

NATIONAL JUTE BOARD
Ministry of Textiles, Govt. of India

MINUTES AND THE DECISIONS TAKEN IN THE PRE-BID MEETING
OF
THE BID FOR JDP ACTIVITIES IN COMMON FACILITY CENTRES AT SELECTED IDENTIFIED CLUSTERS ENGAGED IN PRODUCTION OF JDPS

The Pre-Bid meeting was held on 14th August 2015. Members representing the following 11 Intending bidders participated.

Sl. No.	Organisation	Place	Name of the Representative	Mobile No./e-mail
1.	Jeevika,	Katihar, Bihar	Dhananjay Kumar	94310 95896
2.	Bansberia Ancient Heritage & Research Society	Bansberia, Hoogly, West Bengal	Subrata Nath	98305 91280
3.	M/s. Hastaudyag	Barasat, (N) 24 Pgs., West Bengal	Kana Mondal	98745 99023
4.	Cheviot Companay Limited	24 Park Street, Kol - 16	Sneha Khemka	98304 50849
5.	SP Vivekananda Mission	Fulia, Nadia, W. Bengal	Bijoy Mookherjee	93322 55191
6.	Gloster Jute Mill Ltd	Kolkata	Manidipa Guha	96745 71815
7.	Ludlow Jute Mills	Kolkata	Anarub Saraff	98312 25662
8.	Margdarshak	Jodhpur Garden, Kol – 45	Suni Kr. Hembram	90073 40438
9.	Balivara OFFER	North 24 Pgs - 723136	Ruma Mondal	97481 94890
12.	Ambika Jute Mills	Bally, West Bengal	Abhishek Kankaria	98310 00110
11.	Club International	Kolkata	Tarun Mullick	98300 57137

The following points were raised by the Bidders:

1. Regarding eligibility of the bidders: Para 1. states, “*NJB intends to enlist support services from reputed Manufacturers, Exporters, Merchant traders and Institutions engaged in Product identification, Skill Training, Bulk Production and marketing of Jute Diversified Products.*” Whether this definition will include Non-profit Companies and NGOs. This is particularly important because generally it is difficult for these types of organisations to obtain Import Export Code (IEC) and therefore to export products in their own name. Whether they would be covered under para 3(C) of the Bid document.

Clarifications: It was explained that there is no bar on these types of organisations to participate in the bid, if they are otherwise eligible. NJB can help these organisations for getting IEC following Director General of Foreign Trade (DGFT) guidelines. These Bidders can be classified under para 3(C) of the Bid document.

2. Para 5(7) of the document states, “*There can be multiple agencies engaged in a cluster. Each agency will have to select the product group(s) for which they are interested and capable and set their targets keeping the minimum targets as explained in the following paragraphs. No agency can apply for more than three clusters.*” The bidders felt that multiple agencies in one cluster will be a deterrent for the manufacturers to bid, because there will be confusion and overlapping of the time and space allotment and over the trainees also. This should be withdrawn.

Clarifications: These provisions were kept to maintain the scope of producers of all types of JDPs to operate from the CFC. Single agency may lead to limiting the production to one category of product only.

The suggestion of limiting one agency for each cluster is agreed, subject to the following:

- a. Targets for each category of the agencies will be doubled both for number of beneficiaries and value of production to be lifted.
 - b. The agency will have to produce the product category for which they submit bid and also other category of the JDPs. The ratio of main product category to the other JDPs shall be in a proportion of 70:30, i.e at least 30% of the production shall be for JDPs other than those for which the bid has been submitted.
 - c. The Bid document will be modified to include changes in Para 5(7) and Table 1.
3. The labour cost for different products are different, then why 15% has been fixed as the minimum revenue sharing amount? Can it not be linked to minimum wages?

Clarifications: It was explained clearly that the intention of this venture is not that of transforming the women of WSHGs to workers. They have to be made entrepreneurs so that they can raise their income and that is why they have been exposed to revenue sharing – which is not directly linked to wages but to the quantum of business generated. In this mode, the agency is at liberty to pay higher revenue sharing to the WSHGs, but NJB's contribution will be limited to 15% of the sales value. The example under Para 8(2) of the document explains the working.

4. Whether the CFC has only to be used for production? Whether the agency can install its own machinery in the CFC or any other place nearby for production? If so whether they can take those back after the two years period?

Clarifications: It was clarified that CFC is a common facility centre and not a production centre. Production should generally be done by the WSHGs in the places selected by the agencies in the clusters. NJB may provide some machinery in the CFC for use in training and part of the production, besides testing facility. However, to achieve the target, the agency will have to supplement machinery requirements to the WSHGs. Any machine installed by the agency will be their property and they would be at liberty to take those back or keep with the WSHGs. These matters will be provided in the MoUs to be entered with the agency.

5. The Technical evaluation criteria at Annexure – I has given much importance to the qualifications of the Key personnel by allotting 15 marks. Moreover, the qualifications like graduate / post graduate of NIFT, NID etc. should only be desirable and not essential.

Clarifications: The observation was considered. The evaluation criteria has, accordingly been changed by reducing the marks allotted for key personnel and the qualification of the Key personnel has also been generalized. The Annexure – I has been changed, providing more weightage to the proposal, which will be as follows:

ANNEXURE -I**TECHNICAL EVALUATION CRITERIA: Total Marks = 100**

Sl. No.	Heading	Description	Criteria for point allotment		Maximum points
1	Agency Experience (Max. Points – 30)	1) Proven and demonstrable experience in JDP sector for Product design & development , Training, Production and Sales& Marketing	All Categories	>10years = 10 5-10 Years=7 < 5years = 5	10
		2) Details of Designing, Training, Creativity, Production, Supply of Raw Materials, Sales of different Product portfolios	Relative grading		10
		3) Similar Projects implemented with Govt. agencies	All Categories	>5 projects = 5 2-4 projects= 3 <2 projects = 1	5
		4) Key Personnel Sufficiently qualified and having experience in imparting skill / craftsmanship trainings, entrepreneurship training, etc. Evaluation will be made on the profiles of the team leader and other team members and their relevant experience.			5
3	Project Methodology, approach note for services to offered and work plan. (Max. Points–60)	Concept Note , Approach and methodology, workplan, measurable targets and benefit (designs, expertise, raw materials, market linkages and sustained income/ revenue sharing etc.) to the WSHGs in the cluster	Bidder to provide approach methodology and concept note, details of the services to be offered, work plan and benefit to the WSHGs in the cluster. The agency may be required to make presentation, if desired)		20
		Measurable targets and benefits	A statement in format 1A to be submitted. If the minimum target is quoted, 10 marks will be awarded. Higher target will fetch higher proportionate marks subject to maximum of 20 marks		40
4	PRESENTATION ON THE PROPOSAL (10) – ref. para 17.				10
TOTAL MARKS					100

6. What is the criteria for ascertaining the number of Trainings:

Clarifications: There is confusion as to what constitutes a training in a continuous process and what could be the number of trainees in each such trainings. It has now been left out to the Agencies to decide on the issues and “no. of trainings” has been removed as a criteria.

7. A revised and modified Bid Document is placed in the website for consideration by the intending bidders. A clause on “Presentation” has also been incorporated as Para 16.