

**RESPONSE TO PRE-BID QUERIES - REQUEST FOR PROPOSAL (RFP) FOR APPOINTMENT OF SUPPORT CONSULTANT FOR
DIRECTORATE OF INSTITUTIONAL FINANCE, GOVERNMENT OF MADHYA PRADESH**

Sr. No.	Reference to RFP	Queries/ Clarification/ Suggestion	DIF Response
1.	<p>Page No. 44 Clause 3.1 (iii)</p> <p>Review and Appraisal of SLEC proposals submitted by Implementing agency(ies) for approval of the SLEC 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.</p>	<p>Kindly clarify the quantum of SLEC proposals submitted by implementing agencies to understand the range of scope of work.</p>	<p>Authority receives the proposals for appraisal from different implementing agencies on time to time basis. The bidders is required to make available the resource personnel as per the requirement detailed in the RFP document independent.</p>
2.	<p>Page No. 45 Clause 5.4</p> <p>If professional fees are quoted in terms of person months, then daily fee rate for inputs that are a fraction of a month will be calculated by dividing the monthly rate by 30 for arriving at a daily rate for each calendar day. Remuneration will be payable for intervening Government of Madhya Pradesh Holidays and weekends, except for the weekend that falls at the end of a particular input time. The day of arrival and departure will be considered as working days provided the time of arrival is in the AM and the time of departure is in the PM.</p>	<p>If professional fees are quoted in terms of person months, then daily fee rate for inputs that are a fraction of a month will be calculated by dividing the monthly rate by 30 for arriving at a daily rate for each calendar day. Remuneration will be payable for intervening Government of Madhya Pradesh Holidays and weekends, except for the weekend that falls at the end of a particular input time. The day of arrival and departure will be considered as working days provided the time of arrival is in the AM and the time of departure is in the PM. The Payment will be done on 7th of following month.</p>	<p>Bidder may refer the Clause 6 (Payment to the Consultant) of the Agreement for detailed process of payment to the consultant.</p>

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3.	<p>Page No. 44 Clause 5.2</p> <p>The duration of the Consultancy may be extended for the period maximum up to 2 years at the sole discretion of the Authority, with an annual escalation of 5% (five percent) in the man-month rates (over the quoted man month rate in the Financial Proposal) of the Key Personnel, during the extension period. All other terms & conditions including those under Clause 4.4 of the Agreement (Substitution of Key Personnel) shall remain the same during the extension period and hold true as if the Consultancy has been procured for a period totalling project duration and extension period. In the event of extension under this Clause 5.2, the time input of Key Experts shall increase in proportion of such extension.</p>	<p>Considering minimum of 15% of salary hike for the personnel as per market rate.</p> <p>The duration of the Consultancy may be extended for the period maximum up to 2 years at the sole discretion of the Authority, with an annual escalation of 15% (fifteen percent) in the man-month rates (over the quoted man month rate in the Financial Proposal) of the Key Personnel, during the extension period. All other terms & conditions including those under Clause 4.4 of the Agreement (Substitution of Key Personnel) shall remain the same during the extension period and hold true as if the Consultancy has been procured for a period totalling project duration and extension period. In the event of extension under this Clause 5.2, the time input of Key Experts shall increase in proportion of such extension.</p>	<p>The Clause is modified as follows: The duration of the Consultancy may be extended for the period maximum up to 2 years at the sole discretion of the Authority, with an annual escalation of 5% (five percent) in the man-month rates (over the quoted man month rate in the Financial Proposal) of the Key Personnel, during the extension period. All other terms & conditions including those under Clause 4.4 of the Agreement (Substitution of Key Personnel) shall remain the same during the extension period and hold true as if the Consultancy has been procured for a period totalling project duration and extension period. In the event of extension under this Clause 5.2, the time input of Key Experts shall increase in proportion of such extension. In the event of extension of services the value of Consultancy Agreement shall be increased proportionately as detailed below:</p> <table border="1" data-bbox="1570 1054 2119 1278"> <thead> <tr> <th>Year</th> <th>% Increase in Agreement value</th> <th>Man-month Rate</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>-</td> <td>100%</td> </tr> <tr> <td>2.</td> <td>-</td> <td>100%</td> </tr> <tr> <td>3.</td> <td>5%</td> <td>105%</td> </tr> <tr> <td>4.</td> <td>5%</td> <td>110.25%</td> </tr> </tbody> </table>	Year	% Increase in Agreement value	Man-month Rate	1.	-	100%	2.	-	100%	3.	5%	105%	4.	5%	110.25%
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5.	<p>2.2.2 (D)- PPP Expert He should have</p> <ul style="list-style-type: none"> led the team in preparation of Revenue Model and/or Bid Documents for 10 (ten) 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 5 (five) should be PPP Projects. S/he should have successfully assisted in the entire bid process for at least 5 (five) Eligible Assignments till signing of Concession Agreement. 	<p>Request for revised criteria: He should have</p> <ul style="list-style-type: none"> led the team in preparation of Revenue Model and/or Bid Documents for 5 (five) 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 2 (two) should be PPP Projects. S/he should have successfully assisted in the entire bid process for at least 2 (two) Eligible Assignments till signing of Concession Agreement. 	<p>The Clause is modified as follows: 2.2.2 (D)- PPP Expert- He 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. S/he should have successfully assisted in the entire bid process for at least 3 (three) Eligible Assignments till signing of Concession Agreement.
6.	<p>Clause 2.2.2 (D)- Financial Expert He should have</p> <ul style="list-style-type: none"> worked as financial expert in at least eight (8) 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. 	<p>Request for revised criteria He 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. 	<p>The Clause is modified as follows: 2.2.2 (D)- Financial Expert – He 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.

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	<ul style="list-style-type: none"> S/he should have experience in developing financial model/ financial structuring for at least 5 (five) PPP projects worth Rs. 50 Crore each. S/he should have experience on qualitative aspects of financial structuring of various PPP mode. 	<ul style="list-style-type: none"> S/he should have experience in developing financial model/ financial structuring for at least 2 (two) PPP projects worth Rs. 50 Crore each. S/he should have experience on qualitative aspects of financial structuring of various PPP mode 	<ul style="list-style-type: none"> S/he should have experience in developing financial model/ financial structuring for at least 3 (three) PPP projects worth Rs. 50 Crore each. S/he should have experience on qualitative aspects of financial structuring of various PPP mode
7.	<p>Clause 2.2.2 (D) Education He should have</p> <ul style="list-style-type: none"> Worked as principal/dean of a UG/PG/ITI or Polytechnics or school with at least 500 students, recognized/affiliated by respective affiliating agencies, for at least 3 (three) years. 	<p>Request for revised criteria</p> <p>He should have</p> <ul style="list-style-type: none"> Worked for at least three any central/state education department. 	<p>The Clause is modified as follows: Clause 2.2.2 (D) Education</p> <ul style="list-style-type: none"> Worked as principal/dean of a UG/PG/ITI or Polytechnics or school with at least 500 students, recognized/affiliated by respective affiliating agencies, for at least 3 (three) years. <p style="text-align: center;">OR</p> <ul style="list-style-type: none"> Worked for at least five years in any central/state education department in a position not less than Grade-I officer.
8.	<p>Clause : 2.2.3 The Applicant shall enclose with its Proposal, certificate(s) from its Statutory Auditors stating its total revenues from professional fees during each of the past three financial years and the fee received in respect of each of the Eligible Assignments specified in the Proposal.</p>	<p>Request you to please accept project work order / contract copy and self-certificate to validate the project experience instead of Statutory Auditors / CA Certificate.</p>	<p>Please refer to Clause : 2.2.3 which is as follows: “The Applicant shall enclose with its Proposal, certificate(s) from its Statutory Auditors stating its Total revenues from professional fees during each of the past Three financial years and the fee received In respect of each of the Eligible Assignments Specified in the</p>

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			Proposal. In the event that the Applicant does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the annual accounts of the Applicant.”