

Corrigendum - 01

Date: 21/05/2025

NIT No. MPIDC/IFC-RFP/2024/05-01 dated 08/05/2025  
(Tender ID: 2025\_MIDCL\_421601\_1)

**Name of Work: "Appointment of an agency for Investment Grounding and Foreign Direct Investment (FDI) Attraction in Madhya Pradesh"**

With reference to above tender, Corrigendum 01 is given:

S.no	Clause	Narration of the clause		Revised Clause	
1.	5-Data Sheet  Sub clause 9- Important Dates  (page no. 13)	<b>Activity</b>	<b>Date and Time</b>	<b>Activity</b>	<b>Date and Time</b>
		Start Date of Purchase of RFP	8 May 2025 12:00 Hours	Start Date of Purchase of RFP	8 May 2025 12:00 Hours
		Date of Pre-Bid Conference and Submission of Pre-bid Query	16 May 2025 15:00 Hours	Date of Pre-Bid Conference and Submission of Pre-bid Query	16 May 2025 15:00 Hours
		Last Date of Submission of Proposal	22 May 2025 15:00 Hours	Last Date of Submission of Proposal	26 May 2025 15:00 Hours
		Date of Opening of Tender, Pre-qualification and Technical Proposal	23 May 2025 15:30 Hours	Date of Opening of Tender, Pre-qualification and Technical Proposal	27 May 2025 15:30 Hours
		Date of Technical Presentation	Will be communicated later	Date of Technical Presentation	Will be communicated later
		Tentative Date of Opening of Financial bid	30 May 2025 15:00 Hours	Tentative Date of Opening of Financial bid	4 June 2025 15:00 Hours
		2.	5-Data Sheet  Sub clause 18- EMD  (page no. 14)	<b>EMD</b> <ul style="list-style-type: none"> <li>Agency shall submit an EMD of Rs.10 Lakh online through the eProcurement portal (website www.mptenders.gov.in).</li> <li>The bid will be disqualified if the EMD is not submitted within the stipulated timeline.</li> <li>Unsuccessful Agency's EMD will be released as promptly as possible, but not later than 90 days after the award of the contract to the successful Agency.</li> <li>The EMD may be forfeited in following cases – If an Agency withdraws its bid or increases its quoted prices during the period of bid validity or its extended period, if any; or In the case of a successful Agency, if it fails within the specified time limit to sign the Agreement.</li> </ul>	

**SECRETARIAT FOR SINGLE WINDOW SYSTEM**

CIN : U51102MP1977SGC001392

21, Arera Hills, Bhopal-462011 M.P. (India)

Tel. : (91) 755-2571830, 2575618, 3523555, 3523505, E-mail : helpdesk@mpidc.co.in, Website : www.invest.mp.gov.in

3.	5-Data Sheet Sub clause 20 (page no. 15)	The Proposals must be submitted online no later than: Date: 22 <sup>nd</sup> May 2025 Time: 15.00 Hours India Standard Time (i.e. 3.00 PM)	The Proposals must be submitted online no later than: Date: 26 <sup>th</sup> May 2025 Time: 15.00 Hours India Standard Time (i.e. 3.00 PM)
4.	5-Data Sheet Sub clause 23 (c) (page no. 15)	The agency must have on its payroll at least 20 professionally qualified professionals working in the area of Investment promotion, Investor handling, Industrial Policy, Investor facilitation, MoU Follow up.  Declaration from HR/Authorized Signatory as per Annexure. The copy of relevant certifications to be attached.	The agency must have on its payroll at least 20 professionally qualified professionals working in the area of Investment promotion, Investor handling, Industrial Policy, Investor facilitation, MoU Follow up, IT/ITeS/EODB.  Declaration from HR/Authorized Signatory as per Annexure. The copy of relevant certifications to be attached.
5.	6.2.2:  Format for compliance sheet for technical proposal (page no. 31)	C (1) - Technical presentation  Technical presentation establishing the understanding of the requirements, approach and methodology, Implementation plan, resource planning & deployment, etc. by the Agency At least one resource from each work module and over 10 resources overall, including the proposed team leader, should be present during the presentation	Technical presentation establishing the understanding of the requirements, approach and methodology, Implementation plan, resource planning & deployment, etc. by the Agency, including proposed Team Lead should be present during the presentation
6.	8- Deliverables, Penalties and Payments  (page no. 39-40)	In consideration to the services performed by the agency, the agency would be required to submit Quarterly progress report (QPR) and would be eligible for the payments as per the payment Schedule.  The agency would be required to make a presentation to the committee constituted by MD MPIDC , 2 members from the engagement team of the agency would present the reports and QPR.  The payment for a particular quarter would be released on the approval of the committee. If the work is not found to the satisfaction of the committee, the committee will ensure that a time of 10 days is given for the rectification of the highlighted issues. Post 10 days if the highlighted issues are not resolved a 3 % of the payable amount would be deducted as Penalty.  In addition to the above penalties on non-rectification of issues raised in the QPR, Penalty may also be imposed on the agency for the following  a) Incomplete or unsatisfactory delivery of the	In consideration to the services performed by the agency, the agency would be required to submit Monthly progress report (MPR) and would be eligible for the payments as per the payment Schedule.  The agency would be required to make a presentation to the committee constituted by MD MPIDC, 2 members from the engagement team of the agency would present the reports and MPR.  The payment for a particular quarter would be released on the approval of the committee. If the work is not found to the satisfaction of the committee, the committee will ensure that a time of 10 days is given for the rectification of the highlighted issues. Post 10 days if the highlighted issues are not resolved a 3 % of the payable amount would be deducted as Penalty.  In addition to the above penalties on non-rectification of issues raised in the MPR, Penalty may also be imposed on the agency for the following  a) Incomplete or unsatisfactory delivery of the



		<p>deliverables</p> <p>b) Delay in the delivery of the deliverables</p> <p>The penalty for deficiency in the delivery of service would be capped at 5 % of the payment payable for that quarter.</p> <p>Payment Schedule</p> <table border="1"> <thead> <tr> <th>Payment Schedule</th> <th>% payable</th> </tr> </thead> <tbody> <tr><td>At the end of Quarter 1</td><td>8%</td></tr> <tr><td>At the end of Quarter 2</td><td>8%</td></tr> <tr><td>At the end of Quarter 3</td><td>8%</td></tr> <tr><td>At the end of Quarter 4</td><td>8%</td></tr> <tr><td>At the end of Quarter 5</td><td>8%</td></tr> <tr><td>At the end of Quarter 6</td><td>8%</td></tr> <tr><td>At the end of Quarter 7</td><td>8%</td></tr> <tr><td>At the end of Quarter 8</td><td>8%</td></tr> <tr><td>At the end of Quarter 9</td><td>8%</td></tr> <tr><td>At the end of Quarter 10</td><td>8%</td></tr> <tr><td>At the end of Quarter 11</td><td>8%</td></tr> <tr><td>At the end of Quarter 12</td><td>12%</td></tr> </tbody> </table>	Payment Schedule	% payable	At the end of Quarter 1	8%	At the end of Quarter 2	8%	At the end of Quarter 3	8%	At the end of Quarter 4	8%	At the end of Quarter 5	8%	At the end of Quarter 6	8%	At the end of Quarter 7	8%	At the end of Quarter 8	8%	At the end of Quarter 9	8%	At the end of Quarter 10	8%	At the end of Quarter 11	8%	At the end of Quarter 12	12%	<p>deliverables</p> <p>b) Delay in the delivery of the deliverables</p> <p>The penalty for deficiency in the delivery of service would be capped at 5 % of the payment payable for that quarter.</p> <p>Payment Schedule</p> <table border="1"> <thead> <tr> <th>Payment Schedule</th> <th>% payable</th> </tr> </thead> <tbody> <tr><td>At the end of every month from month 1 to 23</td><td>4%</td></tr> <tr><td>At the end of month 24</td><td>8%</td></tr> </tbody> </table>	Payment Schedule	% payable	At the end of every month from month 1 to 23	4%	At the end of month 24	8%
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- RFP Clause 5-Data Sheet, sub clause 27- Evaluation of CV's (Page No 18-19) is revised as follows:

Evaluation of CVs			
Position	Min. Requirements	Scoring Per Resource	Maximum Marks (marks X resource)
<b>Core/ Key Team Resources</b>			
Team Lead – 1 in number 20 Marks Core resource	<ol style="list-style-type: none"> <li>MBA/ equivalent management qualification with minimum 15 years of experience in strategy/consulting /advisory</li> <li>Minimum 10 years of experience working with Investment Promotion agency of State/ Central Governments</li> <li>Experience of International Engagement representing or advising Indian or foreign government agencies in global investment forums,</li> </ol>	<p><b>Experience:</b></p> <ol style="list-style-type: none"> <li>At least 1 relevant project (IP/ Business reforms) – 3 Marks</li> <li>Experience of International Engagement or working with international agencies/organizations. <ul style="list-style-type: none"> <li>2 engagements (5 marks)</li> <li>4 engagements (7 marks)</li> <li>5 or more engagements (9 marks)</li> </ul> </li> <li>Experience of conducting 2 Investor Summits/high level delegations CEO Forums 4 Marks</li> <li>Prior experience of working on investment Policies with any</li> </ol>	20 marks (20 X1=20)

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	<p>bilateral or multilateral discussions</p> <p>4. Should be on company's roll at the time of deployment</p> <p>5. Proficiency in Hindi and English</p>	<p>state/Central govt</p> <p>4 Mark</p>	
<p>Strategic Advisor – 2 in number</p> <p>15 Marks per resource</p> <p>Core resource</p>	<p>1. MBA/ PG qualification with minimum 5 years of experience in strategy/consulting /advisory</p> <p>2. Must have worked on the Investment Promotion and Policy formulation</p> <p>3. Experience of International Engagement representing or advising Indian or foreign government agencies in global investment forums, bilateral or multilateral discussions</p> <p>4. Proficiency in Hindi and English</p> <p>5. Proficiency in basic financial concepts and conversant with the concepts of financial analysis</p>	<p><b>Experience:</b></p> <p>1. At least 1 relevant project (IP/ Business reforms), 2 Mark for each project, subjected to ceiling of 4 Marks</p> <p>2.Experience of working with Government departments/ Investment Promotion agencies of GOI &amp; state govt.: 2 Mark for each employer, subjected to ceiling of 4 Marks</p> <p>3. Experience of International Engagement or working with international agencies/organizations.</p> <ul style="list-style-type: none"> <li>• 1 engagement (1marks)</li> <li>• 2 engagements (2 marks)</li> <li>• 3 or more engagements (3 marks)</li> </ul> <p>4. Experience of working on government project related to policy formulation, 2 Mark for each project, subjected to ceiling of 4 Marks</p>	<p>30 marks (15 X 2=30)</p>
<p>Advisor – 2 in number</p> <p>10 Marks per resource</p>	<p>1. UG qualification with minimum 2 years of experience in strategy/consulting /advisory</p> <p>2. Must have worked on the Investment Promotion and Policy formulation</p> <p>3. Experience of International Engagement representing or advising Indian or foreign government agencies in global investment forums, bilateral or multilateral discussions</p> <p>4. Proficiency in Hindi and English</p> <p>5. Proficiency in basic financial concepts and conversant with the concepts of financial analysis</p>	<p><b>Experience:</b></p> <p>1. At least 1 relevant project (IP/ Business reforms) 2 Marks</p> <p>2.Experience of working with Government departments/ Investment Promotion agencies of GOI &amp; state govt 1 Marks</p> <p>3. Experience of International Engagement or working with international agencies/organizations.</p> <ul style="list-style-type: none"> <li>• 1 engagement (1 marks)</li> <li>• 2 or more engagements (2 marks)</li> </ul>	<p>10 marks (5 X 2=10)</p>
<b>Total Marks</b>			<b>60</b>

  
Executive Director

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**Response to Pre-Bid-Queries of " RFP for Appointment of an agency for Investment Grounding and Foreign Direct Investment (FDI) attraction in Madhya Pradesh".  
NIT No. MPIDC/IFC-RFP/2024/05-01**

S. No	Page no.	Clause No.	Clause Title	Clause Description	Query	MPIDC Response
1	13	5(14)	Project Duration	24 months from the date of signing of contract with a provision for further extension of 12 months with a one-time 5% addition to the pro rata value quoted for the resource in the financial bid, which would be applicable for the extension period of 12 months.	Please confirm whether resource deployment can be completed within 90 days from the LoA date to ensure operational readiness and proper onboarding.	As Per RFP
2	14	5 (18 )	EMD	<ul style="list-style-type: none"> <li>• Agency shall submit an EMD of Rs.10 Lakh online through the eProcurement portal (website www.mptenders.gov.in).</li> <li>• The bid will be disqualified if the EMD is not submitted within the stipulated timeline.</li> <li>• Unsuccessful Agency's EMD will be released as promptly as possible, but not later than 90 days after the award of the contract to the successful Agency.</li> <li>• The EMD may be forfeited in following cases – If an Agency withdraws its bid or increases its quoted prices during the period of bid validity or its extended period, if any; or In the case of a successful Agency, if it fails within the specified time limit to sign the Agreement.</li> </ul>	<p>EMD Exemption for Startups and MSEs: As per the Ministry of Finance notification dated 25th July 2017, amending Rule 170(i) of the GFR 2017, exemption from EMD is extended to Micro and Small Enterprises (MSEs) recognized by the Ministry of MSME and Startups recognized by DPIIT.</p> <p>Request: Madhya Pradesh is actively promoting Make in India, entrepreneurship, and high-quality domestic enterprises. We request you to kindly consider permitting Make In India agencies registered as Startups with DPIIT or as MSEs with the Ministry of MSME to be exempted from EMD submission for this tender. This will promote greater participation from domestic startups and emerging enterprises, and help ensure the tender process is not disproportionately dominated by large foreign firms with significantly greater financial leverage. EMD brings significant pressure on startups and MSEs and is a deterrent to participate in such tenders.</p>	Please refer <b>Corrigendum-1</b>
3	14-15 & 36	5 (19 )	Performan ce Bank Guarantee (PBG)	<ul style="list-style-type: none"> <li>• The Agency shall at its own expense, deposit with MPIDC, within Thirty (30) working days of the; date of notice of award (LOI) or prior to signing of the contract, whichever is earlier, an unconditional and irrevocable Performance Bank Guarantee (PBG) from a Scheduled/ nationalized Bank of a value equivalent to 5% of the Contract Value, acceptable to MPIDC, for the due performance and fulfillment of the contract by the successful Agency.</li> <li>• Performance Guarantee should be valid up to 3 Months beyond the contract period.</li> <li>• Performance Guarantee may be forfeited by the MPIDC, if the Successful agency fails to perform within the period(s) specified in the Contract, or within any extension thereof granted by the MPIDC pursuant to conditions of contract clause or if the Successful Agency fails to perform any other obligation(s) under the Contract.</li> <li>• Except as provided above, a delay by the successful Agency in the performance of its delivery obligations shall render the successful Agency liable to the imposition of liquidated damages pursuant to conditions of Contract. The Agency shall indemnify MPIDC in case any of the resources deployed by them damages the equipment, assets etc. owned by Government of Madhya Pradesh. Further, without prejudice to its other remedies under the Contract, the contract can be terminated by MPIDC and the Performance Bank Guarantee can be forfeited.</li> </ul>	Waiver of Performance Bank Guarantee (PBG) for Make in India Startups and MSEs: Madhya Pradesh is actively promoting Make in India, entrepreneurship, and high-quality domestic enterprises. In line with this vision — and similar to the EMD exemption already extended to DPIIT-recognized startups and registered MSEs, we kindly request you to consider waiving the requirement of a Performance Bank Guarantee (PBG) for eligible Make in India startups and MSEs. This will promote greater participation from domestic startups and emerging enterprises, and help ensure the tender process is not disproportionately dominated by large foreign firms with significantly greater financial leverage. Performance Bank guarantee brings significant pressure on startups and MSMEs and is a deterrent to participate in such tenders.	As Per RFP
				Performance Bank Guarantee (5% for 5 Years)	For Startups, we request that PBG be allowed on an annual renewable basis instead of a 5-year upfront commitment. Please clarify.	As Per RFP
4	Page 15,	Clause 9	Proposal Submission Deadline	Proposal Submission Deadline: 22 May 2025, 3:00 PM	We request a <b>2-week extension</b> for bid submission, as a Startup, to ensure sufficient time for document preparation and approvals. Kindly consider and confirm.	Please refer <b>Corrigendum-1</b>

B.

5				<p>The agency should have Avg. Annual turnover from Consulting Business in India of more than INR 100 crores for the last three Financial Years (FY 23-24, FY 22-23, and FY 21-22)</p>	<p>We kindly request the department to consider modifying the eligibility criterion related to average annual turnover. The current requirement — "Average Annual Turnover from Consulting Business in India of more than INR 100 crores" — significantly restricts participation, potentially limiting competition.</p> <p>Suggested Clause: The agency should have an average annual turnover from IT/ITES/Consulting Business in India of more than INR 40 crores during the last three financial years (FY 2023–24, FY 2022–23, and FY 2021–22)</p> <p>OR</p> <p>Permit participation through a consortium, wherein the cumulative turnover of the consortium members meets the requirement.</p> <p>Justification: Considering the estimated tender value, the requirement for an "Average Annual Turnover from Consulting Business in India of more than INR 100 crores" appears disproportionate. This specific criterion may unintentionally restrict the participation of capable and experienced agencies that have substantial expertise in consultancy services but may not meet this narrow financial threshold.</p> <p>We request the department to revise the clause to allow broader participation. This adjustment would enable a wider pool of qualified and competent bidders to compete, thereby ensuring a more competitive, value-driven, and inclusive bidding</p>	As Per RFP
	16	Clause 5.23(b) sub-point 2.	Pre-Qualification Criteria	Financial Turnover, Net Worth & PAT	<p>Being a <b>DPIIT-registered Startup and MSME</b>, we request exemption from these financial criteria as per Gol guidelines. Kindly confirm if valid Startup certificate is acceptable proof.</p>	<p>As Per RFP</p> <p>Please refer Clause 5.23(b) wherein it is mentioned that Registered and recognized Startup by DPIIT, Govt. of India are exempted from the mentioned criteria based on the guidelines issued by Govt. of India, if the agency intends to avail such exemption documentary proof regarding the same should be submitted</p>
6	17	Clause 5.23(c)	Pre-Qualification Criteria	<p>The agency must have on its payroll at least 20 professionally qualified professionals working in the area of Investment promotion, investor handling, Industrial Policy, Investor facilitation, MoU Follow up.</p>	<p>Query: We kindly request the department to remove this restrictive clause.</p> <p>Suggested Clause: The Agency shall submit the Curriculum Vitae (CVs) of the proposed manpower along with the bid proposal at the time of submission and the selected agency shall ensure the deployment of the same proposed resources within 30 days from the date of contract award.</p> <p>Justification: The qualified professionals required for this project are needed for highly specialized work. It may not be feasible for bidders to have such personnel with the specified profiles already on their payroll at the time of bid submission. To ensure a more inclusive and competitive bidding process, we request that to modify the clause as suggested.</p>	As Per RFP
				20 Domain Experts on Payroll	We request this clause be modified to include professionals working in IT/ITeS/Consultant/EoDB/ Investment Promotion, Investor Handling, Industrial Policy, and MoU Follow-up, not limited to just investment areas.	Please refer <b>Corrigendum-1</b>
7	17-19	5.(27)	Evaluation of CVs	<p>Core/ Key Team Resources Strategic Advisor – 4 in number</p> <p>Min. Requirements</p> <ol style="list-style-type: none"> <li>1. MBA/ equivalent management qualification with minimum 8 years of experience in strategy/consulting /advisory</li> <li>2. Must have worked on the Investment Promotion and Policy formulation</li> <li>3. Experience of International Engagement representing or advising Indian or foreign government agencies in global investment forums, bilateral or multilateral discussions.</li> <li>4. Proficiency in Hindi and English.</li> <li>5. Proficiency in basic financial concepts and conversant with the concepts of financial analysis .</li> </ol>	<p>Team Composition Criteria: The current requirement specifies that all proposed resources must have a minimum of 8 years of experience and an MBA or an equivalent degree.</p> <p>Request: We request you to consider allowing a diverse team structure comprising a mix of professionals with 8+, 5+, and 3+ years of relevant experience, along with a combination of Master's degree and/or equivalent qualifications or demonstrable work experience.</p> <p>A diverse team with varying levels of seniority is critical to ensure a balanced approach — combining strategic insight, technical expertise, and operational agility — which is essential for effective implementation and execution. This flexibility will enable the deployment of the most suitable and best possible resources available across the country, and will help in effectively delivering on the objectives of the Government of Madhya Pradesh through high-impact and outcome-driven engagement.</p>	Please refer <b>Corrigendum-1</b>
	18			"Should be on company's roll at time of deployment"	We request flexibility to allow contract-based or retainer experts in core roles (e.g., Team Lead), with a commitment that they will join full-time upon award of the contract. A joining confirmation letter will be submitted at the time of Work Order issuance, and the same joining date will be considered for deployment. This approach enables Startups to engage top domain talent who may not be on payroll at the proposal stage.	As Per RFP

8	31	6.2.2	Format for compliance sheet for Technical proposal Subpoint (C) Proposed Solution	Technical presentation establishing the understanding of the requirements, approach and methodology, Implementation plan, resource planning & deployment, etc. by the Agency At least one resource from each work module and over 10 resources overall, including the proposed team leader, should be present during the presentation	We propose that only the Team Lead attend the technical presentation in person, with the remaining team members participating remotely. Kindly confirm if a hybrid format is acceptable.	Please refer Corrigendum-1
9	35	6.3.2	Format for performance security	We here by expressly waive all our rights to pursue legal remedies against MPIDC and other Concerned Government Departments of Madhya Pradesh.	The clause requires complete waiver of rights. We request it be modified to allow dispute resolution under Indian Contract Act / Arbitration and Conciliation Act. Kindly confirm.	As Per RFP
10	39-40&	8	Deliverables, Penalties and Payments	In consideration to the services performed by the agency, the agency would be required to submit Quarterly progress report (QPR) and would be eligible for the payments as per the payment Schedule. ... (Payment On quarterly Basis)	Mobilization Advance Request: As per the payment terms mentioned in the tender document, payments are to be made on a quarterly basis and at the end of each quarter. Given the time gap between project initiation and receipt of the first payment, initial working capital support would be critical for smooth project commencement. Request: We kindly request you to consider providing a mobilization advance to support early-stage resource mobilization and project setup. This will ensure greater participation from Make In India MSEs and startups which have the ability to provide the best quality resources but do not have the financial leverage which is demonstrated by larger firms.	As Per RFP
				Payment Schedule	Request for Monthly Payment Milestones: As per the current payment terms, only 8% of the total contract value is released post completion of each quarter. For startups, this structure creates significant cash flow constraints, as the disbursed amount often does not cover the actual cost incurred during the quarter. Request: We kindly request that the payment schedule be revised to a monthly performance-based structure, which will significantly reduce the financial burden on Make in India startups and enable them to maintain high standards of quality. A more frequent payment cycle is critical to ensure sustainability and continued performance, especially for emerging enterprises which have the ability to provide best in class dedicated resources.	Please refer Corrigendum-1
				Kindly confirm whether the final milestone payments are end-loaded or distributed phase-wise. Additionally, please clarify if invoices are to be raised on a monthly or quarterly basis following QPR approval.	As Per RFP	
			Penalty Clause	2) Kindly confirm whether partial payments will be processed for partially completed deliverables. Additionally, please clarify the evaluation mechanism and criteria used by the committee for QPR approval. Kindly confirm whether the 5% penalty cap applies per quarter or on the total contract value. Additionally, please clarify if there will be a provision for appeal or review prior to the imposition of any penalty.	As Per RFP	

  
**Vishal Singh Chouhan**  
 (Executive Director)