

RESPONSE TO PRE-BID QUERIES - REQUEST FOR PROPOSAL (RFP) FOR PANEL OF TRANSACTION ADVISORY SERVICES FOR PPP PROJECTS IN MADHYA PRADESH, MADHYA PRADESH

Sr. No.	Reference to RFP	Queries / Clarifications	Authority Response
1.	Clause 3.1 (3) Annual Advisory Turnover	<p>The Applicant (Lead Member in case of a consortium) should have an Annual Advisory Turnover of not less than Rs.5.00 (Five) Crore during each of the last 3 (three) financial years, viz., 2012-13, 2013-14 & 2014-15.</p> <p>Note: For the avoidance of doubt, it is hereby clarified that 'Annual Advisory Turnover' means revenues from Advisory services such as financial/PPP transactions in the infrastructure sector only, which needs to be duly certified by the Applicant's statutory auditor/Chartered Accountant. For avoidance of doubt, fees from auditing, accounting, IT advisory and similar consultancy shall not be considered towards the Annual Advisory Turnover hereunder.</p> <p>Applicant is required to provide audited annual financial statements, balance sheets for the financial years 2012-13, 2013-14 & 2014-15.</p> <p>We request the authority to consider advisory turnover (excluding auditing, accounting, IT Advisory) instead of specific to financial/PPP transactions turnover.</p>	<p>No changes proposed.</p> <p>Annual Advisory Turnover as defined in the clause referred to, means revenues from advisory services provided in the infrastructure sector.</p>
2.	Clause 3.1 (5.0) PPP Projects	<p>The Applicant should have successfully completed (i.e. Concession Agreement signed and Financial Closure achieved if it is included in the Scope of work of the Applicant) not less than 4 (four) PPP Transaction Advisory Assignments* in last 10 (ten) financial years preceding the Proposal Due Date.</p> <p>For the avoidance of doubt any project for which work order has been issued prior to 1st April 2006 will not be considered under Empanelment Criteria (Clause 3.1) and Criteria for Evaluation (Clause 5) *The assignment/project qualified for experience shall be of value not less than Rs. 50 Crore in value and undertaken for Central/State Government agencies / UTs in India. Further, for avoidance of doubt, one concession agreement will be treated as one assignment.</p> <p>There are very few market players are in India who has the completed project credentials and also since this is an empanelment, we request the authority to provide opportunities for many bidders to participate on the empanelment process.</p> <p>Accordingly, We request the authority to consider 2 (two) PPP</p>	<p>No Changes Proposed.</p>

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		<p>Transaction Advisory Assignments instead of 4 (four). We request the authority to remove the paragraph of “Further, for avoidance of doubt, one concession agreement will be treated as one assignment”. We request the authority to consider International credentials as well.</p>	
3.	Clause 5.2, A-1	<p>Completed PPP Transaction Advisory Assignments : The Applicant shall have, over the last 10(ten) financial years preceding the Application Due Date, provided PPP Transaction Advisory Services in Highways/ Roads / Industrial & Theme Parks sector to Central/State Government agencies / UTs in India. I. 4 projects 10 marks II. For each additional Projects 5 marks We request the authority to consider the following: 2 Projects – 40 Marks</p>	No Changes Proposed.
4.	Clause 5.2 , A-2	<p>Completed PPP Transaction Advisory Assignments: The Applicant shall have, over the last 10(ten) financial years preceding the Application Due Date, provided Transaction Advisory Services in Urban & Municipal infrastructure, Transportation, Logistics & Warehousing, Water, Energy, Education (including professional education), Tourism, Agriculture & Horticulture/Dairy, Medical & Health services, Social sector etc. to Central / State Government agencies / UTs in India. The Applicant shall have, over the last 10(ten) financial years preceding the Application Due Date, provided Transaction Advisory Services/DPR preparation in Infrastructure sector, Urban & Municipal infrastructure, Transportation, Logistics & Warehousing, Water, Energy, Education (including professional education), Tourism, Agriculture & Horticulture/Dairy, Medical & Health services, Social sector etc. to Central / State Government agencies / UTs in India. We request the authority to consider the following: 2 Projects – 20 Marks</p>	No Changes Proposed.
5.	Clause 5.2, A-3	<p>Ongoing PPP Transaction Advisory Assignments: The applicant shall have, over the last 3 (three) financial years preceding the Application Due Date, provided PPP Transaction Advisory Services in</p>	No Changes Proposed.

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		infrastructure sector to Central / State Government agencies / UTs in India. We request the authority to consider the following: 3 Projects – 10 Marks	
6.	Clause 5.2, B -1	Annual Advisory Turnover of the firm in each of the financial years 2012-13, 2013-14 and 2014-15. We request the authority to consider the following: Rs. 5 Crores – 10 Marks	No Changes Proposed.
7.	Clause 5.2, C -1	Professional Manpower excluding Legal Professional We request the authority to consider the following: 10 Professionals – 15 Marks	No Changes Proposed.
8.	Clause 5.2 Note No. 10	For the purpose of Human Resources Availability of the Applicant Firm Minimum required qualifications and experience of Professionals are hereunder: PPP Expert: Not less than 4 (Four) Completed PPP Transaction Advisory Assignments Thorough knowledge of Project structuring, Project Agreement, Risk- management, and Bidding process. We request the authority to consider the following: PPP Expert: Not less than 2 (Two) Completed PPP Transaction Advisory Assignments Thorough knowledge of Project structuring, Project Agreement, Risk-management, and Bidding process.	No Changes Proposed.
9.	Clause 5.2 Note No. 10	Sector Expert: 8 years post qualification professional experience. We request the authority to consider 5 years post qualification Professional Experience.	No Changes Proposed.
10.		We would like to confirm if a firm registered outside of India can Participate in the process.	Please refer to 1.3 & 1.5 Appendix – 1 A, Details of Applicants. Non – Indian firms are allowed to apply. However the projects have to be undertaken in India.
11.	Clause 3.1 (Page 9) point	The Applicant should have successfully completed (i.e. Concession Agreement signed and Financial Closure	No Changes Proposed.

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	no. 5. Minimum Eligibility	<p>achieved if it is included in the Scope of work of the Applicant) not less than 4 (four) PPP Transaction Advisory Assignments* in last 10 (ten) financial years preceding the Proposal Due Date. For the avoidance of doubt any project for which work order has been issued prior to 1st April 2006 will not be considered under Empanelment Criteria (Clause 3.1) and Criteria for Evaluation (Clause 5) *The assignment/project qualified for Experience shall be of value not less than Rs. 50 Crore in value and undertaken for Central/State Government agencies /UTs in India. Further, for avoidance of doubt, one concession agreement will be treated as one assignment. And Criteria for Evaluation Page 17, Clause 5: A-1, A-2 and A-3.</p> <p>We would like to request that Transaction Advisory assignment for which the firm has been contracted by <u>an International Government or public sector agency be permitted.</u> This will enable firms with global experience to participate and provide the GoMP with international expertise.</p>	
12.	Criteria for Evaluation Page 17, Clause 5: A- 1 and A-2	<p>A-1 , specifies PPP Transaction Advisory Services in Highways /Roads/Industrial & Theme Parks sector and A-2 specifies Transaction Advisory Services in Urban & Municipal infrastructure, Transportation, Logistics & Warehousing, Water, Energy, Education (including professional education), Tourism, Agriculture & Horticulture/Dairy, Medical & Health services, Social sector etc.</p> <p>We understand that the Government of Madhya Pradesh is looking to develop PPP projects in various sectors. Since this empanelment is not envisaged to be sectorwise, we would request that the distinction between A-1 and A -2 be removed and the overall PPP Transaction Advisory experience of the Applicants be considered. This would allow firms specialising in a variety of sectors to be empanelled otherwise the likelihood is that only firms having experience under A-1 will qualify the 70 minimum marks criteria.</p>	No Changes Proposed.

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13.	Clause 10 Page 19	Human Resources Availability of the Applicant Firm Minimum required qualifications and experience of Professionals. We would like to request that Eligible Projects undertaken for International government or public sector agency be permitted.	No Changes Proposed.