

GREATER VISAKHAPATNAM MUNICIPAL CORPORATION
VISAKHAPATNAM
REPLIES TO PRE BID QUARRIES

FOR : Selection of Transaction Advisor (TA) for Techno-Economic Feasibility Study and Bid Process Management Services for Selection of Private Entity for Development of Purna Market(Market Improvement), Jantha Market, Multi-Level Car Parking Facility, Commercial complexes, Malkapuram Market and any other work specified by GVMC on Public Private Partnership (PPP) Mode at Various Locations in Visakhapatnam City.

1) Query raised:

Clause	Query/Suggestion	Reply
Project Site Details	Please provide the location maps of the all the proposed projects along with the details on the location.	Location Maps of all the proposed projects shall be contract Chief City Planner, GVMC (Cell No.9848308827).
Proposal Evaluation - The Applicant should have sound experience of working with Municipal Corporations for consultancy work of at least 5 five) Infrastructure projects under PPP. Preference will be given to firms having experience of working with GVMC Projects.	This clause will allow only few consultants. Hence, we suggest you to revise the clause to have better participation from the various firms.	<ul style="list-style-type: none"> No Change
Projects	<p>There are 5 number of projects proposed under PPP mode under this project. However, for each project, the consultant needs to take-up techno economic feasibility and accordingly the feasibility report and bid process management to be carried out.</p> <p>Please clarify on the following</p> <ul style="list-style-type: none"> Whether consultant needs to submit the single feasibility report consisting of all the project locations or separate feasibility report Based on the feasibility and viability of the projects, the bid documents to be prepared and bid process management has be carried out. Hence, please clarify whether the single bid process to be carried or consolidated method would be adopted. 	<ul style="list-style-type: none"> Separate feasibility report is needed for each project individually. Separate bid submission is required for each project, consolidated bid process will not accepted
<p>Section 4.7</p> <ul style="list-style-type: none"> Eligible Assignment of Multi Level Parking Projects. Experience of Urban Transport Project Experience of Municipal Corporation projects of Infrastructure Projects under PPP 	<ul style="list-style-type: none"> As you are aware, so far, there are limited projects taken-up in the PPP route in MLCP, urban transport, and other urban infrastructure projects. Hence, it will allow and favor few consultants at technical evaluation stage. Therefore, we suggest you to consolidate Sr .No. 3,4 and 5 experience and further revise the criteria as experience in infrastructure sector and the projects taken-up through PPP mode 	<ul style="list-style-type: none"> No Change

Clause	Query/Suggestion	Reply
Section 4.7 • Surveyor • Traffic Analyst Expert • Structural Engineer	<ul style="list-style-type: none"> Under the proposed projects, the consultant shall prepare the conceptual drawings based on the feasibility of the project. Therefore, there may not be requirement of Surveyor, Traffic Analyst Expert and Structural Engineer at this stage. Therefore, we suggest you to remove these experts accordingly adjust those marks to the remaining team members of the team. 	<ul style="list-style-type: none"> No Change
Payment terms 1. Submission of Techno-Financial Feasibility Report – 30% 2. Submission of Note on Project Structuring -10% 3. Submission of Request for Proposal (RFP) & Concession Agreement documents -20% 4. Submission of EOI cum RFP Evaluation Report - 15% 5. Submission of Final Concession Agreement & Notice of Award documents- 25%	We suggest the following revised payments terms. We request you to consider the same. <ol style="list-style-type: none"> Submission of Techno- Financial Feasibility Report – 50% Submission of Note on Project Structuring - 10% Submission of Request for Proposal (RFP) & Concession Agreement documents -20% Submission of EOI cum RFP Evaluation Report -10% Submission of Final Concession Agreement & Notice of Award documents- 10% 	<ul style="list-style-type: none"> No Change
Last date and time for submission of tender	We request you to extend the submission date to 10 days from the issue of pre bid replies so as to consider the changes and prepare and submit the bid.	<ul style="list-style-type: none"> No extension.

2) Query raised:

Sr. No.	Relevant clause / page no. /	Current Clause	Our Suggestion / Request for Clarification	Reply
1	Page 4 Schedule of Tender Process	Schedule of Tender Process Due date for Submission of Bids Dt. 06/06/2016 up to 3-00 P.M.	There are less than ten days between the submission of pre bid queries and submission of bids. Considering the scope of work, a timeline of 15 days are required to put forward a strong proposal that appropriately addresses the requirements of GVMC. Hence, we request that GVMC extend the proposal due date to 15 Days from the date of GVMC's response to the queries	<ul style="list-style-type: none"> No Extension.
2	Page 10 Clause 2.2	Broad description of the objectives, scope of services, deliverables, and other requirements relating to this Consultancy are specified in this RFP. The applicant firm possessing the requisite experience and capabilities required for undertaking the Consultancy are only invited to participate in the Selection Process individually (the "Sole Firm") and no consortium or Joint Venture (J.V.) is allowed	The Scope of Work and Key Personal requirements specify Technical, Legal as well as Financial Experts which are usually specializations of separate firms. There may be very few firms who offer all these specializations within the same firm In the interest of a competitive bid process with maximum competition and best value to GVMC, we request you to allow consortiums for the tender process.	<ul style="list-style-type: none"> No consortium or joint venture is allowed

Sr. No.	Relevant clause / page no. /	Current Clause	Our Suggestion / Request for Clarification	Reply
3	Page 13 Proposal Conditions and Evaluation	Minimum Eligibility Criteria The Applicant shall have an Average Annual Turnover from consultancy services of not less than Rs. 30 Crores for last three financial years (2013-14, 2014-15 & 2015-16) preceding the Proposal Due Date (PDD) as per the audited balance sheets and as Certified by Chartered Accountant (Annexure A).	As per our understanding of the requirements of the applicant in undertaking the scope of work, an experienced transaction advisor with ample resources for mobilization shall be appropriate to undertake the project of such scale, therefore we request you to increase the average annual turnover to INR 70 crores per annum during the 3 financial years preceding the PDD. Further for the purposes of allowing increased competition, kindly c	<ul style="list-style-type: none"> No Change.
4	Page 13 Proposal Conditions and Evaluation	Minimum Eligibility Criteria The Applicant shall have an Average Annual Turnover from consultancy services of not less than Rs. 30 Crores for last three financial years (2013-14, 2014-15 & 2015-16) preceding the Proposal Due Date (PDD) as per the audited balance sheets and as Certified by Chartered Accountant (Annexure A).	Considering that audited annual reports of the firm for the year 2015-2016 would not have been released before the Proposal Due Date, we request you to accept the annual turnover for the year 2012-13 as well	<ul style="list-style-type: none"> No Change. CA Certificate can be submitted .
5	Page 13: Clause 3. Data Sheet Point Number 6	The Applicant should have a strong consulting and evaluation team with at least 6 (six) dedicated individuals from diversified backgrounds as per key personnel proposed for consultancy service.	The number of team members mentioned here are 6 while Clause 4.3.e Team Composition specifies 7 key personnel for the proposed project, request you to kindly indicate the correct number	<ul style="list-style-type: none"> As per 4.3E i.e Team Composition with 7 key personal.
6	Page 22: Clause 4.8.e Evaluation of Financial Proposal	Evaluation: The financial proposal that has the lowest quote (L1) among all the financial proposals opened will be the successful bidder.	A project of this nature would require greater emphasis on quality and technical strength of the consultant. Since a detailed technical evaluation exercise shall be undertaken for shortlisting the bidders we request you to please change the selection criteria from L1 to QCBS (Quality cum cost based selection) in the ratio of 80:20	<ul style="list-style-type: none"> No Change.
7	Others	We understand that the current RFP does not include any Limit on Liability of the Consultants	We request the Authority to include the following provision in the RFP pertaining to 'Limitation on Liability'. "Notwithstanding anything contained in the contract/RFP, Authority agrees that the Bidder shall not be liable to Authority, for any losses, claims, damages, liabilities, cost or expenses ("Losses") of any nature whatsoever, for an aggregate amount in excess of the fee paid under the contract for the services provided under the contract, except where such Losses are finally judicially determined to have arisen primarily from fraud or bad faith of the Bidder. In no event shall the Bidder, be liable for any consequential (including loss of profit and loss of data), special, indirect, incidental, punitive, or exemplary loss, damage, or expense relating to the services provided pursuant to this Contract.	<ul style="list-style-type: none"> No Comments

Query raised by :

Sr. No.	Our Suggestion / Request for Clarification	Reply
1	Agency will be interested in submitted the financial quotation for the above mentioned projects. However, we find ourselves constrained on available time for submission of our proposal. Since, we require an extension for 7 to 10 days for submission of our proposal.	<ul style="list-style-type: none">• No extension.