

**Minutes of the meeting for opening of pre-qualification proposal for appointment of consulting agency for Startup India held on 15.05.2020 at 04:00 PM in Room No.47,UdyogBhawan, New Delhi**

A Request for Proposal was issued by Department for Promotion of Industry and Internal Trade on 16<sup>th</sup> March, 2020. The last date for receiving bids was fixed at 03:00 P.M. on 14<sup>th</sup> May 2020. The bids were to be submitted online on Central Public Procurement Portal. Pre-Qualification Proposals were opened on 15<sup>th</sup> May, 2020 at 04:00 P.M. Four bids from the following applicants were received on online e-procurement portal:

- i. M/s Grant Thornton India LLP
- ii. M/s PricewaterhouseCoopers Pvt. Ltd.
- iii. M/s Ernst & Young LLP
- iv. M/s KPMG Advisory Service Private Limited

2. The following representatives from the bidders were present during the opening of bids

Mr. Udit Sharma, M/s PricewaterhouseCoopers Pvt. Ltd

3. EMDs in the form of Bank Guarantee in original were received in DPIIT from M/s PricewaterhouseCoopers Pvt. Ltd., M/s Ernst & Young LLP and M/s KPMG Advisory Service Private Limited. M/s Grant Thornton India LLP has not delivered their EMD in physical form, however they have uploaded the scan copy of the Bank Guarantee on the e-procurement portal and requested to allow them to submit the hard copy of the Bank guarantee after the Covid-19 situation normalizes in the region.. M/s Grant Thornton India LLP was allowed to submit the Bank Guarantee in original to DPIIT on or before the due date for Technical presentation.

4. The physical EMDs of M/s PricewaterhouseCoopers Pvt. Ltd., M/s Ernst & Young LLP and M/s KPMG Advisory Service Private Limited were opened and compared with the EMD document uploaded in the e-procurement portal and were accepted.

5. All pre-qualification proposals were downloaded. All the applicants have submitted the Pre-Qualification proposal Form in the prescribed Form 3A



6. The minimum qualification criteria of the bidders were checked and the findings are as below:

S. No.	Bidder Name	Form 3B	Form 3C	Form 3D	Form 3E
		Should be Company registered under Companies Act, 1956 or a partnership firm registered under LLP Act 2008 Registered with the Service Tax Authorities. Should have been operating for the last three years.  Consulting Agency Bidder should not be black-listed by any Central / State Government / Public Sector Undertaking in India	The Consulting Agency must have a cumulative revenue from consulting services and related activities of Rs. 500 crore and above in the last three financial years (2016-17, 2017-18 and 2018-19). (A certificate from Chartered Accountant should be submitted).	Bidders must have successfully handled 2 large scale programs (of a basic contract value of atleast Rs 1 crore each) covering strategy and Governance, Policy formulation/Knowledge Partnership services for Centre/state governments in the last 5 years.	Power of Attorney for Authorized representative
1	M/s Grant Thornton India LLP	Yes	Yes  Turnover for FY 2016-17 is 178.88 crore, for FY 2017-18 is 227.54 crore and FY 2018-19 is 284.16 crore Cumulative Annual Turnover:Rs.690.58 cr	Yes  Handled more than two Central/State projects having contract value of more than Rs.1 Crore each. Support documents provided.	Yes  Partnership deed also provided
2	M/s PricewaterhouseCoopers Pvt. Ltd.	Yes	Yes  Turnover for FY 2016-17 is 2203.97 crore, for FY 2017-18 is 2907.98 crore and FY 2018-19 is 3360.01 crore. Cumulative Annual Turnover:Rs.847	Yes  Handled more than two Central/State projects having contract value of more than Rs.1 Crore each. Support documents provided.	Due to Lockdown, Board resolution has been submitted and is accepted

			1.96 cr		
3	M/s Ernst & Young LLP	Yes	Yes  Turnover for FY 2016-17 is 3150.86 crore, for FY 2017-18 is 3605.89 crore and FY 2018-19 is 4379.12 crore. Cumulative Annual Turnover:Rs.11135.87 cr	Yes  Handled more than two Central/State projects having contract value of more than Rs.1 Crore each. Support documents provided.	Due to Lockdown, Board resolution Minutes has been submitted and is accepted
4	M/s KPMG Advisory Service Private Limited	Yes	Yes  Turnover for FY 2016-17 is 579.91 crore, for FY 2017-18 is 603.17 crore and FY 2018-19 is 683.89 crore. Cumulative Annual Turnover:Rs.1866.97cr	Yes  Handled more than two Central/State projects having contract value of more than Rs.1 Crore each. Support documents provided.	Yes

7. Based on the above observations the following bidders were found to be qualified and accordingly it was decided to call them for technical presentation. However, the date for technical presentation would have to be rescheduled because of the travel restrictions owing to COVID-19 situation, and new dates will be intimated soon.

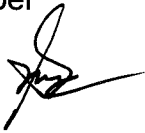
i. M/s Grant Thornton India LLP



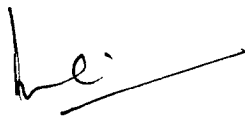

- ii. M/s PricewaterhouseCoopers Pvt. Ltd.
- iii. M/s Ernst & Young LLP
- iv. M/s KPMG Advisory Service Private Limited

It was decided to inform the bidder about the presentation accordingly.

Sunita Yadav  
Director(Finance)  
Member

For 

  
Shruti Singh  
Director(Startup)  
Member Secretary

  
Anil Agrawal  
Joint Secretary, Chairman