

IPA Pre-Bid Queries-Compiled

RFP for Programme Management Consultancy (PMC) for Sagarmala Programme

<u>S.no</u>	<u>Clause Description</u>	<u>Query/ Suggestion</u>	<u>Clarifications</u>
1.	<b>Name of Firm : M/s. Darashaw&amp; Co. Pvt. Ltd.</b>		
a)	<p><b>Page No. 18</b> <b>Clause 6.8</b> An Applicant shall submit its Proposal either individually or as a JV / Consortium. <b>However, it may as part of its Proposal specify specialty sub- consultants provided</b> however that the compensation for the sub consultant(s) shall not exceed 30% of the of the contract amount (as defined in the Standard Form of Contract of this RFP) at any time. Sub-consultant(s) envisaged to deliver the scope of work for year 1 must be listed in the Proposal with their role(s) and responsibility clearly</p>	<p>We request the Authority to specify which all Expert positions from Core Team and Resource Pool can be provided through specialty sub-consultant firm or independent experts?</p>	<p>Core Team members should be from the lead partner or both the lead and JV partner only. However, Resource Pool members can be from any of the consortium members.</p> <p>In case the Applicant is a consortium, the conditions as mentioned in Clause 6.9 (Page No. 18) of the RFP, have to be complied with.</p>
b)	<p><b>Page No. 23</b> <b>Clause 7.11</b> 7.1. A firm can bid for a project either as a sole consultant or in the form of joint venture with other consultants. <b>In the case of a joint venture, educational background and experience of personnel who are employees of the sub- consultant in a consortium will be considered against Team Evaluation criteria.</b> Lead partner will be</p>	<p>We request the Authority to confirm if declaration by the specialty sub-consultant firm or independent experts for project experience will suffice or they need to provide any documentary proof to substantiate their project experience mentioned in the CVs?</p> <p>Please confirm.</p>	<p>At the time of Technical Evaluation, declaration by the specialty sub-consultant firm or independent experts for project experience, duly certified by the Managing Director of the Applicant, will suffice. However, if the applicant emerges to be a successful bidder, complete documentary proof to substantiate their project experience needs to be submitted.</p>

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	made the sole liable for the same		
c)	<p><b>Page No. 18</b> <b>Clause 6.9</b></p> <p>6.1. In case the Applicant is a Consortium, it shall, comply with the following additional requirements:</p> <p><b>i.</b> Number of members in a consortium shall not exceed 4 (four) and limited to two Joint Venture partners including lead; (One Lead member of the JV + One JV Partner+ Two Sub Consultants)</p>	<p>We request the Authority allow three firms in consortium, supported with specialty sub-consultants. The rationale for allowing three firms is to provide advisory services/expertise related with –</p> <ol style="list-style-type: none"> <li>1. Port Infrastructure</li> <li>2. Industrial Infrastructure</li> </ol> <p>Urban Infrastructure</p>	<p>The original clause given in the RFP remains the same.</p>
d)	<p><b>Page No. 29</b> <b>Clause 9.3 (i)</b> Minimum Qualification Criteria</p> <p>“Turnover to exceed Rs.100 Crore from the consultancy business in India (<b>excluding audit and IT consultancy revenues</b>)over the three preceding financial years, this should be supported by the documents certified by a Chartered Accountant”</p>	<p>We request the Authority to consider Turnover of the Applicant/Consortium, from professional/financial services being provided to Government Department/ Entities/Institutions/Public Sector Undertaking/State Level Undertakings.</p>	<p>The original clause given in the RFP remains the same.</p>
e)	<p><b>Page No. 29</b> <b>Clause 9.3 (iv)</b> Minimum Qualification Criteria</p> <p>“Experience of consulting work</p>	<p>We request the Authority to consider business planning &amp; restructuring/organization restructuring/financial restructuring experience, under business transformation experience in India, in past 15 years.</p>	<p>The original clause given in the RFP remains the same.</p>

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	with at least two (2) Indian PSUs / Government agencies on driving large scale business transformation in past 10years”		
f)	<p><b>Page No. 30</b>  <b>Clause 9.4.4</b>  <b>Marking criteria - Firm Size A1.</b></p> <p>Average Annual Turnover*, over the three preceding financial years (FY 13-14, 14-15, 15-16) from consultancy business in India</p> <ul style="list-style-type: none"> <li>• &gt; 100 Cr : 3marks</li> <li>• &gt; 150 Cr : 4marks</li> <li>• &gt; 200 Cr : 5marks</li> </ul>	We request the Authority to consider Average Annual Turnover, over the three preceding financial years (FY 13-14, 14-15, 15-16) from providing professional /financial services in India	The original clause given in the RFP remains the same.
g)	<p><b>Page No. 31</b>  <b>Clause 9.4.4,</b>  <b>Marking criteria – Relevant Project Experience - B1</b></p> <p>Number of projects in ports, infrastructure and transportation sector in India, with project value of at least Rs. 3 Crore, in last 5 years</p> <ul style="list-style-type: none"> <li>• 1-2 : 6marks</li> <li>• 3-4 : 8marks</li> <li>• 5 or more : 10marks</li> </ul> <p>The projects in the above mentioned</p>	We request the Authority to consider experience of projects/program management units/agency for urban infrastructure projects, including tourism projects, with project value of atleast INR 50 Lakhs, in last 7 years	The original clause given in the RFP remains the same.

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	clause should not include IT implementation / Audit projects.		
h)	<p><b>Page No. 31</b>  <b>Clause 9.4.4</b>  <b>Marking criteria – Relevant Project Experience – B2</b></p> <p>Number of global projects in the Ports, infrastructure and transportation sector, with project value of at least USD 1 Million, in last 7 years</p> <ul style="list-style-type: none"> <li>• 3-6 : 6marks</li> <li>• 7-9 : 8marks</li> <li>• 10 or more : 10marks</li> </ul> <p>The projects in the above mentioned clause should include global projects, excluding projects in India, and should not include IT implementation / Audit projects</p>	<p>We request the Authority to relax fees received criteria for claiming experience under business planning &amp; restructuring/organization restructuring/financial restructuring experience, as a part business transformation experience in India, with minimum mandate value not less than 5 Lakhs, in last 15 years, with following marking criteria –</p> <ul style="list-style-type: none"> <li>• For 2 projects : 6 marks</li> <li>• For 3-5 projects : 8 marks</li> <li>• For 6 or more projects: 10 marks</li> </ul>	<p>The original clause given in the RFP remains the same.</p>
i)	<p><b>Page No. 31</b>  <b>Clause 9.4.4,</b>  <b>Marking criteria – Quality of Approach &amp; Methodology– C</b></p> <p>Quality of the presentation on technical proposal on the overall approach and methodology including appreciation of key engagement</p>	<p>We request the Authority to award the marks for quality of approach &amp; methodology on the basis of Presentation delivered by firms/consortium which has been pre-qualified through initial scrutiny of minimum eligibility criteria.</p>	<p>Applicants who will qualify the minimum eligibility criteria may be considered for Technical Evaluation.</p>

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	challenges as brought out in the overall approach and methodology		
j)	<p><b>Page No. 31</b>  <b>Clause 9.4.4</b>  <b>Marking criteria – Qualification &amp; competence of the key staff for the assignment – D</b></p> <p>D1: Quality of the core team  D2: Quality of the resource pool</p>	We request the Authority to specify discrete parameters based on which quality of the core team and resource pool experts shall be evaluated such as in terms of their qualification and relevant experience.	As mentioned in Annexure 2-1 (Page 44) of the RFP, detailed evaluation criteria such as qualification, professional experience, competence, skill sets relevant to requirements of Sagarmala Programme etc. will be prepared by the Evaluation Committee for assessing the quality of the core team and resource pool for the assignment.
k)	<p><b>Page No. 49</b>  <b>Clause 4.9.</b></p> <p>The last date of submission of proposal is: 09/12/2016 before 3:30 PM (IST) and opening of date is: 09/12/2016 at 4.00 PM</p>	We request the Authority to release the pre-bid conference minutes/pre-bid queries replies, including any corrigendum/addendum/CSD at least 15 working days, before the due date for bid submission, or extend the bid submission date, appropriately so that competitive bid can be submitted.	The last date of submission of proposal is: 20/12/2016 before 3:30 PM (IST) and opening of offers date is: 20/12/2016 at 4.00 PM
2.	<b>Name of Firm : Royal Haskoning DHV</b>		
a)	<p><b>Page - 29</b>  <b>Clause 9.3 iii.</b></p>	Please confirm that projects executed outside India for Programme Management will be considered.	Under clause 9.3, iii (Page 29), projects executed outside India will also be considered.
b)	<p><b>Page - 29</b>  <b>Clause 9.3 iv.</b></p>	Suggested text to reduce the experience with PSU to 1. Experience of consulting work with at least one (1) Indian PSUs / Government agencies on driving large scale business transformation in past 10 years	The original clause given in the RFP remains the same.
c)	<p><b>Page- 38</b></p>	Since this project is of high importance, the criteria for selection	The method of selection is

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	<b>Data Sheet</b>	should be more for Technical. We request you to change the criteria for evaluation as per below: The method of selection is Combined Quality cum Cost Based Selection (CQCCBS). The weights given to technical and financial proposals are: Technical = 0.8 and Financial = 0.2	Combined Quality cum Cost Based Selection (CQCCBS). The weightage given to technical and financial proposals are: Technical = 0.7 and Financial = 0.3
d)	<b>Page - 41</b> <b>Team Composition</b> Projects Manager – Qualification BE and Master’s degree in Business Administration	The qualification suggested is BE and Master’s degree in Engineering or equivalent.	Educational Qualification required for a Projects Manager has been modified as following:  <b><u>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized University or Institutions
e)	<b>Page - 41</b> <b>Team Composition</b> Contract and Procurement specialist – Qualification BE and Master’s degree in Business Administration	The qualification suggested is BE and Master’s degree in Engineering or equivalent.	Educational Qualification required for the Contracts & Procurement Specialist has been modified as following:  <b><u>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized university or institutions
f)	<b>Page - 41</b> <b>Team Composition</b> Project Associate – Qualification BE and Master’s degree in	The qualification suggested is BE and Master’s degree in Engineering or equivalent.	Educational Qualification required for the Project Associate has been modified as following:  <b><u>Should be a Graduate in</u></b>

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	Business Administration		<b><u>Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized University or Institutions
3.	<b>Name of Firm : M/s Crisil</b>		
a)	<p><b>Page No. - 18</b> <b>Clause -6.5.</b></p> <p>“An Applicant eventually appointed to provide Consultancy for this Assignment / Project, or its Affiliates, shall be disqualified from subsequently providing goods or works or services related to the design, project management, review, supervision, construction and operation of any other Project or assignment initiated or managed by SDC for the duration for which the appointed PMC will be engaged by Indian Ports Association. Breach of this obligation shall be construed as Conflict of Interest. For the avoidance of doubt, an entity affiliated with the PMC Consultant shall include a partner in the Consultant's firm or a person who holds more than 5 percent of the subscribed and paid up share capital of the Consultant, as the case may be.”</p>	<p>Kindly clarify, whether the consultant selected for the subject assignment will be allowed to participate in consultancy assignments for downstream projects that will come up under the Sagarmala programme. In our view most of the upcoming projects in the maritime sector in India shall be a part of the Sagarmala programme. In case the selected consultant is restricted from undertaking any works for projects under Sagarmala, it will not be able to work on majority of the upcoming maritime projects in the country. In view of the above, it is requested that the referred clause may be relaxed or suitably modified.</p>	<p>It is to be decided on a case-to-case basis and to be determined by IPA in each case, governed by the conditions of RFP and contract.</p> <p>In case, the PMC is required / wishes to participate in any project referred to in this clause, the PMC has to declare in advance and will not be involved in any manner whatsoever towards the selection and monitoring of such projects. SDC shall have liberty to get such project done through another agency at the cost of the PMC.</p>

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b)	<p><b>7.3 (X)</b>          “The Applicant should form a Joint Venture / Consortium with his Associate in case he wants to submit the proposal using the experience / strength of his Associate”</p>	<p>We understand that the credentials of all the consortium members shall be considered while evaluating the technical proposals against the criteria provided under clause 9.4.4. including firm size, relevant project experience and qualification &amp; competence of the key staff for this assignment. Kindly confirm.</p>	<p>Credentials of all the consortium members shall be considered for all the technical evaluation criteria excluding Firm Size, Relevant Project Experience.</p> <p>In the case of Firm Size and Relevant Project Experience, only the lead partner or both the lead and JV partner will be evaluated.</p>
c)	<p><b>7.3 (Xi)</b></p> <p>If the Applicant being a Consortium is qualified on the strength of the experience of a member which is a foreign company / entity, requisite Key Personnel from that foreign company / entity shall be fielded.</p>	<p>The subject project requires the personnel for full-time. In view of the above, we believe that the deployment of senior professionals from overseas would not be cost effective</p>	<p>The original clause given in the RFP remains the same.</p>
d)	<p><b>9.4.4.</b>  <b>Technical Evaluation Criteria:</b>  <b>Relevant project experience B2:</b></p> <p>Number of global projects in the Ports, infrastructure and transportation sector, with project value of at least USD 1 Million, in last 7 years</p> <p><input type="checkbox"/> 3-6 : 6 marks  <input type="checkbox"/> 7-9 : 8 marks  <input type="checkbox"/> 10 or more : 10 marks</p> <p>The projects in the above mentioned</p>	<p>We believe that Sagarmala being an entirely indigenous programme shall have limited requirement of global experience. Even if global experience is required, the scoring criteria should be at par with the criteria provided for Indian experience. Accordingly, the technical evaluation criteria may be amended as below: “Number of global projects in the Ports, infrastructure and transportation sector, with project value of at least Rs. 3 crore/USD equivalent , in last 7 years:</p> <p><input type="checkbox"/> 1-2 : 6 marks  <input type="checkbox"/> 3-4 : 8 marks  <input type="checkbox"/> 5 or more: 10 marks</p> <p>The projects in the above mentioned clause should include global projects, excluding projects in India, and should not include IT</p>	<p>The original clause given in the RFP remains the same.</p>

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	clause should include global projects, excluding projects in India, and should not include IT implementation / Audit projects.	implementation / Audit projects.”	
e)	<b>7.3. (i)</b> The Key Personnel must be permanent and full time employee(s) of the firm	It is requested that considering the expertise required for various disciplines and in order to offer the most competent team for the engagement, the Consultant may be required to associate with independent experts on contractual basis. In view of the above, it is requested that the referred clause may be relaxed and shall allow associating with any number of individual experts on contractual basis.	Clause 7.3 (i) shall be read as  <b><u>The Key Personnel must be regular and full time employee(s) of the firm</u></b>
f)	<b>Annexure 2-1 Team Composition Contracts &amp; procurement specialist</b> <input type="checkbox"/> Should have Bachelors Degree in Engineering and Masters Degree in Business Administration from a reputed and recognized University or Institution <input type="checkbox"/> Minimum 8 years of relevant professional experience in managing procurement of various consultancy / works contracts under different modes of funding including the multilateral / bi-lateral funded public sector programs and procurement of Contracts under different PPP modes of delivery as per the procurement guidelines of Govt. of India. <input type="checkbox"/> Experience should include preparation and maintenance of	We understand that the contracts & procurement specialist will be a key component of the project team and shall be responsible for providing inputs for procurement of various consultancies/contracts including PPP modes of delivery. We believe that an expert with relevant experience of procurement and contract management including bid process management with a Masters degree in financial management or economics would also be well suited to undertake the role of contracts & procurement specialist. In view of the above, the requirement of educational qualification for contractual & procurement specialist may be amended as below: “Should have Bachelors Degree in Engineering and Masters Degree in Business Administration, Financial Management, Economics, from a reputed and recognized University or Institution”	Educational Qualification required for the Contracts & Procurement Specialist has been modified as following:  <b><u>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized University or Institutions

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	procurement plans, bid process management, documentations, audit / review of procurement records, handling procurement related queries/complaints and any other requirement.		
g)	<b>Annexure 2-1 Team Composition Projects Associate</b>	<p>We understand that the projects associate would provide inputs to the project team related to financial analysis/ strategy/project structuring/PPP/project finance, etc. for projects under the Sagarmala programme. We believe that an expert with relevant experience in infrastructure sector including ports, highways, railways, inland waterways etc. with a Masters degree in economics, finance, public policy, planning, engineering would also be well suited to undertake the role of projects associate.</p> <p>In view of the above, the requirement of educational qualification for projects associate may be amended as below:</p> <p>“Should have Bachelors Degree in Engineering and Masters Degree in Business Administration, economics, finance, planning, public policy, engineering from a reputed and recognized University or Institution”</p>	<p>Educational Qualification required for the Project Associate has been modified as following:</p> <p><b><u>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized University or Institutions</p>
h)	<b>Section 5: Terms of Reference</b>  The detailed scope of work of the PMC will include but not limited to: 1. Soliciting, evaluating and coordinating implementation of projects and initiatives under the Sagarmala Programme	<p>We understand that in the Sagarmala Programme there are more than 200 projects across the areas of Port Modernization &amp; New Port Development, Port Connectivity Enhancement, Port-led Industrial Development and Coastal Community Development. In our opinion simultaneous solicitation, evaluation and implementation of all the projects shall not be possible for the project team asked for in the RFP. We believe that it is essential to club various projects into different packets with assigned priority. This will streamline the project execution and shall ensure successful implementation of the projects. In view of the above, we request the authority to kindly clarify.</p>	<p>The original clause given in the RFP remains the same. Projects under Sagarmala will be primarily executed by the project proponents in association with Sagarmala Development Company.</p>

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i)	<p><b>Section 5: Terms of Reference</b> Tracking and monitoring various projects and initiatives under Sagarmala Programme. As part of this activity, the PMC shall</p> <ul style="list-style-type: none"> <li><input type="checkbox"/> track and monitor various projects and initiatives under the Sagarmala using the IT based MIS tool and dashboard created for this purpose by the consultant of Sagarmala. The consultants are expected to update the IT tools / apps and deploy the tool for review, monitoring and tracking.</li> <li><input type="checkbox"/> be responsible for overall project management and coordination with all stakeholders and liaise with relevant stakeholders / project proponents within and outside the Government to identify and suggest measures to fast track implementation</li> </ul>	<p>We understand that the selected consultant shall be required to update the IT tools/apps prepared by the consultant for Sagarmala. In such a case, the PMU consultant shall require to include IT experts to update the IT tools/apps. Also, the tools devised by the Sagarmala consultant may be substantially different from those used by the PMU consultant. Therefore, we believe that the updating of the IT based tools shall be undertaken by the Sagarmala consultant itself to maintain consistency, the PMU consultant may use those tools.</p>	<p>The original clause given in the RFP remains the same. Presently no back-end development of apps / IT tool is envisaged. However, in future, it may be required.</p>
j)	<p><b>Form B-2 &amp; Form 4D</b> Breakdown of costs and out of pocket expenses</p>	<p>As per our understanding, the breakdown of costs should be provided in the format specified under the Form 4B-2. The out of pocket expenses therein shall also include domestic air travel (as specified in Form 4D) which shall be paid at actuals. Kindly, confirm.</p>	<p>Yes, confirmed. Please refer to Addendum I for clarification regarding the Out-of-Pocket Expenses.</p>
k)	<p><b>Form 4D</b> <b>Out of pocket expenses</b></p>	<p>The breakdown of out of pocket expenses does not have costs for accommodation of the personnel in case the trip is for more than one day. Request the Authority to please include the same in Form 4D</p>	<p>Yes, it is included at rates and procedure prescribed by IPA. Please refer to Addendum I for clarification regarding the Out-of-Pocket Expenses.</p>

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4.	<b>Name of Firm : Infrastructure Development Corporation (Karnataka) Ltd.</b>		
a)	<b>Clause 9. PROPOSAL EVALUATION sub Clause 9.3 (i)</b> Turnover to exceed Rs.100 Crore from the consultancy business in India (excluding audit and IT consultancy revenues)over the three preceding financial years, this should be supported by the documents certified by a Chartered Accountant;	Since the Tender is related to setting up a PMC by the way of providing the manpower, the Turnover requirement sought in the Tender is very high. Request to reduce the Turnover requirement form Rs. 100 Cr. to Rs. 50 Cr.	The original clause given in the RFP remains the same.
b)	<b>Clause 9. PROPOSAL EVALUATION sub Clause 9.3 (iii)</b> Experience of working in at least one project/ programme management consultancy, in the last 10 years, in the sectors related to Ports / Inland Waterway Development / Highways / Railway / Metro / townships / industrial parks / industrial estates / special economic zones / special investment zones / urban cities / industrial cities	Request you to add tourism sector in the list	The original clause given in the RFP remains the same.
c)	<b>Clause 9. PROPOSAL EVALUATION sub Clause 9.3 (iv)</b> Experience of consulting work with at least two (2) Indian PSUs / Government agencies on driving large scale business transformation in past 10 years;	Request to reduce the requirement from 2 to 1 project of such nature.	The original clause given in the RFP remains the same.
d)	<b>Clause 5. Bid Security</b>  A Bid Security in the form of a Bank	Request to reduce the Bid security amount as it seems to be on higher side for this kind of assignment	The original clause given in the RFP remains the same.

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	<p>Guarantee or Demand Draft, from a Scheduled Indian Bank in favour of Indian Ports Association, valid for 180 (one hundred and eighty) days from the POD as given in the Data Sheet, payable at New Delhi, for the sum of Rupees Ten Lakhs only (INR 10,00,000) shall be required to be submitted by each Applicant. For the purpose of clarity, Scheduled Indian Bank shall mean State Bank of India and its Associates, Nationalised Banks, Other Public Sector Banks and Private Sector Banks as prescribed in the Second Schedule to the RBI Act, 1934.</p>		
5	<b>Name of Firm: M/s IIFCL Projects Limited</b>		
a)	<p><b>Page No. 18, Clause 6.8;</b> An Applicant shall submit its Proposal either individually or as a JV / Consortium. However, it may as part of its Proposal specify specialty sub- consultants provided however that the compensation for the sub consultant(s) shall not exceed 30% of the of the contract amount (as defined in the Standard Form of Contract of this RFP) at any time. Sub-consultant(s) envisaged to deliver the scope of work for year 1</p>	<p>Please provide clarification on whether experts from both Core Team and Resource Pool need to be from the consortium partners/ sub-consultant firms or we can provide independent experts for certain positions.</p>	<p>Core Team members should be from the lead partner or both the lead and JV partner. However, Resource Pool members can be from any of the consortium members.</p> <p>In case the Applicant is a consortium, the conditions as mentioned in Clause 6.9 (Page No. 18) of the RFP, have to be complied with.</p>

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	must be listed in the Proposal with their role(s) and responsibility clearly noted in the organization chart.		
b)	<b>Page 21, Clause 7.3,</b> Preparation of Proposal-> Technical Proposal Point (x) The Applicant should form a Joint Venture / Consortium with his Associate in case he wants to submit the proposal using the experience / strength of his Associate.	Please clarify whether the qualifying criteria can be satisfied by only the lead firm in the consortium, or all the partners combined, or by any Consortium partner.	Minimum Qualification Criteria, as per Clause 9.3, has to be satisfied by the lead partner or to be jointly satisfied by both the lead and JV partner and not by sub-consultants.
c)	<b>Page 29, clause 9.3,</b> Minimum Qualification Criteria (ii); Experience of working in at least five (5) consultancy projects, in the last 10 years, in the sectors related to Ports / Inland Waterway Development / Highways/ Railway /Metro / townships / industrial parks / industrial estates / special economic zones / special investment zones / urban cities / industrial cities	Kindly specify the nature of work sought under “Consultancy Projects”. In view of the Sagarmala initiative by GoI, we suggest to include sectors such as Renewable energy including Solar, Wind, Waste-to-Energy; Oil & Gas, etc. which are critical to development of coastal areas/ Ports.	The original clause given in the RFP remains the same.
d)	<b>Page 29, Clause 9.3,</b> <b>Minimum Qualification Criteria (iv);</b> Experience of consulting work with at least two (2) Indian PSUs / Government agencies on driving large scale business transformation in past 10 years;	We suggest that consulting experience like business planning, organization restructuring, financial restructuring be considered under business transformation experience in India.	The original clause given in the RFP remains the same.
e)	<b>Page 31, Clause 9.4.4,</b> Marking criteria – Relevant Project	We request that projects undertaken as part of a program management unit/ program development agency/project appraisal	The original clause given in the RFP remains the same. Projects

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	<p>Experience - B1</p> <p>Number of projects in ports, infrastructure and transportation sector in India, with project value of at least Rs. 3 Crore, in last 5 years ·</p> <p>1-2 : 6marks 3-4 : 8marks 5 or more : 10marks</p> <p>The projects in the above mentioned clause should not include IT implementation / Audit projects.</p>	<p>unit for a Government or other Financial institutions lending to various infrastructure sectors should also be considered.</p>	<p>qualifying under the Clause 9.4.4 will be considered.</p>
f)	<p><b>Page 31, Clause 9.4.4,</b> Marking criteria – Quality of Approach &amp; Methodology– C</p> <p>Quality of the presentation on technical proposal on the overall approach and methodology including appreciation of key engagement challenges as brought out in the overall approach and methodology</p>	<p>We hereby request that the Presentation delivered by applicant/ consortium which has been pre-qualified through initial scrutiny of minimum eligibility criteria, should be considered for award of marks under “Quality of Approach &amp; Methodology”.</p>	<p>Applicants who will qualify the minimum eligibility criteria may be considered for Technical Evaluation.</p>
g)	<p><b>Page 40, Annexure 2.1, Team Composition, Para 3</b></p> <p>Consultant shall ensure that services of the core team are provided full time for the contractual period. The core team is also expected to spend significant time in the ports to support the port teams as required (on an average 10 working days every</p>	<p>Please clarify the nature and composition of “Port Teams”, as well as its difference with respect to Core team.</p>	<p>“Port Teams” refers to the officials of the Major Ports with whom the PMC team will be interacting as part of their work.</p>

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	<p>month). Services of the experts from the resource pool would normally be on call down basis.</p>		
<p>h)</p>	<p><b>Page 41, Core Team Educational Qualifications and Background, Project Manager</b></p> <p>Minimum 3 years of professional experience in a leadership capacity for 1-2 projects, with accountability and responsibility for performance including quality budget, schedule, client and stakeholder management</p>	<p>To strengthen the profile of the Project Manager, we suggest that experience as part of Government appointed work committees for operationalization of policies / regulatory work etc.</p>	<p>The original clause given in the RFP remains the same.</p>
<p>i)</p>	<p><b>Page 41, Core Team Educational Qualifications and Background Contracts &amp; Procurement Specialist /Project Associate</b></p> <p>Should have Bachelors Degree in Engineering and Masters Degree in Business Administration from a reputed and recognized University or Institution</p>	<p>We hereby suggest that the educational criteria for 2. Contracts &amp; Procurement Specialist and 3. Project Associate should be replaced with: Should be a Masters in Finance/ MBA / CA / CFA/ from a reputed and recognized University or Institution.</p>	<p>Educational Qualification required for the Contracts &amp; Procurement Specialist has been modified as following:</p> <p><b><u>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized University or Institutions</p> <p>Educational Qualification required for the Projects Associate has been modified as following:</p> <p><b><u>Should be a Graduate in</u></b></p>

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			<b><u>Engineering and have Masters Degree in Business Administration or equivalent</u></b> from a reputed and recognized University or Institutions
j)	<b>Page 41, Resource Team Educational Qualifications and Background Engineering / Technical Expert</b>  Should have a Graduate / Masters Degree in Civil Engineering from a reputed and recognized University or Institution	Masters in Civil Engineering could be changed to engineering only.	The original clause given in the RFP remains the same.
k)	<b>Page 42, Resource Team Educational Qualifications and Background Urban/ Regional Planner</b>  Should have a Masters Degree in Urban Planning from a reputed and recognized University or Institution with appropriate qualifications in planning of large cities and industrial regions with allied infrastructure	We hereby suggest to modify the requirement to include: Masters in Urban Planning/ Town Planning/ Urban Design.	Masters Degree in Urban Planning also means and includes Town Planning and Urban Design
l)	Bid Extension	Please extend bid to 15 days.	The last date of submission of proposal is: 20/12/2016 before 3:30 PM (IST) and opening of offer date is: 20/12/2016 at 4.00 PM
6.	<b>Name of Firm: M/s Ernst &amp; Young LLP</b>		

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a)	<p><b>PROPOSAL EVALUATION</b>  <b>Page 29: Clause 9.3.i</b>                  Minimum Qualification Criteria</p>	<p>Clause 9.3.(i) mentions the turnover requirement of Rs. 100 crore from the consultancy business in three preceding financial years. This turnover should exclude audit and IT consultancy revenues. However, as per TOR (clause 2.a, page 83), consultants are required to track and monitor various projects and initiatives under the Sagarmala using the appropriate IT systems. Further, consultants are expected to update the IT tools / apps and deploy the tool for review, monitoring and tracking. This would require expertise as well as experience in field of IT consultancy and implementation.</p> <p>Accordingly, request you to consider revenues and experience related to IT consultancy for Applicant's (Consulting Firms) Turnover and experience (credentials)</p>	<p>The original clause given in the RFP remains the same.</p>
b)	<p><b>PROPOSAL EVALUATION</b>  <b>Page 31, Clause 9.4.4,</b>                  Relevant Project Experience</p> <p>B1 - The projects in the above mentioned clause should not include IT implementation / Audit projects.</p> <p>B2 - The projects in the above mentioned clause should include global projects, excluding projects in India, and should not include IT implementation / Audit projects.</p>	<p>As per TOR (clause 2.a, page 83), consultants are required to track and monitor various projects and initiatives under the Sagarmala using the appropriate IT systems. Further, consultants are expected to update the IT tools / apps and deploy the tool for review, monitoring and tracking. This would require expertise as well as experience in the field of IT consultancy and implementation.</p> <p>Accordingly, request you to consider experience related to IT consultancy for applicants experience (credentials)</p>	<p>The original clause given in the RFP remains the same.</p>
c)	<p><b>DATA SHEET</b>  <b>Page 39: Clause 4.1</b> Proposal Submission Date</p> <p>The last date of submission of proposal is: 9/12/2016 before 3:30 PM (IST)</p>	<p>In order to suitably address the requirements mentioned in the RFP document, various experts has been envisaged and their identification would be contingent to the pre-bid responses provided by IPA. To identify the experts and formalize their participation, existing time period of ten (10) days for submission of proposal from the clarification date (29/11/2016) provide will be inadequate.</p> <p>We would request for an <b>extension of the final submission by at least three weeks after the response from IPA for queries/clarifications.</b></p>	<p>The last date of submission of proposal is: 20/12/2016 before 3:30 PM (IST) and opening of offer date is: 20/12/2016 at 4.00 PM</p>

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		This would help better understand and familiarize ourselves with the clarified requirements for this assignment and will also help us to identify the requirement of other potential partners/consortium members	
d)	<p><b>MINIMUM REQUIRED EXPERIENCE</b>  <b>Core Team</b>  <b>Page 41, Project Manager, Contracts &amp; Procurement Specialist</b>                  Should have Bachelor's Degree in Engineering and Master's Degree in Business Administration from a reputed and recognized university or institutions</p>	<p>We would want to submit that the requirement of Master's Degree in Business Administration (MBA) is very specific and may limit the availability of experts with relevant experience and expertise. Moreover, most premier institutes such as Indian Institute of Management (IIM) offers Post Graduate Diploma in Management (PGM).                  We would request you to include Master's Degree in Business Administration (MBA) or Equivalent from a reputed and recognized university or institutions for the educational requirement of Project Manager, Contracts &amp; Procurement Specialist.                  Further, it is requested that the field of qualification may be widened to include engineering professional (e.g. Masters in Engineering / Masters in Transport Planning), who have relevant field experience. This would bring forth a larger pool of professionals for selection by IPA.</p>	<p>Educational Qualification required for the Projects Manager, Contracts &amp; Procurement Specialist and Projects Associate has been modified as following:   <u><b>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</b></u> from a reputed and recognized University or Institutions</p>
e)	<p><b>MINIMUM REQUIRED EXPERIENCE</b>  <b>Core Team</b>  <b>Page 41, Project Associate</b>                  Should have Bachelor's Degree in Engineering and Master's Degree in Business Administration from a reputed and recognized university or institutions</p>	<p>Since the project relates to port led infrastructure development, experience of working on port related infrastructure such as SEZ, Logistics Parks, CFS/ICD, and Industrial parks is more relevant.                   Further, it is suggested that requirement for MBA degree for the Project Associates may not ensure the availability of suitable expert with relevant experience (port related infrastructure). The field of qualification may be relaxed to engineering professional, who have relevant field experience. This would bring forth a larger pool of professionals for selection by IPA</p>	<p>Educational Qualification required for the Projects Associate has been modified as following:   <u><b>Should be a Graduate in Engineering and have Masters Degree in Business Administration or equivalent</b></u> from a reputed and recognized University or Institutions</p>
f)	<p><b>SECTION 5</b>  <b>TERMS OF REFERENCE, Scope of Work</b>  <b>Page 83; Clause 2.a</b></p>	<p>We would request you to elaborate on the MIS and Dashboard as mentioned in the RFP. Some of our queries are as follows:                  1. Is the MIS/ Dashboard already created???</p>	<p>Yes, MIS Tool has been developed by the consultant of Sagarmala. It is not a COTS product. Presently</p>

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	<p>As part of this activity, the PMC shall</p> <p>a. track and monitor various projects and initiatives under the Sagarmala using the IT based MIS tool and dashboard created for this purpose by the consultant of Sagarmala. The consultants are expected to update the IT tools / apps and deploy the tool for review, monitoring and tracking</p>	<p>2. If yes, who has developed the MIS and Dashboard??</p> <p>3. If yes, is it a COTS product??</p> <p>4. Would it (MIS/Dashboard) require any further development/modifications??</p> <p>5. There is no mention of IT experience listed for the resources</p> <p>6. Process for data access and storage</p> <p>7. The term update should be more clearly defined. It does not specify whether the consultants are required for development of tools/ apps or whether they are required for updating the data.</p> <p>8. RFP mentions apps. Please provide clarity whether mobile apps would be required. If yes, please provide the technical specifications of the mobile apps.</p> <p>9. Please provide the clarity on:</p> <p style="padding-left: 40px;">a. Data Base Version</p> <p style="padding-left: 40px;">b. Programming language used for development</p> <p style="padding-left: 40px;">c. Infrastructure Deployed</p> <p>10. We need clarity on screen wise functionality of MIS</p> <p>11. Whether there are any further interventions envisaged during the engagement</p>	<p>no further development / modifications is envisaged. However, in future it may further developed / modified, if necessary. The Process for data access and storage will be provided to the successful bidder. Consultants are required primarily for updating the data in the tool. Presently no mobile app would be required. However, in future it may be required, if necessary. All other details for the same will be provided to the successful bidder</p> <p>Ministry will provide access on request to the bidders for viewing the existing MIS Tool</p>
g)	<p><b>GENERAL CONDITIONS OF CONTRACT</b></p> <p>Liquidated damages, Page 103, Clause 6.11</p> <p>If the selected Consultant fails to complete the Assignment, within the period specified under the contract, the consultant shall pay to the Client, fixed and agreed liquidated damages, and not as penalty, @ 1% of the contract fees for each week of delay or part thereof. The aggregate maximum of liquidated damages payable to the Client under this clause shall be subject to a</p>	<p>As per our experience of having worked infrastructure sector for various ministries and government departments, liquidated damages have been in the range of 0.1% to 0.5% of the contract fee for each week of delay subject to a maximum of 5% of the total contract fees. We would request you to reduce the liquidated damages to 0.5% of the contract fee for each week of delay subject to a maximum of 5% of the total contract fees.</p>	<p>Clause 6.11 (Page 103) has been modified as follows:</p> <p>Liquidated damages If the selected Consultant fails to complete the Assignment, within the period specified under the contract, the consultant shall pay to the Client, fixed and agreed liquidated damages, and not as penalty, <b>@ 0.5% of the contract</b> fees for each week of delay or part thereof. The aggregate maximum</p>

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	maximum of 10% of the total contract fees.		of liquidated damages payable to the Client under this clause shall be subject to a maximum of <b><u>5% of the total contract fees.</u></b>
7	<b>Name of Firm: MECON Limited</b>		
a)	<b>Refer Section – 5:</b> Terms of reference, Annexure 2-1 (Team Composition): There is a mention about port team in addition to the description of core team and the resource pool	Please clarify port team, number of personnel required and their educational background and the detailed scope of work of port team.	“Port Teams” refers to the officials of the Major Ports with whom the PMC team will be interacting as part of their work.
b)	<b>Refer Clause no. 7.13 &amp; 7.15</b> of RFQ document (Pg 24.& 25) regarding out of pocket expenditure:	Whether to include the same for the port team or not.	“Port Teams” refers to the officials of the Major Ports with whom the PMC team will be interacting as part of their work.
8	<b>Name of Firm: KPMG Advisory Services Private Limited</b>		
a)	<b>General Query</b>	Please Clarify whether the word ‘Director’ in this RFP refers to Board of Directors or Directors by designation or both or whether the word ‘Partners’ in this RFP refers to Partners or Partners by designation or both.	‘Director’ may refer to any person designated as Director in the organization and includes the Board of Directors  ‘Partner’ may refer to Partners or Partners by designation.
b)	<b>Page – 48, Point No. – 5</b> <b>Page – 70, Point No. – 5</b>	We certify that in the last 3 years, we have neither failed to perform on any contract as evidenced by imposition of a penalty by an arbitral or a judicial authority or a judicial pronouncement or arbitration award against the applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.	Query not clear. Provisions of RFP will be applicable.
c)	<b>Page – 48, Point No. – 9</b> <b>Page – 70, Point No. – 9</b>	We certify that in regard to matters other than security and integrity of the country, we or any of our affiliates <b><u>in India</u></b> have not been convicted by a court of law or indicted or adverse orders passed by a	The original clause given in the RFP remains the same.

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	We certify that in regard to matters other than security and integrity of the country, we or any of our affiliates have not been convicted by a court of law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Project or which relates to a grave offence that outrages the moral sense of the community.	regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Project or which relates to a grave offence that outrages the moral sense of the community.	
d)	<p><b>Page – 48, Point No. – 10</b> <b>Page – 71, Point No. – 10</b></p> <p>We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a court of law for any offence committed by us or by any of our affiliates. We further certify that neither we nor any of our consortium members have been barred by the central government, any state government, a statutory body or any public sector undertaking, as the case may be, from participating in any project or bid, and that any such bar, if any, does not subsist as on the date of this RFP.</p>	We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a court of law for any offence committed by us or by any of our affiliates <b>in India</b> . We further certify that neither we nor any of our consortium members have been barred by the central government, any state government, a statutory body or any public sector undertaking, as the case may be, from participating in any project or bid, and that any such bar, if any, does not subsist as on the date of this RFP.	The original clause given in the RFP remains the same.
e)	<b>Page – 48, Point No. – 10</b>	We further certify that no investigation by a regulatory authority	The original clause given in the

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	<p><b>Page – 71, Point No. – 10</b></p> <p>We further certify that no investigation by a regulatory authority is pending either against us or against our CEO or any of our Directors / Partners / Managers.</p>	<p>is pending either against us or against our CEO or any of <u>our Directors</u>.</p>	<p>RFP remains the same.</p>
f)	<p><b>Page – 57, Point – d</b></p> <p>There is no litigation pending or, to the best of such Party's knowledge, threatened to which it or any of its Affiliates is a party that presently affects or which would have a material adverse effect on the financial condition or prospects or business of such Party in the fulfillment of its obligations under this Agreement.</p>	<p>There is no litigation pending or, to the best of such Party's knowledge, threatened to which it or any of its Affiliates <u>in India</u> is a party that presently affects or which would have a material adverse effect on the financial condition or prospects or business of such Party in the fulfillment of its obligations under this Agreement.</p>	<p>The original clause given in the RFP remains the same.</p>
g)	<p><b>General Query</b></p>	<p>Request you to restrict the exclusivity to the bidding entity only.</p>	<p>Query not clear. Provisions of RFP will be applicable.</p>
h)	<p><b>General Query</b></p>	<p>Please include the following clause: “The liability of the consultant will be limited in accordance with clause 204 (i) of Global Financial Rules (“GFR”). Accordingly, based on the GFR and standard industry practice, the aggregate liability of the consultant for direct damages under this RFP shall be limited to one time the fees paid to the consultant.</p>	<p>Not accepted</p>
i)	<p><b>General Query</b></p>	<p>Please clarify whether re-imburement of Out of Pocket Expenditures (OPEs) will be done on lump-sum or on actual basis.</p>	<p>Refer Addendum I</p>
j)	<p><b>General Query</b></p>	<p>Since no legal expert is required as per the RFP, we assume that</p>	<p>Any legal services arising out of</p>

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		any legal services arising out of the scope of the work of the consultant shall be provided by SDC/IPA/MoS. Please Clarify	the scope of the work of the consultant has to be provided by the consultant only. If any expert opinion on a specific legal issue is required, the same shall be provided by SDC / IPA / MoS.
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