



Municipal Administration & Urban Development (MA & UD)
Department,

Government of Andhra Pradesh

Limited Request for Expressions of Interest and Statements of
Qualifications for

Consultancy services for Smart City Master Planning and
Sector-specific Smart City Infrastructure Project Plans for
Visakhapatnam.

Andhra Pradesh, India.

A: Summary

The Government of Andhra Pradesh, through the Municipal Administration and Urban Development Department (MA&UD), wishes to obtain:

- Expressions of Interest (EoI) and related Statements of Qualifications (Qualifications)

From:

- Interested U.S. companies or groups of U.S. companies (“consortia”)

To provide:

- Consultancy services for Smart City Master Planning and Sector-specific Smart City Infrastructure Project Plans for Visakhapatnam, addressing development projects and opportunity areas set forth below (in B.5. Smart City Development Areas of Focus).

Selection:

- Based on the submitted EoI’s and Qualifications, the Government of Andhra Pradesh (GoAP), through the MA&UD Department, may select *one or more* U.S. companies or consortia to prepare detailed proposals for Smart City Master Planning and Smart City Infrastructure Project Plans, for funding consideration under the program guidelines of the U.S. Trade and Development Agency (USTDA).

Notification:

- It is the intent of the GoAP and the U.S. Trade and Development Agency (USTDA) to support the proposed services to address smart city development; however, this request for EoIs and Qualifications does not constitute a commitment by the GoAP nor the USTDA to provide funding for the Consultancy services for Smart City Master Planning and Smart City Infrastructure Project Plans.

B. Objective and Background:

1. The Government of India (GoI) has committed to uplifting the standard of living of its citizens and in this context has embarked on developing 100 Smart Cities in the country. To help achieve these objectives, the GoAP is committed to the development of smart cities within the state and is interested in working with US consulting firms focused on providing advisory services for Smart City development.
2. In January 2015, the USTDA and the GoAP signed a Memorandum of Understanding (MoU) to support the development of smart cities in Andhra Pradesh, particularly in the city of Visakhapatnam. Under this MoU the USTDA intends to contribute funding for feasibility studies/pilots, study tours, workshops/trainings, and any other projects mutually determined,

and to call upon U.S. industry organizations to mobilize private sector expertise and resources to address important infrastructure connected to developing smart cities.

3. The GoAP also intends to provide resources in support of smart cities development, to include but not be limited to technical information and data related to smart cities planning; staff, logistical and travel support; and budgetary resources. The GoAP is represented in this endeavor by the Municipal Administration and Urban Development Department (MA&UD) (the “Authority”) as the governing body responsible for urban civic governance in Andhra Pradesh.
4. In furtherance of the MoU, the Authority has decided to undertake “Consultancy Services for Smart City Master Planning and Sector-specific Smart City Infrastructure Project Plans for Visakhapatnam” (the “Project”). With the present Request for Expressions of Interest (EoI) and Statements of Qualifications (Qualifications), it is the intent of the Authority to select one or more qualified U.S. companies or consortia, and to request them to prepare detailed funding proposals for Smart City Master Planning and Smart City Infrastructure Project Plans to be considered under the program guidelines of the USTDA.¹
5. Smart City Development Areas of Focus: Consistent with a draft concept note on smart cities prepared by the GoI Ministry of Urban Department (MoUD) and the “Perspective Plan of Visakhapatnam to Make it as Smart City” prepared by GoAP, the Authority notes that interested companies/consortia should present their EoIs and Qualifications in terms of helping the GoAP to plan and improve the Competitiveness, Sustainability, Quality of Life, E-governance, and ICT integration of greater Visakhapatnam. Projects that could form part of Visakhapatnam’s smart city planning and coherent development are expected to include, but not be limited to, the following:
 - Smart Utilities, including smart electric grid;
 - Smart transportation/mobility systems, including intermodal connections among aviation-rail-road-port infrastructure;
 - Integrated emergency communications systems, including medical services, weather/fire/disaster preparedness and response systems;
 - Smart social ecosystem (includes environment, healthcare, and education subsectors); and,
 - Smart government, including e-governance services and systems.

¹ See www.ustda.gov for a description of USTDA’s funding programs and nationality requirements and for information on program proposals: <http://www.ustda.gov/program/proposals/>

C. Request for Expressions of Interest and Statements of Qualifications:

1. Qualifications and Experience Sought

The GoAP seeks one or more U.S. companies or U.S. company consortia teams with multiple technical experts and specialists that will be able to provide leadership and expertise in the following areas:

Urban Planning/ Master Planning Expert (*Team Leader*):

- Should have provided Technical Consultancy Services for at least 1 project including Detailed Master Plan and/ or Development Plan for Industrial Townships/ Special Economic Zones/ Satellite towns or New city development with a minimum area of 200 sq. kilometers in the last 5 years with a project cost of over USD 500 million (excluding land cost).
- Areas of advisory should include: GIS-based resource mapping of Land, City Assets mapping, Property mapping, detailed land use planning, preparation of urban design guidelines etc.
- Experience in Smart City projects India or abroad, and experience in land-use integration with ICT, Transport and utilities network, would be an added advantage.

ICT Infrastructure Expert (*Deputy Team Leader*)

- Should have worked / delivered at least 3 Datacenter Projects and 3 Network projects, experience of working on at least 2 Large ICT Programs, and should have managed at least 2 City Surveillance Projects in the last 5 years.
- Experience in managing at least 1 Smart City Project is an added advantage
- Experience in working for an ICT program with an Indian Government Agency is an added advantage

Infrastructure and Utilities Expert:

- Should have experience in preparation of infrastructure master plan for at least 1 project for all utilities and urban infrastructure including water supply and sanitation, sewerage, drainage, solid waste management, etc. for Industrial Townships/ Special Economic Zones/ Satellite towns or New city development with a minimum area of 200 sq. kilometers in the last 5 years.
- Advisory experience should include areas such as demand assessment, sourcing plans, life- cycle costing estimation, revenue estimation, recycle and reuse plan including rainwater harvesting, infrastructure phasing plan etc.
- Experience in Smart City projects India or abroad with adoption of smart technologies for utility planning and operations, would be an added advantage.

Transportation Expert:

- Should have experience in preparation of detailed Transportation Master Plan for at least 1 project in large Integrated township/Industrial Townships/Special Economic Zones/ Satellite towns or New city development with a minimum area of 200 sq. km using latest technology and software in the last 5 years.
- The Applicant should have advisory experience in Intelligent Transport Systems for at least one Urban Transport project at city level in the last 5 years.

- Experience in Smart City projects in India or abroad with Intelligent Transport System study component would be an added advantage.

Power Expert:

- Should have experience in designing and implementation of power system and allied infrastructure for at least 1 project in large Integrated township/Industrial Townships/ Special Economic Zones/ Satellite towns or New city development with a minimum area of 200 sq. km using latest technology and software in the last 5 years.
- Experience in Smart City projects India or abroad with study components such as smart grid, smart metering etc. would be an added advantage.

Environmental Expert:

- Should have experience in providing advisory services in atleast 1 project in the last 5 years in Industrial parks/ SEZs/ Industrial Corridors, Satellite towns or New city development with a minimum area of 200 sq. kilometers.
- Advisory assistance should have included areas such as environmental impact assessment, population of clearances and NOCs, environmental management plan and clean development mechanism, etc
- Experience in Smart City projects India or abroad would be an added advantage.

Financial Expert:

- Should have experience of providing Financial advisory in areas such as market assessment, financial modelling, value for money assessment, project structuring and financing options with experience in at least seven (7) of the following infrastructure sectors:
 - Water supply & sanitation, Solid waste management, Roads, Airports, Ports, Railways, Industrial parks/ SEZs/ Industrial Corridors, Logistics, Tourism, Urban Transport, Power

Procurement and TA Expert:

- Should have experience of providing PPP transaction advisory services to a Government Authority in at least 5 of the following sectors in the last 5 years:
 - Water supply & sanitation, Solid waste management, Roads, Airports, Ports, Railways, Industrial parks/ SEZs, Logistics, Tourism, Urban Transport, Power.
- It would be an added advantage if the applicant led advisory for the financial closure and appointment of a Developer / Operator for at least 1 PPP project in the last 5 years.
- Also it would be an added advantage if the applicant has provided transaction advisory for PPP projects in India.

Programme Management Expert:

- Should have senior experience in all facets of infrastructure advisory including planning, design, costing, monitoring, construction and Programme management in leadership capacity with accountability and responsibility for performance including quality, budget, schedule, client and stakeholder management, construction management, construction

monitoring including ensuring quality control of project works, certification of works etc. for at least 3 projects with a project cost of over USD 200 million (exc. land cost) in the last 5 years.

- Experience in large Integrated townships/Industrial Townships/Special Economic Zones/Satellite towns or New city development with a minimum area of 200 sq. km would be an added advantage.
- Experience in Smart/ low carbon/ sustainable urban or industrial development projects would be an added advantage.

Programme Planner for Cost Control and Schedule Management:

- Should have construction management experience in areas such as scheduling, project management documentation, creating claim schedules, analysis of delay claims, familiarity with web based tools such as Primavera, program monitoring etc. for large scale infrastructure projects for a minimum of 2 projects with a project cost of over USD 200 million (exc. land cost) in the last 5 years.
- Experience in large Integrated townships/Industrial Townships/Special Economic Zones/Satellite towns or New city development with a minimum area of 200 sq. km would be an added advantage.

Legal Expert

- Should have advised for PPP contract documents / concession agreements for at least 5 projects in the last 5 years.
- It would be an added advantage if the applicant has provided legal support towards bid process for at least 1 PPP project in India

2. Expression of Interest (EoI) Contents:

The GoAP requests that EoI submissions include the following:

- Transmittal Letter
- Cover/Title Page
- Table of Contents
- Executive Summary
- Firm Background Information- Organizational Structure & Management Plan
- Firm eligibility- Experience and Qualifications
- Key Personnel- Experience and Qualifications
- *Technical Project Ideas/Plans*
 - Note that it is the intent of the GoAP in this Request to allow interested U.S. companies and/or consortia at their option to present preliminary smart city project concepts for consideration, that may be taken up in a subsequent detailed proposal for funding.

3. Conditions of Eligibility of Applicants

The U.S. company/Applicants must read carefully the minimum conditions of eligibility (the “Conditions of Eligibility”) provided herein. Proposals of only those Applicants who satisfy the Conditions of Eligibility will be considered for evaluation.

To be eligible for evaluation of its Proposal, the Applicant shall fulfil the following:

- **Technical Capacity:** The Applicant shall fulfill the following conditions:
 - The Applicant should have experience in preparation of land- use and infrastructure master plan for at least 1 Industrial Townships/ Special Economic Zones/ Satellite towns or New city development project with a minimum area of 200 sq. kms in the last 5 years either in India or globally
 - Should have delivered/ delivering ICT consulting Projects of value > USD 2 million either in India or globally. Cumulative value of services delivered / delivering to one client will be treated as one project
 - Experience of at least one program management consulting assignment during last 5 years preceding the project due date, for implementation of large- scale infrastructure projects with a project cost of over USD 200 million (exc. Land cost) in the last 5 years either in India or globally
- Any entity which has been barred by the Central Government, any State Government, a statutory authority or a public sector undertaking, as the case may be, from participating in any project, and the bar subsists as on the date of the Proposal, would not be eligible to submit a Proposal either by itself or through its Associate.
- An Applicant or its Associate should have, during the last three years, neither failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant or its Associate, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Applicant or its Associate.
- While submitting a Proposal, the Applicant should attach clearly marked and referenced continuation sheets in the event that the space provided in the specified forms in the Appendices is insufficient. Alternatively, Applicants may format the specified forms making due provision for incorporation of the requested information.

4. Number of Proposals

No Applicant or its Associate shall submit more than one Application for the Consultancy. An Applicant applying individually or as an Associate shall not be entitled to submit another application either individually or as a member of any consortium, as the case may be.

5. *Cost of Proposal*

The Applicants shall be responsible for all of the costs associated with the preparation of their Proposals and their participation in the Selection Process including subsequent negotiation, visits to the Authority, Project site etc. The Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Selection Process.

6. *Format and signing of Proposal*

The Applicant shall provide all the information sought under this EOI. The Authority would evaluate only those Proposals that are received in the specified forms and complete in all respects.

The Applicant shall prepare one original set of the Proposal (together with originals/ copies of Documents required to be submitted along therewith pursuant to this RFP) and clearly marked "ORIGINAL". In addition, the Applicant shall submit 1 (one) copy of the Proposal, along with Documents, marked "COPY". In the event of any discrepancy between the original and its copies, the original shall prevail.

Only authorized signatory of the firm can sign the application on behalf of the firm; In case of deviation the Applicant should submit a Power of Attorney from the Board of Directors

7. *Communication*

All communications including the submission of Proposal should be addressed to:
Mr. Suresh,
Additional Director, Municipal Administration & Urban Development,
Government of Andhra Pradesh,
L- Block, Ground Floor, Room No. 103,
Secretariat,
Hyderabad- 500 022.
Phone: +91 40 23452153
Email: susasip@rediffmail.com

8. *Submission of Proposal*

The Applicants shall submit the Proposal in hard bound form with all pages numbered serially and by giving an index of submissions.

The Proposal will be sealed in an outer envelope which will bear the address of the Authority, RFP Notice number, Consultancy name and the name and address of the Applicant. It shall bear on top, the following:

"Do not open, except in presence of the Authorised Person of the Authority"

If the envelope is not sealed and marked as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and consequent losses, if any, suffered by the Applicant.

The aforesaid outer envelope will contain two separate sealed envelopes, one clearly marked 'Technical Proposal' and the other clearly marked 'Financial Proposal'.

The completed Proposal must be delivered on or before 5 pm (India time) 19th May, 2015(Proposal Due Date). A copy of the completed proposal should also be emailed to the Authority.

9. Validity of the Proposal

The Proposal shall be valid for a period of not less than 90 days from the Proposal Due Date (the "PDD").

10. Technical Assistance Areas

The GoAP seeks assistance in Smart City Master Planning, and Sector-specific Smart City Infrastructure Project Plans, for Vishakhapatnam, which could encompass the following tasks:

Task 01: Data Collection and Gap Analysis

- Review current city master plan/ development plan/ Vision study/ Infrastructure Plan and any other relevant study undertaken by city/ state authorities for Visakhapatnam. Also, review history of previous City Master plan proposals
- Data gathering and analysis including geo-spatial data collation and modelling,
- Undertake demographic analysis and forecast future population & area growth, including study of Urbanisation and Migration Pattern
- Undertake assessment of socio-economic characteristics of the city
- Assess town/land use planning regulations
- As-is assessment of risks like earth quakes, floods, epidemics, endemics, Tsunamis etc.,
- Conduct stakeholder consultations with various stakeholders like citizens, industry captains, government, policy makers, banks & financial institutions, etc.
- Prepare a base- line scenario (as- is assessment)

Task 02: Vision for Smart City development for Visakhapatnam

- Benchmarking and review of global and Indian best practices of developing smart cities and identify key success factors

- Prepare an exhaustive list of concepts that make cities smart based on Ministry of Urban Development's Smart city framework and based on international benchmarking of smart concepts
- Develop a Gap Analysis for the implementation of the smart city framework for Visakhapatnam
- Develop detailed specifications and list of performance indicators for each of the individual smart city components aligned to MoUD's guidelines and based on benchmarking studies for Visakhapatnam Smart City Project

Task 03: Smart City Urban Development Master plan for Vishakhapatnam

- Develop macro strategic plan document taking into account the identified infrastructure gaps, aligned with future growth trends and smart city concepts identified under Task 02.
- Prepare specific proposals with respect to each of the following including various elements of the city Master plan such as –
 - > ***Comprehensive City Development Plan*** including urban land use plan for sustainable growth including:
 - Socio economic planning integrated with spatial planning
 - Land use plan integration with Transport
 - Urban planning to address as expansion and regeneration of existing city.
 - Utility infrastructure network integration with Urban road network
 - > ***Comprehensive Mobility Solutions*** including planning of road and public transport infrastructure in an integrated fashion including pedestrian infrastructure and Road and Transport Safety Audit
 - > ***Integrated Utility Solutions*** including Water supply, Sewerage network, Storm water drainage management, Solid waste management, Effluent treatment, secondary and tertiary treatment facilities including recycling for industrial purposes
 - > ***Comprehensive Social infrastructure plan including*** Affordable Housing Plan for providing integrated residential development to slum dwellers and to EWS & LIG category citizens, Healthcare infrastructure plan including primary, secondary & tertiary treatment facilities and Municipal Educational Infrastructure plan including primary & secondary school infrastructure
 - > ***Power and Electricity grid management solutions***
 - > ***Environment Sustainability solutions*** with measures to bring air & water quality in all the parts of the city under WHO benchmark

- > ***Tourism and Heritage Preservation Plan*** including study and review of the following:
 - Ethnic studies for Cultural Synthesis
 - Tourism planning and Leisure & Recreation Infrastructure
 - City branding
 - Conservation and revitalization of heritage
 - Prepare a plan for conservation and revitalization of natural and built environment
- > **Disaster management plan** including measures for mitigating risks like earth quakes, floods, epidemics, endemics, Tsunamis etc.,
- > Other ***Civic Infrastructure Master plan*** including surveillance network, eGovernance infrastructure etc.
- Conduct stakeholder consultation and wider public consultation on the proposed the masterplan

Task 04: Preparation of ICT Master Plan

- Developing the IT Strategy and Roadmap.
- System Integration- It should provide details of system architecture, Technical Feasibility of ICT Integration
- Undertake need based assessment for developing Smart Infrastructure as follows:
 - **Urban Infrastructure** – Water meters, Smart systems to detect leakage in water network etc
 - **Urban Transport** – Intelligent Transport Systems, Smart Parking, Smart Scheduling, etc
 - **Land management**
 - **Energy** – Smart GRID, Smart Meters, Renewable Energy etc
 - **Environment** – Pollution detection, Effluent treatment, Noise maps etc
 - **Safety & Surveillance** – Crisis management centers, Video Surveillance etc
 - **eGovernance** – Municipal e-Governance, Smart City Dashboard, Network Operation Center etc.,
 - **Any other important services**
- Define Business architecture & technology – Defining the strategy for service delivery, by understanding the functional processes & the business environment
- Detail-out the investment requirement, phasing strategy, resource requirements, timelines and the implementation plan of the Program; Sustainability Model - solution life-cycle management, scalability, benchmarking, and post-implementation monitoring mechanisms, service monetization etc.,
- Review the urban governance framework. Assess the existing urban governance framework & its integration with proposed technology solutions

- Develop operations, maintenance and management strategy for ICT infrastructure and services for the Smart City

Task 05: Policy Planning and Analysis

- Prepare a Policy document to plan, develop and maintain Smart city Vizag
- Develop policy proposals for incentivizing private sector participation in the smart city development
- Prepare a policy document to plan development of Urban Infrastructure, Social Infrastructure, Urban Housing (Including Real Estate and Affordable Housing with a special focus for EWS & LIG category citizens), Urban Transport, Urban Governance, Disaster Management and City beatification. The policy document may also prepare a plan to operate & manage this entire infrastructure.
- Developing Good Governances strategies including
 - Social auditing
 - Community score cards
 - Public expense tracing
 - Public hearing
 - Monitoring of the accounts

Task 06: Smart City Implementation Plan

- Develop an implementation plan for the Smart City Masterplan. Define year-wise targets for short (0-3 years) and medium term (4- upto 10 years) for the project at an overall level and set guidelines for the city/ state for development of year-wise targets for their
- Develop a project management and governance framework
- Develop a work Programme including costing and budget for individual components
- Design detailed periodic progress review mechanism including standardized monitoring and communications MIS templates
- Develop a project delivery structure
 - Public model
 - Private participation
 - Smart city component delivery plan under EPC/PPP route and selection framework