



MEGHALAYA BASIN MANAGEMENT AGENCY (MBMA)

C/o Meghalaya State Housing Financing Cooperative Society,
Upper Nongrim, Shillong, East Khasi Hills District,
Meghalaya – 793003 (CIN No. U75144ML2012NPL008509)



PRIME Start Up Hub,
J. N. Stadium, Polo,
Shillong, Meghalaya,
PIN: 793001

Email ID:
prime.urbanshillong.mbma
@gmail.com

No: PLN/MBMA/25175/2026/1153

Dated: Shillong the 26th August, 2026

Response to pre-bid queries

Title of the Tender: EOI for Empanelment of Firm/Agency/Proprietor for Providing Market Access, Investment Facilitation & Strategic Mentorship Support to Startups and Entrepreneurs under PRIME.

EOI Reference Number: PLN/MBMA/25175/2026/NF/1118

Eoi Published Date: 13th August 2026

In pursuance to the pre proposal meeting held on 23rd August 2026 and queries raised by the bidders, following are the clarifications/amendments to the clauses. Intending bidders are requested to take the note of the following clarifications/amendments and accordingly shall have to submit the Proposal for the subject tender.

Sl No.	Section No/ Page No..	Original Clause	Query	MBMA's Response/ Revised Clause
1	1.IMPORTANT DATES	Last Date & time of Submission of proposal Date: 28th August 2026 Time: 03:00 PM	Is there any possibility to extend the submission deadline	Last Date & time of Submission of proposal Date: 11th September 2026 Time: 03:00 PM
2	Invitation for expression of Interest	VENUE AND DEADLINE FOR SUBMISSION A. The sealed envelope shall be submitted to: The Executive Director Meghalaya Basin Management Agency PRIME START UP HUB SHILLONG – Meghalaya Transport Building ,4th Floor , Police Bazaar , Shillong – 793001		Opening of Technical Proposals Date & time: Date: 11th September 2026 Time: 03:30 PM Mode of submission: Proposal: Bidders have the option to submit the proposal through off-line as well as electronic mode. Email ID for submission of proposal online: prime.urbanshillong.mbma@gmail.com



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2	Section 10 Pre-Qualification Criteria sl.no 2 Page no: 12	The bidder must have successfully completed at least one contract with any Government agency, Public Sector Undertaking (PSU), or large corporate entity in India during the last 3 years preceding June 2026, in at least one of the following areas: • Startup advisory • Market linkage facilitation • Investment facilitation • Incubation support • Business Mentoring	Pre-Qualification Criterion No. 2 recognizes prior experience with Government agencies, PSUs, and large corporate entities. However, Section 5.4 of the Scope of Work specifically envisages engagement with sector associations and industry bodies as part of the empanelled agency's role. A significant portion of relevant delivery experience in the startup ecosystem lies precisely in this space with bodies such as FICCI, CII, NASSCOM, sector-specific councils, and Startup India/AIM-recognised incubators. We would request the Committee to kindly examine whether Clause 2, as currently drafted, may be narrower in scope than intended, and whether experience with recognised industry associations and apex chambers could be considered eligible under this criterion.	The bidder must have successfully completed at least one contract with any Government agency, Public Sector Undertaking (PSU), or large corporate entity in India during the last 3 years preceding June 2026, in at least one of the following areas: • Startup advisory • Market linkage facilitation • Investment facilitation • Incubation support • Business Mentoring Note: Similar contracts executed with institutes/ organizations such as FICCI, CII, NASSCOM, sector-specific councils, and Startup India/AIM-recognised incubators are to be considered
3	Section 6 – Implementation Framework	Assignment of Agencies: Based on the requirements of the startups and the expertise	Clause 6, Point 2 provides that PRIME may assign specific	Assignment of Agencies: Based on the requirements of the startups and the expertise of the empanelled



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	Page no: 10 & Section 17 Payment Structure Page no: 21	of the empanelled agencies, PRIME may assign specific engagements or activities to the selected agencies. The payment to the empanelled agency shall be milestone-based, linked to the successful completion and verification of defined deliverables. The financial quote submitted by the bidder shall be on a per start-up basis, considering all deliverables specified under this EOI. The same set of deliverables shall be applicable uniformly across all assigned start-ups	engagements or activities to the selected agencies based on the requirements of the startups and the expertise of the empanelled agencies, whereas Clause 17 sets out a fixed milestone-based payment structure applicable to the overall scope of work. It is not clearly specified how the payment mechanism would operate where an empanelled agency is engaged for only a specific activity or limited scope of work, rather than the entire assignment. Kindly clarify whether, in such cases, milestone-based payments would be adjusted on a proportionate basis corresponding to the specific activity assigned.	agencies, PRIME may assign specific engagements or activities to the selected agencies. In case such assignment is considered beyond the scope of work, the additional amount required to this work shall be decided mutually.
4	10. Pre-Qualification Criteria (Mandatory Eligibility): Applicants must meet the following minimum eligibility conditions. Non-compliance will result in outright rejection:	Legal Status: Applicant must be a legally registered entity Company/LLP/ Partnership/Proprietorship) or Individual	Request to consider the companies registered under Section 8	Legal Status: Applicant must be a legally registered entity Company/LLP/ Partnership/Proprietorship) or Individual/organizations registered under Section 8



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5	Team Structure & Key Experts	The agency ensures to deploy qualified manpower to achieve the deliverables/outcomes as per the agreed timeline.	. Required number of resources to be deployed under the contract . Scoring mechanism for key resources	The agency ensures to deploy qualified manpower to achieve the deliverables/outcomes as per the agreed timeline. The agency should decide the number and type of resources to be engaged under the contract. However, the payment is to be made upon completion of deliverables.
6			How many numbers of Start-up is to be allocated to each empaneled agency	Number of startups to be allocated to each empaneled agency is to be decided after the evaluation process is completed.

Sd/-

Executive Director, MBMA,
PRIME Hub, Shillong