

RFP for Selection of an Agency for conducting events and mentoring for startups across India
(RFP Ref. No. STPI/HQ/TECH/NGI/SSL/2023-24/1 dated :06/11/24)

Sl. No.	Section, Clause, Page No.	Clause description	Queries/clarification	Clarification by STPI
(a)	(b)	(c)	(d)	(e)
1	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 2, Page 16	Experience of conducting screening & selection through the panel of experts comprising of jury members and have evaluated at least 200 startups in the last 3 years. Score matrix • Evaluation of 200 startups: 5 marks • Evaluation of 201 to 250 startups: 8 marks • More than 250 mentoring programs : 10 marks	-	“Experience of conducting screening & selection through the panel of experts comprising of jury members and have evaluated at least 200 startups in the last 3 years. Score matrix • Evaluation of 200 startups: 5 marks • Evaluation of 201 to 250 startups: 8 marks • More than 250 mentoring programs : 10 marks” <i>may be read as</i> “Experience of conducting screening & selection through the panel of experts comprising of jury members and have evaluated at least 200 startups in the last 3 years. Score matrix • Evaluation of 200 startups: 5 marks • Evaluation of 201 to 250 startups: 8 marks • More than 250 startups : 10 marks”
2	DETAILED SCOPE: Section 4.2.6, Facilitating Conducting of Global Connect Programs, Page 9	The successful bidder shall facilitate the global connect program and charges/fees for the same will be paid as per actuals. Payment could be paid to the successful bidder or directly to the agency onboarded for such global connect program.	All activities related to conferences including planning, coordination, travel arrangement and logistics should be covered under the clause # 4.2.6.4. This section should allow the bidder to help the client onboard an external agency to manage these services. The agency will be responsible for overseeing all aspects of conference logistics, travel planning, accommodation arrangements, transportation and other related services.	As per the RFP, please refer Clause No. 5.12.

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			<p>Payment for these services can be made directly to the agency.</p> <p>This will allow the bidder to extend their expertise around training, capacity building, and pitching requirements of the startups and related stakeholders while the logistics can be catered to by travel and logistics service providers.</p>	
3	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, S. No. 3, Page 15	Bidder should have an annual turnover of not less than INR 5 Crores in each of the last three financial years (i.e., 2021-22, 2022-23, 2023-24).	It is requested to revise its annual turnover criteria from INR 5 crore to INR 100 crore for consulting services from government/ public sector to attract companies that demonstrates substantial stature and financial stability.	No Change. As per the RFP
4	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, S. No. 4, Page 15	Bidder should have a team of minimum 10 resources (regular/contractual/consultants).	It is requested to revise the requirement to ensure bidders have a workforce of at least 500 regular employees in consulting to provide robust support, project capability and consistent delivery.	No Change. As per the RFP
5	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, S. No. 5, Page 15	Bidder should have undertaken at least 5 startup promotion events for private/government incubators/government departments/organizations or under its own initiative with an event size of minimum 200 participants including startups, industry and industry associations in the last 3 years.	<p>It is requested that the requirement for startup promotion events to be relaxed from 5 to 3. Emphasis should be on number of participants attending the event.</p> <p>Revised criteria: Bidder should have undertaken at least 3 startup promotion events for private/government incubators/government departments / organizations or under its own initiative with an event size of minimum 200 participants including startups, industry and industry associations in the last 3 years.</p>	<p>Considering wider participation, the updated clause is as below:</p> <p>“Bidder should have undertaken at least 3 startup promotion events for private/government incubators/government departments/organizations or under its own initiative with an event size of minimum 200 participants including startups, industry and industry associations in the last 3 years.”</p>
6	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 1, Page 16	Experience of conducting events for private/ government incubators/ government departments/ organizations or	-	Considering the changes at the S. No. 5 of this table, the updated clause is as below:

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		under its own initiative with an event size of a minimum of 200 participants including startups, industry, and industry associations in the last 3 years. Score matrix • 5 events: 10 marks • 6 to 10 events: 20 marks • More than 10 events: 25 marks		“Experience of conducting events for private/ government incubators/ government departments/ organizations or under its own initiative with an event size of a minimum of 200 participants including startups, industry, and industry associations in the last 3 years. Score matrix • 3 to 5 events: 10 marks • 6 to 10 events: 20 marks • More than 10 events: 25 marks”
7	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, S. No. 6, Page 15	The Bidder should have conducted at least 5 mentorship programs for a minimum batch size of 20 startups for private/government incubators or under its own initiative in the last 3 years.	It is requested that the requirement for mentorship programs to be relaxed from 5 to 3. Revised criteria: The Bidder should have conducted at least 3 mentorship programs for a minimum batch size of 20 startups for private/government incubators or under its own initiative in the last 3 years.	Considering wider participation, the updated clause is as below: “The Bidder should have conducted at least 3 mentorship programs for a minimum batch size of 20 startups for private/government incubators or under its own initiative in the last 3 years.”
8	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 2, Page 16	Experience of conducting mentoring programs minimum batch size of 20 startups for private/ government incubators or under its own initiative in the last 3 years. Score matrix • 5 mentoring programs: 10 marks • 6 to 10 events: 15 marks • More than 10 events: 20 marks	-	Considering the changes at the S. No. 7 of this table, the updated clause is as below: “Experience of conducting mentoring programs minimum batch size of 20 startups for private/ government incubators or under its own initiative in the last 3 years. Score matrix • 3 to 5 mentoring programs: 10 marks • 6 to 10 mentoring programs: 15 marks • More than 10 mentoring programs: 20 marks”
9	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, S. No. 2, Page 15	Blacklisting: Bidder should not be blacklisted by any Government entity (Central or State Government or PSU) in	We would like to humbly submit that the eligibility criteria/declaration regarding prior blacklisting is open-ended in terms of the time. We request you to kindly limit the eligibility	No Change. As per the RFP

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		India or is under a declaration of ineligibility for fraudulent or corrupt practices by any Government entity (Central or State Government or PSU) in India as on date of submission of the bid.	criteria regarding blacklisting to bidders not blacklisted as on the date of submission of the bid or have not been blacklisted for a definitive period, such as 2 years. We also request you to kindly allow Bidders to declare that they are not blacklisted as on date or for a specific period (like 2 years) in the past.	
10	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, S. No. 8, Page 15	The Bidder should have conducted at least 5 demo days for a minimum batch size of 20 startups before minimum 5 external investment firms in the last 3 years.	It is requested that the requirement for demo days to be relaxed from 5 to 3. Revised criteria: The Bidder should have conducted at least 3 demo days for a minimum batch size of 20 startups before minimum 5 external investment firms in the last 3 years.	Considering wider participation, the updated clause is as below: “The Bidder should have conducted at least 3 demo days for a minimum batch size of 20 startups before minimum 5 external investment firms in the last 3 years.”
11	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 4, Page 16	Experience of conducting demo days for a minimum batch size of 20 startups before minimum 5 external investment firms in the last 3 years. Score matrix • 5 demo days: 2 marks • 6 to 10 demo days: 3 marks • More than 10 demo days: 5 marks	-	Considering the changes at the S. No. 10 of this table, the updated clause is as below: “Experience of conducting demo days for a minimum batch size of 20 startups before minimum 5 external investment firms in the last 3 years. Score matrix • 3 to 5 demo days: 2 marks • 6 to 10 demo days: 3 marks • More than 10 demo days: 5 marks”
12	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 1, Page 16	Experience of conducting events for private/ government incubators/ government departments/ organizations or under its own initiative with an event size of a minimum of 200 participants including startups, industry, and industry	We kindly request that the evaluation criteria to be adjusted to focus on the total number of startup participants across events, rather than the number of events conducted. This change would better reflect the impact and engagement level of the bidder’s initiatives. The revised criteria could be structured as follows: • 200-300 participants across events: 10 marks • 300-500 participants across events: 20 marks	No Change. As per the RFP

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		associations in the last 3 years. Score matrix • 5 events: 10 marks • 6 to 10 events: 20 marks • More than 10 events: 25 marks	• 500 or more participants across events: 25 marks	
13	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 2, Page 16	Experience of conducting mentoring programs minimum batch size of 20 startups for private/ government incubators or under its own initiative in the last 3 years. Score matrix • 5 mentoring programs: 10 marks • 6 to 10 mentoring programs: 15 marks • More than 10 mentoring programs: 20 marks	We kindly request that the evaluation criteria to be adjusted to focus on the total number of startup participants across mentorship programs, rather than the number of events conducted. This change would better reflect the impact and engagement level of the bidder's initiatives. The revised criteria could be structured as follows: • 20-30 startup participants across events: 10 marks • 30-50 startup participants across events: 15 marks • 50 or more startup participants across events: 20 marks	Refer S. No. 8 of this table
14	EVALUATION AND AWARD OF WORK: Section 6.2, Technical Evaluation, S. No. 3, Page 16	Experience of conducting screening & selection through the panel of experts comprising of jury members and have evaluated at least 200 startups in the last 3 years. Score matrix • Evaluation of 200 startups: 5 marks • Evaluation of 201 to 250 startups: 8 marks • More than 250 startups: 10 marks	We recommend that the evaluation criteria should be adjusted to place greater emphasis on the bidder's experience in conducting screening and selection processes through panel of experts or jury members. Specifically, having evaluated at least 200 startups over last 3 years should carry more weightage in the scoring. This change would highlight the bidder's capacity for rigorous and effective startup evaluation, ensuring that their expertise in identifying high-potential startups is recognized. Revised score matrix • Evaluation of 200-300 startups: 10 marks • Evaluation of 301 to 500 startups: 15 marks • More than 500 startups: 25 marks	Refer S. No. 1 of this table

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15	EVALUATION AND AWARD OF WORK: Section 6.4, Ranking of Bidders, Page 17	Technical proposals have a weightage of 70% while the financial proposals have a weightage of 30%	We propose that the weightage for the technical proposal be increased from 70% to 80%, and the financial proposal to be adjusted from 30% to 20%. This shift would place greater emphasis on technical expertise and capabilities of the bidders, ensuring the most qualified proposal are prioritised. Revised clause Technical proposals have a weightage of 80% while the financial proposals have a weightage of 20%.	No Change. As per the RFP
16	General Query	General Query	We request kindly please allow the consortium for this tender.	No Change. As per the RFP
17	DETAILED SCOPE: Section 4.2.3, Conducting Pitching, Page 8	The successful bidder shall be responsible for social media coverage with a minimum of 50 posts on various digital social media platforms from official handle (in consultation with STPI), such as LinkedIn, X (Twitter), Facebook, YouTube and any other platforms as deemed appropriate from time to time.	It is requested to reduce the number of posts from 50 to 20, considering the short duration of the activity. A high volume of social media posts in a limited time frame may lead to spamming on digital platforms, which is not advisable.	Given the effective outreach and creation of impact through social media platforms for short duration activities, the updated clause is as below: “The successful bidder shall be responsible for social media coverage with a minimum of 20 posts on various digital social media platforms from official handle (in consultation with STPI), such as LinkedIn, X (Twitter), Facebook, YouTube and any other platforms as deemed appropriate from time to time.”

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18	DETAILED SCOPE: Section 4.2.3, Organizing Demo Days, Page 8	The successful bidder shall be responsible for social media coverage with a minimum of 50 posts on various digital social media platforms from official handle (in consultation with STPI), such as LinkedIn, X (Twitter), Facebook, YouTube and any other platforms as deemed appropriate from time to time.	It is requested to reduce the number of posts from 50 to 20, considering the short duration of the activity. A high volume of social media posts in a limited time frame may lead to spamming on digital platforms, which is not advisable.	Given the effective outreach and creation of impact through social media platforms for short duration activities, the updated clause is as below: “The successful bidder shall be responsible for social media coverage with a minimum of 20 posts on various digital social media platforms from official handle (in consultation with STPI), such as LinkedIn, X (Twitter), Facebook, YouTube and any other platforms as deemed appropriate from time to time.”
19	EVALUATION AND AWARD OF WORK: Section 6.1, Pre-Qualification, Page 15	Bidder should have undertaken at least 5 startup promotion events for private/government incubators/government departments/organizations or under its own initiative with an event size of minimum 200 participants including startups, industry and industry associations in the last 3 years.	It is requested to clarify that Is it only for the events related to Startups or Other events can also be considered?	As per the RFP, Only startup promotion events for private / government incubators /government departments/organizations or under its own initiative will be considered.
