

Response to the Pre-Bid Queries

Project : Transformation Consultants for Industrial Area Development at Kalinganagar

Issued by : Collector, Jajpur, Odisha

Date : 04/07/2021

Sl. No.	Page No.	Reference Clause No.	Reference Clause	Query/ Suggested Change	Response
1	13	3.1 (b) Eligible Agencies	The bidder should have a Minimum Turnover of INR 1,000 crore from consulting/ advisory business during the last 3 (three) preceding financial years i.e. FY 2017-18, FY 2018-19 and FY 2019-20 (Supported by duly audited balance sheet and statutory auditor certificate)	Request you to please clarify on the figure for minimum turnover requirement from consulting/advisory business.	As per RFP
2	16	3.4 (1.a) Eligible Agencies	The bidder should have a Minimum Turnover of INR 1,000 crore from consulting/ advisory business during the last 3 (three) preceding financial years i.e. FY	Request you to please clarify on the figure for minimum turnover requirement from consulting/advisory business. It should be INR 100 crore instead of INR 1000 crore because on Page 16, Section 3.4 (1.a), full	Page 16, Section 3.4, (1.a) to be read as: Annual Average Turnover for the last three (3) years: 10 marks for the bidder with highest average annual turnover. Other bidders shall be awarded

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			2017-18, FY 2018-19 and FY 2019-20 (Supported by duly audited balance sheet and statutory auditor certificate)	marks are awarded for turnover of INR 100 crore. Therefore, requesting for a clarification.	<p>prorated marks. Please refer to below table as an illustration.</p> <table border="1"> <thead> <tr> <th>Bidder</th> <th>Avg. Annual Turnover (of Last Three Years)</th> <th>Marks assigned for this Criteria (Max. Marks: 10)</th> </tr> </thead> <tbody> <tr> <td>X</td> <td>INR 3000 crore (highest average annual turnover)</td> <td>10</td> </tr> <tr> <td>Y</td> <td>INR 1500 crore</td> <td>5</td> </tr> <tr> <td>Z</td> <td>INR 1200 crore</td> <td>4</td> </tr> </tbody> </table> <p>Above requirement shall be demonstrated by submitting audited financial statements for the last three (3) years.</p>	Bidder	Avg. Annual Turnover (of Last Three Years)	Marks assigned for this Criteria (Max. Marks: 10)	X	INR 3000 crore (highest average annual turnover)	10	Y	INR 1500 crore	5	Z	INR 1200 crore	4
Bidder	Avg. Annual Turnover (of Last Three Years)	Marks assigned for this Criteria (Max. Marks: 10)															
X	INR 3000 crore (highest average annual turnover)	10															
Y	INR 1500 crore	5															
Z	INR 1200 crore	4															
3	15	3.1 (f) Eligible Agencies	The bidder should have experience of working with District Mineral Foundation in India (at-least 1 engagement)	<p>This clause seems to be restrictive for consideration as eligible agencies and as such we request you to please consider expanding this criterion to as follows:</p> <p>“The bidder should have experience of working with District Mineral Foundation in India / or any other Mineral or Mineral Development Corporation or related entity of State or Central government / department in India”</p>	<p>Accepted.</p> <p>Page 14, 3.1 (f) Eligible Agencies to be read as: “The bidder should have experience of working with District Mineral Foundation in India or any other Mineral or Mineral Development Corporation or related entity of State or Central government / department in India”</p>												

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4	18	3.3 Bid Evaluation	<p>The firm will be selected based on combined Techno-Financial evaluation of the proposal in the ratio of 80% (Technical) and 20% (Financial). The financial bids will be evaluated on a score 0 to 20. L1 will get 20 marks and the others will get marks in proportion to L1. Thus, if the quote of L1 is Rs. X and L2 is Rs. Y, then L2 will get $Y/X \times 20$ marks.</p> <p>Commercial bids with less than 70% cost of average lumpsum cost, shall be disqualified. Average lumpsum cost shall be calculated as the average cost of upto four (4) of the lowest bidders, excluding the cost of L1. For example, 4 bidders namely A, B, C and D have quoted Rs 100, 110,</p>	<ol style="list-style-type: none"> 1. There seems to be a discrepancy in the formulae. Instead of $Y/X \times 20$ marks, it could be $X/Y \times 20$ marks. Request you to please clarify. 2. We would request more clarity on this aspect. In the example provided, the quotations of all four bidders are not included for calculation of lumpsum cost. $(100 + 110 + 120 + 50) / 4 = 95$ 70% of average cost = 66.5 Since D (Rs. 50) has quoted less than 70% of average cost, is shall be rejected. 	<p>Accepted.</p> <p>Page 15, Section 3.3 Bid Evaluation to be read as: The firm will be selected based on combined Techno-Financial evaluation of the proposal in the ratio of 80% (Technical) and 20% (Financial). The financial bids will be evaluated on a score 0 to 20. L1 will get 20 marks and the others will get marks in proportion to L1. Thus, if the quote of L1 is Rs. X and L2 is Rs. Y, then L2 will get $(X/Y) \times 20$ marks. Commercial bids with less than 70% cost of average lumpsum cost, shall be disqualified. Average lumpsum cost shall be calculated as the average cost of upto four (4) of the lowest bidders, excluding the cost of L1. For example, 4 bidders namely A, B, C and D have quoted Rs 100, 110, 120 and 50 respectively as lumpsum cost. The average lumpsum cost shall be $(100 + 110 + 120 + 50) / 4 = 95$. The cost quoted by D (Rs 50) is less than 70% of the average cost of Rs 95. Thus, the commercial bid of D shall be rejected. In this case, cost quoted by A (Rs 100) shall be considered as L1. The successful applicant shall be the applicant having the highest combined score. In the event two or more proposals have the same scores in</p>

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			<p>120 and 50 respectively as lumpsum cost. The average lumpsum cost shall be $(100+110+120)/3 = 110$. The cost quoted by D (Rs 50) is less than 70% of the average cost of Rs 110. Thus, the commercial bid of D shall be rejected. In this case, cost quoted by A (Rs 100) shall be considered as L1. The successful applicant shall be the applicant having the highest combined score. In the event two or more proposals have the same scores in the final ranking, the proposal with the highest technical score should be ranked first.</p>		<p>the final ranking, the proposal with the highest technical score shall be ranked first.</p>
5	16	Evaluation Criteria	Additional clause	<p>It is requested to allow to use the qualification of the associates in the Bid.</p> <p>For purposes of this RFP, Associate means, in relation to the Bidder, a person who controls, is</p>	As per RFP

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				controlled by, or is under the common control with such Bidder (the "Associate").																			
6	17	Section 3.4, Evaluation Criteria for key personnel	<table border="1"> <thead> <tr> <th>Particulars</th> <th>%weightage</th> </tr> </thead> <tbody> <tr> <td>Requisite academic qualification</td> <td>20</td> </tr> <tr> <td>Requisite length of experience</td> <td>20</td> </tr> <tr> <td>Relevant professional experience in the sector</td> <td>30</td> </tr> <tr> <td>Experience relevant to the ToR</td> <td>30</td> </tr> </tbody> </table>	Particulars	%weightage	Requisite academic qualification	20	Requisite length of experience	20	Relevant professional experience in the sector	30	Experience relevant to the ToR	30	<p>It is requested to evenly distribute the % weightage for each, increasing weightage to quantitative terms of qualification and total experience and limiting weightage on type of experience.</p> <p>A suggestive weightage % is provided below for your kind consideration please.</p> <table border="1"> <thead> <tr> <th>Particulars</th> <th>%weightage</th> </tr> </thead> <tbody> <tr> <td>Requisite academic qualification</td> <td>25</td> </tr> <tr> <td>Requisite length of experience</td> <td>25</td> </tr> <tr> <td>Relevant professional experience in the sector</td> <td>25</td> </tr> </tbody> </table>	Particulars	%weightage	Requisite academic qualification	25	Requisite length of experience	25	Relevant professional experience in the sector	25	As per RFP
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7.	14	Section 3.2 (1), (2),(3), Key personnel		<table border="1"> <thead> <tr> <th>S.No.</th> <th>Key personnel</th> <th>Length of professional experience</th> <th>Qualifications</th> <th>Location</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Project Director</td> <td>15 years</td> <td> <ul style="list-style-type: none"> Master's degree in management or economics / finance / planning / engineering / other </td> <td>Off-site</td> </tr> </tbody> </table>	S.No.	Key personnel	Length of professional experience	Qualifications	Location	1	Project Director	15 years	<ul style="list-style-type: none"> Master's degree in management or economics / finance / planning / engineering / other 	Off-site	Section 3.2 (1), (2), (3) Key personnel to be read as: <table border="1"> <thead> <tr> <th>S.No.</th> <th>Key personnel</th> <th>Length of professional experience</th> <th>Qualifications</th> <th>Location</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Project Director</td> <td>15 years</td> <td> <ul style="list-style-type: none"> Master's degree in management or economics or finance or planning or engineering </td> <td>Off-site</td> </tr> </tbody> </table>			S.No.	Key personnel	Length of professional experience	Qualifications	Location	1	Project Director	15 years	<ul style="list-style-type: none"> Master's degree in management or economics or finance or planning or engineering 	Off-site
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							<ul style="list-style-type: none"> related field • Experience of working on government consulting assignments for housing and other related projects and leading the team. 						<ul style="list-style-type: none"> ering or other related field • Experience of working on government consulting assignments for housing and other related projects and leading the team. 	
				2.	Team lead	8 years	<ul style="list-style-type: none"> • Master's degree in manag 	On-site						

Sl. No.	Page No.	Reference Clause No.	Reference Clause	Query/ Suggested Change					Response				
							ement / economics / finance or another related field <ul style="list-style-type: none"> • Experience of working and leading teams on government consulting projects 		2.	Team lead	8 years	<ul style="list-style-type: none"> • Master's degree in management or economics or finance or another related field • Experience of working and leading teams on government consul 	On-site
				3	Supply Chain	6 years	<ul style="list-style-type: none"> • Master's degree in 	On-site					

Sl. No.	Page No.	Reference Clause No.	Reference Clause	Query/ Suggested Change				Response				
							management/ economics/ finance or another related field <ul style="list-style-type: none"> • Experience of providing procurement support to government departments 	3	Procurement Expert	6 years	<ul style="list-style-type: none"> • Master's degree in management or economics or finance or another related field • Experience of providing procurement support to 	On-site
The work stream suggests Procurement/ supply side optimization. Hence, it is requested to modify the name of the position to "Procurement Expert".												

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					government departments
8	16	Section 3.4, Evaluation Criteria 1.b, 1.c., 1.d.	<p>1.b International / Indian experience of working on frameworks / design / implementation / management / feasibility / transaction of industrial park concepts such as EIPs / green industries / green EPZs / SEZs / sustainability agenda /SDGs / unlocking climate finance with government agencies / MFIs (Multilateral Financial Institutions such as World Bank, ADB, etc.)</p> <p>1.c Experience of working with District</p>	<p>1.b International / Indian experience of working on frameworks / design / implementation / management / feasibility / transaction of industrial park or Infrastructure Projects concepts such as EIPs / green industries / green EPZs / SEZs / sustainability agenda /SDGs / unlocking climate finance/ Carrying Out Feasibility Study with government agencies / MFIs (Multilateral Financial Institutions such as World Bank, ADB, etc.)</p> <p>1.c. Experience of working in the State of Odisha with Government sector for atleast 5 years</p> <p>1.d. Experience of Project Management Consultancy / Project Management Unit / program management, business process, blueprint preparation, business planning, etc. for industrial development/Infrastructure Projects for, corporations and government</p>	<p>1.b and 1.e as per RFP</p> <p>1.c to be read as below: Experience of working in the State of Odisha with District Mineral Foundation in India or any other Mineral or Mineral Development Corporation or related entity of State or Central government / department in India</p>

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			Mineral Foundations in India 1.d Experience of program management, business process, blueprint preparation, business planning, etc. for industrial development authorities, corporations and government entities in India	entities in India													
9	7	Section 1.4(5) Indicative Schedule of Bidding Process	<table border="1"> <thead> <tr> <th>S.No.</th> <th>Description</th> <th>Tentative timeline</th> </tr> </thead> <tbody> <tr> <td>5</td> <td>Proposal due date</td> <td>15.07.2021 on or before</td> </tr> </tbody> </table>	S.No.	Description	Tentative timeline	5	Proposal due date	15.07.2021 on or before	<p>It is requested for extension of submission due date by at least 2 weeks, for preparation of more in-depth approach and efficient response to the RFP.</p> <p>A suggested proposal due date is 30 July 2021.</p>	<p>Accepted</p> <p>Page 7, Section 1.4 (5) to be read as</p> <table border="1"> <thead> <tr> <th>S.No.</th> <th>Description</th> <th>Tentative timeline</th> </tr> </thead> <tbody> <tr> <td>5</td> <td>Proposal due date</td> <td>28.07.2021 on or before 03:00 PM</td> </tr> </tbody> </table>	S.No.	Description	Tentative timeline	5	Proposal due date	28.07.2021 on or before 03:00 PM
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				03:00 PM	
10.	16	3.4 Evaluation Criteria	Technical qualifications – Firms ExperienceSl. 1.b.,1.c,1.d, 1.e.	It is requested to qualify the requirement to consider experience of “ongoing/ completed projects in last 10 years as on date of bid submission” for qualification mentioned under the categories as per Clause 3.4 1.b,c,d,e. Please refer detail scoring criteria table as given below at Sl. 10	As per RFP
11	16	3.4 Evaluation Criteria	3. Evaluation of A&M and Technical Presentation : 40marks	We understand that this is subjective assessment and hence we feel that that 40 marks allocation for this factor is very high. we request you to limit the marks to A&M and presentation to 25 marks maximum and distribute 15 marks to other evaluation parameters.	As per RFP
12	13	3.1 Eligible Agencies	b. The bidder should have a Minimum Turnover of INR 1,000 crore from consulting/ advisory business during the last 3 (three) preceding financial years i.e. FY 2017- 18, FY 2018-19 and FY 2019-20 (Supported by duly	b. We would like to draw your attention that in the eligibility criteria, a turnover of Rs 1000 Cr from consultancy business is mentioned; whereas in the scoring criteria, max. marks is given to TO of Rs 100 Cr. Hence, this discrepancy needs to be rectified. Looking at the scope of work and expected value of consultancy fees, TO of Rs 1000 Cr or	Pls refer S.No. 1 and 2 for clarification on point b. Pls refer S.No. 3 for clarification on point f Other clauses remain as per RFP.

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			<p>audited balance sheet and statutory auditor certificate).</p> <p>c. The bidder should have experience (ongoing / completed projects) of working in industrial development at International / Central / state / local level (Documentary evidence issued in the name of the bidding entity / consortium in the form of Signed Agreements / Work Order / Letter of Award (LoA) Certificate from Client / Self-Certified statement on bidding entity's company's letterhead.</p> <p>d. The bidder should have experience of working on frameworks, design, implementation and management of</p>	<p>100 Cr from consultancy services is not required.</p> <p>We request authority to kindly consider the below change;</p> <p>The bidder should have achieved an average annual turnover of Rs 20 Cr from consultancy / advisory business for last three financial years (FY 2017-18, 18-19 and 19-20). (Supported by duly audited balance sheet and certificate from statutory auditor / Chartered Accountant).</p> <p>c. The bidder should have experience (ongoing / completed projects) of working in Infrastructure Projects at International / Central / state / local level (Documentary evidence issued in the name of the bidding entity / consortium in the form of Signed Agreements / Work Order / Letter of Award (LoA) Certificate from Client / Self-Certified statement on bidding entity's company's letterhead. The experience of working in Industrial development would be preferable.</p> <p>d. The bidder should have experience of</p>	

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			<p>industrial park concepts (Documentary evidence issued in the name of the bidding entity / consortium in the form of Signed Agreements / Work Order / Letter of Award (LoA) Certificate from Client / Self-Certified statement on bidding entity's company's letterhead)</p> <p>f. The bidder should have experience of working with District Mineral Foundation in India (atleast 1 engagement).</p>	<p>working on frameworks, design, management of Infrastructure Projects (Documentary evidence issued in the name of the bidding entity / consortium in the form of Signed Agreements / Work Order / Letter of Award (LoA) Certificate from Client / Self-Certified statement on bidding entity's company's letterhead)</p> <p>f. The bidder should have been working the state of Odisha since last atleast 5 years.</p>	