

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

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response																				
1.	<p><b>3. CRITERIA FOR EVALUATION ; 3.1 Evaluation of Technical Proposals Clause 3.1.3 ( 2a)</b></p> <table border="1" data-bbox="239 440 1052 1219"> <tr> <td data-bbox="239 440 940 505"><b>a) Educational Qualification</b></td> <td data-bbox="947 440 1052 505"><b>30%</b></td> </tr> <tr> <td data-bbox="239 509 940 574">i. Meets minimum qualification</td> <td data-bbox="947 509 1052 574">20%</td> </tr> <tr> <td data-bbox="239 579 940 644">ii. Additional relevant qualification</td> <td data-bbox="947 579 1052 644">10%</td> </tr> <tr> <td data-bbox="239 649 940 714"><b>b) Number of years of relevant experience</b></td> <td data-bbox="947 649 1052 714"><b>30%</b></td> </tr> <tr> <td data-bbox="239 719 940 784">i. Meets minimum number of years of experience</td> <td data-bbox="947 719 1052 784">20%</td> </tr> <tr> <td data-bbox="239 789 940 886">ii. Any additional number of years of experience maximum up to 5 years (2% marks for each year) <i><u>*No additional marks shall be given to PPP Expert-cum-Team Leader with MBA having less than 10 years of post-qualification experience.</u></i></td> <td data-bbox="947 789 1052 886">10%</td> </tr> <tr> <td data-bbox="239 891 940 956"><b>c) Experience in relevant projects</b></td> <td data-bbox="947 891 1052 956"><b>40%</b></td> </tr> <tr> <td data-bbox="239 961 940 1026">i) Meet minimum eligibility criteria for Eligible Assignment</td> <td data-bbox="947 961 1052 1026">20%</td> </tr> <tr> <td data-bbox="239 1031 940 1128">ii. Any additional number of Eligible Assignment maximum upto 5 assignment (2% marks for each additional Eligible Assignment)</td> <td data-bbox="947 1031 1052 1128">10%</td> </tr> <tr> <td data-bbox="239 1133 940 1219">iii. Any additional number of Eligible Sector maximum up to 2 sectors (5% marks for each additional Eligible Sector)</td> <td data-bbox="947 1133 1052 1219">10%</td> </tr> </table>	<b>a) Educational Qualification</b>	<b>30%</b>	i. Meets minimum qualification	20%	ii. Additional relevant qualification	10%	<b>b) Number of years of relevant experience</b>	<b>30%</b>	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) <i><u>*No additional marks shall be given to PPP Expert-cum-Team Leader with MBA having less than 10 years of post-qualification experience.</u></i>	10%	<b>c) Experience in relevant projects</b>	<b>40%</b>	i) Meet minimum eligibility criteria for Eligible Assignment	20%	ii. Any additional number of Eligible Assignment maximum upto 5 assignment (2% marks for each additional Eligible Assignment)	10%	iii. Any additional number of Eligible Sector maximum up to 2 sectors (5% marks for each additional Eligible Sector)	10%	<p>It has been mentioned that in case of PPP Expert-cum-Team Leader with MBA qualification and having less than 10 years of post-qualification experience no additional mark shall be provided.</p> <p>As per clause 2.2.2 (d) since the Financial experts is part of Project Appraisal and Evaluation Unit , <b>we would request you to kindly clarify whether this provision of no additional marks shall also be applicable for Financial Expert with less than 8 (eight) years of experience.</b></p>	<p>It is clarified that no additional marks shall also be allotted to Financial Expert having less than 8 (eight) years of post-qualification experience.</p> <p>Please refer to Sr. No.-1 of Addendum.</p>
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2.	<p><b>Clause 2.2.2 (D), Financial Expert</b> MBA/ CA/ CFA or equivalent</p>	<p>We would request you to kindly clarify whether MBA in any stream like Marketing, HR, Operation Management, Mass communication, Information Systems etc. would be considered or it is essential to have specialization in Finance for the position of Financial Expert.</p>	<p>It is clarified that MBA/ equivalent qualification only in <b>Finance</b> shall be considered for Conditions of Eligibility in educational qualification.</p>
3.	<p><b>Clause 2.25.2</b></p> <p>The Authority expects the Key Personnel to be available during implementation of the Agreement. The Authority will not consider substitution of the Key Personnel except for reasons of any incapacity or due to health. Such substitution shall subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority.</p> <p>Without prejudice to the foregoing, substitution of the all Key Personnel shall be permitted <b>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.</b></p>	<p>We would request you to not to impose any penalty on first substitution and in case of further substitution a penalty of 10% of the total remuneration specified for the substituted Key Expert shall be levied.</p>	<p>No changes proposed.</p>
4.	<p><b>Page No. 34; Clause 3.1.4</b> : (i) (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</p>	<p>We request the authority to kindly amend this clause as follows: "preparation of transaction / bid documents and management of transaction / bid process or other</p>	<p>No Change Proposed.</p>

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	(PPP) or other forms of private participation <b>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</b> (the “PPP Transaction Projects”);	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 (the “PPP Transaction Projects”).	
5.	<b>Page No. 34; Clause 3.1.4</b> : (i) (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, <b>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</b> for projects elsewhere, <b>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)</b> for any infrastructure project elsewhere (the “Other Projects”);	We request the authority to kindly amend this clause as follows: “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, <b>having an estimated capital cost (excluding land) of at least Rs. 25 crore (Rupees fifty crore)in case of a project in India, and US \$ 12.5 million</b> for projects elsewhere for any infrastructure project elsewhere (the “Other Projects”)	No Change Proposed.
6.	<b>Page No. 34 - 35; Clause 3.1.4</b> Eligible Assignments /Projects & Eligible Sector:  Further it may be noted that all Eligible Assignments relating to projects (as specified in Cause 3.1.4 (i), a) based on Single Concession Agreement and awarded by the same public entity shall be counted	We request the authority to kindly drop this clause as different assignments under the same Model Concession Agreement have separate financial models, financial	No Change Proposed.

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	as one Eligible Assignment.	closure and Project cost.	
7.	<b>Page No. 35; Clause 3.1.4 (ii) A)</b> following sectors shall deemed as eligible sectors (the “Eligible Sector”):	We request you to please add the following sector as part of eligible sectors : • <b>Telecommunication sector</b>	No Change proposed.
8.	<b>Page 45; Clause 5,</b> <b>TIME AND PAYMENT SCHEDULE</b>	Since the engagement is resource incentive, it is requested to provide 10% of the contract fee as advance mobilization. This is as per best practices and followed across various funded engagements and rest of the payments should be made as equal quarterly payments against contractual period.	No change proposed.
9.	<b>Page 45; Clause 5.2:</b> 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.	Please consider increasing the annual escalation to 10% given the tenure of the assignment and the level of complexity required. This is as per industry practice as can be seen in various other GoMP tenders.	No change proposed.
10.	<b>Page No. 45; Clause No. 5.3:</b> Payment for the Services shall be based on actual number of man days of the Key Personnel deployed by the Consultant, but always subject to the duration specified in Clause 5.5.	We request the authority to pay the fees for the entire month as the entire team is being deployed on full time basis for this project.	No change proposed.

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11.	<p><b>Page 76; Clause 6.3, a (i),</b>            No payment shall be due for the month till the Consultant completes to the satisfaction of the Authority the work pertaining to any pending Deliverable, extension of which has not been explicitly agreed by the Authority, payment shall be due and payable by the Authority for the time spent during each calendar month; and</p>	<p>The acceptance of deliverables etc. are currently very open ended and it is requested to release at least 90-95 % of the payment on submission and remaining 5-10% of the payment post approval and within 30 days of deliverables submission. Further, in case of non-acceptance of the deliverables, reasons of such non-acceptance should be clearly given in writing to the Consultants for rectifying the same in the agreed time period.</p>	<p>No change proposed.</p>
12.	<p><b>Page 77; Clause 7.1.1:</b>            For the purposes of this Agreement, performance security shall be an amount equal to 10% (ten per cent) of the Agreement Value (the "Performance Security"); required to be provided in the form of a bank guarantee.</p>	<p>We request the authority to kindly reduce the performance security to an amount equal to 5% (five per cent) of the Agreement Value</p>	<p>No change proposed.</p>
13.	<p><b>Page 77; Clause 7.2.2.: Liquidated Damages for delay</b>            In case of delay in completion of Services, liquidated damages not exceeding an amount equal to 0.2% (zero point two per cent) of the Agreement Value per day, subject to a maximum of 10% (ten per cent) of the Agreement Value shall be imposed and shall be recovered by appropriation from the Performance Security or otherwise. However, in case of delay due to reasons beyond the control of the Consultant, suitable extension of time shall be granted.</p>	<p>As an industry practice, LD should be kept maximum of 5% of project value hence it is requested to modify.</p>	<p>No change proposed.</p>
14.	<p><b>Date Extension</b></p>	<p>We request the authority to kindly extend the bid due date by 2 weeks.</p>	<p>No change proposed.</p>

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15.	<p>Page 103: Form-7</p> <p>Abstract of Eligible Assignments of the Applicant</p> <p># The Applicant should provide details of only those assignments that have been undertaken by it under its <i>own name</i>.</p>	<p>Can the bidding entities show assignments which were delivered in a joint Venture mode with another Company?</p>	<p>Yes, however the Work Order/ Completion certificate should be in the name (singly or jointly) of the firm claiming the experience.</p>
16.	<p><b>2.2: Conditions of Eligibility of Applicants</b></p> <p><b>Financial Capacity:</b> The Applicant shall have received an average of Rs.25 crore (Rs. Twenty five crore) or US \$ 12.5 (twelve point five) million per annum as professional fees during each of the three financial years preceding the PDD. For the avoidance of doubt, professional fee hereunder refers to fees received by the Applicant for providing advisory or consultancy services to its clients.</p>	<p>Requesting you to kindly reduce the average professional fee of Rs. 25 Crore per annum, during each of the three financial years preceding the PDD close to the estimated Cost/ professional fee allocated for this assignment.</p>	<p>No change proposed.</p>
17.	<p>2.2.2 (D)</p> <p>PPP Expert-cum-Team Leader</p> <p>He/ She should have successfully assisted in the entire bid process for at least 3 (three) Eligible Assignments till signing of Concession Agreement.</p>	<p>Request to relax the criteria of signing of Concession Agreement.</p>	<p>No change proposed.</p>
18.	<p>2.2.2 (D)</p> <p>Statistical Expert- Post Graduate in Statistics/Mathematics with Statistics as a subject/ Economics with Econometrics as a subject.</p>	<p>Request you to allow Graduate in Statistics, MBA/PGDM as well</p> <p><b>Modified Clause:</b> "Graduate/ Post Graduate in Statistics/Mathematics with Statistics as a subject/ Economics with Econometrics as a subject or MBA/PGDM".</p>	<p>No change proposed.</p>

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19.	2.2.2 (D) Data Analyst- Post Graduate in Statistics/ Mathematics with Statistics as a subject / Economics with Econometrics as a subject.	Request you to allow Graduate in Statistics, MBA/PGDM as well  <b>Modified Clause:</b> <b>"Graduate/ Post Graduate in Statistics/Mathematics with Statistics as a subject/ Economics with Econometrics as a subject or MBA/PGDM"</b>	Please refer to Sl. No. 2 of the Addendum
20.	3.1.3- 2.a Project Appraisal and Evaluation Unit  a) Educational Qualification = 30% ii. Additional relevant qualification= 10%	We request you to please provide the details about " <b>Additional relevant Qualification</b> " since it's an open ended criteria with 10% marking OR it would be better if marking shall be restricted with defined qualification only.	It is clarified that "Additional relevant Qualification" shall be assessed by the Authority during the Evaluation process. The Applicant is advised to provide complete details of "Additional relevant Qualification".
21.	3.1.3- 2.a Project Appraisal and Evaluation Unit  b) Number of years of relevant experience ii. Any additional number of years of experience maximum up to 5 years (2% mark for each year)	The years of experience sought from PPP expert is on higher side i.e. resource must have 15 years of experience to obtain full marks. Also gap between the base criteria marking and maximum marking is too high. Hence it is requested to revisit the clause as below: <b>Modification requested:</b> <b>"ii. Any additional number of years of experience maximum up to 2 years (5% marks for each year)".</b>	No change proposed.

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22.	<p>3.1.3- 2.a Project Appraisal and Evaluation Unit</p> <p>c) Experience in relevant projects = 40 %</p> <p>ii. Any additional number of Eligible Assignment maximum up to 5 assignment (2% marks for each additional Eligible Assignment)</p>	<p>We request to modify the clause as below:</p> <p><b>Modification requested:</b></p> <p><b>"ii. Any additional number of Eligible Assignment maximum up to 2 assignment (5% marks for each additional Eligible Assignment)"</b></p>	<p>No change proposed.</p>
23.	<p><b>Agreement, 4. Consultant's Personnel, 4.4</b></p> <p>The Consultant should specifically note that substitution of the PPP Expert-cum-Team Leader 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-cum-Team Leader must commit the time required for and be available for delivering the Consultancy in accordance with the terms specified herein.</p>	<p>Under circumstances beyond the control of Consultant, in capacity due to health, etc. the consultant might have to seek the replacement of resource. Hence, it is requested to delete the clause.</p>	<p>No change proposed.</p>
24.	<p><b>5 Time and Payment Schedule 5.2</b></p> <p>The duration of the Consultancy may be extended for the period maximum up to 2 (two) 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</p>	<p>According to Financial Bid format, the consultant has to quote financial bid for 24 month whereas 5% annual escalation in the man month rates is suggested. Request you to kindly clarify whether financial quote has to be mentioned for 24 months or 12 month with inclusion of the escalation rate. Also if the escalation will be done only on extension after 2 years. Request to increase the percentage of increment as 5% after two years will be less feasible.</p>	<ul style="list-style-type: none"> <li>• The man month rate should be quoted for the first year of deployment i.e. Year-1.</li> <li>The value of Consultancy agreement shall be increased proportionally as tabulated in 5.2 of Terms of Reference.</li> <li>• The Clause 5.1 &amp; 5.2 has been revised.</li> <li>• Please refer to Sr. No.-3 of Addendum</li> </ul>