

Warehousing Development & Regulatory Authority

Clarifications to the Queries raised by the prospective bidders during the pre-bid meeting on 28th January 2015 regarding the tender for three annual quantitative sample surveys on warehousing in India

Date: 30.01.2015

Organisation Name: FICCI

Serial no.: 1

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
Quantitative Survey Design	4.2.10 (page 45)	Sample must contain 50% new warehouses and users.	Will WDRA provide a sample of new warehouses to agency during the project?	Yes. WDRA will provide a revised sample of warehouses to the Agency in 2016-17 and 2017-18.

Organisation Name: FICCI

Serial no. : 2

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
Eligibility Criteria- Conditions of eligibility	4.8.1 (page 53)	The bidder must have conducted at least three quantitative surveys	Is there any specific type for quantitative survey? e.g. monitoring type evaluation type study type	No. There is no specific detail of the type of qualitative survey required in the RFP.

Organisation Name: FICCI

Serial no. : 3

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
Training manual and instructions for investigators	4.2.7 (page 42)	Agency must submit a training manual for investigators	This training manual is just for this project or for long term evaluation of NWRs ?	The training manual is for the investigators engaged to conduct the surveys stated in the RFP.

Organisation Name: Millward Brown
 Serial no. : 4

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
Terms of Reference - Scope	4.1 (page 40)	Respondents	What is the definition of respondent, who is the respondent in a given organisation and whether agencies will get database of the same?	<p>1. Respondent is operator/owner of warehouse Person with a WR, or who has deposited goods in a WR (“Respondent” is already a defined term in the RFP).</p> <p>2. Yes. WDRA will provide a list of warehouses to the agency, along with a definition of who the agency can meet and who it should not meet.</p>

Organisation Name: Majestic Research
 Serial no. : 5

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
Statement on objectives of the FGDs	4.2.1 (page 40)	FGD	<p>Is there any selection criteria for warehouse owner based on type of ownership/ capacity/ type of warehouse?</p> <p>Will the team from WDRA be part of the FGD of any particular segment?</p> <p>Is there any location preference?</p>	<p>1. There are no specific selection criteria. The selected sample must enable the agency to interact with a representative sample for the purpose of designing the questionnaire.</p> <p>2. Yes, at least once</p> <p>3. No. Representatives of prospective bidders raised the issue that it may be difficult to organise 10 persons together for a FGD, as stated in the RFP. WDRA may, on a</p>

				case-by-case basis, consider allowing one FGD to be split up into two. However, the Agency will be required to demonstrate best efforts at conducting the FGD as per the RFP in all such cases.
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Organisation Name: Majestic Research
Serial no. : 6

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
Terms of reference - Pilot Report	4.2.5 (page 42)	Pilot survey	Any minimum criteria coverage to be maintained for pilot survey	No minimum criteria. It must be a representative sample.

Organisation Name: Nielsen
Serial no. : 7 - 16

RFP Section	RFP clause / Provision no.	Existing Text of the clause/provision in the tender	Clarification/modification sought	Clarification/modification sought Clarification provided by WDRA
Instruction to Bidders – Chapter 3	3.7 (4.8.2.c)	The Bidder must have annual turnover of at least Rs. 5 crores from quantitative surveys in India financial years 2011-12 to 2013-14	Most of the research studies done at Nielsen (India) Pvt. Ltd. requires both quantitative and qualitative survey Therefore, it is very difficult to separately share the data for quantitative survey. Trust this is acceptable	As stated in the RFP, the Bidder has to provide a list of quantitative surveys in the prescribed format and along with the required documents, showing that the annual value of the quantitative surveys conducted is over Rs. 5 crore. It was stated by the prospective bidders' representative that a major portion of the projects are quantitative surveys. Therefore, this requirement as per the RFP remains unchanged.
Instruction to Bidders – Chapter 3	3.7 (4.9.1.4& 5) Page 22	Number of quantitative National surveys	Nielsen (India) Pvt. Ltd. has completed more than 500 regional and national studies	As stated in the RFP, the bidder is required to give a representative list that

RFP Section	RFP clause / Provision no.	Existing Text of the clause/provision in the tender	Clarification/modification sought	Clarification/modification sought Clarification provided by WDRA
		from 2011-12 to 2013-14	in the last three financial years. It will be nearly impossible to share the Work Order/Agreement/Completion Certificate for all of them however, wherever applicable we shall submit the copy Work Order/Agreement/Completion Certificate	demonstrates that the Bidder has been in this business over the three years.
Instruction to Bidders – Chapter 3	3.8 (Point 3)	Inspection of all work/ services, if any, shall be done by WDRA or by NIPFP (as mentioned in Section 4.4) for which no extra charges shall be payable to the Agency. However, all personal and incidental expenses of WDRA/ NIPFP officers shall be borne by the respective agencies.	Request you to please elaborate on personal and incidental expenses.	All direct expenses on account of personal expenses of personnel of WDRA/ NIPFP will be borne by WDRA/ NIPFP. However, all expenses that the Agency would anyway bear for conducting the surveys, will continue to be borne by the Agency.
General Terms and Conditions – Chapter 5	5.4	5% of 1/3 rd of the Bid Amount	It is a cash intensive work, therefore it would require a minimum of 40% before launching of fieldwork, therefore our submission is to revise the payment terms	The payment terms remain unchanged.
Terms of Reference – Chapter 4	4.6.1	First interim dataset Second interim dataset	What do we mean by 1 st dataset and 2 nd dataset? Please explain because the same is linked to payment terms	The raw datasets compiled on the specified dates during the conduct of the surveys as per the RFP will be applicable.
	4.2.10	WDRA Survey must cover at least 1000 Warehouses and at least 3,000 users	What is the total sample frame in 3 verticals? Namely Warehouse owners, operators and users. Are there any more segments that are to be covered like users of warehouse receipts etc.? Pls. clarify	The types and varieties of warehouses and respondents has already been stated in the RFP. These are exhaustive, unless specifically mentioned.

RFP Section	RFP clause / Provision no.	Existing Text of the clause/provision in the tender	Clarification/modification sought	Clarification/modification sought Clarification provided by WDR A
General Terms and Conditions	5.5	The value of Contract Performance Guarantee shall be Ten percent of Bid amount for the due performance of the contract.	Like payment terms our submission is to have a separate performance guarantee that is year on year instead of having one for the entire project.	The RFP terms remain unchanged.
General Terms and Conditions	5.5	The value of Contract Performance Guarantee shall be Ten percent of Bid amount for the due performance of the contract.	Our submission is to reduce the performance guarantee from 10% to 5%	The RFP terms remain unchanged.
NIL	NIL	NIL	What is the maximum budgetary limit of the proposed assignment? If any pls. clarify	None specified.
Terms of payment	A.7 (page 94)	Undisputed payments will be made promptly by the WDR A, but in no case later than twenty one (21) days after submission of a valid invoice by the Agency subject to compliance of financial milestone.	What shall be the payment release time after completion of work as per milestones given in the terms of payment? Pls. clarify	The RFP specifies a period of 21 days.

Organisation Name: Majestic Research
Serial no. : 17

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDR A
Objectives of the quantitative surveys	4.3 (page 47)	Warehouse	1. Warehouses- proof of registration which needs to be collected/ascertained as part of the	1. WDR A will provide a sample of warehouses, most of whom will be registered/ licensed.

			<p>visit/survey</p> <p>2. list of warehouses which may be provided as must to be included</p> <p>3. What details will be provided as part of database</p>	<p>2. The types of warehouses that need to be covered have already been stated in the RFP.</p> <p>3. The details provided will include the name, location and capacity of the warehouses.</p>
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Organisation Name: Milward Brown
Serial no. : 18

Format for seeking and providing clarifications to RFP				
RFP Section	RFP clause / provision no.	Existing Text of the clause/provision in the tender	Clarification/ modification sought	Clarification provided by WDRA
WDRA Quantitative Survey Report	4.2.11	WDRA Quantitative Survey Report	What will be the form of the draft/interim report (PPT, Word, Docs, etc.)	<p>It will contain the neutral data set from the survey, and analysis of the data set. The RFP does not require the agency to provide recommendations, though if the agency wishes to provide them, they can.</p> <p>The draft/interim report will be required to be submitted for review and observation to WDRA. The agency will incorporate feedback from WDRA, and submit the final report after receiving approval from WDRA.</p>