Response to Pre-Bid Queries
RFP for the procurement of a Strategic and Technical Management Unit (STMU) for Meghalaya Smart Farmers Programme (MSFP) under Meghalaya State Agricultural Marketing Board (MSAMB).

Sl. No.	Part	Clause No. and Page No	Original Clause in the RFP	Change Requested/ Clarification required	Response
1	2. Instruction to Bidders	Point number 2.1.4, page 8	Consortium or subcontracting is NOT allowed for this RFP	Consortium or subcontracting should be allowed	No change
2	2. Instruction to Bidders	2.2 Pre-Qualification Criteria	Experience: The agency should have successfully completed at least 03 Smart Farming Initiatives such as digitalization mainly in digitalization of farmers' data, Agri-value chain, weather and agronomy advisory projects in the agriculture sector on record with any State or Union Government in India or abroad with a minimum of 25,000 farmer beneficiaries' trainees in the last 3-5 years.	The agency should have successfully completed at least 3 projects in any sector with any State or Union Government with minimum of 25000 of subscribers / beneficiaries / farmers	No change
3	5 Evaluation of Bidder's Proposal	5.1 Technical Proposal Evaluation	A firm having at least 02 years of experience in providing traceability in agriculture solutions in Agri-value chains for State or Union Government in India	A firm having at least 02 years of experience in providing traceability in any solutions for State or Union Government in India	No change
4	8 Objective and Scope of Work	8.2.2 Scope of Work.	Advisory SMS message should be sent to farmers in their local language (Garo/Khasi)	Any specific language (other than Garo/Khasi for advisory message?	No change, only Khasi and Garo besides english

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5	6	6.5	A total of 1,00,000 beneficiaries are to be serviced in the State for over a period One year.	Will there be any further scaling of farmers or beneficiaries in the next two years? If yes, what will be the expected numbers?	Yes, based on the success the Project will eventually scale upto 2 lakh farmers in 3 years of span
6	8	8.2	The vendor must use & Bulk Upload the current data with the Government. The data may be imported and accessed from and written into the project's MIS servers through appropriate web services with required farmers' databases copied over to the vendor's servers.	Will the government facilitate web services for data migration?	The vendor may utilize existing web services wherever available.
7	8	8.2.2	Basic livestock advisory would be sent to identified poultry & piggery farmers in a timely manner.	Is piggery and poultry management required in the software?	Not the management, but just the basic advisories should be sent to identified livestock farmers
8	8	8.2.2	MIS reports should be made available to the DoA Meghalaya and project staff at State & District level through a mobile app	Is MIS reports need to be available on the mobile app or mobile browser?	No it is just needed on the web dashboard, Provision on Mobile dashboard

				and web-browser to review the messages being sent.		would be an added advantage
9	8.3	1		The mobile interface should be functional in both android and iOS platforms and should have these basic functionalities.	Which version of iOS and android is expected for the application to support ?	Please refer to the Corrigendum.
10	8.3	1		Farmer Registration: Aadhar card QR code based scanning facility.	Is it authenticated to collect the UIDAI information of the farmers, or any permissions required from the government?	Please Refer to corrigendum.

11	8.2	8.2.3	A smartphone "pest and disease app" will be provided by the vendor for Farmer friends/Field assistants to raise queries on behalf of farmers in the event of a pest or disease attack. The Farmer friends or mobile user should be able to enter crop and farm details, and photos and description of the attack on the plant and send to the back end.	Is this to be developed as a separate app or to be included as one of the functionalities in the field staff app?	This must be in the same app which will be accessed by the Field staff.
12	8.2	8.2.3	Given the large-scale implementation envisaged, these models should also have machine learning algorithms built in so that it automatically sends the advisory of early warning pest and disease signals looking at the weather, crop stage and the type of crop for every single farmer.	Can we do remote sensing based advisory services?	While you can do remote sensing, we are looking for an economically viable solution which primarily would have an automated advisory delivery system based on weather and plot conditions.
13	8.3	3	The QR once scanned should showcase its farmer, details of the program, certification if any, location and other crop stages which	Are you looking for any certification internal audit? For example: Organic, Fairtrade, UTZ etc.,	Certification is a different process which the government is already

			were captured by the field team.		doing. QR code is just to showcase whatever certification the farmer has.
14	8.3	17	The end-to-end process should be handled through multiple collection centres & warehouses across the state.	What is the approximate number of collection centers and warehouses?	Please refer to corrigendum.
15	6	6.5	A total of 1,00,000 beneficiaries are to be serviced in the State for over a period One year.	Among 1 Lakh farmers what is the Ratio of turmeric to honey farmers?	Please refer to corrigendum.

16	8.5	8.5.1	The proposed resources must be part of the project team and must be deployed in Shillong for the time period specified.	Which roles of the project team need to be in Shillong and which can support from offsite?	Please refer to corrigendum.
17	8.2	8.2.1	This has to be implemented in a similar way to the above mentioned Lakadong Turmeric traceability.	Do we have to develop and deploy separate applications for Honey and turmeric traceability or to be deployed in the same application?	We are looking for a traceability solution which can be used in both value chains. It may be a separate application or in the same platform. Preference would be given to a solution which is deployed in the same application.
18	2	2.2	The bidder should have an average annual turnover of Rs 5 Cr or more in the last three financial years from similar field of the scope of work for the last 3 financial years ending 31.03.2020	We are ISO27001 - 2013 certified but, is it mandatory to have turnover of 5crores for the last three financial years?	Please refer to corrigendum

19	6	6.5	Traceability solution for 10,000 Lakadong farmers and 10,000 Beekeepers.	Will this numbers scale up? Are these 10,000 Lakadong and 10,000 beekeepers are included in these 1,00,000 farmers or separate?	No change
20	Section 2 – Instructions to bidders	point 2.1.4 , pg 8	"Consortium or subcontracting is NOT allowed for this RFP."	Given the scope of work and need to have specialists for the project we request you to allow consortium of upto 3 agencies to allow entities with complementary skills to ;leverage their capabilities and submit a robust proposal and deploy a capable team creating desired impact	no change
21	Section 2 – Instructions to Bidders	Point 2.2, sub point 3 pg 9	The agency should have successfully completed at least 03 Smart Farming Initiatives such as digitalization mainly in digitalization of farmers' data, Agri-value chain, weather and agronomy advisory projects in the agriculture sector on record with any State or Union Government in India or abroad with a minimum of 25,000 farmer beneficiaries trainees in the last 3-5 years.	We request you also consider projects involving farmer capacity building and training	no change

22	Section8	Section 8.4 – Implementation guidelines Intended Impact- Increased use of technology innovations by Field Extension Team (Farmers Friend). , pg 42	Activities corresponding to Key Milestones – "Workflow for the field staff and managers for various countries"	Our understanding is that the scope of project is limited to the state of Meghalaya, kindly clarify	Please refer to Corrigendum
23	Sec 9- Payment Terms	Page 44	Submission of report on training sessions completed for Field teams, team members and farmer friends.	Is there any minimum number of training to be completed to meet this milestone	Please refer to corrigendum.
24	Sec 9- Payment Terms	Page 45	Completion of training of the entire allotted target and submission of project report and MIS	Kindly indicate the likely quantum of training target	same as query number 22
25			We are a new startup company formed in the year 2020, which is why we are yet to obtain ISO certification and reach the target of Rs. 5Cr turnover. For the sake of excellent service by our team, we would request you to kindly either wave off these two eligibility clauses or suitably modify the two clauses so as to accommodate new startup companies like us from the North-east region.		No change

i	General Question	What is the approximate number of Web users?	Approximately one hundred (100) users
ii	General Question	Any other crops to be digitized other than turmeric	The traceability of turmeric and Honey will be part of the scope of the work.
iii	General Question	What is the approximate number of Field staff/mobile users?	Approximately 1000 - 1200 (1 user for approx 100 farmers) Mobile users would be there. This number could increase once we enter the implementation phase.

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iv	General Question	Any intercropping is been done with turmeric?	Yes, the farmers generally grow Maize with Turmeric
v	General Question	Is this a donor funded project?	No
vi	General Question	What is the approximate budget of the project?	The bidder has to propose their financials as per the plan and concept.

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vii	General Question	How many concurrent users are expected to access the system?	As mentioned above, about 1000-1200 approx
viii	General Question	Does the application need to be developed in any specific language other than English?	Application in English is sufficient
ix	General Question	Does the application need to be hosted by the vendor or will it be done by client?	The application needs to be hosted by the vendor as per the published IT policy of Government of India and as well as Government of Meghalaya.