Term Agreement to:	UNDP will enter into Long Term Agreement with a one vendor according to the combined scores (Technical 70% + Financial 30%).
21	39	Type of Contract	<p>Long Term Agreement and Subsequent Yearly Contracts</p> <p><a href="http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html">http://www.undp.org/content/undp/en/home/procurement/business/how-we-buy.html</a></p>
22	39	UNDP Contract Terms and Conditions that will apply	<p>UNDP General Terms and Conditions for Professional Services</p> <p><a href="http://www.undp.org/content/dam/undp/library/corporate/Procurement/english/3.%20UNDP%20GTCs%20for%20Contracts%20(Goods%20and-or%20Services)%20-%20Sept%202017.pdf">http://www.undp.org/content/dam/undp/library/corporate/Procurement/english/3.%20UNDP%20GTCs%20for%20Contracts%20(Goods%20and-or%20Services)%20-%20Sept%202017.pdf</a></p>
23		Other Information Related to the RFP	<p>- UNDP will sign the LTAs with one bidder with highest cumulative scores.</p> <p><b>Call Off Mechanism:</b> Once the LTAs are signed, for each specific year a separate contract will be issued.</p> <p>- LTA holders guarantees that the prices specified in the LTA, are the maximum price that shall remain firm and shall not be increased during the entire term of the LTA.</p>

## Section 4. Evaluation Criteria

### Preliminary Examination Criteria

Proposals will be examined to determine whether they are complete and submitted in accordance with RFP requirements as per below criteria on a Yes/No basis:

1. Technical proposal is submitted separate to financial proposal
2. Financial proposal is password encrypted. If not, proposal will get disqualified.
3. Submission of latest Business Registration Certificate
4. Submission of latest Audited Financial Statements for 3 years, including profit & loss account

### Minimum Eligibility and Qualification Criteria

**Eligibility and Qualification will be evaluated on Pass/Fail basis.**

If the Proposal is submitted as a Joint Venture/Consortium/Association, each member should meet minimum criteria, unless otherwise specified in the criterion.

Criteria	Supporting Document/s
The service provider needs to have at least 2 years of experience of working with farm projects in India.	Profile and copy of relevant contracts/ work order and completion certificate as proof of experience in the required areas
The service provider should have at least 2 years experience in implementing similar livelihood projects in tribal areas of Maharashtra or other states	Copy of assessment reports/ papers and technical documents
Service Provider should have at least 2 years experience in developing innovative models and approaches in farm sectors at the rural level.	Profile and copy of relevant contracts/ work order and completion certificate as proof of experience in the required areas
Service provider should have at least 2 years of experience in working with Government, UMED, NGOs, and financial institutions, district and block level government officials.	Copy of assessment reports/ papers and technical documents

<p>Service Provider should have qualified resources well versed with domain knowledge of Government flagship programs and Schemes in Maharashtra.</p>	<p>Service provider should have the following resources:</p> <ol style="list-style-type: none"> <li>1. Project Manager (1)- S/he should have an MBA/ Masters in Rural Management/Rural Development/Social Sciences and at least five years of experience of managing agri and livestock-based livelihood project. S/he should be fluent in Marathi and English.</li> <li>2. Agri Business Marketing Manager (1)- S/he should have an MBA/ Masters in Rural Management/Rural Development/Social Sciences and at least three years of experience of sales/marketing of agri-commodities, eggs, meat etc in local market as well as large private sector. S/he should be fluent in Marathi and English.</li> <li>3. Agri Extension Advisory (1)- S/he should have an BSc in Agriculture and at least three years of experience of managing agri and livestock-based livelihood project. S/he should be fluent in Marathi and English.</li> <li>4. Institution Development Manager (1)- S/he should have an MBA/ Masters in Rural Management/Rural Development/Social Sciences and at least five years of experience of strengthening SHG, Village organisation and Cluster Level federation organisation and orienting them towards doing business. S/he should be fluent in Marathi and English.</li> </ol>
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## Technical Evaluation Criteria

Summary of Technical Proposal Evaluation Forms		Marks Obtainable
1.	Institutional capacity and experience to design innovative models as specified in Expected Area of Expertise	30
2.	Quality of the proposed team	20
3.	Proposed Methodology	20
	Total	70

## Section 5. Terms of Reference

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### **Objective:**

To create an ecosystem for strengthening of agri-allied livelihood activities in Talasari through strengthening community cadres, community institutions & marketing linkages with focus increase the income of 3000 families in focus 3GP to INR 36,000 per annum from baseline by July 2021

### **Background:**

L&T Public Charitable Trust (LTPCT) has been working in Talasari taluka, in close coordination with government departments, local governments and communities since 2011. It has undertaken several initiatives related to health, education, water, infrastructure development and agriculture in villages across the taluka. In 2017, it forged a partnership with UNDP which would converge, leverage on and build up on existing (and past) initiatives and resources of L&T Public Charitable Trust (LTPCT), UNDP and the Government of Maharashtra (GoM) in the region. The partnership has been envisaged in two phases. Phase 1 was for one-year period to test the model of private sector partnership with UNDP in 3-gram panchayat namely Kochai-Bormal, Zari and Girgaon. Based on the learnings of phase 1, it was agreed that UNDP will develop a scale up proposal to create transformational impact in Talasari. There is extensive presence of UMED (Maharashtra State Rural Livelihood Mission) in the Talasari Taluka. It has formed more than 900 self-help groups across 21-gram panchayats and 18 Village Organisation and is in process of forming cluster level federations in Talasari.

About 85% tribal population is engaged in agriculture either full time as cultivators or agricultural labourers, out of which 70-80% are farmers and the remaining 20-30% are agriculture labourers. Traditional agriculture, the mainstay of the 85% population, is mostly characterized by poor to average soil fertility, low level of inputs, lack of awareness and poor management. Uncertain rains and lack of irrigation facilities lead to poor yields further deteriorating these conditions. Most of the tribal area has a good forest cover (15% to 20%). Lifestyle of tribal community is closely linked with the forest, which takes care of their major needs like food, fuel and fodder for livestock. Thus, most tribal communities are characterised by subsistence agriculture, fast depleting traditional resource base, fast degrading natural resources, poor health, poor reach of services and migration for survival. Against this background, the tribal communities find themselves at the (non) receiving end of a plethora of inadequate development schemes which are difficult to access and have little impact.

In the first year of the project, UNDP tried to create a prototype of a model of supporting tribal farmers to improve their farm productivity and support value realisation through market linkages. The project sensitized the rural farmers in new agricultural technology and methodology to improve farm productivity in paddy, jasmine, vegetables and spices. It introduced sustainable agricultural practices especially suited to the small landholdings. The project demonstrated SRI technology of paddy cultivation among 376 families with input support which resulted in average net savings of INR 1,000 per household. The project promoted vegetable, Jasmine, spices cultivation with input support like high quality seeds, drip irrigation, package of practices (yield enhancement activities, soil and water conservation, integrated fertility management, composting, crop rotation, mulching, intercropping/use of cover crops and integrated pest management); in 806 families which is expected to increase productivity in partnership with BAIF and PYSS. Successful bee keeping promotion was done with 50 families supported by UTMT and natural colony transfer happening as of now. The

project has created a system of supporting 1800 families on agri-allied extension services through 22 trained community cadres (including 8 UMED CRPs) and 7 master trainers in bee keeping.

One of the major objective was to encourage and support the local farmers to transform the current smallholder subsistence farming into economically viable agro-businesses. The project has facilitated competitive marketing of locally produced vegetables and flower etc. The project has trained the cadres in harvest and post-harvest handling and quality control skills. The project has resulted in establishment of 8 collection center for market linkages (5 with UMED support) in 3 GP. Over 25 ton of vegetable production has been recorded & INR 5 lakh value of market linkage facilitated for 400 farmers. Over 100 farmers have been linked to market for jasmine cultivation with value of INR 25,000. It is expected that jasmine production be approx. 2.5 tonnes with value of INR 500,000. The Village organisation promoted by UMED are being strengthened on livelihoods market linkage. These processes are at a very beginning stage and intense capacity building and handholding support is needed for at least three years for these village institutions to be robust and sustainable.

### Longer term results

The Uddyam partnership between LTPCT and UNDP will demonstrate that how an effective multi-stakeholder partnership - between Government, Private Sector, UN and the Community - can result in an area-based intervention to bring about SDG-aligned social transformation. The long-term vision for the project is to develop Talasari as a model convergence block with special focus on poverty reduction of 3000 families in 3 GP namely Zari, Girgaon, Kochai-Bormal by the end of June 2021 which will be sustainable over a period beyond the project duration of 3 years. This will enable the families and vulnerable tribal communities in Talasari taluka of Maharashtra to experience a transformational impact in their lives. To achieve the vision, the project has four major objectives

Objective 1	To increase income of 3000 families in focus 3GP to INR 36,000 from baseline by July 2021 and strengthening community cadres & marketing linkages for sustainability of livelihoods across Talasari
Objective 2	To improve the income of warli artisans from sales of Warli products of Talasari from 8,000 to INR 24,000 per annum by July 2021
Objective 3	To strengthen the government delivery system and convergence ecosystem to impact all 20 GPs for improved delivery of government schemes and income enhancement to 30,000 end beneficiaries in Talasari
Objective 4	To create knowledge products to facilitate evidence-based policy making for local governments at district and block level

The project is expected to create a sustainable ecosystem to sustain enhanced income of families of Talasari. The transformational impact will be seen in terms of:

Increased incomes and economic well-being of the families

Improved human development outcomes, with higher levels of productive skills and ways to engage in productive occupations

Improved access to benefits and programmes of the Government

At the outcome level, it is expected that Uddyam will contribute to micro-level achievement of the Sustainable Development Goals, particularly the following:

SDG 1	End poverty in all its forms everywhere
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SDG 2	End hunger, achieve food security and improved nutrition and promote sustainable agriculture
SDG 3	Ensure healthy lives and promote well-being for all at all ages
SDG 4	Ensure inclusive and equitable quality education and promote lifelong learning opportunities for all
SDG 5	Achieve gender equality and empower all women and girls
SDG 8	Promote sustained, inclusive and sustainable economic growth, full and productive employment and decent work for all
SDG 12	Ensure sustainable consumption and production patterns
SDG 13	Take urgent action to combat climate change and its impacts
SDG 17	Revitalize the global partnership for sustainable development

### **Project Strategies**

As indicated earlier, the Uddyam Project in Talasari will build on the existing work done by LTPCT in the taluka. It will also synergize directly, with interventions of the Government, convergence will be achieved with other government schemes. The Project will also draw upon the technical capabilities of non-governmental organizations with substantial sectoral experience as well as those active in the taluka. It will draw upon the global experience that UNDP brings, to learn from best practices and build a comprehensive management and monitoring system in line with the SDGs. The specific field-level strategies to be adopted by the Project are the following:

- Strengthening the existing SHG, VO & CLF and community cadre as well as government system
- Strengthening technical support cadre at the local level to implement and sustain interventions
- Creating institutions and mechanisms for backward and forward market linkage to strengthen farm and non-farm production systems
- Capacity building of community members, local governments, government departments and agencies and other stakeholders
- Close collaboration with UMED, ITDP, District and Block administration.
- Block as a unit of convergence with 3 focus GP as resource gram panchayats
- Bottom up planning & visioning exercise with convergence plan and gram panchayat development plan
- Facilitation from technical expert agency as well as individual experts in respective fields to handhold the CBOs/PRIs & their representatives for income enhancement.
- PMU will act as resource center of ITDP for Talasari
- Focus on achieving progress towards SDG goals 1,2,3,4,5,8,12,13,17
- Effective documentation and reporting of the processes, results and challenges

The project has created project management and monitoring system that allows for transparent monitoring, convergence among community, local government at GP, Block and District. The project will also build collaborations with the state government, civil society organisations and the UN sister

agencies. It will further strengthen the system of knowledge management through local studies required for success of the project and guiding district and block officials regarding planning and execution. The project has already developed a tool to monitor progress on relevant SDG goals for each gram panchayat. The project will further make the tool robust and improve it for accurate capturing of progress towards SDG indicators. The project has proposed six monthly survey to monitor the progress on each indicator of the tool.

### **Key Activity Areas**

To achieve the above results, the Uddyam project in Talasari, will focus on the following four sets of activities.

- Farm interventions
- Strengthening warli art Interventions
- Strengthening the government delivery system for convergence
- Knowledge product development to facilitate evidence-based policy making for local governments at district and block level.

Against this backdrop, UNDP is seeking the services of an experienced agency to implement the project in farm sectors in Talasari.

### **Objective of the project:**

- 1. To increase income of 3000 families in focus 3GP to INR 36,000 from baseline by July 2021**
2. Strengthening community cadres & marketing linkages for sustainability of livelihoods across Talasari with 18 Village Organisations in 21 Gram Panchayat
3. To create and strengthen system and processes for village organisations in Talasari to supply agri-commodities to private sector locally as well as far off places

The **scope of work** expected from the agency is outlined below:

- 1. Visioning exercise in the Gram Panchayat and prepare/adapt Gram Panchayat Development Plans**
  - a. To conduct vision building exercise with representatives of 20 Gram Panchayat, Village Organisations promoted by UMED and community cadres supported by UMED
  - b. To conduct vision building exercise of VOs and ensure that all the stakeholder have same vision for the procurement centres
  - c. Orientation of VO governing body members on agri business and market linkages
  - d. Mapping of cadres with Village Organisation and annual plan development for cadres on monthly basis and review of same
  - e. Training to select cadres for preparing micro plans for VO
  - f. Preparation of SHG wise planning process by cadres
  - g. Preparation of procurement centre wise business plans through bottom up planning process
  - h. Presentation of business plans to VO governing bodies
  - i. Preparation/Updation of Gram Panchayat Development Plan
- 2. Capacity Building Need Assessment of SHGs, VOs, CLFs and BMMU in Talasari Block related to Livelihood**
  - a. To undertake stakeholder analysis to understand the perception about the capacity of SHGs, VOs, CLFs and CRP's

- b. To undertake a situational analysis to establish baseline levels of capacity for the stakeholders including VO, CLF and CRP's
  - i. Measure knowledge levels and understanding of local institution priorities and mandates to deliver on agri value chain market linkage and other non-farm livelihood activities
  - ii. Measure the level of knowledge and understanding of the VO members and CRP's to deliver on agri value chain and other non-farm livelihood activities
- c. To develop a feasible and time-bound capacity building strategy and training action plan proposing different approaches
- d. Need Assessment Report along with strategy
- e. Report on capacity building activities with timelines required to bridge the gap
- f. Presentation on final report and strategy with CEO of UMED

### **3. Development of 70 community cadres as managers/mentors for agri-business**

- a. Map 100 community cadres to the 18 villages organisations in Talasari
- b. Deliver a 6-month training course with curriculum as mentioned in Annexure 1 to 100 community cadres of UMED spread over six months and 30 classroom days
- c. Certification of the 70 cadres by Agriculture Sector Skill council or any other independent body/academic institutions which can certify them.
- d. Handhold the 100 cadres to deliver agri advisory services to farmer members of Village organisations

### **4. Strengthening of Village organisations & CLFs in Talasari**

- a. Orientation of governing members of Village Organisation in agri-business activities
- b. Training of governing body members in monitoring business transaction at village organisation
- c. individual family members are motivated to supply to the collection center for the market linkages.
- d. Facilitation of regular meetings with SHGs are done and recording of same
- e. Facilitation of regular monthly meeting of VO board members and recording of same
- f. Conduct Exposure Visits across India for best practices in Institution Development

### **5. Promote 500 model farmers on agriculture, vegetable farming, pulses, dairy, goatery, poultry, bee keeping etc in the 3 Gram Panchayat in 2-year period with provision of inputs and extension services**

- a. Selection of 300 farmers in first year
  - i. Demonstrate 200 farms with innovative productivity/yield enhancement practices in Kharif as well as Rabi season
  - ii. Creating 25 farmers for demonstration of good bee keeping practices
  - iii. Creating 25 farmers for demonstration of good poultry rearing practices
  - iv. Creating 25 farmers for demonstration of good dairy practices
  - v. Creating 25 farmers for demonstration of good goat rearing practices
- b. Selection of 200 farmers in 2<sup>nd</sup> year
  - i. Demonstrate 100 farms with innovative productivity/yield enhancement practices in Kharif as well as Rabi season
  - ii. Creating 25 farmers for demonstration of good bee keeping practices
  - iii. Creating 25 farmers for demonstration of good poultry rearing practices
  - iv. Creating 25 farmers for demonstration of good dairy practices
  - v. Creating 25 farmers for demonstration of good goat rearing practices

### **6. Facilitate backward linkages activities to ensure supply VO institution for market linkages in area of agri, dairy, poultry, goatery, bee keeping, etc**

- a. Design and implement the incentive system of cadres for backward linkage of agri-commodities procurement by village organisation
- b. Map 2-4 community cadres per village organisation and make them accountable for motivating farmers to supply to village organisation
- c. Ensure purchase of 50 ton of agri-commodities (cereals, vegetables, flowers, etc) by each VO every season from the farmer members through existing collection center
- d. Ensure purchase of eggs, poultry products etc from members of village organisation
- e. Maintain record of purchase of vegetables from farmers
- f. Facilitate licenses for sales of input to farmers to village organisations
- g. Deliver agri advisory services to member farmers families in 18 VO's through community cadres
- h. Establish procurement centres with support from UMED/ITDP and other government projects to procurement of agri-commodities
- i. Map the community cadres to manage the collection at procurement center
- j. Conduct Exposure Visits across India for best practices for market linkages with VO/CLFs across India

**7. Facilitate forward Market linkage activities to ensure sales through VO/farmer producer groups/CLF of vegetable/flowers**

- a. Create demand from local markets, enterprises, dhabas, small and large private sector etc for sales of agri-commodities by Village Organisation
- b. Facilitate licenses for agri-business for Village organisation for market linkages
- c. Map two community cadres per village organisation and make them accountable for selling to local markets, enterprises, dhabas, small and large private sector etc
- d. Ensure sales of 50 ton of agri-commodities by each VO every season from the farmer members
- e. Ensure purchase of eggs, poultry products etc from members of village organisation
- f. Maintain record of sales of agri-commodities to enterprises and large private sector

**8. Knowledge Management**

- a. Submission of monthly progress report in PPT as well as word format
- b. Submission of quarterly progress report in ppt as well as word format
- c. Recording productivity enhancement of model 500 farmers in agri, dairy, goatery, poultry, bee-keeping in scientific way in ppt, word and excel format

**9. Project Management**

- a. Submitting annual work plan with week wise breakup
- b. Attending weekly review meeting with PMU
- c. Attending monthly review meeting with UNDP & LTPCT
- d. Attending District Advisory Committee meeting and Block Advisory Committee meetings
- e. Meetings with BMMU, DMMU and SPMU of Maharashtra State Rural Livelihood Mission
- f. Meeting with ITDP in Palghar and Mumbai

The implementing service provider must recruit four professionals of following qualification and experience and base them at Talasari for the period of three years. The Service Provider must maintain a well-equipped project office in the Talasari for the period of 3 years.

5. Project Manager (1)- S/he should have an MBA/ Masters in Rural Management/Rural Development/Social Sciences and at least five years of experience of managing agri and livestock-based livelihood project. S/he should be fluent in Marathi and English.
6. Agri Business Marketing Manager (1)- S/he should have an MBA/ Masters in Rural Management/Rural Development/Social Sciences and at least three years of experience of sales/marketing of agri-commodities, eggs, meat etc in local market as well as large private sector. S/he should be fluent in Marathi and English.
7. Agri Extension Advisory (1)- S/he should have an BSc in Agriculture and at least three years of experience of managing agri and livestock-based livelihood project. S/he should be fluent in Marathi and English.
8. Institution Development Manager (1)- S/he should have an MBA/ Masters in Rural Management/Rural Development/Social Sciences and at least five years of experience of strengthening SHG, Village organisation and Cluster Level federation organisation and orienting them towards doing business. S/he should be fluent in Marathi and English.

### **Deliverables**

- Preparation of report on Visioning exercise with Talasari VOs and GPDP for panchayats of Talasari
- Capacity Building Need Assessment Report
- Delivery of 6-month business management training to 100 cadres as per annexure 1
- Certification of 70 community cadres by Agriculture Sector Skill council or any other independent body which can certify them.
- Creation of 300 model farmers in agri, dairy, goatery, poultry, bee-keeping in first year and 200 model's farmers in second year
- Delivery of agri extension services to 15000 farmers through community cadres in three years
- Supporting of procurement of agri-allied commodities from 7,500 farmers to 18 VO in three years
- Establish fifteen collection centres supported by ITDP/UMED/other government department
- Conduct 3-6 exposure visits with community members across India to provide exposure on best practices on institution development and market linkages for various agri-allied products
- Procurement of 500, 1000 and 1500 tons of agri-commodities in first, second and third year respectively from farmers by all the village organisation in Talasari
- Sales of 500, 1000 and 1500 tons of agri-commodities in first, second and third year respectively to local markets, enterprises, dhabas, small and large private sector etc by all the village organisation in Talasari
- Production of 100 tons of poultry and goat meat and 10,000 eggs and facilitating market linkages for same
- Backward linkages activities to ensure supply VO institution for market linkages in area of agri, dairy, poultry, goatery, bee keeping, etc
- Forward Market linkage activities to ensure sales through VO/farmer producer groups/CLF of vegetable/flowers

The year wise deliverables for the implementing agency in tabular format are given below

Outputs	No of Families			
	FY 18-19	FY 19-20	FY 20-21	FY 21-22
No of procurement centres (supported by UMED) (cumulative)	8	12	15	15
No of farmers supply vegetables/flowers/crops to procurement center (cumulative)	1000	3000	7500	7500
Quantity of agri-commodities supplied (in tonnes)	100	500	750	750
No of buyers for vegetables/flowers/crops (cumulative)	5	10	15	15
No of community cadres trained in agri business management and VO operations management (cumulative)	100	100	100	100
No of farmers receiving agri extension services through cadres (cumulative)	3000	9000	15000	15000
No of Villages (cumulative)	15	30	40	40
No of GPs (cumulative)	6	12	18	18
No of SHGs(cumulative)	100	300	500	500
No of Village Organisation (cumulative)	6	12	18	18
No of Cluster Level Federation(cumulative)	1	2	2	2
No of producer groups (Farmers) promoted under other schemes supported by project Uddyam(cumulative)	35	80	80	80

## Reporting

The Service Provider will work under the direct supervision of Project Management Unit of the project based at Talasari and will report on quarterly basis to project steering committee formed for supervising the project. The Service Provider must work in close coordination with Block Mission Management Unit, District Mission Management Unit of UMED and Project Officer, ITDP Dahanu in Palghar district.

## Duration and Payment Schedule

The duration of the assignment will be from the date of signing of contract till July 2021.

### Deliverables and Schedule of Payment:

The payment schedule will be broken in 8 instalments spread over three years.

#	Deliverable	Duration from signing of contract	% payment of the contract amount
1	Signing of contract and sharing of work plan	within one month	20
2	Submission of Capacity Building Need Assessment Report; Completion of 3 month of training of cadres; Training of 18 village organizations for agribusiness; Operationalizing of existing collection centers under UMED	within three months	10
3	Completion of Visioning Exercise & GDP reports; Completion of 6 month of training of cadres and certification of cadres; Operationalizing of existing 5	within six months	10

	collection centers under UMED; ensuring licenses for input trading and agri-commodity trading		
4	Establishing five new collection centers under UMED Operationalizing of 10 collection centers under UMED; Sales of 200 tons of agri-commodities by Village organization and transfer of payment to supplying farmers; Creation of 300 model farmers for demonstration of good practices in agri and livestock rearing	Within 12 months	10
5	Management of 12 collection centers under UMED; Training of cadres and village organizations; Delivery of agri-extension services to 1000 farmers; Sales of 100 tons of agri-commodities by Village organization and transfer of payment to supplying farmers	Within 18 months	10
6	Management of 12 collection centers under UMED; Training of cadres and village organizations; Delivery of agri-extension services to 1000 farmers; Sales of 100 tons of agri-commodities by Village organization and transfer of payment to supplying farmers	Within 24 months	10
7	Management of 12 collection centers under UMED; Training of cadres and village organizations; Delivery of agri-extension services to 1000 farmers; Sales of 100 tons of agri-commodities by Village organization and transfer of payment to supplying farmers	Within 30 months	10
8	Management of 12 collection centers under UMED; Training of cadres and village organizations; Delivery of agri-extension services to 1000 farmers; Sales of 100 tons of agri-commodities by Village organization and transfer of payment to supplying farmers	within 36 months	20

All the outcomes should be verifiable through appropriate documentation maintained by implementation partners and collectives. Implementation partners will be responsible for all the deliverables/outcomes as mentioned in the ToR.

#### **Submission of Proposals:**

##### **Documents to be submitted by the Service Provider**

The full proposals (max. 15 pages) covering the following aspects:

- Proposal on Entrepreneurship Development program.
- Work plan for delivering the program.
- Detailed project budget. (Activity wise and Month Wise)

##### **Technical Proposal to include**

- o Context (organization introduction, etc.);
- o Methodology;
- o Key Activities with Timelines;
- o Deliverables;
- o CV of project team leader and project team;
- o Short description of the organizations/agency's capability and work, proof of its capacity and experience in the relevant field

**Annexure 1: Indicative content of Curriculum**

Understanding the Gaps in Micro-business and Collectives Management	Demand management
Working in Groups	Equipments & Infrastructure - Operations & Maintenance (OM)
Advantages of Collectives and Micro-businesses	Safe harvest
Record keeping and Earned Value Management	Storage
Business Finance: Opportunities, Options, Planning, Execution, Risks	Value Addition like Cleaning and grading, Processing, Warehousing / aggregation, Packaging, Pricing
POP (specific to context)	Local Market and Local Logistics
Farm management	Communication of demand and supply (trade fairs, events, etc.)
Resource management	Low cost / short term warehousing and storage
Disease and pest control	Cooling room
Field monitoring	Local logistics
Lifecycle management (crops, bee keeping, dairy, poultry, goatery etc)	Importance of Quality
Sustainability	Ownership of Marketing Company
Catalogue of inputs and services	Importance of Brand
Do's and Don'ts of Inputs and services	Importance of Processing
Safety measures	Knowledge of options for value chain financing
Calendar management	Credit, Insurance, Repayment
Business planning	Risk Management
Credit risk assessment	Remittance
Convergence	



## Section 6: Returnable Bidding Forms / Checklist

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This form serves as a checklist for preparation of your Proposal. Please complete the Returnable Bidding Forms in accordance with the instructions in the forms and return them as part of your Proposal submission. No alteration to format of forms shall be permitted and no substitution shall be accepted.

Before submitting your Proposal, please ensure compliance with the Proposal Submission instructions of the BDS 22.

### Technical Proposal Envelope:

<b>Have you duly completed all the Returnable Bidding Forms?</b>	
▪ Form A: Technical Proposal Submission Form	<input type="checkbox"/>
▪ Form B: Bidder Information Form	<input type="checkbox"/>
▪ Form C: Joint Venture/Consortium/ Association Information Form	<input type="checkbox"/>
▪ Form D: Qualification Form	<input type="checkbox"/>
▪ Form E: Format of Technical Proposal	<input type="checkbox"/>
<b>Have you provided the required documents to establish compliance with the evaluation criteria in Section 4?</b>	<input type="checkbox"/>

### Financial Proposal Envelope

**(Must be submitted in a separate sealed envelope/password protected email)**

▪ Form F: Financial Proposal Submission Form	<input type="checkbox"/>
▪ Form G: Financial Proposal Form	<input type="checkbox"/>

## Form A: Technical Proposal Submission Form

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	RFP-098-IND-2018		

We, the undersigned, offer to provide the services for **Long Term Agreement to improve the income of 3000 families in focus 3GP to INR 36,000 per annum from baseline by July 2021 and strengthening community cadres & marketing linkages for sustainability of livelihoods across Talasari**

in accordance with your Request for Proposal No. RFP-098-IND-2018 and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal and our Financial Proposal sealed under a separate envelope.

We hereby declare that our firm, its affiliates or subsidiaries or employees, including any JV/Consortium /Association members or subcontractors or suppliers for any part of the contract:

- a) is not under procurement prohibition by the United Nations, including but not limited to prohibitions derived from the Compendium of United Nations Security Council Sanctions Lists;
- b) have not been suspended, debarred, sanctioned or otherwise identified as ineligible by any UN Organization or the World Bank Group or any other international Organization;
- c) have no conflict of interest in accordance with Instruction to Bidders Clause 4;
- d) do not employ, or anticipate employing, any person(s) who is, or has been a UN staff member within the last year, if said UN staff member has or had prior professional dealings with our firm in his/her capacity as UN staff member within the last three years of service with the UN (in accordance with UN post-employment restrictions published in ST/SGB/2006/15);
- e) have not declared bankruptcy, are not involved in bankruptcy or receivership proceedings, and there is no judgment or pending legal action against them that could impair their operations in the foreseeable future;
- f) undertake not to engage in proscribed practices, including but not limited to corruption, fraud, coercion, collusion, obstruction, or any other unethical practice, with the UN or any other party, and to conduct business in a manner that averts any financial, operational, reputational or other undue risk to the UN and we embrace the principles of the United Nations Supplier Code of Conduct and adhere to the principles of the United Nations Global Compact.

We declare that all the information and statements made in this Proposal are true and we accept that any misinterpretation or misrepresentation contained in this Proposal may lead to our disqualification and/or sanctioning by the UNDP.

We offer to provide services in conformity with the Bidding documents, including the UNDP General Conditions of Contract and in accordance with the Terms of Reference

Our Proposal shall be valid and remain binding upon us for the period of time specified in the Bid Data Sheet.

We understand and recognize that you are not bound to accept any Proposal you receive.

I, the undersigned, certify that I am duly authorized by [Insert Name of Bidder] to sign this Proposal and bind it should UNDP accept this Proposal.

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

[Stamp with official stamp of the Bidder]

## Form B: Bidder Information Form

<b>Legal name of Bidder</b>	[Complete]
<b>Legal address</b>	[Complete]
<b>Year of registration</b>	[Complete]
<b>Bidder's Authorized Representative Information</b>	Name and Title: [Complete] Telephone numbers: [Complete] Email: [Complete]
<b>Are you a UNGM registered vendor?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No If yes, [insert UGNM vendor number]
<b>Are you a UNDP vendor?</b>	<input type="checkbox"/> Yes <input type="checkbox"/> No If yes, [insert UNDP vendor number]
<b>Countries of operation</b>	[Complete]
<b>No. of full-time employees</b>	[Complete]
<b>Quality Assurance Certification (e.g. ISO 9000 or Equivalent) (If yes, provide a Copy of the valid Certificate):</b>	[Complete]
<b>Does your Company hold any accreditation such as ISO 14001 related to the environment? (If yes, provide a Copy of the valid Certificate):</b>	[Complete]
<b>Does your Company have a written Statement of its Environmental Policy? (If yes, provide a Copy)</b>	[Complete]
<b>Contact person UNDP may contact for requests for clarification during Proposal evaluation</b>	Name and Title: [Complete] Telephone numbers: [Complete] Email: [Complete]
<b>Please attach the following documents:</b>	<ul style="list-style-type: none"> <li>▪ Company Profile, which should <u>not</u> exceed fifteen (15) pages, including printed brochures and product catalogues relevant to the goods/services being procured</li> <li>▪ Certificate of Incorporation/ Business Registration</li> <li>▪ Tax Registration/Payment Certificate issued by the Internal Revenue Authority evidencing that the Bidder is updated with its tax payment obligations, or Certificate of Tax exemption, if any such privilege is enjoyed by the Bidder</li> <li>▪ Trade name registration papers, if applicable</li> <li>▪ Local Government permit to locate and operate in assignment location, if applicable</li> <li>▪ Official Letter of Appointment as local representative, if Bidder is submitting a Bid in behalf of an entity located outside the country</li> <li>▪ Power of Attorney</li> </ul>

## Form C: Joint Venture/Consortium/Association Information Form

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	RFP-098-IND-2018		

To be completed and returned with your Proposal if the Proposal is submitted as a Joint Venture/Consortium/Association.

No	Name of Partner and contact information (address, telephone numbers, fax numbers, e-mail address)	Proposed proportion of responsibilities (in %) and type of services to be performed
1	[Complete]	[Complete]
2	[Complete]	[Complete]
3	[Complete]	[Complete]

<b>Name of leading partner</b>  (with authority to bind the JV, Consortium, Association during the RFP process and, in the event a Contract is awarded, during contract execution)	[Complete]
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We have attached a copy of the below document signed by every partner, which details the likely legal structure of and the confirmation of joint and severable liability of the members of the said joint venture:

☐ Letter of intent to form a joint venture      **OR**      ☐ JV/Consortium/Association agreement

We hereby confirm that if the contract is awarded, all parties of the Joint Venture/Consortium/Association shall be jointly and severally liable to UNDP for the fulfillment of the provisions of the Contract.

Name of partner: \_\_\_\_\_ Name of partner: \_\_\_\_\_

Signature: \_\_\_\_\_ Signature: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_

Name of partner: \_\_\_\_\_ Name of partner: \_\_\_\_\_

Signature: \_\_\_\_\_ Signature: \_\_\_\_\_

Date: \_\_\_\_\_ Date: \_\_\_\_\_

## Form D: Qualification Form

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	RFP-098-IND-2018		

If JV/Consortium/Association, to be completed by each partner.

### Historical Contract Non-Performance

<input type="checkbox"/> Contract non-performance did not occur for the last 3 years			
<input type="checkbox"/> Contract(s) not performed for the last 3 years			
Year	Non- performed portion of contract	Contract Identification	Total Contract Amount (current value in US\$)
		Name of Client: Address of Client: Reason(s) for non-performance:	

### Litigation History (including pending litigation)

<input type="checkbox"/> No litigation history for the last 3 years			
<input type="checkbox"/> Litigation History as indicated below			
Year of dispute	Amount in dispute (in US\$)	Contract Identification	Total Contract Amount (current value in US\$)
		Name of Client: Address of Client: Matter in dispute: Party who initiated the dispute: Status of dispute: Party awarded if resolved:	

## Previous Relevant Experience

Please list only previous similar assignments successfully completed in the last 3 years.

List only those assignments for which the Bidder was legally contracted or sub-contracted by the Client as a company or was one of the Consortium/JV partners. Assignments completed by the Bidder's individual experts working privately or through other firms cannot be claimed as the relevant experience of the Bidder, or that of the Bidder's partners or sub-consultants, but can be claimed by the Experts themselves in their CVs. The Bidder should be prepared to substantiate the claimed experience by presenting copies of relevant documents and references if so requested by UNDP.

Project name & Country of Assignment	Client & Reference Contact Details	Contract Value	Period of activity and status	Types of activities undertaken

Bidders may also attach their own Project Data Sheets with more details for assignments above.

☐ Attached are the Statements of Satisfactory Performance from the Top 3 (three) Clients or more.

## Financial Standing

<b>Annual Turnover for the last 3 years</b>	Year	INR
	Year	INR
	Year	INR
<b>Latest Credit Rating (if any), indicate the source</b>		

Financial information (in US\$ equivalent)	Historic information for the last 3 years		
	Year 1	Year 2	Year 3
	<i>Information from Balance Sheet</i>		
Total Assets (TA)			
Total Liabilities (TL)			
Current Assets (CA)			
Current Liabilities (CL)			
	<i>Information from Income Statement</i>		
Total / Gross Revenue (TR)			
Profits Before Taxes (PBT)			
Net Profit			
Current Ratio			

☐ Attached are copies of the audited financial statements (balance sheets, including all related notes, and income statements) for the years required above complying with the following condition:

- a) Must reflect the financial situation of the Bidder or party to a JV, and not sister or parent companies;
- b) Historic financial statements must be audited by a certified public accountant;
- c) Historic financial statements must correspond to accounting periods already completed and audited.  
No statements for partial periods shall be accepted.

## Form E: Format of Technical Proposal

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	RFP-098-IND-2018		

The Bidder's proposal should be organized to follow this format of Technical Proposal. Where the bidder is presented with a requirement or asked to use a specific approach, the bidder must not only state its acceptance, but also describe how it intends to comply with the requirements. Where a descriptive response is requested, failure to provide the same will be viewed as non-responsive.

### SECTION 1: Bidder's qualification, capacity and expertise

- 1.1 Brief description of the organization, including the year and country of incorporation, and types of activities undertaken.
- 1.2 General organizational capability which is likely to affect implementation: management structure, financial stability and project financing capacity, project management controls, extent to which any work would be subcontracted (if so, provide details).
- 1.3 Relevance of specialized knowledge and experience on similar engagements done in the region/country.
- 1.4 Quality assurance procedures and risk mitigation measures.
- 1.5 Organization's commitment to sustainability.

### SECTION 2: Proposed Methodology, Approach and Implementation Plan

This section should demonstrate the bidder's responsiveness to the TOR by identifying the specific components proposed, addressing the requirements, providing a detailed description of the essential performance characteristics proposed and demonstrating how the proposed approach and methodology meets or exceeds the requirements. All important aspects should be addressed in sufficient detail and different components of the project should be adequately weighted relative to one another.

- 2.1 A detailed description of the approach and methodology for how the Bidder will achieve the Terms of Reference of the project, keeping in mind the appropriateness to local conditions and project environment. Details how the different service elements shall be organized, controlled and delivered.
- 2.2 The methodology shall also include details of the Bidder's internal technical and quality assurance review mechanisms.
- 2.3 Explain whether any work would be subcontracted, to whom, how much percentage of the work, the rationale for such, and the roles of the proposed sub-contractors and how everyone will function as a team.
- 2.4 Description of available performance monitoring and evaluation mechanisms and tools; how they shall be adopted and used for a specific requirement.
- 2.5 Implementation plan including a Gantt Chart or Project Schedule indicating the detailed sequence of activities that will be undertaken and their corresponding timing.
- 2.6 Demonstrate how you plan to integrate sustainability measures in the execution of the contract.
- 2.7 Any other comments or information regarding the project approach and methodology that will be adopted.



## SECTION 2A: Bidder's Comments and Suggestions on the Terms of Reference

Provide comments and suggestions on the Terms of Reference, or additional services that will be rendered beyond the requirements of the TOR, if any.

## SECTION 3: Management Structure and Key Personnel

- 3.1 Describe the overall management approach toward planning and implementing the project. Include an organization chart for the management of the project describing the relationship of key positions and designations. Provide a spreadsheet to show the activities of each personnel and the time allocated for his/her involvement.
- 3.2 Provide CVs for key personnel that will be provided to support the implementation of this project using the format below. CVs should demonstrate qualifications in areas relevant to the Scope of Services.

### Format for CV of Proposed Key Personnel

<b>Name of Personnel</b>	[Insert]
<b>Position for this assignment</b>	[Insert]
<b>Nationality</b>	[Insert]
<b>Language proficiency</b>	[Insert]
<b>Education/Qualifications</b>	<i>[Summarize college/university and other specialized education of personnel member, giving names of schools, dates attended, and degrees/qualifications obtained.]</i> [Insert]
<b>Professional certifications</b>	<i>[Provide details of professional certifications relevant to the scope of services]</i> ▪ Name of institution: [Insert] ▪ Date of certification: [Insert]
<b>Employment Record/Experience</b>	<i>[List all positions held by personnel (starting with present position, list in reverse order), giving dates, names of employing organization, title of position held and location of employment. For experience in last five years, detail the type of activities performed, degree of responsibilities, location of assignments and any other information or professional experience considered pertinent for this assignment.]</i> [Insert]
<b>References</b>	<i>[Provide names, addresses, phone and email contact information for two (2) references]</i> Reference 1: [Insert]  Reference 2: [Insert]

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe my qualifications, my experiences, and other relevant information about myself.

\_\_\_\_\_  
Signature of Personnel

\_\_\_\_\_  
Date (Day/Month/Year)

## Form F: Financial Proposal Submission Form

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:	RFP-098-IND-2018		

We, the undersigned, offer to provide the services for **Long Term Agreement to improve the income of 3000 families in focus 3GP to INR 36,000 per annum from baseline by July 2021 and strengthening community cadres & marketing linkages for sustainability of livelihoods across Talasari** in accordance with your Request for Proposal No. RFP-098-IND-2018 and our Proposal. We are hereby submitting our Proposal, which includes this Technical Proposal and our Financial Proposal password proteted under a separate files.

Our attached Financial Proposal is for the sum of [Insert amount in words and figures].

Our Proposal shall be valid and remain binding upon us for the period of time specified in the Bid Data Sheet.

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

Name: \_\_\_\_\_

Title: \_\_\_\_\_

Date: \_\_\_\_\_

Signature: \_\_\_\_\_

*[Stamp with official stamp of the Bidder]*

## Form G: Financial Proposal Form

Name of Bidder:	[Insert Name of Bidder]	Date:	Select date
RFP reference:			

The Bidder is required to prepare the Financial Proposal following the below format and submit it in a password protected PDF file separate from the rest of the RFP. The Financial Proposal should align with the requirements in the Terms of Reference and the Bidder's Technical Proposal.

**Currency of the proposal:** [Insert Currency]

**Table 1: Summary of Overall Prices**

	Amount(s)
Professional Fees (from Table 2)	
Other Costs (from Table 3)	
Total Amount of Financial Proposal	

**Table 2: Breakdown of Professional Fees\***

Name	Position <b>with specialization</b>	Fee Rate	No. of Days	Total Amount
		A	B	C=A+B
	Team Leader			
	Team Member1 - <b>Expertise</b>			
	Team Member2 - <b>Expertise</b>			
	Team Member3 - <b>Expertise</b>			
	Team Member4 - <b>Expertise</b>			
	Any other personnel...			
Subtotal Professional Fees:				

*\*Structure of the team is to be proposed by the Proposer in accordance to their understanding of the ToR.*

**Table 3: Breakdown of Other Costs**

Description	UOM	Quantity	Unit Price	Total Amount
Travel & accommodation				
Communications				
Subtotal Other Costs:				

**Instructions to prepare financial proposal:**

1. All prices/rates quoted must be exclusive of all taxes.
2. Proposers must adhere to the format above and quote under all heads. Incomplete Financial Offer may not be considered for further evaluation.

*[Name and Signature of the Service Provider's  
Authorized Person]  
[Designation]  
[Date]*