CDRI Resilient Infrastructure Marketplace: FAQ

Q.1. What does "Growth path" mean in this context? Do you mean strategy?

> Page 50: "Growth path with stakeholder mapping and market analysis to identify target audience, their segmentation, need assessment, tools for assessing user satisfaction, and promotional campaigns."

A. *Within the scope of work section on 'Feasibility' (page 48) point 3.1.3, it focuses on recommending Key Performance Indicators and tools to measure progress. The "growth path" in this context refers to create 'tools for assessing user satisfaction and promotional campaigns'. The scope of work includes strategizing of the tools that will measure the success of the Marketplace.*

> *Growth path will have two components:*
>
> *(i) Growth in terms of various aspects covering website, features, services, coverages, roll out, etc.*
> *(ii) Growth in terms of market penetration through number of onboarding, users, attracting partners and agency.*

Q.2.a. What does "prioritised" mean in "prioritised portfolio"?

Q.2.b. Although it is clear what you mean by products/solutions portfolio (portfolio of services, products and technological solutions being applied under DRI), could you please clarify what sort of "data" has to be built in the form of portfolios?

> Page 51: "A report on prioritised portfolio of products/solutions and data to be included in Marketplace portal."

A. *Within the scope of (3.1) Feasibility, the output of needs-assessment (understanding the needs of countries and users of DRI), various products/ solutions will shape the priorities of the offerings of the Marketplace. Prioritised in prioritized portfolio is the listing of the products/ solutions of most importance and relevance to be uploaded on priority basis. The data refers to products/ solutions/ resources on other categories/themes to be uploaded on the website.*

> *CDRI Marketplace will include a number of features and services. In line with this, there is a need for strategic roll out of these features and services over the years. The prioritized portfolio has to identify the most important features and services that the Marketplace should offer and also create timeline for their roll outs.*

Q.3. What does "future listing of DRI" refer to? Does it mean the various categories of stakeholders, resources, and practices under DRI?

Page 51: "Categories and flowcharts to organise existing and future listing of DRI in a systematic manner"

A. ***Under the (3.2) Design and Development of the Online Marketplace, and (3.2.2.) Identification and Structuring of information, the DRI information needs to be structured under relevant categories/ thematic areas. Research on DRI is constantly evolving. In case of new categories, the structure should be flexible to cater to future listings.***

Marketplace will start with a minimum threshold number of registered users and their information. Initial design will provide a scheme for structuring/categorizing these services, etc; and the categorization needs to evolve with usage data and addition of new users. Thus, the scheme proposed should be lean, flexible, and agile to meet the current and future requirements.

Q.4. IS MSME registered organizations are exempted from providing EMD and Tender Fee. Kindly provide relaxation on point no. 1a and 1b of Criteria.

A. ***No organization is exempt from EMD and/or tender fee. In reference to page 21, point 17 (2.b.); for the evaluation criteria of financial eligibility, academic and research institutions may be exempted from the minimum average turnover of USD 1,000,000 for the last 3 financial years.***