

No. Z-92/41/2024-Coord./O and M-DOP

**Government of India
Ministry of Communications
Department of Posts**

Dak Bhawan, Sansad Marg
New Delhi-110001

Dated: 03rd January, 2025

CORRIGENDUM

Tender Id no. 2024_DOP_838357_1

The following amendment in the Request for Expression of Interest document published on CPP Portal (<https://eprocure.gov.in/eprocure/app>) on 09/12/2024 for hiring of consultant for Development of the Strategic Roadmap to transform India Post from a Cost Centre to Profit Centre” are hereby notified:

| Sl. No. | Ref. No. | Existing Clause in REOI | Amended Clause in REOI |
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| 1. | Part I REOI Process Clause 5 Purchase Preference Policies of the Government Sub Clause 5.1(2) | Consultants with Startup status can claim relaxation for prior turnover and experience mentioned in Section III by providing a valid ‘Certificate of Recognition’ issued by the Department for Promotion of Industry and Internal Trade (DPIIT), Ministry of Commerce & Industry, Govt. of India. Such relaxation shall be given only for the specific domain of goods/ services they are registered for. | Omitted. |
| 2 | Page no. 25, in Section-III: Qualification criteria Criteria 2 – Financial Capability (No relaxation for startups and MSEs) | - Refer to REOI clause 5.2. | - Refer to REOI clause 5.1(1). |

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| <p>Section II: Appendix</p> <p>7.0 Evaluation of EOI and Qualification Criteria (clause 10 and Section III: Qualification Criteria</p> | <p>Maximum number of consultants on the shortlist and criteria on which it would be based</p> | <p>Top 8 consultants at EOIs stage will be shortlisted on the basis of Average Annual Turnover during last 5 Financial Years (2019-20 to 2023-24)</p> | <p>Maximum number of consultants on the shortlist and criteria on which it would be based</p> | <p>Top 8 consultants at EOIs stage will be shortlisted on the basis of higher percentage of average annual turnover from Consultancy service contracts in the average annual turnover of last 5 financial years (2019-20 to 2023-24)</p> |
| <p>Section III: Qualification Criteria</p> <p>Criteria 2 – Financial Capability</p> | <p>Turnover: Minimum average annual turnover of at least Rs. 50 Crores, at least 50% of which should be from Consultancy Service Contracts, Calculated as total certified payments received for contracts in progress or completed within the last 5 years upto 31.03.2024.</p> <p>Note: During RFP Process Consultant shall be asked to furnish documentary evidence to demonstrate his current Financial Capability and demonstrate it as per Criteria 2.</p> | | <p>Turnover: (a) Minimum average annual turnover of at least Rs. 50 Crores and</p> <p>(b) Minimum average annual turnover of at least 25 Crores from Consultancy contracts, Calculated as total certified payments received for contracts in progress or completed within the last 5 years upto 31.03.2024.</p> <p>Note1: The bidder must comply with both the above conditions. However, the shortlisting of the top 8 consultants will be done on the basis of higher percentage of average annual turnover from Consultancy service contracts in the average annual turnover</p> | |

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| | | | <p>of last 5 financial years (2019-20 to 2023-24).</p> <p>Note 2: During RFP Process Consultant shall be asked to furnish documentary evidence to demonstrate his current Financial Capability and demonstrate it as per Criteria 2.</p> |
| 3. | <p>Section III: Qualification Criteria</p> <p>Criteria 1: General and Similar Experience:</p> | <p>Consultants must have at least 10 years' experience in Consultancy Services</p> <p>ii) During the last 10 years, Consultancy Assignments completed or substantially completed (at least 80% payments received) should be at least 7</p> <p>iii) Out of the Consultancy Assignments mentioned above, 2 should be similar assignments.</p> <p>Note: During the RFP Process, assignment experience certificates may be called for to substantiate qualifications. Such certificates from the public sector or publicly listed companies/private companies/ Trusts must be issued from their Head office by a person of the organization duly enclosing his authorization by the Management for giving such credentials. A certificate from a private individual shall not be accepted. Certificates shall be acceptable only from publicly listed companies/private companies/Trusts with an annual turnover of Rs 500 crore and above.</p> | <p>Consultants must have at least 10 years' experience in Consultancy Services</p> <p>ii) During the last 10 years, Consultancy Assignments completed or substantially completed (at least 80% payments received) should be at least 7</p> <p>iii) Out of the Consultancy Assignments mentioned above, 2 should be similar assignments.</p> <p>Note: Consultants must provide the experience certificate duly signed by the MD (Managing Director)/CEO (Chief Executive Officer) and countersigned by the CA (Chartered Accountant). The self-certificate should include the name of the client, size of the project, brief scope of the work, annual turnover of the client firm, etc.</p> <p>During the RFP Process, assignment experience certificates may be called for to substantiate qualifications. Such certificates from the public sector or publicly listed companies/private companies/</p> |

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| | | | <p>Trusts must be issued from their Head office by a person of the organization duly enclosing his authorization by the Management for giving such credentials. A certificate from a private individual shall not be accepted. Certificates shall be acceptable only from publicly listed companies/private companies/Trusts with an annual turnover of Rs 500 crore and above.</p> |
| 4. | <p>Section I: Request for Expression of Interest (REOI)</p> <p>10.2.3 (1) Evaluation of Qualification Criteria</p> | <p>Procuring entity shall determine whether the Consultants are qualified and capable in all respects to be shortlisted to provide the 'Services' (subject to dispensation, if any, for Startups, as per clause 5.1 above), as per Section III: Qualification Criteria and submission in Forms listed in Part II: 'EOI Submission Formats'. The determination shall not consider the qualifications of other firms, such as the consultant's subsidiaries, parent entities, affiliates, or any other entity different from the consultant. The Procuring Entity reserves the right to waive minor deviations in the qualification criteria if they do not materially affect the capability of a Consultant to perform the contract. The age and Experience of Key Experts are not included in the shortlisting criteria but shall be evaluated at the RFP stage.</p> | <p>Procuring entity shall determine whether the Consultants are qualified and capable in all respects to be shortlisted to provide the 'Services' (subject to dispensation, if any, for Startups, as per clause 5.1 above), as per Section III: Qualification Criteria and submission in Forms listed in Part II: 'EOI Submission Formats'. The determination will also include the experience of consultant's subsidiaries, parent entities or other sister entities subject to production of documentary evidence, such as agreements or declarations, to demonstrate the relationship and involvement of these entities. Assurance of commitment or resource availability from the parent or sister entity for project execution will be required. The Procuring Entity reserves the right to waive minor deviations in the qualification criteria if they do not materially affect the capability of a Consultant to</p> |

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| | | | | perform the contract. The age and Experience of Key Experts are not included in the shortlisting criteria but shall be evaluated at the RFP stage. |
| 5. | Section II: Appendix 2.0 Critical Dates (Clause 6,7,8 and 9) | EOI Submission Closing Date & Time | 05/01/2025 11.00 hrs | EOI Submission Closing Date & Time |
| | | EOI Opening Date & Time | 06/01/2025 at 11.00 hrs. | EOI Opening Date & Time |
| | | | | 19/01/2025 11.00 hrs |
| | | | | 20/01/2025 at 11.00 hrs. |


 (Dr. Sachin Mittal)
 DDG (Corporate Planning)