

**RESPONSE TO PRE-BID QUERIES - FOR APPOINTMENT OF SUPPORT CONSULTANT FOR PUBLIC PRIVATE PARTNERSHIP
(PPP) CELL, DIRECTORATE OF INSTITUTIONAL FINANCE,
GOVERNMENT OF MADHYA PRADESH**

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
1	<p>2.2.2 (D), page 12 PPP Expert-cum-Team Leader (the “PPP Expert”)</p> <p>Experience on eligible assignments : led the team in preparation of Revenue Model and/or Bid Documents for 10 (ten) Eligible Assignments</p>	<p>Since projects of such nature are long term, it is requested to consider 7 assignments instead of 10. Following is requested to be considered: Modified Clause:</p> <p>"led the team in preparation of Revenue Model and/or Bid Documents for seven (7) Eligible Assignments in PPP/E-governance/Public Sector governance"</p>	No change proposed.
2	<p>2.2.2 (D), page 13 PPP Expert-cum-Team Leader (the “PPP Expert”) : out of the total Eligible Assignments at least 5 (five) should be PPP Projects.</p>	<p>Since projects of such nature are long term, it is requested to consider 3 assignments instead of 5. Following is requested to be considered: Modified Clause : out of the total Eligible Assignments at least 3 (three) should be PPP Projects</p>	No change proposed.
3	<p>2.2.2 (D), page 13 Financial Expert : He should have worked as financial expert in at least eight (8) Eligible Assignments.</p>	<p>Request you to reduce the number of eligible assignments from eight (8) projects to five (5) projects</p>	No change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
4	<p>2.2.2 (D) page 13 Financial Expert :</p> <p>S/he should have experience in developing financial model/ financial structuring for at least 5 (five) PPP projects worth Rs. 50 Crore each.</p>	<p>By highlighting the long term nature of projects in said sector, it is requested to reduce the nos. of projects from 5 to 3 and project value shall also be tuned to INR 25-30 crores.</p> <p><u>Modified Clause:</u> S/he should have experience in developing financial model/ financial structuring for at least 3 (five) PPP projects worth Rs. 25-30 Crore each.</p>	No change proposed.
5	<p>2.2.2 (D), page 13 Legal Expert :</p> <ul style="list-style-type: none"> -worked as legal 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 -out of all Eligible Assignments at least 2 (two) should be PPP Projects 	<p>With 7 years of experience, nos. of project asked; are in higher side and hence requesting for modification as under:</p> <p><u>Modifications suggested</u></p> <ul style="list-style-type: none"> -worked as legal expert in at least 3 (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 -out of all Eligible Assignments at least 1 (two) should be PPP Projects. 	No change proposed.
6	<p>2.2.2 (D) page 14 Warehousing & Agri Business 10 years post qualification experience in the Warehousing & Agri Business</p>	Request you to reduce the number of years from Ten(10) years to Eight (8) years	No change proposed.
7	<p>2.2.2 (D) page 14 Warehousing & Agri Business :</p> <p>He should have worked as sector expert in at least 5 (five) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4,</p>	Request you to reduce the number of eligible assignments from five (5) projects to three (3) projects	No change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
8	2.2.2 (D) page 14 Industrial Infrastructure : 10 years post qualification experience in Industrial Infrastructure	Request you to reduce the number of years from Ten(10) years to Eight (8) years	No change proposed.
9	2.2.2 (D) page 14 Industrial Infrastructure : He should have worked as sector expert in at least 5 (five) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4,	Request you to reduce the number of eligible assignments from five (5) projects to three (3) projects	No change proposed.
10	2.2.2 (D) page 15 Roads & Highways : 10 years post qualification experience in Roads & Highways	Request you to reduce the number of years from Ten(10) years to Eight (8) years	No change proposed.
11	2.2.2 (D) page 15 Roads & Highways : He should have worked as sector expert in at least 5 (five) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4,	Request you to reduce the number of eligible assignment from five (5) projects to three (3) projects	No change proposed.
12	2.2.2 (D) page 15 Education : 10 years post qualification experience in Higher or Vocational or school Education	Request you to consider total ten (10) years post qualification to include professional and technical experience as well.	No change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
13	<p>2.2.2 (D) page 15 Education : He should have 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>	<p>Request you to -include Professor/Assistant Professor as working profession in addition to Principal/Dean - School type can be considered as Higher Secondary rather mentioning nos. of students in criteria confirming 500 students for school principal may have issue and hence request to delete the clause.</p>	No change proposed.
14	<p>2.2.2 (D) page 15 Health & Medical Sector: Education Qualification- i. MBBS and ii. Diploma in Hospital Management/ Post graduate diploma in Hospital Administration or similar relevant qualification</p>	<p>Criteria should be relaxed as professional with MBBS degree along with asked project experience is relatively difficult to make available and hence requesting to replace MBBS with any Healthcare and medical degree</p>	No change proposed.
15	<p>2.2.2 (D) page 15 Health & Medical Sector: He should have worked as sector expert in at least (5) Eligible Assignments in the respective Eligible Sector, as specified in Clause 3.1.4 Eligible Assignments out of all Eligible Assignments ,at least 2 (two) should be PPP Projects</p>	<p>Request you to reduce the number of eligible assignments from five (5) projects to three (3) projects</p> <p>Request you to relax this two (2) PPP Projects criteria.</p>	No change proposed.
16	<p>2.2.2 (D) page 15 Irrigation& water supply: 10 years post qualification experience in Irrigation & Water supply.</p>	<p>Request you to consider total ten (10) years post qualification to include professional and technical experience as well.</p>	No change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
17	2.2.2 (D) page 15 Irrigation& water supply: He should have worked as sector expert in at least 5 (five) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4,	Request you to reduce the number of eligible assignments from five (5) projects to three (3) projects	No change proposed.
18	2.2.2 (D) page 16 Power Sector: 10 years post qualification experience in the field power sector projects	Request you to reduce the number of years from Ten(10) years to Eight (8) years	No change proposed.
19	2.2.2 (D) page 16 Power Sector: He should have worked as sector expert in at least 5 (five) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4,	Request you to reduce the number of eligible assignments from five (5) projects to three (3) projects	No change proposed.
20	2.2.2 (D) page 16 Tourism and Eco-tourism: 10 years post qualification experience in the field of development of tourism projects/site etc.	Request you to consider total ten (10) years post qualification to include professional and technical experience as well.	No change proposed.
21	2.2.2 (D) page 16 Tourism and Eco-tourism: He should have worked as sector expert in at least 5 (five) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4,	Request you to reduce the number of eligible assignments from five (5) projects to two (2) projects	No change proposed.
22	2.2.2 (D) page 16 Tourism and Eco-tourism: out of all Eligible Assignments , at least 1 (one) should be PPP Projects	Request you to please relax this criteria	No change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
23	<p>2.14.2 (f) page 24</p> <p>The CVs have been recently signed and dated, in blue ink by the respective Personnel and countersigned by the Applicant. Photocopy or unsigned / countersigned CVs shall be rejected;</p>	<p>Since bid will be prepared centrally and post printing of the bid it will be difficult to get the resume physically signed on their respective resumes in the bid. Hence, it is requested to consider the scanned signature. Since, the company's authorized representative will be signing the bid along-with the required undertakings, the physical signature (in original and blue ink) may not be required.</p>	<p>Applicant may use scanned signature for the CVs of Key Personnel.</p> <p>Applicant shall also ensure that scanned signature of the proposed experts shall be countersigned by the Authorised Representative of the Applicant, signing the Proposal for submission to the Authority.</p> <p>However, on or before signing of Agreement, the Consultant shall provide the CV of the proposed expert signed in original.</p> <p><u>The Applicant shall best ensure to deploy the same key personnel as proposed in their technical proposal.</u></p>
24	<p>Clause 2.15.2 (i) page 25</p> <p>(i) All the costs associated with the assignment shall be included in the Financial Proposal. These shall normally cover remuneration for all the Personnel (Expatriate and Resident, in the field, office etc.), accommodation, air fare, equipment, printing of documents, etc. The total amount indicated in the Financial Proposal shall be without any condition attached or subject to any assumption, and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.</p>	<p>Please specify the frequency of travel expected for the personnel (approximately).</p> <p>Please clarify for travelling nationally for Official meetings outside Bhopal, if required (e.g.: Delhi, Mumbai etc.)</p> <p>Request to clarify which facilities to be provided by the client in client location (Internet connectivity)/Workstation/etc.)?</p>	<ul style="list-style-type: none"> • It is clarified that that costs towards travel, boarding and lodging within the State and outside pertaining to this assignment shall be borne by the Client in case the travel in undertaken at the request of the client . • The class of travel and stay shall be as per entitlement of Class-I officer of State Government.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
			<ul style="list-style-type: none"> The Consultants shall be given adequate work space with internet connectivity.
25	<p>New</p> <p>Out of pocket expenses</p>	<p>It is requested to kindly let us know the tentative trips etc. for meetings for factoring in the Out of pocket expenses. Generally, for travel, the out of expenses incurred for travel, accommodation etc. is provided by client or reimbursed as per actual.</p>	<p>Please refer to response no. 24.</p>
26	<p>Clause 2.25.2 page 30</p> <p>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 pro-posed to be substituted.</p>	<p>In certain un-avoidable circumstances especially on account of poor performances or other such reasons, the candidate may be at upper hand and the firm will be at loss as lesser control will be there on the candidate because of presence of such clause. This favors more the candidate and lesser the firm and hence requests you to delete this clause in interest of project.</p>	<p>No change proposed.</p>
27	<p>Clause 3.1.3 (2) page 32</p> <p>Relevant Experience of the Key Personnel</p> <p>Any additional number of years of experience maximum up to 5 years (3% marks for each year) - 10%.</p>	<p>Criteria framed incorrectly as 3% for 5 years equalling to 15 % rather 10% hence percentage should be modified to 2% in place of 3 %. Request to clarify</p>	<p>The Clause is modified as follows:</p> <p>Clause 3.1.3 (2) page 32</p> <p>Relevant Experience of the Key Personnel</p> <p>Any additional number of years of experience maximum up to 5 years (2% marks for each year) - 10%.</p> <p>Please refer Addendum -1.</p>

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
28	Clause 3.1.4 ((ii) page 34 following sectors shall deemed as eligible sectors (the “Eligible Sector”):	Request you to please add the following sectors as part of eligible sectors : <ul style="list-style-type: none"> • Information Technology & Digital • Hospitality • Textiles and Garments 	No change proposed.
29	<p>Clause 3.4, page 35</p> <p>Combined and Final Evaluation : Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows: S = ST x T + SF x F</p> <p>Where, Tw and Fw are weights assigned to Technical Proposal and Financial Proposal that shall be 0.8 and 0.2 respectively</p>	<p>As per industry standards for large PMU projects, the final evaluation is based on the distribution of Technical Proposal and Financial Proposal, in the ratio of 70 and 30. Hence we request to modify this clause.</p> <p>Modified clause : Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows: S = ST x Tw + SF x Fw</p> <p>Where S is the combined score, and Tw and Fw are weights assigned to Technical Proposal and Financial Proposal, which shall be 0.70 and 0.30 respectively.</p>	No Change proposed.
30	<p>Clause 2 (i) , page 42</p> <p>(i) The Consultancy Team and Key Personnel shall be available on fulltime basis to advise and assist as may be required under the Consultancy;</p> <p>(ii) For avoidance of doubt, fulltime basis shall for the purpose of this Consultancy shall mean all working days of the Authority and the prescribed working hours.</p>	Only PPP and Financial experts are asked for fulltime, rest of the personnel are asked on need basis. Please clarify if the understanding is correct.	Yes, It is clarified that only PPP and Financial experts shall be deputed on fulltime basis. The Other personnel, shall be on need basis

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
31	<p>Clause 5.5 , page 44 PPP Expert/Team Leader - 24 months Financial Expert - 24 months Legal Expert - 11 months Domain Experts - 5 months.</p>	<p>It is requested to provide start and end date of the duration for which the legal and domain experts will be required. This is essential for better planning and making sure that the resources are available for the said duration.</p>	<p>Please refer to response no. 30.</p>
32	<p>Clause 3, Page 43 Providing advice and supporting line departments in conducting the entire bid process, if required.</p>	<p>Please specify the list of line departments where bid process management activity is expected from Consulting.</p>	<p>All Government departments.</p>
33	<p>Clause 4, Page 43 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 agreed with the Authority (the “Deliverables”) during the course of this Consultancy.</p>	<p>For better quality delivery, it is suggested to revise the timelines from 7 days to 1 fortnight i.e. 15 days or within the time period agreed with the Authority. The delivery of services can be defined based on the quantum of work and fixing 7 days etc. at this stage may be re-visited.</p>	<p>No Change proposed.</p>
34	<p>Clause 5 (5.2), page 43 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.</p>	<p>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.</p>	<p>No change proposed.</p>
35	<p>Clause 5, page 43 TIME AND PAYMENT SCHEDULE</p>	<p>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.</p>	<p>No Change proposed.</p>

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
36	<p>Clause 5.5, page 44 The Authority, by written notice during the term of this Agreement, may require additional input of any or all of the Key Personnel such that the overall payments for the services under this Article 5 shall not increase beyond 115% of Agreement Value</p>	<p>If addition services involves more than 30 days then it is requested that the payment shall be revised from 115% to 130% (from 31st day to 60th day). In addition if additional services are required over and above to 60 days then percentage of payment can be mutually discussed and agreed.</p>	<p>No Change proposed.</p>
37	<p>Clause 6.1, page 44 The Authority may, in its discretion, require the Consultant to participate in any meetings in Bhopal and/ or work from the offices of the Authority and the Consultant shall, on a best endeavour basis and without unreasonable delay, provide such services at the offices of the Authority.</p>	<p>Please specify the frequency of travel expected for the personnel (approximately) for us to prepare bid. Generally, out of pocket expenses are borne by the client as per actual or the facilities are provided to undertake such visits.</p>	<p>Please refer to response no. 25.</p>
38	<p>Clause 10.1, page 48 The Consultancy shall be deemed to be completed on 31st December 2015 Date, unless extended by the Authority in accordance with Clause 5.2 of the RFP.</p>	<p>Please clarify</p>	<p>The Clause is modified as follows: Clause 10.1, page 48 The Consultancy shall be deemed to be completes two years from date of signing of the agreement, unless extended by the Authority in accordance with Clause 5.2 of the RFP. Please refer Addendum-1.</p>

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
39	<p>Clause 3.4.4, page 66 This limitation of liability specified in Clause 3.4.3 shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to 3 (three) times the Agreement Value.</p>	<p>As per Industry standard, the Limitation of liability of any firm during contract is limited towards not exceeding the total contract value. Request you to kindly modify this clause</p> <p>Modified Clause : This limitation of liability specified in Clause 3.4.4 shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to the Agreement Value.</p>	No change proposed.
40	<p>Clause 6.3, a (i), Page 71 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>	No Change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
41	<p>Clause 7.2.2, Page 72 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>
42.	<p>Page No. 10; Clause No. 2.1.1 The term applicant (the “Applicant”) means the Sole Firm or the Lead Member, as the case may be.</p>	<p>We request the authority to kindly modify the term Applicant to mean the Sole Firm or Consortium, as the case may be.</p>	<p>No Change proposed.</p>
43.	<p>Page No. 12; Clause 2.2.2(A): Technical Capacity: The Applicant shall have, over the past 5 (five) years preceding the PDD, undertaken a minimum of 10 (ten) Eligible Assignments in atleast 5 Eligible Sectors as specified in Clause 3.1.4, of which at least 5 (five) should be PPP Projects.</p>	<p>We request the authority to kindly modify this clause as follows: “The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken a minimum of 10 (ten) Eligible Assignments in at least 5 Eligible Sectors as specified in Clause 3.1.4, of which at least 5 (five) should be PPP Projects.”</p>	<p>No Change proposed.</p>
44.	<p>Page No. 32; Clause 3.1.3 Item 1: Relevant Experience of the Applicant.</p>	<p>We request the authority to kindly consider the relevant experience of all the consortium members.</p>	<p>No Change proposed.</p>
45.	<p>Page No. 32; Clause 3.1.3 Item 1: Relevant Experience of the Applicant b) For every Additional 2 PPP transaction projects OR 4 Other projects (as defined in the Clause 3.1.4), 10% additional marks can be awarded (maximum 70% marks)</p>	<p>We request the authority to kindly modify this clause to the following: “b) For every Additional PPP transaction projects OR Other projects (as defined in the Clause 3.1.4), 14% additional marks can be awarded (maximum 70% marks)”</p>	<p>No Change proposed.</p>

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
46.	Form 5 & Form 7	We request the authority to kindly accept these forms signed by Chartered Accountant / Statutory Auditor.	Please refer to note (marked as \$) provided at the end of the Form -5 &7.
47.	Page No. 109 -110;APPENDIX-II Form-2 Financial Proposal; Notes: Point No. 2: Payment for the Services of the Financial Expert and other Personnel shall be based on actual number of man days of the Key Personnel deployed by the Consultant, but always subject to the maximum specified in Clause 5.5 of the TOR.	We request the authority to kindly make a commitment to pay at least half of the key personnel's remuneration quoted in Total Amount (Column Z) of Form 2.	No Change proposed.
48.	Bid Due Date	We request the authority to kindly extend the bid due date by 2 weeks.	Proposal Due Date has been extended up to 23.11.2017. Please refer Addendum-1.
49.	1.8 Schedule of Selection Process Proposal Due Date: 13 th November, 2017, 1500 Hrs Opening of Proposals: 13 th November, 2017, 1530 Hrs	Request to please extend the due date by at least 20 days and the timing to 5 PM in order to facilitate couriers reaching within time. The suggestion is as below: Proposal Due Date: 4th December, 2017, 1700 Hrs Opening of Proposals: 4th December, 2017, 1730 Hrs	Please refer to response no. 48.
50.	2.2.2 (A) Technical Capacity The Applicant shall have, over the past 5 (five) years preceding the PDD, undertaken a minimum of 10 (ten) Eligible Assignments in at least 5 Eligible Sectors as specified in Clause 3.1.4, of which at least	1. Given that PPPs in India have dwindled significantly in the last 5-6 years, request to kindly increase the past experience horizon from 5 years to 10 years. The Clause may be modified as below: "The Applicant shall have, over the past 10 (ten)	No Change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
	5 (five) should be PPP Projects.	<p>years preceding the PDD, undertaken a minimum of 10 (ten) Eligible Assignments in at least 5 Eligible Sectors as specified in Clause 3.1.4, of which at least 5 (five) should be PPP Projects.”</p> <p>2. Can the Applicant showcase 5 PPP projects in a single Eligible Sector? For e.g.: if the Applicant has 5 PPP projects in Urban Infrastructure, and the balance 5 Eligible Assignments are showcased in the other 4 Eligible Sectors, will this experience be permissible?</p>	
51.	<p>2.2.2 (B) Financial Capacity</p> <p>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>Please note that as company that is part owned by Government of Karnataka, we are obliged to undertake various assignments for the State at nominal fees. As a result, our revenue figures are modest inspite of having a significant number of relevant assignments which are of great economic value to the Government. Therefore, we request you to kindly relax the financial capacity condition for companies which have a Government holding such that the aggregate revenue from consulting services shall be Rs. 25 crores from the last 3 financial years. The clause may be modified as below:</p> <p>“The Applicant shall have received an aggregate of Rs.25 crore (Rs. twenty five crore) or US \$ 12.5 (twelve point five) million as professional fees for the three financial years preceding the PDD. For the</p>	No Change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response						
		avoidance of doubt, professional fee hereunder refers to fees received by the Applicant for providing advisory or consultancy services to its clients.”							
52.	<p>2.2.2 (D) Conditions of Eligibility of Key Personnel</p> <p>Each of the Key Personnel must fulfil the Conditions of Eligibility specified below: (as provided in the RFP. Table is not reproduced in this query)</p>	<p>Given the number of PPP projects that have been undertaken in the last 5 years in the country, especially in sectors that are not amenable to PPPs, it is requested to modify the Experience criteria for the Key Personnel in the following manner:</p> <table border="1" data-bbox="915 656 1505 1362"> <thead> <tr> <th data-bbox="915 656 1010 760">Sl. No.</th> <th data-bbox="1010 656 1167 760">Key Personnel</th> <th data-bbox="1167 656 1505 760">Experience on Eligible Assignments</th> </tr> </thead> <tbody> <tr> <td data-bbox="915 760 1010 1362">1.</td> <td data-bbox="1010 760 1167 1362">PPP Expert –cum – Team Leader</td> <td data-bbox="1167 760 1505 1362"> <p>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, atleast 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 </td> </tr> </tbody> </table>	Sl. No.	Key Personnel	Experience on Eligible Assignments	1.	PPP Expert –cum – Team Leader	<p>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, atleast 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 	No Change proposed.
Sl. No.	Key Personnel	Experience on Eligible Assignments							
1.	PPP Expert –cum – Team Leader	<p>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, atleast 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 							

Sr. No.	Reference to RFP	Queries/ Clarification			DIF Response
				<p>successfully assisted in the entire bid process for at least 2 (two) Eligible Assignments till signing of Concession Agreement.</p>	
		2.	Financial Expert	<p>He should have</p> <ul style="list-style-type: none"> • worked as financial expert in atleast five (5) Eligible Assignments , • out of the total eligible assignment, atleast 2 (two) should be from Eligible Sectors as specified in Clause 3.1.4Eligible Assignments . • 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. 	

Sr. No.	Reference to RFP	Queries/ Clarification			DIF Response
		3.	Domain Experts	<p>He should have</p> <ul style="list-style-type: none"> worked as sector expert in at least 3 (three) Eligible Assignments in the respective Eligible Sector as specified in Clause 3.1.4, out of all Eligible Assignments at least 1 (one) should be PPP Projects 	
53.	<p>2.14.2 (f) Technical Proposal</p> <p>the CVs have been recently signed and dated, in blue ink by the respective Personnel and countersigned by the Applicant. Photocopy or unsigned / countersigned CVs shall be rejected;</p>	<p>Since most of the experts would be at difference locations, it is impractical to have their signatures on the CVs. Therefore, request to kindly allow scanned signature of the respective Personnel to be used.</p>			<p>Please refer response no. 23.</p>
54.	<p>2.15.2 Financial Proposal</p> <p>(i) All the costs associated with the assignment shall be included in the Financial Proposal. These shall normally cover remuneration for all the Personnel (Expatriate and Resident, in the field, office etc.), accommodation, air fare, equipment, printing of documents, etc. The total amount indicated in the Financial Proposal shall be without any condition</p>	<p>Please clarify that all costs towards travel, boarding and lodging within the State and outside shall be borne by the Client on actual. These travels would be undertaken at the instance of the Client and for discharging the services as per the Contract.</p> <p>The class of travel and stay may please be indicated by the Client.</p>			<ul style="list-style-type: none"> It is clarified that that costs towards travel, boarding and lodging within the State and outside pertaining to this assignment shall be borne by the Client in case the travel in undertaken at the request of the client . The class of travel and stay shall be as per entitlement of Class-I officer

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
	<p>attached or subject to any assumption, and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.</p> <p>(ii) The Financial Proposal shall take into account all expenses and tax liabilities. For the avoidance of doubt, it is clarified that all taxes shall be deemed to be included in the costs shown under different items of the Financial Proposal. Further, all payments shall be subject to deduction of taxes at source as per Applicable Laws.</p>		<p>of State Government.</p> <ul style="list-style-type: none"> • Please refer to APPENDIX-II. Form -2, Financial Proposal
55.	<p>2.25.2 Substitution of Key Personnel</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 Experts 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</p>	<p>Since the substitution is being accepted only if an equally or better qualified and experience personnel is proposed, it is suggested that the fees shall not be reduced.</p> <p>Further, in case of reasons beyond the control of the Applicant and the Key Expert (incl. PPP Expert), a substitution may kindly be allowed without a penalty.</p>	No change is proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response								
	original PPP Expert who is pro-posed to be substituted.										
56.	<p data-bbox="296 446 890 609">3.1.3 Criteria for Evaluation</p> <p data-bbox="296 508 890 609">The scoring criteria to be used for evaluation shall be as follows: (only relevant section is reproduced below)</p> <table border="1" data-bbox="296 638 890 738"> <thead> <tr> <th data-bbox="296 638 363 738">Sl. No.</th> <th data-bbox="363 638 514 738">Criteria</th> <th data-bbox="514 638 611 738">Marks</th> <th data-bbox="611 638 890 738">Criteria</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>	Sl. No.	Criteria	Marks	Criteria					<p data-bbox="915 446 1514 638">1. Educational qualification for Tourism & Eco-tourism expert: Please note that just as for all other domain experts, relevant qualification is sought, for tourism projects, an Expert with Architecture and/or Planning related qualification should also be accepted.</p> <p data-bbox="961 683 1509 787">Request to kindly expand the qualification requirement for the Tourism & Eco-tourism expert to include architecture and/or planning.</p> <p data-bbox="915 833 1514 959">2. Please note that the 10% marks allocated to additional relevant qualification, would not be applicable in almost all the cases since it is limited to MBA/Diploma in Management/PhD.</p> <p data-bbox="961 1031 1052 1057">For e.g.:</p> <p data-bbox="961 1096 1514 1287">a. in case of a Finance Expert, the basic qualification expectation is MBA. There are very rare cases where an expert has pursued a Ph.D after an MBA. Given the experience requirement of 8 years, it is even more unlikely.</p> <p data-bbox="961 1294 1514 1352">b. In the case of Power Sector expert, in most cases, it is unlikely that a Power Sector Expert</p>	No change is proposed.
Sl. No.	Criteria	Marks	Criteria								

Sr. No.	Reference to RFP				Queries/ Clarification	DIF Response	
	2.	Relevant Experience of the Key Personnel	70	a) Educational Qualification i. Meets minimum qualification ii. Additional relevant qualification (M.B.A or two year diploma in management or relevant Ph. D)	30% 20% 10%	<p>would have pursued an MBA after Graduation in Mechanical/Electrical Engineering. The post-graduation would be in the relevant field.</p> <p>Therefore, it is requested that for all experts, 10% marks for additional RELEVANT qualification be given to post-graduation relevant to the respective sectors in addition to MBA/Diploma in Management/PhD.</p>	
57.	3.1.4 Eligible Assignment/ Projects & Eligible Sector (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, 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				Please confirm that the requirement of having received Rs. 5 lakhs as professional fee is not applicable to PPP Transaction Projects.	It is clarified that the requirement of having received Rs. 5 lakhs as professional fee is not applicable to PPP Transaction Projects.	

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
	<p>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”)</p>		
58.	<p>Clause 3.1.4</p> <p>Eligible Assignment/ Projects & Eligible Sector</p> <p>(ii) following sectors shall deemed as eligible sectors (the “Eligible Sector”):</p> <ol style="list-style-type: none"> 1. Urban Infrastructure; including Affordable Housing & Urban Transport 2. Warehousing & Agri Business; including Logistics and Food Processing 3. Industrial Infrastructure 4. Roads & Highways 5. Education; including Higher Education, Vocational & School Education 6. Health Infrastructure 7. Irrigation & Water Supply 8. Power Sector; Generation & Transmission & Distribution including renewable 9. Tourism & Eco-tourism 	<p>In addition the sectors indicated, the following sectors may please be added to the list of Eligible Sectors:</p> <ol style="list-style-type: none"> 1. Railways 2. Airports 3. Ports 4. Solid Waste Management 5. Transit Oriented Development 6. Sanitation infra, STPs, CETPs, 7. Commercial Properties 	No change proposed.

Sr. No.	Reference to RFP	Queries/ Clarification	DIF Response
59.	5.3 Terms and Payment Schedule 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 maximum days specified in Clause 5.5	Apart from Government of Madhya Pradesh Holidays, at least 20 days of paid leave shall be allowed to the Key Experts per year in order to enable them to visit their respective home towns. It is also assumed that other benefits as extended to Government of Madhya Pradesh would be extended to the Key Personnel with respect to sick leaves etc. No deduction in the remuneration/fees to the Consultant is expected in the above scenarios.	No Change proposed.
60.	Clause 4.4 , Page 69	Kindly request to reduce the reduction of remuneration to 10% in case of substitution of PPP expert.	Please refer to response no. 26.
61.	Clause 4.5 , page 69	Kindly request to allow at least one day leave for the key personnel to be deputed.	Please refer to response no. 59.
62.	Clause 5.2 , page 43	Kindly request to increase the annual escalation to at least 10%.	Please refer to response no. 34.
63.	Clause 1.8 , Page 9	Kindly request to extend the date of bid submission by at least 10 working days.	Please refer to response no. 48.