

Clarifications of Pre-Bid Queries
RFQ for Empanelment of Consultants as Transaction Advisor for PPP Projects

S.no	Clause Description	Details of Item per Tender Requirement	Query/ Suggestion	Clarifications
I.	Name of Firm : M/s Alia Consulting Solutions			
1			We are empanelled as transaction advisor consultant. Do we still need to re-empanel?	Yes, Old empanelment stands discharged. This is a fresh empanelment. Please refer Notice on IPA Website.
	Name of Firm : M/s DRA Consultants Ltd.			
2	Document Fee Page no. 3	Submission of document fee of Rs.10, 000/- for each RFQ on or before 1500 Hrs on 06/03/2017. & In case, if RFQ is downloaded from website, the requisite application fee of Rs 10,000/- in form of Demand Draft, in favor of Indian Ports Association shall be submitted along with bid.	As the document was downloaded from website www.ipa.nic.in . we presume to submit application fee of Rs. 10,000/- in the form of Demand Draft in favor of Indian Ports Association along with the Bid Submission. Please confirm.	Yes
3	8.0 Evaluation criteria for Class A 8.2 Human Resources Page no. 9	The applicant should indicate the details of FTE professionals along with supporting documents for their engagement and provide an organization structure of the applicant indicating the FTE professional in that category.	We request you allow self-certification of Key Experts over support documents of engagement as the Experts are from wide range of industrial practice.	1. Employees/ Professionals who has exclusive long term contract of more than 3 years shall be considered as FTE professionals. 2. Letter issued by the HR department of the company will suffice as supporting

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				documents in addition to the requirements at 8.2.1.
4	9.15 EARNEST MONEY DEPOSIT	EMD amount is Rs. 2,50,000/- The Earnest Money shall be paid in the form of Demand Draft (DD) issued by a Nationalized Bank / Scheduled Bank drawn on New Delhi Branch of the Bank in favour of the Indian Ports Association, New Delhi.	We request you allow submission of EMD in the form of Bank Guarantee as well.	Clause remains unchanged
	Name of Firm : M/s CRISIL			
5	Clause 7.1	Average annual turnover during the last 3 financial years ending 31st March (, 2013-14, 2014-15 and 2015-16) should be at least, Rs 75 Lakhs	We observe an accounting cycle with year ending on December 31st. Thus request you to accept, <i>Average annual turnover during the last 3 financial years ending with 31st December (2013, 2014 and 2015)</i>	Accepted w.r.t only those companies who observe accounting cycle with year ending on December 31st.
6	Clause 8.1.1	The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team experience separately in not more than 2 pages for specific assignments by the authorized person of the firm.	Request to consider the mandate letter or CA certificate in cases where completion certificate is not available.	Certificate from statutory auditor for receipt of 100% professional fee for each assignment to support the claim will also be considered in place of completion certificate. However, if required, IPA will verify the completion claim from client.

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7	Appendix-1	Note: For each additional project - additional 2 points will be given if the similar project cost is not less than Rs. 100 cr and 3 points if the similar project cost is not less than Rs. 125 cr and 5 points if the similar project cost is not less than Rs. 200 cr.	Request for change in scoring to: For each additional project - additional 3 points will be given if the similar project cost is not less than Rs. 100 cr and 5 points if the similar project cost is not less than Rs. 125 cr and 8 points if the similar project cost is not less than Rs. 200 cr.	Clause remains unchanged
8	Appendix 1	Minimum Qualification for Finance Key Personnel: Either CA or ICWA or CFA or MBA (Finance) having 5 years' experience.	We request the Authority to consider Post Graduate Diploma (Finance) and Master of Management Studies (Finance) as equivalent to MBA	Clause Amended. It may be read as:- Minimum Qualification for Finance Key Personnel: Either CA or ICWA or CFA or MBA (Finance) (or Equivalent) having 5 years' experience.
9	Guidance Note at Schedule (Refer 10.3)	3. Conflict of interest may arise between the Major Ports/IPA and a Transaction Advisor or between Transaction Advisors and present or future concessionaries/contractors. Some of the situations that would involve conflict of interest are identified below: (a) Major Ports/IPA and Transaction Advisors: (i) Potential Transaction Advisor should not be privy to information from Major Ports/ IPA which is not	We request deletion of the statement as those firms that are currently providing TA services for Major Ports will not be able to apply for empanelment as they have worked on projects as part of their scope	Clause remains unchanged

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		available to others; or (ii) Potential Transaction Advisor should not have defined the project when earlier working for the Major Ports/IPA; or (iii) Potential Transaction Advisor should not have recently worked for		
10	8.1.1	The applicant should provide details of completed assignments in the last 07 years to demonstrate experience in providing the consultancy service.	<i>Request considering projects which were completed on or after 1/01/2010, for eligibility and scoring</i>	Projects completed from February 2010 onwards will only be accepted
<u>Name of Firm : M/s Almondz Global Securities Limited</u>				
11	Page 3 : Indian Ports Association invites Requests for Qualification (RFQ) for empanelment as Transaction Advisors for class namely:	Class-A (Transaction Advisory Services for the PPP Projects with Estimated Cost of Project more than 250 Cr).	Since the marking table for all the classes namely A,B,C has been given on page 10. Kindly clarify whether this empanelment is to be done for only A category or for B & C as well.	This RFQ is only for Class-A projects. Under Class- A, 3 list of empanelment will be prepared based on marks obtained i.e. Category-A TA, Category-B TA & Category-C TA. PI refer to Addendum-2.
12		The requisite document fee of Rs. 10,000/- in the form of Demand Draft drawn in favour of Indian	We had submitted the document fee of Rs. 10,000/- for Empanelment of Transaction	Not accepted. Since document fees is non-refundable, needs to be submitted again.

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		Ports Association shall be submitted along with bid.	Advisor for Major Ports, May, 2016, which was subsequently annulled. We request the authority to kindly adjust our document fee of Rs. 10,000/- with this Empanelment.	
Name of Firm : M/s SPA Capital Advisors Ltd				
13.		A similar RFQ No. IPA/GAD/Consultant-FA/2016 dated 07/12/2016 was issued for Financial Consultants similar to this RFQ- IPA/GAD/Consultant-TA/ 2017 dtd 24/02/2017 for Transaction Advisors	Both the RFQs are similar and there is no specific mention about the Key Persons. Please clarify if the consultants who applied in response to the earlier RFQ No. IPA/GAD/Consultant-FA/2016 dated 07/12/2016 can also bid in this RFQ and there will be no conflict of interest if selected for both the RFQs	RFQ No. IPA/GAD/Consultant-TA/2016 dated 07/12/2016 has already been discharged. This is a fresh RFQ.
14.		In the first Para 2 at page5 it is mentioned "To execute these projects, Ports would require the services of the consultants to assist the Ports in various activities like preparation of Feasibility / Project reports, tariff proposals, appointment of transaction advisors	Please clarify if the Transaction advisors need to know what type of inhouse capabilities are to be disclosed except the. Team of Technical Persons like engineers & other technocrats for preparation of Technical report, Tariff Plans etc	TA has to furnish the experience as per Clause 8.0. and TP-2.

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		& independent engineers, preparation of EMP reports, and project monitoring etc”.		
15		As per Clause 6 at page 6 & 7, under Brief Scope of Transaction Advisor need to do several technical work like :Preparation of Techno Economic Feasibility Report if required, Preparation of Expression of Interest PPP (BOT/Captive) projects and its evaluation, As per the Model Documents of Ministry, preparing RFQ on the basis of Feasibility Report and updated figures, data and statistics, etc. ,scrutiny & evaluation thereof, Preparation for Pre-Bid and other meetings, conducting the same, preparing replies/clarifications in consultation with officials of Ports. Preparation of Tariff Proposal as per prevailing standard guidelines issued by TAMP, clarification to the queries raisedby TAMP and assist Port for finalization of the same from TAMP etc	Please clarify if the Bidders are supposed to have the relevant Technical Experts at their rolls or as FTE or may use the experts from their approved panel.	PI refer clause 8.2. Employees/Professionals who have exclusive long term contract for more than 3 years shall be considered as FTE professionals.

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<p>16.</p>		<p>In the first last Para at page 8 under "Similar Work" it is mentioned "The Tenderer should have experience of providing Transaction Advisory Services i.e. providing qualified Legal, Financial & Technical Experts with a minimum Three years experience for carrying out PPP Transactions in any infrastructure Projects"</p>	<p>1. Please clarify the types of Technical & Legal Services to be provided means any of the services provided in the Scope of Work as per this RFQ and for PPP Transactions, Please clarify the definition of the PPP projects. If the following types of projects will be considered</p> <p>a. where in project given to Private land was given by Govt as part of its contribution but when it was completed other PSU taken over and completed the same.</p> <p>b. Where the projects are given under MOU to Private sector to put up the power projects and Govt assured the buyback of Power from them at certain predefined rates</p> <p>c. Please also clarify if the project of State /Central Govt was given for Credit Enhancement with the resultant credit rating and the project has to be developed under PPP model. Such projects will be covered under PPP model</p>	<p>The Clause is self-explanatory.</p>
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			<p>d. In case where the projects (Road Projects) were developed by Pvt Sector and later transferred to Annuity Model</p> <p>2. Please also clarify the projects un EWS Housing will be covered under Infrastructure Projects.</p>	
17		<p>As per note under clause 8.1.1 at page 9 under the heading Response it is mentioned, "The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team experience separately not more than 2 pages for specific assignments by the authorized person of the firm."</p>	<p>Please clarify the limitation of not more than 2 pages is for the whole team experience or an individual member of the Team</p>	<p>The clause refers to details of the nature of consultancy provided for each completed assignment.</p>
18.		<p>As per clause 8.1.1 at page 9 under Evaluation Criteria for Class A 'The applicant should provide details of completed assignments in the last 07 years to demonstrate experience in providing the consultancy service.' and also</p>	<p>1. We request that all the projects done by the company may be considered for Qualification and for total experience for total points. In a recent RFQ by Ministry of Urban Development the all the projects done by bidders were</p>	<p>Clause remains unchanged.</p> <p>The RFQ document as stated is comprehensive to answer all your queries</p>

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		<p>under clause 7.2 at page 8 providing "Experience of having successfully completed similar works during last 7 years, ending last day of the month previous to the one in which applications are invited should be either of following..."</p>	<p>considered not limiting to a few years only.</p> <p>2. Here, please also clarify how to ascertain that the bidder is in providing similar services during all the last seven years or the bidders should be in existence for last seven years and may or may not done similar projects in all the last 7 seven years</p> <p>3. No pre-Qualification for Category B & C provided.</p> <p>Please clarify if the same prequalification applies to Type B & C of Seven years' experience and minimum size of the projects</p>	<p style="text-align: center;">Refer Addendum No-2</p>
<p>19.</p>		<p>As per clause 8.1.1 at page 9 under Evaluation Criteria for Class A Response : The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team</p>	<p>Normally there is no certificate is provided by the client. Please clarify that in absence of clients, the bidder may provide the proof of the receipt of the fee for the assignment as the necessary document</p>	<p>Certificate from statutory auditor for receipt of 100% professional fee for each assignment to support the claim will also be considered in place of completion certificate. However, if required, IPA will</p>

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		experience separately not more than 2 pages for specific assignments by the authorized person of the firm.		verify the completion claim from client.
20.		<p>As per Clause 8.2.1 at Page 9 'Human Resources under main heading Evaluation Criteria' Full Time equivalent (FTE)</p> <p>Response: The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team experience separately in not more than 2 pages for specific assignments by the authorized person of the firm.</p>	<p>Please clarify how the FTE professional is defined</p> <p>2.Even for Key Personnel the certificate from the Clients is not issued and it is requested to do away with this condition</p>	FTE refers to full time equivalent. Employees/ Professionals who have exclusive long term contract for more than 3 years.
21		As per Clause 8.2.1 at Page 9 'Evaluation Criteria' Response The applicant should indicate the details of FTE professionals along with supporting documents for their engagement and provide an organization structure of the	Please clarify what supporting document for engagement or only the declaration by the Bidder will be Sufficient	<p>Employees/ Professionals who have exclusive long term contract for more than 3 years shall be considered as FTE professionals.</p> <p>Letter issued by the HR</p>

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		applicant indicating the FTE professional in that category		department of the company will suffice as supporting document for employment in addition to the document required under clause 8.2.
22		As per clause 10 at Page 17 under 'Conflict of Interest': The normal way to identify conflicts of interest is through self-declaration by Financial Advisors. Where a conflict exists, which has not been declared, competing companies are likely to bring this to the notice of the Major Ports/IPA. All conflicts must be declared as and when the Financial Advisors become aware of them	SPA Capital Advisors is a leading Merchant Banker/Arranger for raising the large debts. If at any further stage Bidders are required to shortlist the Arrangers of Funds Raising for the Projects of the Individual Ports, there may arise Conflict of Interest. Please clarify should we declare the same at the time of this Bid and address the same by defining different teams for Fund Raising and Financial Advisory as defined in the 'Guidance Note on Conflict of Interest' applicable for large companies avoiding Conflict of Interest through the use of Chinese Wall	Yes
23		Appendix-I Clause 2.1 page 22 under "Details of full time Equivalent (FTE) professional as per Clause 8.2.1 (Project value more than Rs 250	1. Please clarify 'Min 20 FTE' means minimum 20 Full Time Professionals employed in relevant activities and also how "Project value more than Rs 250	FTE refers to full time equivalent. Employees/ Professionals who have exclusive long term contract

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		Cr)Min 20 FTE	<p>Cr" means to relate with the FTE and how to define FTE as per RFQ</p> <p>2. Please also clarify the Organizational Chart motioned here is to given for the whole company or Group or the Team handling the assignment as Financial Advisors to be proposed in the present RFQ</p> <p>3. Pease also clarify If Team Lead working on the other projects may be common now or a exclusively dedicated team is required.</p> <p>4. Please also clarify how to relate the term (Project value more than Rs 250 Crs) mentioned</p>	<p>for more than 3 years.</p> <p>As per clause 8.2.1 organisation structure of the applicant need to be submitted.</p> <p>This will be considered while inviting price bid.</p> <p>The total cost of the project will be considered.</p>
Name of Firm : M/s IIFCL Projects Ltd				
24	(RFQ) FOR EMPANELMENT OF TRANSACTION ADVISORS		<p>IPA had conducted a similar exercise for Empanelment of Consultants (Financial Experts) in December 2016. The scope of work for the empaneled consultants among other things included preparation of Bid Documents, Conducting Bid</p>	<p>RFQ No. IPA/GAD/Consultant-TA/2016 dated 07/12/2016 has already been discharged.</p> <p>This is a fresh RFQ.</p>

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			<p>Process Management etc. similar to that of Transaction Advisor.</p> <p>Since there seems to be an overlap in the Scope of Work, we would like to request IPA to clarify, whether the panels shall co-exist and how the work between the two panels will be allocated.</p>	
25.	<p>Page 8</p> <p>Qualification Criteria for Empanelment of Consultant-Transaction Advisor</p>	<p>Similar Works: The Tenderer should have experience of providing Transaction Advisory Services i.e. providing qualified Legal, Financial & Technical Experts with a minimum Three years experience for carrying out PPP Transactions in any infrastructure Projects.</p>	<p>We believe that a successful infrastructure project requires a very strong financial appraisal of the project by the consultants and make the project bankable to facilitate the developer in achieving financial closure. In order to make the process of empanelment more inclusive for IPA/Port Trusts to have access to the most relevant advice, we suggest that the description of Similar Works be amended as follows:</p> <p><i>“The Tenderer should have experience of providing Transaction Advisory Services</i></p>	<p>Clause remains unchanged</p>

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			<p><i>i.e. providing qualified Legal, Financial and Technical Experts, as required, for including preparing revenue/financial model with a minimum three years in carrying out PPP Transactions in any infrastructure Projects to government, regulatory commission, tribunal, multilateral agencies, statutory authority, public sector entity or public sector financial institution”</i></p>	
26	<p>Page 8 Qualification Criteria for Empanelment of Consultant-Transaction Advisor</p>	<p>Similar Works: The Tenderer should have experience of providing Transaction Advisory Services i.e. providing qualified Legal, Financial & Technical Experts with a minimum Three years’ experience for carrying out PPP Transactions in any infrastructure Projects.</p>	<p>Our Suggestion is that if the Transaction Advisors are not expected to carry out any Technical Services, IPA may remove the requirement of having provided Technical Experts from the definition of Similar Works.</p>	<p>Clause remains unchanged</p>
27	<p>Page 8 Qualification Criteria for Empanelment of Consultant-</p>	<p>Similar Works: The Tenderer should have experience of providing Transaction Advisory Services i.e. providing qualified</p>	<p>We believe that it’s not the length of experience of the firm but the quality of experience of the firm, accordingly we request</p>	<p>Clause remains unchanged</p>

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	Transaction Advisor	Legal, Financial & Technical Experts with a minimum Three years experience for carrying out PPP Transactions in any infrastructure Projects.	IPA if they could relax the criteria of Minimum Three years to Two Years in the definition of Similar Works.	
28	Page 11 Point 9.8 General Conditions	For applicants who are subsidiaries of foreign companies (Equity of Foreign entity more than 50%) and if their turnover are claimed, the IPA/Major Port shall insist for a letter from the Parent Company to make their services available to Indian Company as required and demanded by IPA/Major Port without any extra financial liabilities.	In order to be able to provide the best team for the assignment and to be able to provide multi-disciplinary advice to IPA/Port Trusts, we suggest that applicants be allowed to showcase the expertise in terms of Key Personnel of their Parent/Group companies (Indian or Foreign Entity). Hence, we request you to kindly modify the referred clause as follows: <i>“For applicants who are subsidiaries/associates of Foreign /Indian companies (Equity of Parent entity more than 50%) and if their turnover/expertise are claimed, the IPA/Major Port shall insist for a letter from the Parent/Group Company to make their services available to Applicant as required and</i>	Clause remains unchanged

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			<i>demande d'IPA/Major Port without any extra financial liabilities."</i>	
29	<p>Page 9</p> <p>Stage-II (Short listing/Scoring criteria for empanelment of Transaction Advisor)</p> <p>8.1.1</p>	<p>(For Class A) Response : The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team experience separately not more than 2 pages for specific assignments by the authorized person of the firm.</p>	<p>In-order to have a strong qualification criteria and better screening process for quality work & consultants, completed projects and there support documents should be mandatory, however there are cases where consultants are engaged on a retainer ship /empanelled basis where there is substantial work being completed on a one-time fixed fee amount. Hence, we request you to kindly modify the referred clause as follows:</p> <p><i>"The applicant should submit client's completion certificate or CA Certificate for receipt of 100% professional fee for each assignment to support their claim along with firm's experience and team experience separately not more than 2 pages for specific assignments by the authorized person of the firm."</i></p>	<p>Clause remains unchanged.</p> <p>Certificate from statutory auditor for receipt of 100% professional fee for each assignment to support the claim will also be considered in place of completion certificate. However, if required, IPA will verify the completion claim from client.</p>

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30	<p>Page 22 Appendix 1 2.1</p>	<p>Details of full Time Equivalent (FTE) professional as per Para 8.2.1</p> <p>For 20 FTE – 10 points</p> <p>More than 20 FTE – 15 points</p>	<p>We believe that an Organization’s staff strength is essential in evaluating the proposal, however the emphasis could be on quality of personnel rather than the quantity being disclosed,</p> <p>We suggest to amend the following as:</p> <p>For 10-15 FTE (With relevant work experience) – 10 Points</p> <p>For more than 15 FTE (With relevant work experience) – 15 Points</p>	<p>Clause remains unchanged</p>
<p>Name of Firm : M/s Deloitte Touche Tohmatsu India LLP</p>				
31	<p>General</p>		<p>Kindly provide the status of the earlier empanelment for Transaction Advisors undertaken by IPA. Please confirm whether the Transaction Advisors empanelled earlier required to resubmit the Application</p>	<p>Earlier empanelment stands discharged.</p> <p>Please refer to our Notice of the website.</p>

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32	Section 6, Page No. 6 Brief scope of Transaction Advisory Services for Class-A for PPP Projects	Co-ordination and correspondence with concerned statutory State/Central Govt. organizations/persons.	We understand that consultants are not required to do any liaising work with State Government, Central Government and inter & Intra departmental liaising. Kindly confirm our understanding	Co-ordination and correspondence work with respective Statutory Authorities does not tantamount to liaison work
33	Section 5, Page No. 7 Categories of Empanelment	After signing of agreement with concessionaire, provide financial/legal opinion on implementation & operation of terminal	We understand the scope of work will be limited to contractual provisions related to the Concession Agreement. The consultant is not expected to provide advice related to business law, litigation, dispute resolution or any such matter in relation to implementation & operation of terminal. Kindly confirm our understanding	The clause remains unchanged. Broad Scope on the subject shall be elaborated by the respective port/organization in the offer invited for Price Bid
34	Section 8 Page No. 9 Stage-II (Short listing/Scoring criteria for empanelment of Transaction Advisor). 8.1	The applicant should submit clients completion certificate for each assignment to support their claim along with firm's experience and team experience separately not more than 2 pages for specific assignments by the authorized person of the firm.	In many cases client doesn't provide completion certificate. It is therefore requested to allow to submit other documentary evidence such as engagement letter, letter of award etc.	Certificate from statutory auditor for receipt of 100% professional fee for each assignment to support the claim will also be considered in place of completion certificate. However, if required, IPA will verify the completion claim from client.
35	Section 8 Page No. 9 Stage-II (Short listing/Scoring criteria for empanelment of Transaction	The applicant should indicate the team with the team leader and	We would like to highlight that the FTE professionals working with us has wide range of	Employees/Professionals who has exclusive long term

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	Advisor). 8.2.1	<p>the role and responsibility of each key member.</p> <p>The applicant should indicate the details of FTE professionals along with supporting documents for their engagement and provide an organization structure of the applicant indicating the FTE professional in that category.</p>	<p>industry experience. The experience of individuals may be from their earlier organizations.</p> <p>As an Industry wide practice, self-certification from professional are allowed. Therefore, we request you to kindly allow self-certification of Individual.</p>	<p>contract of more than 3 years shall be considered as FTE professionals.</p> <p>Letter issued by the HR department of the company will suffice as supporting documents in addition to the requirements at 8.2.1.</p>
36	Section 8 Page No. 9 Stage-II (Short listing/Scoring criteria for empanelment of Transaction Advisor). 8.2.2	<p>Key Personnel The applicant should indicate the team key personnel with experience in finance and legal</p>	<p>The RFP seeks expertise in financial & legal aspects. We would like to highlight that legal practice is regulated by Bar council of India and typically, the Financial/Transaction advisory firms associate with registered legal practitioners on case to case basis. This also helps in providing the best legal expertise suited to the need of the project.</p> <p>Seeking legal expertise at this stage would necessitate exclusive association for legal expertise and might not be in the best interest of IPA.</p> <p>We request to kindly omit the legal person requirement from</p>	<p>Clause remains unchanged</p>

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			RFP for empanelment of Consultants and same may be procured & demonstrated by the empanelled Transaction advisor on project to project basis, prior to selection for respective projects.											
37	Section 8 Page No. 10 Empanelment Categories 8.3	<p>The applicant may be empanelled based on Marks obtained as Follows.</p> <table border="1"> <thead> <tr> <th>Category</th> <th>Percentage of Marks</th> </tr> </thead> <tbody> <tr> <td>Category-A</td> <td>>/=90%</td> </tr> <tr> <td>Category-B</td> <td>>/=80%</td> </tr> <tr> <td>Category-C</td> <td>>/=70%</td> </tr> <tr> <td>Shall not be considered for empanelment</td> <td>< 70 %</td> </tr> </tbody> </table>	Category	Percentage of Marks	Category-A	>/=90%	Category-B	>/=80%	Category-C	>/=70%	Shall not be considered for empanelment	< 70 %	Please explain the significance of these categories with regards to Empanelment of Consultant	<p>This RFQ is only for Class-A projects. Under Class- A 3 list of empanelment will be prepared based on marks obtained i.e. Category-A TA, Category-B TA & Category-C TA.</p> <p>Pl refer to Addendum-2.</p>
Category	Percentage of Marks													
Category-A	>/=90%													
Category-B	>/=80%													
Category-C	>/=70%													
Shall not be considered for empanelment	< 70 %													
38	Section 9; General Conditions; 9.15 EMD	<p>The Earnest Money shall be paid in the form of Demand Draft (DD) issued by a Nationalized Bank / Scheduled Bank drawn on New Delhi Branch of the Bank in favour of the Indian Ports Association, New Delhi. The EMD must be forwarded in separate cover (cover D) along with Tender. In case, it is not forwarded as stated above, the tender will be liable to be rejected. No cash remittance along with the tender will be accepted. The</p>	<p>EMD of successful bidders/ Empanelled bidders will be retained for the entire period of empanelment i.e 3 years by IPA or such extended period by IPA.</p> <p>We understand that EMD of all successful bidders will be kept for 3 years and it will be refunded after 3 years.</p> <p>Kindly confirm our</p>	<p>Understanding is correct</p>										

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		amount of earnest money will be refunded to disqualified Tenderers/non Short listed tenderers as soon as possible by IPA. No interest will be allowed on the earnest money from the date of receipt until it is refunded. EMD of successful bidders/Empanelled bidders will be retained for the entire period of empanelment i.e 3 years by IPA or such extended period by IPA.	understanding. Also, it is suggested that EMD for the purpose of empanelment may be refunded and instead project specific EMD may be sought for each project under the empanelment.	Clause remains unchanged
39	Annexure 1, Page 45	Technical Proposal – Other Undertakings Undertaking regarding non-disclosure/sharing of confidential information with third parties	As per the industry practices, non-disclosure agreements have a sunset period defined as perpetual non-disclosure agreements are open to contest. Accordingly, it is requested that the nondisclosure obligations may be limited to empanelment period and two years thereafter.	Clause remains unchanged
Name of Firm : M/s TATA Consulting Engineers Limited				
40	Page 6- Brief scope of Transaction advisory services for Class-A for PPP Projects		Kindly delete “Preparation of Techno-Economic Feasibility Report if required” as a typical TEFR requires 80% technical expertise and 20% Financial domain & analysis	Clause remains unchanged

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41	Page 23-Appendix-I Key personnel as per para 8.2.2		Under minimum qualification criteria mentioned for Key personnel's, technical Key Personnel is not listed, hence reinforces the deletion/exclusion of TEFR from the eligible jobs types mentioned for evaluation.	Clause remains unchanged.
Name of Firm : M/s SREI				
42	Clause 7.1	Experience of having successfully completed similar works during last 7 years	Since the progress of PPP Projects is rather slow in the country, we would request you to kindly consider time frame of 10 years instead of 7 years preceding the PDD.	Clause remains unchanged
Name of Firm : M/s Capital Square Advisors Private Limited				
43	Note no. 2 of point No. 8 on Evaluation Criteria for Class A		The applicant has to score minimum 50 % points in each sub criteria viz 8.1.1, 8.2.1 and 8.2.2 for getting qualified.	PI refer Note 1 & 2 and clause 8.3 on page 10.
44	Clause 8..2.1 provides as under Full Time Equivalent (FTE) professional	The applicant should indicate the team with the team leader and the role and responsibility of each key member	Upto 15 points as per criteria given at Appendix 1	Clause remains unchanged
45	45 points for Human Resources as per Para 8.2, of which 15 points 2.1 of Appendix 1	Details of Full Time Equivalent Professional as per Para 8.2.1. For Class A (Project value more than Rs. 250 Crs – Min 20 FTE)	For 20 FTE 10 points More than 20 FTE 15 points	Clause remains unchanged
46	2.1 of Appendix 1	Details of Full Time Equivalent professional as per Para 8.2.1. For Class A (Project value more than Rs. 250 Crs – Min 20 FTE)	For 10 15 FTE 7.50 points For 16 20 FTE 10 points More than 20 FTE 15 points	Clause remains unchanged