

Sl.No.	Section Clause No	Corresponding page no. in the RFP	Particulars of the query / clarification	Response
1.	ITC Reference 21.1 Part A (3) of Section 2	Page 36	During last five years as on proposal submission deadline, firm shall have successfully completed value chain analysis/ assessment studies, market assessments, and value chain development in minimum three contracts with value no less than INR 2 Million each. We kindly request you to consider large assignments that include value chain analysis/studies as a key component.	If the value or extent of the value chain assessment component alone can be specified within the larger projects with contract value no less than INR 2 Million, it will be considered
2.	Point No. 7 of Section 7: Payment Terms and Conditions	Page No. 68	Deliverable: Inception Report/ Plan of action - Detailed Workplan and personnel schedule, Submission and approval of questionnaire Deadline: 15 days after signing of the contract Payment: 10% As per the RFP document, the first payment of 10% is scheduled upon submission of the Inception Report/Plan of Action, 15 days after signing the contract. We kindly request that this first payment of 10% be made at the time of signing the contract, as an advance payment for the project.	No advance payment can be made.
3.	Point No. 7 of Section 7: Payment Terms and Conditions	Page No. 69	Round Table: Organize a round table with identified key national/global private sector players/market actors/knowledge institutions/CSR/foundations at Kohima. The TOR mentions that a Round Table to be	Cost of the round table conference will be borne by the consultant. The cost can be included in the financial proposal

			organize with identified players, institutes, actors, CSRs, and foundations at Kohima. We kindly request confirmation on whether the cost of the roundtable will be borne by the hiring consultants or the Department.	
4.	Point No. 7 of Section 6: Composition of the Team	Page No. 66	All resources are expected to be engaged for only 50 days out of the total 195-day duration of the assignment. We understand that this is a deliverable based project, and therefore continuous deployment of resources at the client site is not required. However, the resources may need to travel for field visits and related activities. Please confirm our understanding. Further, it is further specified that 50 man days are required for each resource. We request your clarification on whether our financial proposal should be provided on the basis of: 1. The project duration of 195 days, or 2. The stipulated 50 man-days per resource.	The stipulated project duration is 195 days and the stipulated 50 man days per resource.
5.	Section 7: Terms of Reference	Page No. 61	The ToR mentions that the ELEMENT project covers 225 villages across 16 districts in Nagaland. We kindly request clarity on the exact numbers of districts to be covered under the project. Also, please provide an estimated number of beneficiaries to be covered per district.	The study will cover 225 project villages in all 16 districts of Nagaland. The exact no of beneficiaries cannot be estimated at this time. However, the beneficiaries will include the following : 1. Producers 2. Community groups (Forest dependent community, cultivators community (Plantation crops, Agri-Horti dependent community (NTFP),

			Livestock dependent community (Animal Husbandry & Bee keeping), 3. SHGs & FPOs 4. Local artisans (Handicraft dependent group) Small scale business enterprises and entrepreneurs (HVFP & NTFP)	
6.	Section 2: Instructions to consultants; E: Data Sheet, Point No. 17.7 and 17.9	Page No. 35	The proposal must be submitted no later than 14th October 2025, Time: 13:00 Hrs (IST) Considering the upcoming holidays of Dusshera, Durga Puja and Diwali, we kindly request an extension of the proposal submission by atleast 2 weeks.	The date of submission will be extended by one week. The Proposals must be submitted no later than: Date: 22nd October 2025, Time: 13:00 Hrs (IST).
7.	Section 7 – Terms of Reference	64 of 75	Identify actionable instruments and partnership models to establish and sustain robust linkages throughout the value chain, enabling local producers and enterprises to secure more favorable terms, optimize product presentation, and effectively access high-potential markets. We understand that our services will be consultative and advisory in nature and the client is the final decision maker on going ahead and finalisation. Kindly confirm or clarify.	• Yes, the service will be consultative and advisory in nature and SPMU is the final decision maker on going ahead and finalisation. As mentioned in the RFP, The report should provide specific guidance and recommendations To effectively bridge identified market access gaps, propose targeted downstream interventions designed to unlock profitable market opportunities. These pathways may encompass the integration of community groups and enterprises into targeted markets through structured approaches such as public-private-community partnership (PPCP) models, collaboration with key market actors, and the establishment of robust linkages. Specific recommendations should address the development of market infrastructure, the leveraging of e-commerce platforms, participation in trade shows, and organization of buyer-seller meets. It will also outline profitable market segments and suggest a

			phased market outreach (including e-commerce) pathway.	
8.	Section 7 – Terms of Reference (Deliverables and Timelines)	65 of 75	Section 7, Deliverables – Submission of Plan of action and Initiation of feasibility studies within 15 days after contract signing... We understand that the plan of action should include methodology and work plan. We also understand that submission of data collection tools/questionnaires is to be done in consultation with client. Kindly confirm.	Yes, submission of data collection tools/questionnaires should be done in consultation with the SPMU.
9.	Section 7 – Terms of Reference (Deliverables and Timelines)	66 of 75	Section 7, Deliverables – Long listing / Report of feasibility studies to be completed within 45 days after contract signing... We understand that feasibility studies must cover major HVFP/NTFP commodities. Kindly confirm whether baseline data will be shared by the client or collected independently by the consultant. Also please confirm the no of blocks and households to be covered in this. We understand that a household survey is not required. Kindly clarify.	Yes, baseline surveys are ongoing and the data will be shared with the consultant once it is completed. As mentioned in the RFP, A note on sampling methodology to identify the villages and sample households for both the feasibility study and value chain analysis should be provided by the consultant in the proposal.
10.	Section 7 – Terms of Reference (Deliverables and Timelines)	67 of 75	Section 7, Deliverables – Draft report on comprehensive value analytics and value chain development investment plans of selected HVFP in five/commodity segments... We understand that the draft report must incorporate stakeholder consultations. Kindly clarify if the client will facilitate stakeholder	The consultant is required to facilitate and organize the stakeholder consultations and meetings. The SPMU can provide assistance if and when the consultant requires assistance.

			meetings or if the consultant is fully responsible for organizing them. Also mention the no. of such consultations involved.	
11.	Section 7 – Terms of Reference (Deliverables and Timelines)	68 of 75	Section 7, Deliverables – Round table with key national/global private sector players/market actors/knowledge institutions/CSR/foundations at Kohima... We understand that the round table event must be organized at Kohima. Kindly confirm if the client will provide a list of invitees or if the consultant should identify and invite stakeholders independently. Also specify indicative no of participants from each category.	The SPMU will support by providing a list of the clients. However, the consultant is also required to identify potential stakeholders for the conference. An approximate no of 35-40 participants including 8-10 delegates
12.	Section 7 – Key Experts Requirements	50 of 75	Key Expert Requirement – Coffee Industry Expert: Graduate/Postgraduate qualification as relevant, minimum 15 years' experience relevant to assignment... We understand that the Coffee Industry Expert requires 15 years of experience. Kindly confirm if equivalent global sector across other similar crops' experience will be considered valid.	A coffee expert should have expertise and experience working in the coffee sector for over 15 years.
14.	Section 7 – Key Experts Requirements	67 of 75	Key Expert Requirement – Pig/Livestock Value Chain Expert: Graduate/Postgraduate qualification as relevant, minimum 15 years' experience... We understand that the Pig/Livestock Value Chain Expert requires 15 years' experience. Kindly clarify if veterinary and animal health	Yes, it will be considered equivalent with good working experience in pigery.

15.	Section 8 – Conditions of Contract	70 of 75	experience is considered equivalent. Section 8, Contract Type – Lump Sum Contract: Payments are linked to outputs (deliverables)...	Yes, cost for travel and workshops are included in the lump sum contract and bills are not required for the lumpsum expenses.
16.	Consortium / Joint venture / subcontracting		We understand that this assignment is structured as a lump sum contract. Kindly confirm if reimbursable expenses (travel, workshops, etc.) are included within the lumpsum ceiling. We understand that no bills and supporting are required for these lumpsum expenses. Kindly confirm if our understanding is correct.	
17.	Tender Document		We understand that there is no capping in the no. of partners. Kindly confirm or clarify.	Yes
18.	Tender document		We request the client to kindly provide an extension for atleast 7-10 working days from the said deadline. It will enable us to submit a quality proposal to you. Please allow scanned signature for authorized personnel(s) in the proposal.	The date of submission will be extended by one week. The Proposals must be submitted no later than: Date: 22 nd October 2025.Time: 13:00 Hrs (IST). Documents must be digitally signed