

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

S. No.	RFP Document reference(s) (Document & page no.)	Content of RFP requiring clarification(s)	Points of Clarification	Response
1	Terms of reference (ToR) for the procurement of services (Page no. 5)	Work Package 1: Reviewing of the Stakeholder Mapping and Analysis: Develop a stakeholder map of existing institutions that could be mobilised such as SIDBI, NABARD, and other private sector and public sector banks.	The clause requires the consultant to <i>“develop a stakeholder map of existing institutions that could be mobilised such as SIDBI, NABARD, and other private sector and public sector banks.”</i> Given that the scope of “private sector institutions” can be very wide encompassing commercial banks, NBFCs, microfinance institutions, corporate CSR foundations, and impact investors. Hence, we request clarification on the following: 1. Extent of Mapping: - How many private sector entities are expected to be identified and mapped for the purpose of financial mobilisation? - Should the mapping cover only major national level institutions or shall also include state-specific financial institutions and CSR investment entities operating in the three target states viz. Himachal Pradesh, Meghalaya	- There is no upper limit to the number of organizations identified however we would rather prefer at least 150 organizations which have strong potential to financing the SDGs in the target states. - It should cover primarily state-specific organizations in these three target states.

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

			and Madhya Pradesh? 2. Depth of Analysis: a. Is the expectation for the project is to conduct a high-level institutional mapping such as profiling potential partners and their financing instruments or it also includes a detailed assessment including their past SDG related investments, financial capacities, and partnership modalities? Clarification on the above points will help us in determining the level of effort required for the same.	2. Yes, this understanding is absolutely correct.
2	Terms of reference (ToR) for the procurement of services (<i>Page no. 6</i>)	Reviews the assessment of the actors in terms of legitimacy resources, and networks (that engaging with them will not put GIZ at reputational risk) and update/add/remove where required	Is the consultant expected to carry out basic background assessments of each of the actors? This would be difficult for private sector actors to assess the source of resources or networks. Further, the guidelines by GIZ for engaging with actors may differ from that of the consultant. Hence, we kindly request for this to be modified.	It is expected to carry out basic background assessments during the course of this assignment.

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

3	Terms of reference (ToR) for the procurement of services (<i>Page no. 8</i>)	Identify and conduct key informant interviews with 35-45 key stakeholders in the 3 identified states, national level and in other states with best practices in SDG finance mobilisation with at least 8 interviews with government agencies.	While the consultant will be responsible for identifying the key informants for consultations, we understand that logistical and coordination support for reaching out to these informants and organising stakeholder workshops will be provided by GIZ and the respective State Governments. Please confirm if our understanding is correct.	The coordination support for reaching out to these informants and organizing stakeholder workshops will be provided by GIZ and the respective State Governments.
4	Terms of reference (ToR) for the procurement of services (<i>Page no. 8</i>)	<u>Work Package 3: Identification of existing measures to mobilise finance and associated challenges and best practices and Development of 3 concept notes on instruments for mobilising finance for above cited sustainable development goals</u> Deliverable: The consultant team shall provide: • The brief revised document (not more than 15 pages) of existing best practices at national, international, and sub-national of SDG finance mobilisation specifically for these captioned SDGs along with recommendation of best suited practices in local context for the 3 states. • Three reports in word document format (not more than	The clause mentions that the consultant shall prepare: • Three reports in Word document format (not more than 12 pages each) for the 3 concept notes on the instruments; and • A presentation in PPT format (10 slides each for the 4 concept notes). In the above deliverables, there is some inconsistency between the number of concept notes mentioned in the two bullet points viz. three concept notes in word document for 3 states, whereas the second bullet mentions four concept notes in PPT version. We understand that it will include 3 concept notes instead of 4 mentioned in 2nd bullet. Please confirm our understanding.	Actually there are 4 Concept notes to be prepared.

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

		12 pages for each of the 3 concept-note on the instruments) specifying the status of existing instrument, the benefits for using a particular instrument, resource requirements, the pathway to roll-out the instrument, the existing challenges and measures to minimise the risks and challenges. The concept note will also reflect on the framework conditions required for the measure to be successful including the financial and process requirements. • A presentation in pptx (<u>10 slides each for the 4 concept notes</u>) format based on the above report, summarizing the key findings and recommendations.		
--	--	---	--	--

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

5	Terms of reference (ToR) for the procurement of services (<i>Page no. 10</i>)	Please note that all deliverables will be considered final subject to approval from the State Partner Madhya Pradesh.	The Terms of Reference specify that the study and concept notes will cover three states — Madhya Pradesh, Meghalaya, and Himachal Pradesh. However, this clause mentions that all deliverables will be considered final subject to approval from the State Partner Madhya Pradesh. We seek clarification on the following point: • Does the term “State Partner Madhya Pradesh” imply that Madhya Pradesh is the nodal state for the entire project, and its approval will be treated as final for all three states? Or, • Or should we plan for separate review and approval processes from each of the three respective state partners viz., Madhya Pradesh, Meghalaya, and Himachal Pradesh? This clarification is essential to correctly design the stakeholder engagement plan, review process, and timelines for submission of deliverables.	Please plan for separate review and approval processes from each of the three respective state partners viz., Madhya Pradesh, Meghalaya, and Himachal Pradesh.
---	---	---	---	--

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

6	Terms of Reference (ToR) for the procurement of services (Page no. 10) and Section 5, Costing	Terms of Reference (ToR) for the procurement of services	As per the ToR of the assignment, the timeline for submitting the first draft of deliverables under work package 1 is given as “within 8 weeks of assignment”. However, under section 5, Costing Requirements, the deadline for work package 1 is specified as December 2025. Our understanding is that the assignment is expected to commence in December 2025, which would allow only	This stipulated timeline is based on the assumption that the assignment is expected to commence in December 2025, however if under any circumstances if it goes beyond December 2025 then the submission of the first draft of deliverables under work package 1 will deemed within 8 weeks of assignment signing date.															
7	Requirements (Page no. 17)	B. Work Package 1 <table><tr><td>B1. 1st Draft of Deliverables</td><td>Within 8 weeks of assignment</td><td></td></tr><tr><td>B2. Revision of Deliverables</td><td>Within 2 weeks of feedback</td><td></td></tr><tr><td>B3. Finalisation of deliverables</td><td>Within 2 weeks of feedback</td><td>PDF Draft report of not more than 35 pages (word doc/pdf)</td></tr></table> Costing requirements: <table><tr><td>Milestone/portion works</td><td>Estimated input (days for orientation)</td><td>Responsible location responsible</td></tr><tr><td>Work Package 1: Review and edit financing of the Sustainable Financing and Programs</td><td></td><td>December 2025</td></tr></table>	B1. 1 st Draft of Deliverables	Within 8 weeks of assignment		B2. Revision of Deliverables	Within 2 weeks of feedback		B3. Finalisation of deliverables	Within 2 weeks of feedback	PDF Draft report of not more than 35 pages (word doc/pdf)	Milestone/portion works	Estimated input (days for orientation)	Responsible location responsible	Work Package 1: Review and edit financing of the Sustainable Financing and Programs		December 2025	a four-week period for submission, this appears inconsistent with the eight-week timeline specified in the ToR.	Well therefore would be feedback provided after submission of the 1 st draft of deliverables and then the consultancy firm would submit the revised deliverables with 2 weeks and again after submission there would be feedback provided which needs to reworked and edited within next two weeks.
B1. 1 st Draft of Deliverables	Within 8 weeks of assignment																		
B2. Revision of Deliverables	Within 2 weeks of feedback																		
B3. Finalisation of deliverables	Within 2 weeks of feedback	PDF Draft report of not more than 35 pages (word doc/pdf)																	
Milestone/portion works	Estimated input (days for orientation)	Responsible location responsible																	
Work Package 1: Review and edit financing of the Sustainable Financing and Programs		December 2025																	

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

8	Terms of Reference (ToR) – Criteria for eligibility of firms (Page no. 13)	The firm should provide at least 2 reference projects in India in the last 3 years related to the development/public policy sector covering preparation of SDG related strategic documents for the Central/State Government.	In a number of projects, SDG related strategic documents may be prepared as a part of the wider assignment (such as PMU with the Finance Department). Would such reference projects be eligible?	Yes, they maybe considered provided work relates to the SDGs
9	Section 4A, Personnel Concept	Team Leader Education/training (2.1.1 (2%)): University qualification (Post-Graduate Diploma/Master) in public policy, social sciences.	Request for Masters in Economics to also be considered in the education qualification.	Yes, it is considered.
10	Section 4A, Personnel Concept	Team Leader Other (2.1.8 (1%)): Have 3 publications/reports in context of SDGs/SDG Financing/Climate finance	The team leader may have led/worked in projects which have been published. However, considering it would be for a client, the name of the team leader/consultant organization may not be mentioned in the publication. Further, most state governments do not easily publish most documents. Thus, it is requested that this criterion be removed.	In case, this is not published, consequent work orders substantiated with completion certificates from the awarding agency/government department has to be provided along with the concerned reports.
11	Section 4A, Personnel Concept	Qualification of Expert 1 – SDG Specialist General professional experience (2.2.3 (3%)): 10 years of professional experience in the development/public policy sectors, with experience at the national and/or sub-national level.	Considering the professional experience for the team leader is 10 years, and the SDG specialist will be part of the team, request for the experience requirement to be reduced to 7 years.	SDG specialist may be considered with 7 years of experience vis-à-vis the SDG experience.
12	Section 4A, Personnel Concept	Qualification of Expert 2: Data Specialist - General professional experience (2.3.3 (3%)): 7 years of professional experience	In line with the above, request for the experience of the data specialist to be as follows:	This may be considered provided for this period the Data Specialist should substantiate with core

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

		in the development/public policy sectors, with experience at the national and/or sub-national level. - Specific professional experience (2.3.4 (4%)): 5 years of experience in analysing development data, preferably in a sustainability or development context.	- General professional experience (2.3.3 (3%)): 5 years of professional experience in the development/public policy sectors, with experience at the national and/or sub-national level. - Specific professional experience (2.3.4 (4%)): 3 years of experience in analysing development data, preferably in a sustainability or development context.	data analysis work including both qualitative and quantitative data management and analysis.
13	Section 4A, Personnel Concept	Qualification of Expert 1 – SDG Specialist Regional experience: 2 years of working on projects in Madhya Pradesh Qualification of Expert 2: Data Specialist Regional experience: 2 years of working on projects in Madhya Pradesh	We understand that the assignment encompasses three states, namely Madhya Pradesh, Himachal Pradesh, and Meghalaya. However, the eligibility requirements for Experts 1 and 2 specifically emphasize experience in Madhya Pradesh. We seek clarification on whether this criterion is limited to experience in Madhya Pradesh, or if experience in any of the three states will be considered acceptable.	This criterion is NOT limited to experience in Madhya Pradesh, therefore experience in any of the three states will be considered acceptable.
14	Section 4A, Personnel Concept	Qualifications of Expert 3: SDG and Finance Specialist General professional experience (2.4.3 (2%)): 10 years of professional experience in the development/public policy sectors, public finance, with experience at the national and/or sub-national level. Experience of working on finance and economics related studies.	Considering the professional experience for the team leader is 10 years, and the SDG specialist will be part of the team, request for the experience requirement to be reduced to 7 years.	SDG specialists may be considered with 7 years of experience vis-à-vis the SDG experience.

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

15	Section 4A , Personnel Concept	Qualifications of Expert 3: SDG and Finance Specialist Other (2.2.8 (1%)): 2 projects involving coordinating/working with government officials at centre/state for preparation of strategic documents. 2 publications related to the field of SDG/SDG Financing/Climate Action	The expert may have worked in projects which have been published. However, considering it would be for a client, the name of the expert may not be mentioned in the publication. Further, most state governments do not easily publish most documents. Thus, it is requested that this criterion be removed.	In case this is not published, consequent work orders substantiated with completion certificates from the awarding agency/government department has to be provided along with the concerned reports.
15	Bidding Conditions; Pg 5	The technical bid and price quotation are weighed at a ratio of 70:30 respectively	Considering the focus of GIZ to develop a high quality technical output, it is request that greater emphasis be put on the technical score. It is requested that the clause be changed to the following: The technical bid and price quotation are weighed at a ratio of 80:20 respectively	Not possible
16	Bidding Conditions; Pg 5	Bid Submission deadline 29 th November 2025	We request to be provided at least 2 weeks from the date of issuance of clarifications to the queries so that we can accommodate them in our proposals. For instance, if the clarifications are issued on 19 th November 2025, we request for the deadline for submission of proposal to be extended to 3 rd December 2025.	We may provide an extension to submit the proposal to 3 rd December 2025.

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

17	Bidding Conditions; Pg 7	Technical Experience: • 3 publications involving quantitative and qualitative methodology • 2 publications/reports for a government project • 1 publication involving primary and secondary data analysis • 3 years' Experience of working on SDGs with government stakeholders • Experience of working on finance and economics related studies	Considering a lot of experience are for specific clients and due to confidentiality the analysis cannot be published as a publication, it is requested that point 2 of the technical experience may be considered to be changed to the following: • 2 projects' experience of working with governments	This may not be changed.
18	-	-	We understand the deliverables and milestones under the assignment is as mentioned in the Terms of Reference. We request clarity on the payment plan in terms of timelines, payment milestone, share of the total contract value against each milestone etc.	So, at the time of the signing of the contract, a maximum of 20% of the contract value may be provided while remaining payments would be made in another 3 installments upto the period of the whole assignment.
19	Eligibility		Regarding eligibility and technical evaluation, should SDG-related strategic documents and experience be exclusively with Central or State Governments, or would relevant work with multilateral agencies, NGOs, or private sector entities also be deemed acceptable? - The firm should provide at least 2 reference projects in India in the last 3 years related to the development/public policy sector	Regarding eligibility and technical evaluation, the SDG-related strategic documents and experience may be considered with multilateral agencies.

Pre –Bid Queries – Strengthening Financing Strategies for Sustainable Development Goals in three states of Himachal Pradesh, Meghalaya and Madhya Pradesh and developing three transformative concept notes for finance mobilisation for SDGs localisation and Climate Action

Project No.: PN 2021.2178.8-002.00

			covering preparation of SDG related strategic documents for the Central/State Government. -2 publications/reports for a government project - 3 years' Experience of working on SDGs with government stakeholders	
20			Team Composition and Partnerships: May we include additional experts and/or formal academic partnerships to enhance the methodological rigor, technical depth, and overall quality of expertise proposed for this assignment?	Yes, this may undertaken.
21			Pilot Implementation: The ToR mentions that each concept note should include a roadmap for pilot implementation by June 2026. Kindly clarify whether the actual implementation of these pilots is expected within the duration of this contract, and if so, what would be the contractor's expected role, scope, and level of involvement?	actual implementation of these pilots may be expected within the duration of this contract. It is already enunciated in the ToR.