

Addendum

Dated: 17-11-2021

of Request for Proposal (RFP)
for engagement of
TECHNICAL SUPPORT UNIT (TSU)

Published on 2/11/2021

1. Page 16 Glossary – MMJAA Stands for Mukhya Mantri Jan Arogya Abhaiyan. **This shall be reads as Mukhya Mantri Jan Arogya Abhiyan.**

2. **Refer sub clause 1.2.1 of clause 1.2 regarding Request for Proposal on page no. 10** which says “The Authority is now inviting proposals (“**Proposal**”) from experienced, qualified and interested Firms for selection of a Technical Consultant (the “**Consultant**”), who shall assist the Authority in establishing the TSU and provide requisite technical and operational support to undertake the Scope of Services as given in Schedule 1.(“**Consultancy**”).

This clause shall be read as “The Authority is now inviting proposals (“**Proposal**”) from experienced, qualified and interested Firms for selection of a **Technical Support Unit** (the “**Consultant**”), who shall provide requisite technical and operational support to undertake the Scope of Services as given in Schedule 1.(“**Consultancy**”) ”

3. **Refer sub clause 1.2.2 of clause 1.2 regarding Request for Proposal on page no. 10** says “The Authority intends to select the Consultant through an open competitive Selection Process in accordance with the procedure set out herein.”

This clause shall be read as “The Authority intends to select the **TSU** through an open competitive Selection Process in accordance with the procedure set out herein.” **This change shall be considered as part of the RFP.**

4. **Refer point 4 of sub-clause 3.1.3 of clause 3 regarding CRITERIA FOR EVALUATION** which says “Technical presentation by the firm highlighting understanding, approach and methodology, work plan and other aspects for the proposed project.”

Proposal of Applicants, which will qualify to be responsive as per the requirement of RFP as mentioned in RFP clause 2.24 “Tests of Responsiveness” will further be evaluated. Such Applicants shall be invited for technical presentation through email. On email ID, provided by applicant in form -2 **Particulars of the Applicant** of APPENDIX-I and list of such applicant will be made available on portal www.Ayushmanup.in. **This change shall be considered as part of the RFP.**

5. Refer Sub Clause 2.3.1 of Clause 2.3 regarding Team Structure on page no. 14 of RFP Which says “ The Consultant shall provide the following Technical Experts (“**Technical Experts**”) to lead and undertake the tasks mentioned in this RFP.

| S. No | Area of Consultancy | No of experts | Qualification Requirement | Years of Experience |
|-------|--|---------------|---|---------------------|
| 1. | Domain Specialist (preference to Programme management/policy implementation for programmes under Healthcare) | 01 | MBBS/BHMS/BUMS/ with Masters (MBA/Post Grad) | 7+ years |
| 2. | Data Aggregation, Monitoring and Evaluation(Assessment and Analytics (Preference to experience in health insurance/assurance) | 02 | <ul style="list-style-type: none"> • BTech/ B. Engg/ MBA/MTech: • Relevant experience of Gov sponsored Health Scheme like RSBY or AB-PMJAY: 4 marks • Relevant experience with Uttar Pradesh: 1 mark | 5-7 Years |
| 3. | Domain Specialist with Health Insurance/Health Coverage | 01 | <ul style="list-style-type: none"> • Post-graduation/MBA | 7+ Years |

The clause 2.3.1 on page 14 (including table) of RFP shall be reads as :

“The Consultant shall provide the following Technical Experts (“**Technical Experts**”) to lead and undertake the tasks mentioned in this RFP.

| S. No | Area of Consultancy | No of experts | Qualification Requirement | Years of Experience |
|-------|--|---------------|---|---------------------|
| 1. | Domain Specialist (preference to Programme management/policy implementation for programmes under Healthcare) | 01 | MBBS/BHMS/BUMS/ BDS with Masters (MBA/Post Grad) | 7+ years |

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|----|--|----|---|-----------|
| 2. | Data Aggregation, Monitoring and Evaluation(Assessment and Analytics (Preference to experience in health insurance/assurance) | 02 | <ul style="list-style-type: none"> • BTech/ B. Engg/ MBA/MTech/Ma sters in (Statistics/Dem ography/Equiv alent): • Relevant experience of Gov sponsored Health Scheme like RSBY or AB-PMJAY: 4 marks • Relevant experience with Uttar Pradesh: 1 mark | 5-7 Years |
| 3. | Domain Specialist with Health Insurance/Health Coverage | 01 | <ul style="list-style-type: none"> • Post-graduation/MBA | 7+ Years |

6. Refer to point mentioned in Sr.No. 2 (Row 2) under column heading” Minimum Qualification Criteria ” in table mentioned in sub-clause 2.4.3 of Clause 2.4 regarding Conditions of Eligibility on page 15 of the RFP, Which says

“The Bidder should have minimum Annual Turnover of Rs. 200 crores in each of the last three financial years (Financial years 2018-19, 2019-20 and 2020-21).”

This point shall be read as “The Bidder should have minimum Annual Turnover of Rs. 150 crores in each of the last three financial years (Financial years 2018-19, 2019-20 and 2020-21).” and this change shall be considered as part of the RFP.

7. Refer Sub clause 2.26.1 of clause 2.26 regarding Negotiations which says “The Selected Applicant may, if necessary, be invited for negotiations. The negotiations shall generally not be for reducing the price of the proposal but will be for re-confirming the obligations of the Consultant under this RFP. Issues such as deployment of Technical Experts, understanding of the RFP, methodology and quality of the WorkPlan shall be discussed during negotiations. A Technical Experts who did not score 70% (seventy per cent) marks as required under Clause 3.1.3 shall be replaced by the Applicant with a better candidate to the satisfaction of the Authority. In case the

Selected Applicant fails to reconfirm its commitment, the Authority reserves the right to designate the next ranked Applicant as the Selected Applicant and invite it for negotiations.”

This clause shall be read as “The Selected Applicant may, if necessary, be invited for negotiations. The negotiations shall generally not be for reducing the price of the proposal but will be for re-confirming the obligations of the Consultant under this RFP. Issues such as deployment of Technical Experts, understanding of the RFP, methodology and quality of the WorkPlan shall be discussed during negotiations. **Technical Experts who are not satisfactory to the Authority** shall be replaced by the Applicant with a better candidate to the satisfaction of the Authority. In case the Selected Applicant fails to reconfirm its commitment, the Authority reserves the right to designate the next ranked Applicant as the Selected Applicant and invite it for negotiations.”. **This change shall be considered as part of the RFP.**

8. Refer Sub clause 3.1.2 of clause 3 regarding **CRITERIA FOR EVALUATION** mentioned on page no. 27 of the RFP which says “Each Technical Experts must score a minimum of 70% marks except as provided herein. A Proposal shall be rejected if any two Technical Experts score less than 70% (seventy per cent) marks.” **This clause shall be considered as deleted from the RFP.**

9. Refer Sub clause 3.1.3 (including table) of clause 3 regarding **CRITERIA FOR EVALUATION** mentioned on page no. 27 and 28 of the RFP which says “The scoring criteria to be used for evaluation shall be as follows:

| S. No. | Evaluation Criteria | Marks | Further Break-up |
|--------|--|----------|--|
| 1) | Substantial experience of PMU with Central Government Health Sector with a minimum consultancy fee of Rs 1 cr per annum, in last 5 years | 20 Marks | 2.5 marks per project. (Max of 8 projects) |
| 2) | PMU experience with Health Coverage schemes (Ayushman Bharat /RSBY /CGHS) with any Central / State Government | 15 Marks | 3 marks per project (Max of 5 projects) |
| 3) | Experience of Monitoring and Evaluation / Fraud Audit of health scheme /Ayushman Bharat | 9 Marks | 3 marks per project (Max of 3 projects) |
| 4) | Technical presentation by the firm highlighting understanding, approach and methodology, work | 16 Marks | a) Project understanding proposed approach and methodology: 10 marks |

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|----|--|----------|---|
| | plan and other aspects for the proposed project. | | b) Proposed work plan and project management tools and capabilities 10 marks <ul style="list-style-type: none"> Relevant work experience and operations strategy from other states: 10 Marks |
| 5) | Public Health/Medical Expert | 10 Marks | <ul style="list-style-type: none"> MBBS/BHMS/BUMS/ with Masters (MBA/Post Grad) Minimum 7 years experience |
| 6) | 2 resources for Data Aggregation, Monitoring and Evaluation, Assessment and Analytics (Preference to experience in health insurance/assurance) | 20 Marks | <ul style="list-style-type: none"> BTech/ B. Engg/ MBA/MTech: 5 marks; other masters: 2 marks Relevant experience of Gov sponsored Health Scheme like RSBY or AB-PMJAY: 4 marks Relevant experience with Uttar Pradesh: 1 mark |
| 7) | Domain Specialist with Health Insurance/Health Coverage | 10 Marks | <ul style="list-style-type: none"> Post-graduation/MBA Min experience 7 years Health insurance /assurance experience preferred |

Applicants are requested to provide the client certificates for the Eligible Assignments. Certificates must confirm the key attributes e.g. size, type, value, duration, scope of work and the Authority reserves the right to check the credentials of the project from the respective client. Inability to produce the certificates will result in lowering of the marks during technical evaluation. ”

This clause shall be read as ““The scoring criteria to be used for evaluation shall be as follows:

| S. No. | Evaluation Criteria | Marks | Further Break-up |
|--------|--|----------|--|
| 1) | Substantial experience of PMU with Central Government Health Sector with a minimum consultancy fee of Rs 1 cr per annum, in last 5 years | 20 Marks | 2.5 marks per project. (Max of 8 projects) |

| | | | |
|----|--|----------|---|
| 2) | PMU experience with Health Coverage schemes (Ayushman Bharat /RSBY /CGHS) with any Central / State Government | 15 Marks | 3 marks per project (Max of 5 projects) |
| 3) | Experience of Monitoring and Evaluation / Fraud Audit of health scheme /Ayushman Bharat | 9 Marks | 3 marks per project (Max of 3 projects) |
| 4) | Technical presentation by the firm highlighting understanding, approach and methodology, work plan and other aspects for the proposed project. | 16 Marks | a) Project understanding proposed approach and methodology b) Proposed work plan and project management tools and capabilities c) Relevant work experience and operations strategy from other states |
| 5) | Public Health/Medical Expert | 10 Marks | <ul style="list-style-type: none"> • Minimum Qualification criteria: MBBS/BHMS/BUMS/ BDS with Masters (MBA/Post Grad) and Minimum 7 years experience: 5 Marks • Additional Degree: +1 marks upto maximum limit of 2 marks. • Experience over and above as mentioned in minimum qualification criteria: +1 marks upto maximum limit of 3 marks. |
| 6) | 2 resources for Data Aggregation, Monitoring and Evaluation, Assessment and Analytics (Preference to experience in health insurance/assurance) | 20 Marks | <ul style="list-style-type: none"> • Minimum Qualification: BTech/ B.Engg/ MBA/MTech/ Masters in (Statistics / Demography /Equivalent): 5 marks; or Masters degree other than mentioned above: |

| | | | | |
|----|---|--|----------|---|
| | | | | 2 marks <ul style="list-style-type: none"> Relevant experience of Gov sponsored Health Scheme like RSBY or AB-PMJAY: 4 marks Relevant experience with Uttar Pradesh: 1 mark |
| 7) | Domain Specialist with Health Insurance/Health Coverage | | 10 Marks | <ul style="list-style-type: none"> Minimum Qualification: Post-graduation/MBA : 4 Marks Minimum experience 7 years : 4 marks Health insurance /assurance experience preferred : 2 marks (in case of such experience) |

Applicants are requested to provide the client certificates for the Eligible Assignments. Certificates must confirm the key attributes e.g. size, type, value, duration, scope of work and the Authority reserves the right to check the credentials of the project from the respective client. Inability to produce the certificates will result in lowering of the marks during technical evaluation.

Minimum qualification criteria and minimum experience for each Technical Expert as stated above are mandatory for qualifying else proposal of concerned applicant be rejected and not evaluated further. ”
This change shall be considered as part of the RFP.

10. **Refer sub clause 5.2.1 of clause 3.2 (Term of the Consultancy and indicative deliverables) of Schedule-1 on page 33 of RFP** which says “The engagement duration of selected consultancy agency will be for one year and subjected to extension by one year as required and deemed fit by the SACHIS.”

This clause shall be read as “The engagement duration of selected consultancy agency will be for one year and subjected to extension by two more years as required and deemed fit by the SACHIS on renewal every year based on satisfactory performance.”

This change shall be considered as part of the RFP.

11. **Refer sub clause 5.3.2 of clause 3.3 (Payment Terms) of Schedule-1 on page 34 of RFP** which says “In case any resource is absent for duration of more than 5 continuous working days without any valid reason which is not accepted to

SACHIS then the fees for the resource will be deducted for the absent days. Per day cost will be derived on pro-rata basis for the man month rate for the resources as per financial proposal. There will be no penalties in case of the consultant deploying replacement resource (temporary) for the absent period the on 5 working days for any resource. Allowed paid leave for each position will be as per the leave policy of government of Uttar Pradesh.”

This clause shall be read as “In case any resource is absent for duration of more than 5 continuous working days without any valid reason which is not accepted to SACHIS then the fees for the resource will be deducted for the absent days. Per day cost will be derived on pro-rata basis for the man month rate for the resources as per financial proposal. There will be no penalties in case of the consultant deploying replacement resource (temporary) for the **absence period beyond** 5 working days for any resource. Allowed paid leave for each position will be as per the leave policy of government of Uttar Pradesh.” **This change shall be considered as part of the RFP.**