

MINUTES OF PRE-BID MEETING

BIHAR HORTICULTURE DEVELOPMENT SOCIETY
2nd Floor, Krishi Bhawan, Mithapur, Patna - 800001

Tender Title:	E-Tender notice for the Selection of agencies to provide a Project Monitoring Unit (PMU) of 5 members for implementation of Horticulture Development Schemes in Bihar.
Date & Time of Pre-bid Meeting	16.10.2025, 12:00 PM
Mode	Virtual/ Offline
Venue:	Directorate of Horticulture, Department of Agriculture, 2nd Floor, Krishi Bhawan, Mithapur, Patna - 800001

A Pre-Bid meeting for RfP for the **Selection of agencies to provide a Project Monitoring Unit (PMU) of 5 members for implementation of Horticulture Development Schemes in Bihar** was held on 16th October 2025 at 12:00 PM, under the chairmanship of Mission Director (Bihar Horticulture Development Society, Patna). No agencies participated in Online mode and 4 agencies participated in Offline mode and the pre-bid meetings details are annexed below: -

- I. KPMG
- II. PricewaterhouseCoopers
- III. Grand Thornton Bharat LLP
- IV. Ernst & Young LLP

Consolidated Pre Bid Decisions

Sr.	Bidder Suggestion	Corrigendum Action
1	Shift procurement from Bihar e-Proc portal to GeM for faster turnaround.	Continue on e-Proc. 'Selection shall be through QCBS on the State e-procurement portal.'
2	Reduce annual turnover from ₹500 Cr to ₹300 Cr (or ₹400 Cr). Allow FY22-23, 23-24, 24-25 for proof.	Average Annual Turnover ≥ ₹300 Cr from consultancy services in the last 3 FYs; 300- <500=8; ≥500=10. Audited FY 22-23, 23-24 and provisional/final FY 24-25 (CA-certified) with audit, prior to signing.
3	Broaden 'Bihar-specific' experience; count similar work in other States/private sector; FI-funded projects.	Cap Bihar-specific marks ≤10% of technical; count Central/State and PSU experience across India; count FI-funded when backed by "Department/Ministry certificate" private sector may count for up to 30% of the marks under 'similar assignments'.
4	Replace bank statements/bills with Work Order + Completion/Client Certificate; CA certificate for ongoing.	Work Order/Contract and Completion/Experience Certificate. For ongoing projects, client certificate or CA-certified statement against raised invoice is mandatory.
5	Annexure VII: Instead of declaring existing agri professionals on firm rolls, allow proposed candidates.	Allow 'existing or committed' candidates with signed consent letters and availability declarations. False claims will lead to forfeiture/blacklisting.
6	PS 5% to be submitted via Performance Bank Guarantee (PBG).	'Performance Security 3-5% via online payment, BG/e-BG only'.



7	Publish estimated project budget.	Rejected.
8	Clarify EMD online payment modes / allow BG.	Permit EMD via online gateway or BG/e-BG. Upload scan on portal.
9	Extend bid due date by 2 weeks due to holidays.	Extend deadline to 8 th November for bid submission.
10	Technical opening date	9 th November, 2025
11	Delete clause: 'payment proof must match bill/voucher; otherwise reconciliation statement.'	Delete reconciliation requirement. It is not a mandatory condition.
12	Delete 'service-charge 3.85%-7%' clause (outsourced manpower circular).	Service- Charge clause is being removed.
13	Increase rate escalation/contract value enhancement from 5% to 10% annually on extension.	Rejected.
14	Provide 60-day notice before termination; pro-rata payment.	15-30 days cure notice before default termination; on convenience termination pay pro-rata for accepted deliverables within 30 days.
15	Cap Consultant's overall liability to 1× contract value; exclude lost profits etc.	Liability will be capped at fees payable under the contract except in cases of fraud, willful misconduct, IP breach, and confidentiality breaches.
16	Allow minimum leaves for deployed staff.	12 casual leaves and National holidays are permitted per annum; billing will be done only if replacement provided.
17	Cap cumulative LD + penalties to 5% of total contract value.	Rejected.
18	Deduction 2-10% from bill for non-performance; penalty up to 5% for frequent changes.	Rejected.
19	Team Leader scoring arithmetic adds to 10 vs. 13 in table.	Correct scoring table so that sub-marks equal the stated maximum.
20	Broaden Community Mobilization Expert qualification (Rural Dev/Social Work/Economics etc.).	Rural Dev/Management/Social Work/ Sociology/Economics/Public Policy, with ≥5 years relevant experience in ≥ 2 Government Organisations.
21	Financial proposal seeks CTC per resource; ask for total cost to client instead.	Replace 'CTC' with "all-inclusive man-month rate" per position (professional fee + overheads + admin + profit; taxes extra).
22	Include 'Agriculture' wherever 'Horticulture' occurs in eligibility/experience.	Modify phrasing to 'Horticulture/Agriculture and allied sectors'. Preference will be given to Horticulture's experience.
23	Eligibility: must have ≥2 PMU/PMA/TSG assignments under Govt in last 5 years — request broader interpretation.	Retain '≥2 Govt PMU/TSG assignments in last 5 years'; count FI-funded if Government Department/PSU certifies mandate & performance.
24	Bills of last 3 years as proof.	Replace with work order/contract and client completion certificate.
25	Duration: 3 years; bidder seeks extension by 2 more years with 10% annual increase.	Rejected.

26	Evaluation: '12+ PMU assignments = 15 marks' — simplify scoring.	"1 mark per relevant Govt PMU/TSG assignment" (max 15) with ≥50% horticulture/agri.
27	Payment terms monthly within 2 weeks of invoice.	Monthly billing; payment "within 30 days" of accepted invoice & progress report.
28	Team Leader degree should be in Horticulture/Agriculture only; exclude Social Sciences.	Masters in Horticulture/Agriculture/Agri-Business/Management/ Public Policy/Rural Management/Social Services of leading Agriculture/Horticulture Govt. PMUs/TSGs/Value Chain program with ≥10 years; preference will be given to Horticulture -qualified Team Leaders.

These minutes of meeting shall become part of the tender document. The meeting ended with vote of thanks.

Memo No. : 2876

Dated : 17/10/2025



(Abhishek Kumar)

Mission Director,
Bihar Horticulture Development Society,
Patna.