

Addendum-1 to the Request for Proposal (RFP) for Panel for Provision of Transaction Advisory Services for PPP Projects in Madhya Pradesh

3. GENERAL TERMS AND CONDITION FOR EVALUATION

Empanelment Criteria

3.1 **Essential Qualifications For Applicants-** This invitation to submit Proposals to the RFP document is open to all Applicants fulfilling the following Threshold criteria.

Sr. No.	Criteria	Threshold Requirement
1.0	Net Worth	<p>The Net Worth of the Applicants (including each consortium member, if any) should be Positive in last 3 (three) financial years, including the previous financial year, i.e., 2014-15.</p> <p>Note: Applicants are required to submit a certificate for Net Worth details, (for each member separately) duly issued by the Statutory Auditor.</p>
2.0	Net Profit	<p>The Applicant (including each consortium member, if any) should have earned a Net Profit, i.e., Profit After Tax, last 3 financial years, including the previous financial year, i.e., 2014-15.</p> <p>Note: Applicants are required to submit a certificate for Net Profit details, (for each member separately) duly issued by the Statutory Auditor.</p>
3.0	Annual Advisory Turnover	<p>The Applicant should have an Annual Advisory Turnover of not less than Rs. 5.00 (five) Crore during each of the last 3 years.</p> <p>Note: For the avoidance of doubt, it is hereby clarified that 'Annual Advisory Turnover' means revenues from Infrastructure Legal/Financial/PPP Transaction Advisory services only, which needs to be duly certified by the Statutory Auditor. <u>Fee from auditing, accounts and similar consultancy shall not be accounted towards the professional fees hereunder.</u></p> <p>Audited Annual Financial Statements, Balance Sheets for last 3 years be provided i.e. F.Y., 2012-13, 2013-14 and 2014-15.</p>
4.0	Human Resource	<p>The Applicant should not have less than 10 Full Time Equivalent (FTE) Technical Professional Staff providing Transaction Advisory Services. Out of this at least 3 should be 'Legal Experts'</p> <p>Note: Applicants should provide list with Names and Positions of FTE</p>

		professional staff along with qualifications and brief particulars of experience indicating FTE position by Division. In addition, the respondent should provide an Organizational structure of the firm/consortium members, as applicable, duly certified by the Authorized Signatory.
5.0	PPP PROJECTS	<p>The Respondent should have undertaken at least 8 (eight) PPP Transaction Advisory Assignments in the past 10 years and out of above not less than 4 (four) PPP Assignments* should have been completed (i.e. Developer selected, Concession Agreement signed and Financial Closure achieved if it is included in the Scope of work of the Applicant) .</p> <p>Note: The Applicants will have to provide following documentary evidences issued by the concerned Authority in respect of PPP assignments</p> <p>a. Completed: Certificate for satisfactory completion of services, project summary, PPP type, estimated cost, services rendered, concessionaire, date of concession Agreement signing, status of financial closure</p> <p>b. Ongoing: A certificate for award of the TA assignment mentioning date of contract award and scope of work along with copy of TA agreement signed.</p> <p>*The Project qualified for experience shall be of minimum value of Rs. 50.00 Crore each.</p>
6.0	No Conflict	<p>The Applicants should face no Conflict of Interest in provision of Advisory services on PPP Contracts at State Level.</p> <p>Note: (Applicants to provide details of any existing or potential conflict of interest. It should be noted that Applicants will also be required to demonstrate that no Conflict of Interest exists when providing a Financial Proposal for specific assignments.)</p>
7.0	Blacklisting	<p>The Applicants neither have been Blacklisted nor failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial Court or a judicial pronouncement or arbitration award against it.</p> <p>Further Applicant have not been expelled from any project or contract nor have had any contract terminated for breach on their part in provision of Advisory services on PPP Contracts at State Level.</p>

Applicants failing to meet these criteria or not submitting requisite supporting proof as specified in this RFP document may be liable to be rejected during the Proposal Evaluation at sole discretion of the DIF, GoMP.