

**ADDENDUM - 1 TO THE RFP FOR APPOINTMENT OF SUPPORT CONSULTANT FOR
DIRECTORATE OF INSTITUTIONAL FINANCE, GOVERNMENT OF MADHYA
PRADESH**

I. 1.8; Schedule of Selection Process

The Authority would endeavor to adhere to the following schedule:

Sr. No.	Event Description	Date
1.	Last date for receiving queries/clarifications	10 th October 2018
2.	Pre-Proposal Conference	15 th October 2018
3.	Authority response to queries	18 th October 2018
4.	Proposal Due Date or PDD	<u>15th November 2018; 1500 Hrs</u> 29th October 2018; 1500 Hrs.
5.	Opening of Proposals	<u>15th November 2018; 1530 Hrs</u> 29th October 2018; 1530 Hrs.
6.	Letter of Award (LOA)	[Within 45 days of PDD]
7.	Signing of Agreement	Within 7 days of LOA
8.	Validity of Applications	90 days from Proposal Due Date

II. 3; SCOPE OF SERVICES

3.1 The scope of services shall *inter alia* include assisting DIF in :

- (i) Providing advice and supporting line departments in development of bidding documents.
- (ii) Providing advice and supporting line departments in conducting the entire bid process, if required.
- (iii) Review and Appraisal of SLEC proposals submitted by implementing agency(ies) for approval of the SLEC or for provision of Viability Gap Funding including but not limited to review of cost estimates, review of commercial & financial structuring assumptions, review of transaction documentation, review of PPP structure etc.
- (iv) Review and monitoring PPP Projects regarding their implementation, execution, operation and management, based on the information provided by Implementing Agencies
- (v) Examine and review various documents including Concession Agreements

- (vi) Assist Implementing Agencies in obtaining GoI or GoMP support for project development funding and/or seek approval of SLEC.
- (vii) Project and Policy appraisal and evaluation for such projects/policies that may be assigned by the Authority.
- (viii) providing inputs on Banking, Cash, Debt and Treasury Management, Risk Management, Government financing, Fund Flow management, Loans and Guarantees, and other such work related to the subject.
- (ix) Statistical analysis, interpretation of data provided by the department and projection of result. Research and Analysis (including Big Data Analysis) related to tasks assigned by the department. Preparing useful statistical models and conducting inference / forecast studies and related work. **This includes providing solutions on data Access, data Integration, analysis and reporting of the same. The required reporting shall include data profiling, forecasting and optimization.**
- (x) **The data to be studied /analyzed would include data made available by/ from the Government / line department/open source/data services etc. In particular this would include data from Integrated Financial management Information System (IFMIS), procurement data of agricultural and related field, scholarship, DBT, subsidy programmes, beneficiary scheme etc.**
- (xi) Any other activity incidental to the activities mentioned under 3.1 (i) to (ix) and relevant to the strategic objectives/mandate of DIF/Finance Department;

III. Scope of Proposal

Detailed description of the objectives, scope of services, Deliverables and other requirements relating to this Consultancy are specified in this RFP. In case an applicant firm possesses the requisite experience and capabilities required for undertaking the Consultancy, it may participate in the Selection Process either individually (the "Sole Firm") or as lead member of a consortium of firms (the "Lead Member") in response to this invitation. The term applicant (the "Applicant") means the Sole Firm or the ~~Lead Member~~ **the Consortium Member**, as the case may be. **Further the number of Consortium members shall be limited 1 (one) Lead member and 1 (one) Consortium member.** The manner in which the Proposal is required to be submitted, evaluated and accepted is explained in this RFP.

IV. 2.25; Substitution of Key Personnel

2.25.1 The Authority will not normally consider any request of the Selected Applicant for substitution of any Key ~~Expert(s)~~ **Personnel** as the ranking of the Applicant is based on the evaluation of the Key ~~Experts~~ **Personnel** and any change therein may upset the ranking. Substitution will, however, be permitted in exceptional circumstances if the Key ~~Expert~~ **Personnel** is not available for reasons of any incapacity or due to health, subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority.

2.25.2 The Authority expects the Key Personnel to be available during implementation of the Agreement. The Authority will not consider substitution of the Key ~~Experts~~ **Personnel** except for reasons of any incapacity or due to health. Such substitution shall ~~ordinarily be limited to two Key Expert~~ subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. ~~Without prejudice to the foregoing, substitution of the PPP Expert shall only be permitted subject to reduction of remuneration equal to 20% (twenty per cent) of the total remuneration specified for the original PPP Expert who is proposed to be substituted.~~ **Without prejudice to the foregoing, substitution of the all Key Personnel shall be permitted first time subject to reduction of remuneration equal to 10% (ten per cent) of the total remuneration specified for the original Key Personnel who is proposed to be substituted. Any further substitution of Key Personnel shall be permitted only subject to reduction of remuneration equal to 20% (twenty per cent) of the total remuneration specified for the substituted Key Expert.**

This clause shall also apply for reduction of remuneration in case of substitution of additional Key Personnel who are engaged as per clause 5.4 of Schedule-I, Terms of reference of RFP.

Further, the Authority, at any point in time during the period of Consultancy, and at its sole discretion may direct the Consultant to substitute Key Personnel without any monetary ramification or any other form of obligation on the Authority.

2.25.3 Notwithstanding Clauses 2.25.1 and 2.25.2, Applicants should specifically note that substitution of the ~~PPP Expert~~ **Key Personnel** will not normally be considered during the implementation of the Agreement and may lead to disqualification of the Applicant or termination of the Agreement. Applicants are expected to propose only such ~~PPP Expert~~ **Key Personnel** who will be in a position to commit the time required for and be available for delivering the Consultancy in accordance with the Key Dates specified herein and in the Agreement.

Schedule-II Agreement

4.4 The Authority expects all the Key Personnel specified in the Proposal to be available during

implementation of the Agreement. The Authority will not consider any substitution of Key Personnel except under compelling circumstances beyond the control of the Consultant and the concerned Key Personnel. Such substitution shall be ~~limited to not more than two Key Personnel~~ subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. ~~Without prejudice to the foregoing, substitution of the PPP Expert shall be permitted only upon reduction of remuneration equal to 20% (twenty per cent) of the total remuneration specified for the PPP Expert who is proposed to be substituted.~~ **Without prejudice to the foregoing, substitution of the all Key Personnel shall be permitted first time subject to reduction of remuneration equal to 10% (ten per cent) of the total remuneration specified for the original Key Personnel who is proposed to be substituted. Any further substitution of Key Personnel shall be permitted only subject to reduction of remuneration equal to 20% (twenty per cent) of the total remuneration specified for the substituted Key Personnel.**

This clause shall also apply for reduction of remuneration in case of substitution of additional Key Personnel who are engaged as per clause 5.4 of Schedule-I, Terms of reference of RFP.

Further, the Authority, at any point in time during the period of Consultancy, and at its sole discretion may direct the Consultant to substitute Key Personnel without any monetary ramification or any other form of obligation on the Authority

The Consultant should specifically note that substitution of the PPP Expert will not normally be considered during the implementation of the Agreement and may lead to disqualification of the Applicant or termination of the Agreement. The PPP Expert must commit the time required for and be available for delivering the Consultancy in accordance with the terms specified herein.

V. 2.3 Conflict of Interest (RFP)

- 2.3.4 An Applicant eventually appointed to provide Consultancy for this Project, its associates, affiliates and the members of the Consultancy Team, shall be disqualified from subsequently providing goods or works or services related to the construction and operation of the same Project and any breach of this obligation shall be construed as Conflict of Interest; provided that the restriction herein shall not apply after a period of 1(one) years from the completion of this assignment or to any consulting assignments granted by banks/ lenders at any time; provided further that this restriction shall not apply to consultancy/ advisory services performed for the Authority in continuation of this Consultancy or to any subsequent consultancy/ advisory services performed for the Authority in accordance with the rules of the Authority. For the avoidance of doubt, an entity affiliated with the Consultant shall include a partner in the Consultant's firm or a person who holds more than 5% (five per cent) of the subscribed and paid up share capital of the Consultant, as the case may be, and any Associate thereof.

For the avoidance of doubt, an Applicant eventually appointed to provide Consultancy for this Project, shall be disqualified to provide goods or works or services to any project **which is proposed or being proposed under PPP Mode during the term of the Consultancy Agreement or which may be reviewed by SLEC for PPP projects** ~~has been or may be reviewed by the Authority, SLEC or DIF during the duration of Consultancy Agreement.~~

Further, in the event that: (a) the member of the Consultancy Team of an Applicant/ Consultant was a partner or an employee of another firm, which attracts the provisions relating to Conflict of Interest hereunder; and (b) was directly or indirectly associated with any assignment that causes a Conflict of Interest hereunder, then such member of Consultancy Team shall be deemed to suffer from Conflict of Interest for the purpose hereof.

- 2.3.5 In the event that the Consultant, its Associates or affiliates are auditors or advisers to any of project under review of the ~~Authority~~, SLEC **for PPP projects** ~~or DIF~~ during the duration of Consultancy Agreement, they shall make a disclosure to the Authority as soon as any potential conflict comes to their notice but in no case later than 7 (seven) days from the request from the Authority to undertake the said review and any breach of this obligation of disclosure shall be construed as Conflict of Interest. The Authority shall, upon being notified by the Consultant under this Clause 2.3.5, decide the way forward and convey its decision to the Consultant within a period not exceeding 5 (five) days.

Clause 3.2. of SCHEDULE-II - Conflict of Interest (Schedule- II, Agreement)

- 3.2.2 Consultant and Affiliates not to be otherwise interested in the Project

The Consultant agrees that, during the term of this Agreement and after up to 1 (one) years from termination, the Consultant or any Associate thereof, , shall be disqualified from providing goods, works, services, loans or equity for any project resulting from or closely related to the Services and any breach of this obligation shall amount to a Conflict of Interest; provided that the restriction herein shall not apply after a period of 1 (one) years from the completion of this assignment or to consulting assignments granted by banks/ lenders at any time; provided further that this restriction shall not apply to consultancy/ advisory services provided to the Authority in continuation of this Consultancy or to any subsequent consultancy/ advisory services provided to the Authority in accordance with the rules of the Authority.

For the avoidance of doubt,

- i. an entity affiliated with the Consultant shall include a partner in the firm of the Consultant or a person who holds more than 5% (five per cent) of the subscribed and paid up share capital of the Consultant, as the case may be, and any Associate thereof.
- ii. The Consultant shall be disqualified to provide goods or works or services to any project which has been or may be reviewed by the **SLEC for PPP projects** ~~Authority~~ during the duration of Consultancy Agreement.
- iii. in the event that: (a) the member of the Consultancy Team of an Applicant/ Consultant was a partner or an employee of another firm, which attracts the provisions relating to Conflict of Interest hereunder; and (b) was directly or indirectly associated with any assignment that causes a Conflict of Interest hereunder, then such member of Consultancy Team shall be deemed to suffer from Conflict of Interest for the purpose hereof.

VI. 3.1.; Evaluation of Technical Proposal , (3.1.3)

Item	Criteria	Marks	Criteria
1.	Relevant Experience of the Applicant	25 Marks	<p>a) Minimum eligibility criteria (30%—50%) - 10 Eligible Assignments out of which 5 should be PPP assignments in minimum 5 eligible sectors.</p> <p>b) For every Additional <u>1</u> 2 PPP transaction projects OR <u>2</u> 3 Other projects (as defined in the Clause 3.1.4), <u>5%</u> 10% additional marks can be awarded (maximum <u>50%</u> 70% marks)</p>

VII. 3.1.; Evaluation of Technical Proposal , (3.1.4)

- (i) For the purposes of satisfying the Conditions of Eligibility and for evaluating the Proposals under this RFP, advisory/ consultancy assignments granted by the government, regulatory commission, tribunal, statutory authority or public sector entity, for the following projects shall be deemed as Eligible Assignments (the “Eligible Assignments / Projects”):

A. For Applicant and Key Personnel of Project Appraisal and Evaluation Unit as specified in Item-1 and Item 2a. of Clause 3.1.3.

- (a) preparation of transaction / bid documents and management of transaction / bid process or other similar transaction advisory assignments in relation to the bidding process or other transactions, for an infrastructure project in one of the Eligible Sector, undertaken through Public Private Partnership (PPP) or other forms of private participation and having an estimated capital cost (excluding land) of at least Rs. 50 crore (Rupees fifty crore) in case of a project in India, and US \$ 25 million for infrastructure projects undertaken elsewhere through PPP or other forms of private participation (the “PPP Transaction Projects”);
- (b) preparation of techno-economic feasibility report/ detail project report, preparation of revenue model and other similar assignments in relation preparation of an infrastructure project in one of the Eligible Sector, being executed through PPP or otherwise, having an estimated capital cost (excluding land) of at least Rs. 50 crore (Rupees fifty crore) in case of a project in India, and US \$ 25 million for projects elsewhere, provided that the payment of professional fee to the Applicant was at least Rs. 5 lakh (Rupees five lakh) in case of a project in India, and US \$ 25,000 (US\$ twenty five thousand) for any infrastructure project elsewhere (the “Other Projects”);

Further it may be noted that all Eligible Assignments relating to projects (as specified in Cause 3.1.4 (i), a) based on ~~the same Model~~ **Single** Concession Agreement and awarded by the same public entity shall be counted as one Eligible Assignment.

B. For Key Personnel of Treasury & Debt Management Unit as specified in Item 2b. of Clause 3.1.3.

- Handling/ conducting work related to Cash, Debt and Treasury Management, Risk Management, Government financing, Fund Flow management, Loans and Guarantees in a Financial Institution/ Consultancy Firm/ **Government.**

C. For Key Personnel of Statistical, Big data analysis & Forecast Unit as specified in Item 2c. of Clause 3.1.3.

- Handling/ conducting work related to Statistical Analysis, Econometric analysis of data, big data analysis and other such work in a Financial/ Educational/Consultancy/ Government/ Regulatory Institution/ **Research Institution.**

(ii) following sectors shall deemed as eligible sectors (the “Eligible Sector”):

A. For Project Appraisal and Evaluation Unit

1. Urban Infrastructure; including Affordable Housing, Solid Waste Management, Smart City & Urban Transport
2. Warehousing & Agri Business; including Logistics and Food Processing
3. Industrial Infrastructure including Mining
4. Roads & Highways
5. Education; including Higher Education, Vocational & Skill Development and School Education
6. Health Infrastructure
7. Irrigation& Water Supply and Sewage
8. Power Sector; Generation &Transmission & Distribution including renewable
9. Tourism & Eco-tourism

B. For Treasury & Debt Management Unit

- Financial Institution/ Consultancy Firm/ **Government.**

C. For Statistical, Big data analysis & Forecast Unit

- Financial/ Educational/Consultancy/ Government/ Regulatory Institution/ **Research Institute.**

VIII. Clause 4: Deliverables (Schedule-I)

The Consultant shall undertake/deliver the services on request of the Authority and the Consultant shall undertake/deliver the required services promptly within 7 days or within the time period ~~assigned by agreed with~~ **assigned by** the Authority (the “Deliverables”) during the course of this Consultancy.

IX.

Form-8

Abstract of Eligible Assignments of Key Personnel*

(Applicable for Project Appraisal and Evaluation Unit Key Personnel)

Name of Key Personnel:

Designation:

Sr. No	Name of Project*	Name of Client	Estimated Capital cost of project (in Rs. cr./ US\$ million)	Name of firm for which the Key Personnel worked	Designation of the Key Personnel on the assignment	Date of completion of the assignment	Man hours spent on the assignment
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1.							
2.							
3.							

@ Use separate Form for each Key Personnel.

\$ In the case of Financial Expert, only those assignments shall be included where the Financial Expert worked as the Team Leader or the leader of the Financial Team in the relevant assignment.

* The names and chronology of projects included here should conform to the project-wise details submitted in Form-10 of Appendix-I.

Form-8-A

Abstract of Eligible Assignments of Key Personnel

(Applicable for Treasury & Debt Management Unit Key Personnel)

Name of Key Personnel:

Designation:

Sr. No	Name of Firm/ Institution	Duration of the Employment (From- To)	Designation of the Key Personnel on the assignment	Type of assignment (Cash, Debt and Treasury Management, Risk Management, Government financing, Fund Flow management, Loans and Guarantees)	Description of Responsibility assigned
(1)	(2)	(5)	(6)	(7)	(8)
1.					
2.					
3.					

Form-8-B

Abstract of Eligible Assignments of Key Personnel

(Applicable for Statistical, Big data analysis & Forecast Unit Key Personnel)

Name of Key Personnel:

Designation:

Sr. No	Name of Firm/ Institution	Duration of the Employment (From- To)	Designation of the Key Personnel on the assignment	Type of assignment (Statistical Analysis, Econometric analysis of data, big data analysis)	Description of Responsibility assigned
(1)	(2)	(5)	(6)	(7)	(8)
1.					
2.					
3.					

APPENDIX-I

Form-11

Curriculum Vitae (CV) of Professional Personnel

1. Proposed Position:
2. Name of Personnel:
3. Date of Birth:
4. Nationality:
5. Educational Qualifications:
6. Employment Record:
(Starting with present position, list in reverse order every employment held.)

7. List of projects/assignments on which the Personnel has worked

Name of Project/ <u>Assignment</u>	Description of responsibilities
------------------------------------	---------------------------------

Certification:

- 1 I am willing to work on the Project and I will be available for entire duration of the Project assignment as required.
- 2 I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes my qualifications, my experience and me.

Place..... (Signature and name of the Professional Personnel)

(Signature and name of the authorised signatory of the Applicant)

Notes:

1. Use separate form for each Key Personnel and Professional Personnel.
- 1 In the case of Financial Expert, only those assignments shall be included where the Financial Expert worked as the Team Leader or the leader of the Financial Team in the relevant assignment.
2. The names and chronology of assignments included here should conform to the project-wise details submitted in Form-7, as the case may be, of Appendix-I.
- 2 Each page of the CV shall be signed in ink by both the Personnel concerned and by the Authorised Representative of the Applicant firm along with the seal of the firm. Photocopies will not be considered for evaluation.

X.

Form-9

Eligible Assignments of Applicant

Name of Applicant:	
Name of the Project:	
Sector:	
Type of Eligible Assignment: (PPP Transaction Projects or Other Projects as per clause 3.1.4 of the RFP)	
Length in kms. or other particulars:	
Description of services performed by the Applicant firm:	
Name of client and Address:	
Name, telephone no. and fax no. of client's representative:	
Estimated capital cost of Project (in Rs crore or US\$ million):	
Payment received by the Applicant as professional fees (in Rs. crore) [£] :	
Start date and finish date of the services (month/ year):	
Brief description of the Project:	

Notes:

1. Use separate sheet for each Eligible Assignment.
 2. Exchange rate should be taken as Rs. ~~65~~ **70** per US \$ for converting to Rupees.
- [£] In the event that the Applicant does not wish to disclose the payment received by it as professional fees for any particular assignment, it may state that it has received more than the amount specified in this statement.

XI. 3.1 Evaluation of Technical Proposal, (3.1.3)

Item	Criteria	Marks	Criteria			
2a.	Project Appraisal and Evaluation Unit	Total 25 marks	a) Educational Qualification	30%		
			i. Meets minimum qualification	20%		
					ii. Additional relevant qualification	10%
		PPP Expert-cum-Team Leader and	15 marks	b) Number of years of relevant experience	30%	
				i. Meets minimum number of years of experience	20%	
				ii. Any additional number of years of experience maximum up to 5 years (2% marks for each year)	10%	
				c) Experience in relevant projects	40%	
		Financial Expert	10 marks	i) Meet minimum eligibility criteria for Eligible Assignment	30%	
				ii. Any additional number of Eligible Assignment maximum up to 5 assignment (2% marks for each additional Eligible Assignment)	10%	
2 (b)	Treasury & Debt Management Unit	Total 25 marks	a) Educational Qualification	50%		
			i. Meets minimum qualification	35%		
				ii. Additional relevant qualification	15%	
		Treasury & Debt Management Expert	15 marks	b) Number of years of relevant experience	50%	
				i. Meets minimum number of years of experience	35%	
		Research Associate	10 marks	ii. Any additional number of years of experience maximum up to <u>3</u> 5 years (<u>5%</u> 3% -marks for each year)	15%	
2 (c)	Statistical, Big data analysis & Forecast Unit	Total 25 marks				
		Statistical Expert	15 marks			
Data Analyst	10 marks					

XII.

Unit Name	Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
Project Appraisal and Evaluation Unit	PPP Expert-cum-Team Leader	MBA/ CA/ CFA or equivalent	10 years post qualification experience in physical Infrastructure sector in project financing, preparation of Revenue Model and/or Bid Documents etc.	<p>He/ She should have</p> <ul style="list-style-type: none"> ➤ led the team in preparation of Revenue Model and/or Bid Documents for 8 (eight) Eligible Assignments. ➤ out of the total Eligible Assignment, at least 3 (three) should be from Eligible Sectors as specified in Clause 3.1.4. ➤ out of the total Eligible Assignments at least 3 (three) should be PPP Projects. ➤ He/ She should have successfully assisted in the entire bid process for at least 3 (three) Eligible Assignments till signing of Concession Agreement.
	Financial Expert	MBA/ CA/ CFA or equivalent	8 years post qualification experience in the field of project financing, Project Appraisal and Investment Analysis.	<p>He/ She should have</p> <ul style="list-style-type: none"> ➤ worked as financial expert in at least 5 (five) Eligible Assignments , ➤ out of the total eligible assignment, at least 2 (two) should be from Eligible Sectors as specified in Clause 3.1.4 Eligible Assignments. ➤ He/ She should have experience in developing financial model/ financial structuring for at least 3 (three) PPP projects worth Rs. 50 Crore each. ➤ He/ She should have experience on qualitative aspects of financial structuring of various PPP mode.

Unit Name	Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
Treasury & Debt Management Unit	Treasury & Debt Management Expert	CA/CFA/ICWA/MBA (Finance)/ <u>MBA(Banking)</u>) or equivalent or Person who has worked with Scheduled Commercial bank and having qualification of CAIIB/ <u>MBA (Banking)</u>	5 years post qualification experience in the field of Cash, Debt and liquidity Management, Risk Management, Banking, Treasury Management, Corporate finance.	➤ He/ She should have worked in Cash, Debt and Treasury Management function, Fund Flow management, Loans and Guarantees and other such work related to the subject; desirable experience of Banking & financial sector organization.
	Research Associate	CA/MBA (Finance)/ or Equivalent	3 (Three) years of post-qualification experience primary & secondary research, documentation with regard to Government Accounting, <u>Government finances</u> etc.	➤ He/ She should have worked for Collection / Compilation and analysis of data through Primary & Secondary Research with regard to Government Accounting, <u>Government finances</u> etc. ➤ He/ She should have <u>preferably</u> worked on analysis of big data.
Statistical, Big data analysis & Forecast Unit	Statistical Expert	Post Graduate in Statistics/ Mathematics <u>with Statistics as a subject/</u> Economics with specialization in Econometrics	5 (five) years of post-qualification experience in Statistical Analysis/ Econometric analysis of data	➤ He/ She should have worked in Statistical Analysis/ Econometric analysis of data/ Modeling and analysis of big Data. ➤ Proficiency in using Information Technology tools specifically Word, Excel, and Statistical Software's (such as Statistical Analysis Software (SAS), Statistical Package for

Unit Name	Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
				<p>the Social Sciences (SPSS) and Programming Language R, SQL STATA etc.).</p> <p>➤ <u>The Consultant should have reasonable proficiency in using open source tools such as R.</u></p>
	Data Analyst	Post Graduate in Statistics/ Mathematics <u>with Statistics as a subject/</u> Economics with specialization in Econometrics	3 (three) years of post-qualification experience in Statistical Analysis/ Econometric analysis of data.	<p>➤ He/ She should have worked in handling big data. and</p> <p>➤ Proficiency in using Information Technology tools specifically Word, Excel, and Statistical Software's (such as Statistical Analysis Software (SAS), Statistical Package for the Social Sciences (SPSS) and Programming Language R, SQL STATA Etc.).</p> <p>➤ <u>The Consultant should have reasonable proficiency in using open source tools such as R.</u></p> <p>➤ He/ She should have proficiency in use of programming Language(s) and familiarity with Government accounting system. <u>Government Account/ Government finances.</u></p>

XIII. Clause 3.8.1 of Agreement ; 3.8; Documents prepared by the Consultant to be property of the Authority:

All reports and other documents (collectively referred to as “Consultancy Documents”) prepared by the Consultant (or any Third Party) in performing the Services shall become and remain the property of the Authority, and all intellectual property rights in such Consultancy Documents shall vest with the Authority. Any Consultancy Document, of which the ownership or the intellectual property rights do not vest with the Authority under law, shall automatically stand assigned to the Authority as and when such Consultancy Document is created and the Consultant agrees to execute all papers and to perform such other acts as the Authority may deem necessary to secure its rights herein assigned by the Consultant.

It is clarified that the source code and other relevant documentation/information related to the software/ programme developed by the consultant during the Consultancy shall be handed over to the Authority and shall be the property of the Authority.

XIV. Clause 7.1. Consultancy Team; 3.8; Schedule-1- Terms of Reference (TOR):

Unit Name	Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
Project Appraisal and Evaluation Unit	PPP Expert-cum-Team Leader	MBA/ CA/ CFA or equivalent	10 years post qualification experience in physical Infrastructure sector in project financing, preparation of Revenue Model and/or Bid Documents etc.	<p>He/ She should have</p> <ul style="list-style-type: none"> ➤ led the team in preparation of Revenue Model and/or Bid Documents for 8 (eight) Eligible Assignments. ➤ out of the total Eligible Assignment, at least 3 (three) should be from Eligible Sectors as specified in Clause 3.1.4. ➤ out of the total Eligible Assignments at least 3 (three) should be PPP Projects. ➤ He/ She should have successfully assisted in the entire bid process for at least 3 (three) Eligible Assignments till signing of Concession Agreement.
	Financial Expert	MBA/ CA/ CFA or equivalent	8 years post qualification experience in the field of project financing, Project Appraisal and Investment Analysis.	<p>He/ She should have</p> <ul style="list-style-type: none"> ➤ worked as financial expert in at least 5 (five) Eligible Assignments , ➤ out of the total eligible assignment, at least 2 (two) should be from Eligible Sectors as specified in Clause 3.1.4 Eligible Assignments. ➤ He/ She should have experience in developing financial model/ financial structuring for at least 3 (three) PPP projects worth Rs. 50 Crore each. ➤ He/ She should have experience on qualitative aspects of financial structuring of various PPP mode. ➤

Unit Name	Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
Treasury & Debt Management Unit	Treasury & Debt Management Expert	CA/CFA/ICWA/MBA (Finance)/ <u>MBA(Banking)</u>) or equivalent or Person who has worked with Scheduled Commercial bank and having qualification of CAIIB/ <u>MBA (Banking)</u>	5 years post qualification experience in the field of Cash, Debt and liquidity Management, Risk Management, Banking, Treasury Management, Corporate finance.	➤ He/ She should have worked in Cash, Debt and Treasury Management function, Fund Flow management, Loans and Guarantees and other such work related to the subject; desirable experience of Banking & financial sector organization.
	Research Associate	CA/MBA (Finance)/ or Equivalent	3 (Three) years of post-qualification experience primary & secondary research, documentation with regard to Government Accounting, <u>Government finances</u> etc.	➤ He/ She should have worked for Collection / Compilation and analysis of data through Primary & Secondary Research with regard to Government Accounting, <u>Government finances</u> etc. ➤ He/ She should have <u>preferably</u> worked on analysis of big data.
Statistical, Big data analysis & Forecast Unit	Statistical Expert	Post Graduate in Statistics/ Mathematics <u>with Statistics as a subject/</u> Economics with specialization in Econometrics	5 (five) years of post-qualification experience in Statistical Analysis/ Econometric analysis of data	➤ He/ She should have worked in Statistical Analysis/ Econometric analysis of data/ Modeling and analysis of big Data. ➤ Proficiency in using Information Technology tools specifically Word, Excel, and Statistical Software's (such as Statistical Analysis Software (SAS), Statistical Package for

Unit Name	Key Personnel	Educational Qualification	Length of Professional Experience	Experience on Eligible Assignments
				<p>the Social Sciences (SPSS) and Programming Language R, SQL STATA etc.).</p> <p>➤ <u>The Consultant should have reasonable proficiency in using open source tools such as R.</u></p>
	Data Analyst	Post Graduate in Statistics/ Mathematics <u>with Statistics as a subject/</u> Economics with specialization in Econometrics	3 (three) years of post-qualification experience in Statistical Analysis/ Econometric analysis of data.	<p>➤ He/ She should have worked in handling big data. and</p> <p>➤ Proficiency in using Information Technology tools specifically Word, Excel, and Statistical Software's (such as Statistical Analysis Software (SAS), Statistical Package for the Social Sciences (SPSS) and Programming Language R, SQL STATA Etc.).</p> <p>➤ <u>The Consultant should have reasonable proficiency in using open source tools such as R.</u></p> <p>➤ He/ She should have proficiency in use of programming Language(s) and familiarity with Government accounting system. <u>Government Account/ Government finances.</u></p>