

SPORTS AUTHORITY OF INDIA

KHELO INDIA DIVISION

Date: 11.11.2021

Clarification for Pre-Bid queries regarding Empanelment of Sponsorship Agencies

The queries received through e-mail from the prospective bidders and the clarifications to the queries are tabulated as hereunder:

SL. NO.	RFP REFERENCE	QUERIES	CLARIFICATIONS
M/s. Sri Durga Consultancy Services			
1.	(Page No 9 clause No 3) "The bidder should have successfully completed at least Two (2) sponsorship generation projects wherein gross sponsorships raised are of value more than or equal to INR 2.5 crores during the last five financial years (ending March 2021)	can you give a chance for new companies to participate in this tender who are did lowest sponsorship in previous years	No Exemption.
2.	Page no 33 the Government of India has approved a revamped 'Khelo India' programme under which 1,000 (one thousand) selected athletes will receive an annual scholarship of INR 500,000 (Indian Rupees Five hundred thousand) each for 8 (eight)years	It is from the government side right not for the agency side	It is the Scheme of the Government of India
3	Page no 33 8500 participants including 5000 athletes, 1500 Support Staff, 1000 Technical Officials and 1000 Volunteers and officials from Ministry of Youth Affairs & Sports (MYA&S)/Sports Authority of India and State Government.	entire arrangements will be provided by agency i.e accommodation & Food, infrastructure of grounds and game related things arrangements in their particular places etc	Scope of Work will be decided at RFP Stage.
4	Page no 34	How much fee range will be Minimum to Maximum	Particulars will be decided at RFP Stage.



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	The Agency will be required to pay certain License Fee and organize the entire event (preferably 5 editions)		
5	Page no 34 indicative scope of work is given as a option 1 and option 2	we have to choose one option or we can go with the both the options	Scope of Work will be decided at RFP Stage.
6	As per Annexure IV We have to mention the sponsorship details	can you give a chance for new companies to participate in this tender who are did lowest sponsorship in previous years	Shall be clarified in subsequent Corrigendum.
7	As per 13.2 clause (page no 15): Experience of successfully completed sponsorship projects/assignments during the past five financial years wherein gross value of each of the projects as per the following.	can you give a chance for new companies to participate in this tender who are did lowest sponsorship in previous years (MSME Vendors & NSIC Registered Vendors)	No Exemption.
8	As per 13.2 clause (page no 15): Overall Gross value generated through Sponsorship projects/assignments during the previous 5 financial years (ending March 2021)	can you give a chance for new companies to participate in this tender who are did lowest sponsorship in previous years (MSME Vendors & NSIC Registered Vendors)	No Exemption..
ITW Consulting Private Limited			
1.	DEFINITIONS AND ABBREVIATIONS - Clause (ii) (g), Page 5 "Contract"	It is requested to clarify when the contract will be shared with the bidder. If the protocol is after the selection process we request to share certain boilerplate clauses with the bidder before the selection process.	Contract will be shared with successful bidder at RFP Stage.
2.	COMPARISON OF BIDS AND AWARD CRITERIA Clause 14, Page 17 "Category Clash"	It is requested to clarify what can be a category clash if any. Also what categories are protected and prohibited.	Scope of Work will be decided at RFP Stage.
3.	TERM OF EMPANELMENT Clause 3.2, Page 7 "The empanelment can be used by any division of MYAS, Sports Authority of India (SAI)	We request SAI to provide further details with respect to additional services that the divisions of MYAS would require.	Scope of Work will be decided at RFP Stage.

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	including Khelo India and Fit India or any other organization as deemed fit by SAI”		
4	TERM OF EMPANELMENT Clause 3.2, Page 7 The process of selection of the Bidders is elaborated in the Bid Evaluation section at clause 13 in this RFE	We request SAI to clarify if there is any specific limit for the Agencies in the bidding process.	All the agencies who score more than 70 marks shall be empanelled with SAI.
5	TERM OF EMPANELMENT Clause 3.6, Page 7 SAI may, at any time, terminate the empanelment by giving written notice to the empanelled bidder without any compensation or liability, if the Empanelled Agency commits any breach of contract, has misrepresented or becomes bankrupt or otherwise insolvent, and/or SAI is not satisfied with the work of the Empanelled Agency or for any reasons whatsoever provided that such termination will not prejudice or affect any right of action or remedy which has accrued or will accrue thereafter to SAI.	We request SAI to provide 45 days of cure period to rectify any breach, failing which SAI would have the right to terminate the empanelment.	Conditions of the contract will be decided at RFP Stage.
6	DEFINITIONS AND ABBREVIATIONS Clause (ii)(f), Page 5 & EARNEST MONEY DEPOSIT (EMD) Clause 7.1, Page 12 “Earnest Money Deposit” (EMD) means Bid Security/monetary or financial guarantee to be furnished by a bidder along with its tender. (However, currently, EMD has been replaced with Bid Securing Declaration as per Ministry of Finance, Department of Expenditure O.M. dated 12th November, 2020) & EMD shall be notified	We request SAI to please clarify what is the exact document the bidder is to provide for the submission of the documents at this stage of the empanelment .	Please refer Clause 7.1, Page 12



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	to the Empanelled Bidders at the RFP stage		
7	BID EVALUATION Clause 13, Page 15 Sl. No 2 and 3	We request SAI to clarify the difference between the criteria under these two points	At Sl No. 2 – Individual Projects will be considered for evaluation At Sl No. 3 – Total value of the event will be considered for evaluation
8	BID EVALUATION Clause 13.3, Page 16 Evaluation of detailed Write-up on the following (20 Marks)	We request SAI to clarify that SAI needs this in a specific format if “yes” please provide us with the same. Also, we would really appreciate it if the bidders could know which key points to focus on for such write up.	No Specific Format
9	BID EVALUATION Clause 13.4, Page 17 Evaluation of Presentation (20 Marks)	We request SAI to provide the timeline when the Presentation will take place.	Will be communicated at appropriate stage.
SFA Sporting Service Pvt. Ltd.			
1.	Eligibility Criteria, 5.2 (2), pg. 9 “The company/LLP/Proprietorship firm should have achieved average annual turnover of at least INR Four (4) crores during any 3 out of 5 previous financial years ending March 2021.”	Are exemptions as allowed by the Government of India for start-ups vide Ministry of Commerce and Industry (Department of Promotion of Industry and Internal Trade) notification dated 19.02.2019 and O.M. dated 20.09.2016 issued by the Ministry of Finance (Department of Expenditure, Procurement Policy Division) applicable? Are exemptions as allowed by the Government of India vide Policy Circular No. 1(2)(1)/2016-MA dated 10.03.2016 of the Ministry of Micro, Small & Medium Enterprises for MSMEs applicable. ?	No Exemption..
2.	Evaluation Criteria, 13.2 (1), pg. 15	Are exemptions as allowed by the Government of India for	No Exemption.

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	Average Turnover during any 3 out of 5 previous financial years ending March 2021 as per Annexure III (a) More than or equal to INR 4 Crores but less than 8 Crores – 4 Marks (b) More than or equal to INR 8 Crores but less than 12 Crores – 7 Marks (c) More than or equal to INR 12 Crores – 10 Marks	<p>start-ups vide Ministry of Commerce and Industry (Department of Promotion of Industry and Internal Trade) notification dated 19.02.2019 and O.M. dated 20.09.2016 issued by the Ministry of Finance (Department of Expenditure, Procurement Policy Division) applicable?</p> <p>Are exemptions as allowed by the Government of India vide Policy Circular No. 1(2)(1)/2016-MA dated 10.03.2016 of the Ministry of Micro, Small & Medium Enterprises for MSMEs applicable. ?</p>	
3	<p>Documents to be submitted, 6.2 (4), pg. 11, Financial Status</p> <p>Scanned copy of Income Tax Return of last 03 financial years ending March 2021.</p>	Since the ITR for FY21 has not been filed yet, can we submit the for FY18 FY19 FY20?	As per the conditions of the RFE, ITR of previous 3 years are to be submitted the ITR of FY17-18 may be submitted along with justification.
4	<p>Annexure VI, Terms of Reference, III – Indicative Scope of Work, Option I, Pg. 34</p> <p>The Agency will be required to pay certain License Fee and organize the entire event (preferably 5 editions) ensuring minimum standards defined by Khelo India. In return, the Agency will be allowed to exploit the event financially to generate revenue/profits</p>	<p>Does this mean only raising sponsorship or both organizing and raising sponsorship the said events. Will the License fee be on a project / event basis or has it been fixed?</p> <p>Will the license fee be for multiple years?</p>	Detailed Scope of Work will be decided at RFP Stage.
5	<p>Annexure VI, Terms of Reference, III – Indicative Scope of Work, Option II, Pg. 34</p> <p>Piecemeal based monetization of various events – There are many events hosted by MYAS/ SAI/ Khelo India/ Fit India from</p>	Is there a fixed commission percentage? Or is it based on sponsorship value slabs? What is the percentage? Is there a fixed commission percentage? Or is it based on sponsorship value slabs? What is the percentage?	Detailed Scope of Work will be decided at RFP Stage.

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	time-to-time including Khelo India Youth Games and Khelo India University Games. It is intended that a Sponsorship Agency will be hired to explore sponsorship opportunities related to such events on commission basis		
General Observations			
1.	S. No 3 of Evaluation Criteria, bullet point 4	<u>Existing Clause</u> More than or equal to 30 Crores – 20 Marks	<u>To be read as</u> More than or equal to 30 Crores – 25 Marks

All other clauses shall remain unaltered.

Sibananda Mishra.
DD (Khelo India)