

ECONOMIC DEVELOPMENT BOARD  
ANDHRA PRADESH

**Andhra Pradesh Economic Development Board (APEDB)**

**NOTICE INVITING**

**REQUEST FOR QUALIFICATION (RFQ)**

**FOR**

**EMPANELMENT OF CONSULTANTS FOR PROVIDING CONSULTANCY  
SERVICES FOR PREPARING PRELIMINARY PROJECT REPORTS/DETAILED  
PROJECT REPORTS/FEASIBILITY STUDY REPORTS**

**(June, 2017)**

**(PROPOSAL DUE DATE: 30<sup>th</sup> June 2017 )**

**(This document is meant for exclusive purposes of submitting the Proposal against this RFQ document and shall not be transferred, reproduced or otherwise used for purposes other than that for which it is specifically issued)**

**Administrative Officer,  
Andhra Pradesh Economic Development Board  
Lake View House, Raj Bhavan Road  
Hyderabad – 500 082, India  
Tel: +91-40-23320481/91 Fax: +91-40-2332 0491  
Email: [k.vanisree@apedb.co.in](mailto:k.vanisree@apedb.co.in)  
Web: [www.apedb.gov.in](http://www.apedb.gov.in)**



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ECONOMIC DEVELOPMENT BOARD  
ANDHRA PRADESH



**Andhra Pradesh Economic Development Board**

(Under the control of General Administration Dept., GoAP)  
Lake View House, Raj Bhavan Road, Hyderabad – 500 082, India



**NOTICE INVITING**

**Empanelment of consultants for providing consultancy services for preparing preliminary project reports (PPR)/detailed project reports(DPR)/feasibility study reports(FSR)**

**Notice No.APEDB/Empanelment for PPR/001-2017/16062017**

Andhra Pradesh Economic Development Board invites Proposals for empanelment of consultants of repute for preparing PPR, DPR & FSR. All other details will be uploaded only to the website of APEDB. Details will be available on: [www.apedb.gov.in](http://www.apedb.gov.in).

**Submission Deadline: 30 June 2017**

Sd/-

Administrative Officer

For any queries please send e-mail to:[k.vanisree@apedb.co.in](mailto:k.vanisree@apedb.co.in) or contact Mrs. K.Vanisree, AO, APEDB on +91 4023220481/91



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ANDHRA PRADESH ECONOMIC DEVELOPMENT BOARD (APEDB)  
LAKE VIEW HOUSE, RAJ BHAVAN ROAD, HYDERABAD – 500082, India,  
Tel: +91-40-2332 0481/91 Fax: +91-40-2332 0491 Email: [www.apedb.gov.in](http://www.apedb.gov.in)

Empanelment of consultants for providing consultancy services for preparing preliminary project reports (PPR)/detailed project reports(DPR)/feasibility project reports(FSR)

**Notice No. APEDB/Empanelment for PPR/001-2017/16062017**

**REQUEST FOR QUALIFICATION DOCUMENT**

Proposals in the prescribed format are invited from suitable Applicant(s) for empanelment of consultants for providing consultancy services for preparing preliminary project reports (PPR)/ detailed project reports (DPR)/feasibility study reports (FSR)

1.	Name of Authority	Andhra Pradesh Economic Development Board
2.	Name of the Consultancy assignment	Consultancy services for preparing preliminary project reports (PPR)/ detailed project reports(DPR)/ feasibility study reports (FSR)
3.	Last date & time for submission of Proposal (Proposal Due Date)	1600 Hrs IST 30 <sup>th</sup> June 2017
4.	Date & time for opening Proposal	1700 Hrs IST 30 <sup>th</sup> June 2017
5.	Method of Empanelment	The empanelment shall be on the following basis: <ol style="list-style-type: none"><li>1) The Applicants should meet the minimum eligibility criteria</li><li>2) Technical proposals of Applicants who meet the minimum eligibility criteria shall be evaluated</li><li>3) Using the score obtained in Evaluation Criteria in descending order, upto 10 (ten) Consultants</li></ol>



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		shall be empanelled
6.	Validity of the Proposal	The RFQ Proposal shall indicate that it shall remain valid for a period of minimum 1 (one) year from the last date of submission of the RFQ with a provision for extension without change in terms and conditions.



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### **Acknowledgement:**

This document shall be returned duly signing each page by the authorized person accepting the terms and conditions.

It is expressly understood that the party has subscribed to this document with an express understanding that they will use this document only for the sole purpose of participating in the Qualification process for the **empanelment of consultants for providing consultancy services for preparing preliminary project reports (PPR)/ detailed project reports (DPR)/ feasibility study reports (FSR)** and must not be used for any other purpose. This document must not be passed to a third party except professional advisers assisting with this Proposal submission. The document may not be reproduced or communicated, in whole or in part, and its contents may not be distributed in written or oral form without written permission from the issuing authority.

### **Signature of the issuing Authority**

Administrative Officer  
Andhra Pradesh Economic Development Board  
Lake View House, Raj Bhavan road  
Hyderabad – 500082, India.  
Tel: +91-40-23320481/91 Fax: +91-40-2332 0491  
Web: [www.apedb.gov.in](http://www.apedb.gov.in)



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### ***Disclaimer***

The information contained in this Request for Qualification document (“RFQ”) or subsequently provided to Applicants, whether verbally or in documentary or any other form by or on behalf of the Authority or any of its employees or advisers, is provided to Applicants on the terms and conditions set out in this RFQ and such other terms and conditions subject to which such information is provided.

This RFQ is not an agreement and is neither an offer nor invitation by the Authority to the prospective Applicants or any other person. The purpose of this RFQ is to provide interested parties with information that may be useful to them in the formulation of their Proposals pursuant to this RFQ. This RFQ includes statements, which reflect various assumptions and assessments arrived at by the Authority in relation to the Consultancy. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This RFQ may not be appropriate for all persons, and it is not possible for the Authority, its employees or advisers to consider the objectives, technical expertise and particular needs of each party who reads or uses this RFQ. The assumptions, assessments, statements and information contained in this RFQ, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this RFQ and obtain independent advice from appropriate sources.

Information provided in this RFQ to the Applicants is on a wide range of matters, some of which depends upon interpretation of law. The information given is not an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. The Authority accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.

The Authority, its employees and advisers make no representation or warranty and shall have no liability to any person including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFQ or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the RFQ and any assessment, assumption, statement or information contained therein or deemed to form part of this RFQ or arising in any way in this Selection Process.



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The Authority also accepts no liability of any nature whether resulting from negligence or otherwise, howsoever caused, arising from reliance of any Applicant upon the statements contained in this RFQ.

The Authority may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this RFQ.

The issue of this RFQ does not imply that the Authority is bound to select an Applicant or to appoint the Selected Applicant, as the case may be, for the Consultancy and the Authority reserves the right to reject all or any of the Proposals without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Proposal including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by the Authority or any other costs incurred in connection with or relating to its Proposal. All such costs and expenses will remain with the Applicant and the Authority shall not be liable in any manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Proposal, regardless of the conduct or outcome of the Selection Process.



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## ECONOMIC DEVELOPMENT BOARD ANDHRA PRADESH

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### 1. INTRODUCTION

#### 1.1. Background

- 1.1.1. Government of Andhra Pradesh is engaged in the development of various projects across sectors to make Andhra Pradesh the most developed state in India and the best global investment destination
- 1.1.2. Andhra Pradesh Economic Development Board (APEDB) (the “**Authority**”) is in this regard was established by the Government of Andhra Pradesh to act as single point of contact for investors and facilitate investments into the state of Andhra Pradesh
- 1.1.3. With the view to empanel consultants for preparing preliminary project reports (PPR)/ detailed project reports (DPR)/ feasibility study reports (FSR), the authority invites Proposals for forming a panel of Consultancy Firms. The job of preparing PPR/DPR/FSR would be offered to any one agency from the pool of empanelled consultants, subject to the meeting of project specific selection criteria and other terms of offer.

#### 1.2. Release of RFQ Document

- 1.2.1. The RFQ document will be made available in the website of APEDB from the date of publication of RFQ notification in the News Papers.
- 1.2.2. Intentionally deleted

#### 1.3. Validity of the Proposal

- 1.3.1. The RFQ Proposal shall indicate that it shall remain valid for a period of minimum 1 (one) year from the last date of submission of the RFQ with a provision for extension without change in terms and conditions.
- 1.3.2. Intentionally deleted
- 1.3.3. Empanelment is also liable for cancellation if at any stage it is found that the documents/information submitted in the Proposal is false.
- 1.3.4. The Authority shall have the right to terminate the empanelment by giving a written notice to the Consultant without any compensation if the empanelled Consultant becomes bankrupt or otherwise insolvent or in case of dissolution of the firm or winding up of the company, provided that such termination will not prejudice or effect any right of action or remedy, which has accrued thereafter to the Authority.



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### 1.4. Brief description of the Selection Process

- 1.4.1. The Authority intends to select the Consultant(s) through an open competitive bidding process in accordance with the procedure set out herein.
- 1.4.2. This RFQ document will be used to select a panel of upto 10 (ten) consultants, using the score obtained in Evaluation Criteria (detailed in Clause 3.1) in descending order, who will be empaneled to prepare preliminary project reports(PPR)/detailed project reports (DPR)/feasibility study reports(FSR)as per the scope defined in Clause 2.1.
- 1.4.3. If the number of qualified respondents is less than 3 (three),the Authority reserves the right to reduce the minimum eligibility criteria and/or evaluation criteria for technical proposal.
- 1.4.4. A Request for Proposal (RFP) for each project as described in Clause 1.1.1 will be released to all the empanelled consultants.
  - a) For each engagement / assignment the Authority would specifically define the scope of engagement, which may include components beyond the defined scope in this RFQ and call for a Limited RFP/DPR/FSR to the Empanelled agencies.
  - b) As per the selection criteria detailed in the respective RFPs/DPRs/FSRs, the Consultant shall be selected.
- 1.4.5. The selected consultant after the RFP shall prepare preliminary project reports (PPR)/ detailed project reports (DPR)/feasibility study reports (FSR).

### 1.5. Schedule of Selection Process

The Authority would endeavor to adhere to the following schedule:

Event Description	Date
1. Last date for receiving queries/clarifications Authority's response to queries	27 <sup>th</sup> June 2017
4. Proposal Due Date	30 <sup>th</sup> June 2017
5. Opening of Proposals	30 <sup>th</sup> June 2017
6. Validity of Proposals	1 year from Proposal Due Date



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### 1.6. Communications

- 1.61. Submission of Proposal in hard copies in response to this RFQ through registered post/speed post/ courier or hand delivered, should be addressed to:

Administrative Officer,  
Andhra Pradesh Economic Development Board,  
Lake View House, Raj Bhavan, Somajiguda  
Hyderabad - 500 082, Telangana, India.  
Phone: 040-2332 0481/91  
Fax: 040-2332 0491  
Email: [k.vanisree@apedb.co.in](mailto:k.vanisree@apedb.co.in)

The Applicants are welcome to make any query related to RFQ prior to submission of Proposal on email at [k.vanisree@apedb.co.in](mailto:k.vanisree@apedb.co.in) within the date specified in Clause 1.5.

The Applicants are advised in their own interest to ensure that completed Proposals reaches the office of client at the address mentioned well before the dates stipulated in the document. Proposals submitted through Speed post/ Registered Post / Courier / Hand delivered shall be accepted. Proposals submitted through Telex / Telegraphic / Fax / email will not be considered and summarily rejected.

Proposals received after the date and time stipulated in this RFQ shall not be considered and shall be summarily rejected. **Any proposal received after the closing time for submission of proposals shall be unopened.** The Authority shall not be responsible for delayed receipt of Proposals.

The Official Website of the Authority is: <http://www.apedb.gov.in> All details including this RFQ document, any Proposal Due Date extensions, clarifications, amendments, addenda, corrigenda, etc., in respect of this notification will be uploaded only to the website of APEDB and will not be published in Newspapers.

- 1.62. All communications, including the envelopes, should contain the following information, to be marked at the top in bold letters:

ECONOMIC DEVELOPMENT BOARD  
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**Notice No. AP EDB/Empanelment for PPR/001-2017/16062017**

**EMPANELMENT OF CONSULTANTS FOR PROVIDING CONSULTANCY SERVICES FOR PREPARING PRELIMINARY PROJECT REPORTS (PPR)/ DETAILED PROJECT REPORTS (DPR)/ FEASIBILITY STUDY REPORTS (FSR)**

2. INSTRUCTIONS TO APPLICANTS

2.1. Scope of Proposal

2.1.1. **Role of Consultant:** The consultant shall prepare preliminary project reports/ detailed project reports/ feasibility study report for various identified projects. The preparation of PPRs/DPRs/FSRs shall comprise the following steps.

1) Validating the topic

The consultant shall be provided with a tranche of projects – 5 to 20 in number. The consultant shall discuss with the respective departments to validate the project topics and make any alterations necessary to align it with the departmental priorities.

2) Confirming the coverage

While a standard table of contents is being provided, each project would have a specific feature which needs to be addressed in the report. The consultant shall discuss the same with an APEDB resource person and confirm any deviations

3) Preparing the report

The report shall be prepared with the following indicative contents

- i. A write up on the sector – its size, importance and the market structure. The growth rate and the growth prospects of the sector should be indicated
- ii. A section on the State and how the sector is performing in the state should be indicated
- iii. A description of the project comprising the concept, the components and the advantages and disadvantages of the project shall be included
- iv. A market assessment should be conducted for the project based on secondary information and inputs of the departments

## ECONOMIC DEVELOPMENT BOARD ANDHRA PRADESH

- v. Project costing and financial analysis should be prepared. Returns need to be estimated
- vi. A section on the potential benefit of the project to the State of Andhra Pradesh shall be prepared
- vii. Regulatory aspects of the project needs to be covered and a list of clearances and approvals needed for the project should be mentioned
- viii. The applicable State and Central incentives for the project should be mentioned

#### 4) Designing the report

The consultant should prepare a visually appealing report with informative graphs and charts. The consultant shall also work with the design consultant in selecting the appropriate design format and making suitable changes to text and graphs to help it meet the needs of the design templates

### 2.1.2. Key Personnel

The Applicant shall propose mandatory key personnel for the following positions:

Sl. No.	Position	Minimum Qualification	Minimum Experience
1.	Team Leader	Post Graduate degree or diploma in Business Administration	10 years
2.	Finance Expert	Post Graduate degree or Diploma in Business Administration (with specialization in Finance)	5 years
3.	Market Assessment Expert	Post Graduate degree or diploma in Business Administration (with a specialization in Marketing)	5 years

*Note: 1) No Key Personnel should have attained the age of 75 (seventy five) years at the time of submitting the Proposal*

*2) The aforementioned key personnel shall not be substituted during the empanelment period. However, substitution shall be permitted if the Key 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.*



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### 2.2. Minimum Eligibility Criteria for Empanelment

- 2.2.1. The Applicant shall be a company / a corporate body incorporated under the Companies Act, 1956 or the Companies Act, 2013 or a limited liability partnership (LLP) incorporated under the Limited Liability Partnership Act, 2008. Certificate of Incorporation/ Registration shall be furnished for the same.
- 2.2.2. The Applicant shall be a single entity applying for empanelment process.
- 2.2.3. The Applicant should not have a conflict of interest that affects the empanelment process. Any Applicant found to have a Conflict of Interest shall be disqualified.
- 2.2.4. Any entity which has been barred by the Central/ State Government, or any entity controlled by it, from participating in any project, and the bar subsists as on the date of RFQ, would not be eligible to submit a RFQ.
- 2.2.5. An Applicant, in the last 3 years, have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, as the case may be, nor has been expelled from any project or contract by any public entity nor have had any contract terminated by any public entity for breach by such Applicant.
- 2.2.6. Deleted intentionally
- 2.2.7. Deleted intentionally
- 2.2.8. Deleted intentionally.
- 2.2.9. The Applicant must have a team of experts preparing preliminary project reports/detailed project reports/feasibility study reports.
- 2.2.10. **Financial Capacity:** The Applicant should have an annual Gross Turnover of not less than Rs. 25crore (Rs. hundred crore) from professional fees in each of the last three financial years. The Firm will be required to submit an authenticated copy of the audited annual accounts of each of the three years giving details of Turnover and other financial parameters along with the Proposal. Proposals without audited annual accounts are liable to be rejected.
- 2.2.11. **Technical Capacity:** The Applicant must have completed at least 3 (three) Eligible Assignments as defined in Clause 3.2. Out of these assignments atleast 1 (one) should be for central government of India or any of its agencies or any state government in India or one of its agencies.





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- 2.2.12. The consultancy firm must have a minimum of 3 (three) years of experience in preparing preliminary project reports/ detailed project reports/ feasibility study reports
- 2.2.13. The Applicant firms may note that mere meeting of the minimum eligibility criteria does not entitle them for empanelment. The applicants meeting the minimum eligibility criteria will be further short-listed for Evaluation. Technical Proposal of only those firms will be evaluated who meets the minimum eligibility criteria.

### 2.3. Cost of Proposal

- 2.3.1. The Applicants shall be responsible for all of the costs associated with the preparation of their Proposals and their participation in the Selection Process including subsequent negotiation, visits to the Authority, Project site etc. The Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Selection Process.

### 2.4. Acknowledgement by Applicant

- 2.4.1. It shall be deemed that by submitting the Proposal, the Applicant has:
- made a complete and careful examination of the RFQ;
  - received all relevant information requested from the Authority;
  - acknowledged and accepted the risk of inadequacy, error or mistake in the information provided in the RFQ or furnished by or on behalf of the Authority;
  - acknowledged that it does not have a Conflict of Interest.
- 2.4.2. The Authority shall not be liable for any omission, mistake or error on the part of the Applicant in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to RFQ or the Selection Process, including any error or mistake therein or in any information or data given by the Authority.

### 2.5. Right to reject any or all Proposals

- 2.5.1. Notwithstanding anything contained in this RFQ, the Authority reserves the right to accept or reject any Proposal and to annul the Selection Process and reject all Proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.
- 2.5.2. Intentionally deleted
- 2.5.3. Without prejudice to the generality of Clause 2.5.1, the Authority reserves the right to reject any Proposal if:





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- a) at any time, a material misrepresentation is made or discovered, or
- b) the Applicant does not provide, within the time specified by the Authority, the supplemental information sought by the Authority for evaluation of the Proposal.

2.5.4. Misrepresentation/ improper response by the Applicant may lead to the disqualification of the Applicant.

2.5.5. Receipt of Proposal beyond the Proposal Due Date shall result in disqualification.

2.5.6. Additionally the Proposals may lead to disqualification under, inter-alia, any of the following circumstances:

- a) Prior suspension by Government of Andhra Pradesh, whether in a capacity as a consulting firm or individual consultant.
- b) A record of unsatisfactory past performance, particularly non-compliance with contract terms, plans and specifications or abandonment of work and similar deficiencies.

### 2.6. Amendment of RFQ

2.6.1. At any time prior to the deadline for submission of Proposal, the Authority may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the RFQ document by the issuance of Addendum/ Amendment.

2.6.2. The amendments will be posted on the Official Website along with the revised RFQ containing the amendments and will be binding on all Applicants.

2.6.3. In order to afford the Applicants a reasonable time for taking an amendment into account, or for any other reason, the Authority may, in its sole discretion, extend the Proposal Due Date.

### 2.7. Preparation and Submission of Proposal

#### 2.7.1. Language

The Proposal with all accompanying documents (the “**Documents**”) and all communications in relation to or concerning the Selection Process shall be in English language and strictly on the forms provided in this RFQ. No supporting document or printed literature shall be submitted with the Proposal unless specifically asked for and in case any of these Documents is in another language, it must be accompanied by an accurate translation of the relevant passages in English, in which case, for all purposes of interpretation of the Proposal, the translation in English shall prevail.



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### 2.7.2. Submission of Proposal

2.7.2.1. The Applicants shall submit the Proposal in hard bound form with all pages numbered serially and by giving an index of submissions. Each page of the submission shall be initialled by the Authorized Representative of the Applicant as per the terms of the RFQ. Soft copies of the Proposal in MS Word and PDF formats shall also be submitted in a Compact Disk.

2.7.2.2. The Proposal from the Consultants must contain the following:

- a) Letter of Proposal (Annexure I – Form 1)
- b) Index (Giving list of contents and corresponding page numbers in the Proposal)
- c) Certificate of Incorporation/ Registration
- d) Original and 1 (one) Copy of the Proposal
- e) Compact Disk (CD) containing soft copy of the Proposal in MS Word and PDF formats.
- f) Particulars of the Applicant (Annexure I – Form 2)
- g) Financial capacity of the Applicant (Annexure I – Form 3)
- h) Company Profile (Annexure I – Form 4)
- i) Summary of Permanent Key Professionals (Annexure I – Form 5)
- j) Summary of list of assignments conducted in last 5 years (Annexure I – Form 6)
- k) Summary Sheet for Evaluation (Annexure I – Form 7)
- l) Detailed particulars of assignments completed/ in progress (Exhibit I)
- m) CVs of Permanent Key Professionals (Exhibit II)
- n) Power of Attorney authorizing a representative
- o) Other documents, if any

2.7.2.3. The Proposal will be sealed in an envelope which will bear the address of the Authority, RFQ Notice number, Consultancy name (as detailed in Clause 2.7.2.7) and the name and address of the Applicant. It shall bear on top, the following:

**“Do not open, except in presence of the Authorized Person of the Authority”**

If the envelope is not sealed and marked as instructed above, the Authority assumes no responsibility for the misplacement or premature opening of the contents of the Proposal submitted and consequent losses, if any, suffered by the Applicant.



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- 2.7.2.4. The Proposal shall be typed or written in indelible ink and signed by the Authorised Representative of the Applicant. All pages of the original Proposal must be numbered and initialled by the person or persons signing the Proposal.
- 2.7.2.5. The completed Proposal must be delivered on or before the specified time on Proposal Due Date. Proposals submitted by fax, telex, telegram, e-mail or any other format except as specified in this section shall not be entertained.
- 2.7.2.6. The Proposal shall be made in the Forms specified in this RFQ. Any attachment to such Forms must be provided on separate sheets of paper and only information that is directly relevant should be provided. This may include photocopies of the relevant pages of printed documents. No separate documents like printed annual statements, company brochures, copy of contracts etc. will be entertained.
- 2.7.2.7. The above sealed envelope shall be submitted with the following inscription:
- 2.7.2.8. printed documents. No separate documents like printed annual statements, company brochures, copy of contracts etc. will be entertained.
- 2.7.2.9. The above sealed envelope shall be submitted with the following inscription:

### “REQUEST FOR QUALIFICATION”

EMPANELMENT OF CONSULTANTS FOR PROVIDING CONSULTANCY SERVICES FOR PREPARING PRELIMINARY PROJECT REPORTS (PPR)/ DETAILED PROJECT REPORTS (DPR)/ FEASIBILITY STUDY REPORTS (FSR)

### 2.7.3. Proposal Due Date

- 2.7.3.1. The completed Proposals should reach the under mentioned address before 1600 hours IST on 30/06/2017

Andhra Pradesh Economic Development Board,  
Lake View Guest House,  
Raj Bhavan Road, Somajiguda  
Hyderabad, India 500082  
Tel: +91 40 23320481/ +91 40 23320491  
Email: [k.vanisree@apedb.co.in](mailto:k.vanisree@apedb.co.in)



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2.7.3.2. In case, the Proposal Due Date is an unscheduled holiday, the Proposal has to be submitted latest by the next working day. The time and venue of submission will remain unchanged. A receipt thereof should be obtained from the person specified therein.

2.7.3.3. The Authority may, in its sole discretion, extend the Proposal Due Date by issuing an Addendum in accordance with Clause 2.6 uniformly for all Applicants.

### **2.7.4. Late Proposals**

Proposals received by the Authority after the specified time on Proposal Due Date shall not be eligible for consideration and shall be summarily rejected. The Authority will not be responsible for any delay in receipt of Proposals.

### **2.7.5. Modification/ substitution/ withdrawal of Proposals**

2.7.5.1. The Applicant may modify, substitute, or withdraw its Proposal after submission, provided that written notice of the modification, substitution, or withdrawal is received by the Authority prior to Proposal Due Date. No Proposal shall be modified, substituted, or withdrawn by the Applicant on or after 1600 hours IST of Proposal Due Date.

2.7.5.2. The modification, substitution, or withdrawal notice shall be prepared, sealed, marked, and delivered with the envelopes being additionally marked "MODIFICATION", "SUBSTITUTION" or "WITHDRAWAL", as appropriate.

2.7.5.3. Any alteration / modification in the Proposal or additional information or material supplied subsequent to the Proposal Due Date, unless the same has been expressly sought for by the Authority, shall be disregarded.

### **2.7.6. Opening of Proposals**

The Proposals will be opened at 1700 hours IST on 30/04/2015 at the following address:

Andhra Pradesh Economic Development Board,  
Lake View Guest House,  
Raj Bhavan Road, Somajiguda  
Hyderabad, India 500082  
Tel: +91 40 23320481/ +91 40 23320491



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### 2.8. Conflict of Interest

The Authority requires that Consultants provide professional, objective, and impartial advice and at all times hold the Authority's interests paramount, strictly avoid conflicts with other Projects or their own corporate interests and act without any consideration for future work. Without limitation on the generality of the foregoing, Consultants, and any of their affiliates, shall be considered to have a conflict of interest and shall not be recruited.

### 2.9. Confidentiality

The empanelled firm/Company and their personnel shall not, either during the term or after expiration of this empanelment, disclose any proprietary or confidential information relating to the services, contract or business or operations of the Authority, without the prior written consent of the Authority.

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**3. CRITERIA FOR EVALUATION FOR TECHNICAL PROPOSAL**

**3.1. Evaluation of Proposals**

An overall minimum score of 60 out of 100, as also a minimum of 50% in each of the three criteria 1, 2 and 3 below, is required for consideration of empanelment.

<b>Evaluation Criteria</b>	<b>Maximum Marks = 100</b>	<b>Supporting Documents</b>									
<p><b>I. Past Experience of the firm</b></p> <p>Profile of the Applicant firm in terms of:</p> <table border="1"> <thead> <tr> <th><b>Eligible Assignment</b></th> <th><b>Marks per project</b></th> <th><b>Maximum marks</b></th> </tr> </thead> <tbody> <tr> <td>PPR/FSR</td> <td>2 marks</td> <td>20 marks</td> </tr> <tr> <td>DPR (Only one per sector)</td> <td>5 marks</td> <td>25 marks</td> </tr> </tbody> </table> <p>Note:</p> <p>1. For completed assignments - Completion Certificates from the Client; and Work Order with the fee indicated; or</p> <p>2. For ongoing assignments - Work Order along with Phase Completion Certificate and fee indicated from the Client. In on-going projects the deliverable or the milestone should have been achieved successfully</p>	<b>Eligible Assignment</b>	<b>Marks per project</b>	<b>Maximum marks</b>	PPR/FSR	2 marks	20 marks	DPR (Only one per sector)	5 marks	25 marks	45 Marks	Appendix I – Form 8 Exhibit I
<b>Eligible Assignment</b>	<b>Marks per project</b>	<b>Maximum marks</b>									
PPR/FSR	2 marks	20 marks									
DPR (Only one per sector)	5 marks	25 marks									

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<p><b>II. Experience of Key Personnel</b></p> <p>The key personnel shall be marked on the basis of number of Eligible Assignments with 2 marks per Eligible Assignment</p> <table border="1" data-bbox="193 748 963 1077"> <thead> <tr> <th>Experience</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>Team Leader</td> <td>20 marks</td> </tr> <tr> <td>Finance Expert</td> <td>10 marks</td> </tr> <tr> <td>Market Assessment Specialist</td> <td>10 marks</td> </tr> </tbody> </table>	Experience	Maximum Marks	Team Leader	20 marks	Finance Expert	10 marks	Market Assessment Specialist	10 marks	<p>40 Marks</p>	<p>Appendix I – Form 5</p> <p>Exhibit II</p>								
Experience	Maximum Marks																	
Team Leader	20 marks																	
Finance Expert	10 marks																	
Market Assessment Specialist	10 marks																	
<p><b>III. Strength of the Firm</b></p> <p>Year of establishment of company</p> <table border="1" data-bbox="193 1290 963 1447"> <thead> <tr> <th>Criteria</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Between 3 years and less than 5 years</td> <td>2 marks</td> </tr> <tr> <td>Between 5 years and less than 10 years</td> <td>3 marks</td> </tr> <tr> <td>10 years and beyond</td> <td>5 marks</td> </tr> </tbody> </table> <p>Company should have made profits in each of the last 3 years with a minimum annual financial turnover of Rs 25.00 crore from professional fees</p> <table border="1" data-bbox="193 1630 963 1854"> <thead> <tr> <th>Criteria for financial turnover from professional fees (average over past 3 years)</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>Rs. 25 – 30 crore</td> <td>4 marks</td> </tr> <tr> <td>Rs. 30 – 50 crore</td> <td>8 marks</td> </tr> <tr> <td>Rs. 50 crore and above</td> <td>10 marks</td> </tr> </tbody> </table>	Criteria	Marks	Between 3 years and less than 5 years	2 marks	Between 5 years and less than 10 years	3 marks	10 years and beyond	5 marks	Criteria for financial turnover from professional fees (average over past 3 years)	Marks	Rs. 25 – 30 crore	4 marks	Rs. 30 – 50 crore	8 marks	Rs. 50 crore and above	10 marks	<p>5 marks</p> <p>10 marks</p>	<p>Appendix I – Form 3</p> <p>Articles of Association</p>
Criteria	Marks																	
Between 3 years and less than 5 years	2 marks																	
Between 5 years and less than 10 years	3 marks																	
10 years and beyond	5 marks																	
Criteria for financial turnover from professional fees (average over past 3 years)	Marks																	
Rs. 25 – 30 crore	4 marks																	
Rs. 30 – 50 crore	8 marks																	
Rs. 50 crore and above	10 marks																	
<p>Total Technical Score</p>	<p>100 marks</p>																	



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No score will be awarded to the firm for fulfilling the eligibility criteria of a minimum number of Eligible Assignments and only projects exceeding the eligibility criteria shall qualify for scoring. For the avoidance of doubt and by way of illustration, if the minimum number of Eligible Projects for meeting the eligibility criteria is say, 5 (five), then an equivalent number will be ignored for each Applicant and only the balance remaining will be considered for awarding scores.

### 3.2. Eligible Assignments

For the purposes of determining Conditions of Eligibility and for evaluating the Applications under this RFQ, advisory/ consultancy assignments in respect of preparing Preliminary Project Reports, Feasibility Studies and Detailed Project Reports for projects in India with a minimum capital cost of Rs. 50 crore (Rupees fifty crores) shall be deemed as eligible assignments (the “**Eligible Assignments**”).





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Appendix I

Form 1

**Letter of Proposal**

(On Applicant's letter head)

(Date and Reference)

To,

Administrative Officer,  
Andhra Pradesh Economic Development Board,  
Lake View Guest House,  
Raj Bhavan Road, Somajiguda  
Hyderabad, India 500082  
Tel: +91 40 23320481/ +91 40 23320491  
Web: [www.apedb.gov.in](http://www.apedb.gov.in)

Sub: Empanelment of consultants for providing consultancy services for preparing Preliminary Project Reports/ Detailed Project Reports/ Feasibility Study Reports

Dear Sir,

With reference to your RFQ Document dated ....., I/We, having examined all relevant documents and understood their contents, hereby submit our Proposal for selection as Consultant for empanelment of consultants for providing consultancy services for preparing Preliminary Project Reports (PPR)/ Detailed Project Reports (DPR)/ Feasibility Study Reports (FSR)

All information provided in the Proposal and in the Appendices is true and correct and all documents accompanying such Proposal are true copies of their respective originals.

1. This statement is made for the express purpose of appointment as the Consultant for the aforesaid Empanelment
2. I/We shall make available to the Authority any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
3. I/We acknowledge the right of the Authority to reject our Proposal without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.



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4. I/We certify that in the last three years, we or any of our Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
5. I/We understand that you may cancel the Selection Process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the Consultant, without incurring any liability to the Applicants
6. I/We certify that in regard to matters other than security and integrity of the country, we or any of our Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Project or which relates to a grave offence that outrages the moral sense of the community.
7. I/We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our Associates.
8. I/We further certify that no investigation by a regulatory authority is pending either against us or against our Associates or against our CEO or any of our Directors/Managers/employees.<sup>\$</sup>
9. I/We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the Authority and/ or the Government of India in connection with the selection of Consultant or in connection with the Selection Process itself in respect of the above mentioned Project.
10. I/We agree and understand that the Proposal is subject to the provisions of the RFQ document. In no case, shall I/We have any claim or right of whatsoever nature if me or our Proposal is not opened or rejected.
11. I/We agree to keep this offer valid for 1 year from the Proposal Due Date specified in the RFQ.

---

<sup>\$</sup>In case the Applicant is unable to provide the certification specified in Paragraph 9, it may precede the Paragraph by the words viz. "Except as specified in Schedule ..... hereto". The exceptions to the certification or any disclosures relating thereto may be clearly stated in a Schedule to be attached to the Application. The Authority will consider the contents of such Schedule and determine whether or not the exceptions/disclosures are material to the suitability of the Applicant for pre-qualification hereunder.



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12. I/We agree and undertake to abide by all the terms and conditions of the RFQ Document. In witness thereof, I/We submit this Proposal under and in accordance with the terms of the RFQ Document.

Yours faithfully,

(Signature, name and designation of the authorised signatory)

(Name and seal of the Applicant)

Appendix I

Form 2

**Particulars of the Applicant**

1.	Title of Consultancy: <b>Consultancy services for preparing Preliminary Project Reports</b>
2.	State the following: Name of Company or Firm: Legal status (e.g. incorporated private company, unincorporated business, partnership etc.): Country of incorporation: Registered address:  Year of Incorporation: Year of commencement of business: Principal place of business: Brief description of the Company including details of its main lines of business Name, designation, address and phone numbers of authorised signatory of the Applicant: Name: Designation:

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	<p>Company: Address: Phone No.: E-mail address:</p>
3.	<p>For the Applicant, state the following information:</p> <p>(i) In case of non-Indian Firm, does the Firm have business presence in India? Yes/No If so, provide the office address(es) in India.</p> <p>(ii) Has the Applicant been penalized by any organization for poor quality of work or breach of contract in the last five years? Yes/No</p> <p>(iii) Has the Applicant ever failed to complete any work awarded to it by any public authority/ entity in last five years? Yes/No</p> <p>(iv) Has the Applicant been blacklisted by any Government department/Public Sector Undertaking in the last five years? Yes/No</p> <p>(v) Has the Applicant suffered bankruptcy/insolvency in the last five years? Yes/No</p> <p><b>Note: If answer to any of the questions at (ii) to (v) is yes, the Applicant is not eligible for this consultancy assignment.</b></p>
4.	<p>Does the Applicant's firm combine functions as a consultant or adviser along with the functions as a contractor and/or a manufacturer? Yes/No</p> <p>If yes, does the Applicant agree to limit the Applicant's role only to that of a consultant/ adviser to the Authority and to disqualify themselves, their Associates/ affiliates, subsidiaries and/or parent organization subsequently from work on the</p>



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	projects in any other capacity?	Yes/No
5.		Not Applicable

*Appendix I*

Form 3

**Financial Capacity of the Applicant**

S. No.	Financial Year	Annual Revenue (Rs.in crores)
1.		
2.		
3.		

**Certificate from the Statutory Auditor<sup>§</sup>**

This is to certify that ..... (name of the Applicant) has received the payments shown above against the respective years on account of professional fees.

Name of the audit firm:

Seal of the audit firm

Date:

(Signature, name and designation of the authorised signatory)

<sup>§</sup> In case the Applicant does not have a statutory auditor, it shall provide the certificate from its chartered accountant that ordinarily audits the annual accounts of the Applicant.

**Note:** Please do not attach any printed Annual Financial Statement.



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*Appendix I*

**Form 4**  
**Company Profile**

1.	<b>Name of Applicant firm</b>	
2.	<b>Ownership</b>	Government/ PSU/ Private
3.	<b>Type of Organization</b>	Public Limited Company/ Private Limited Company/ Others (please specify)
4.	<b>i PAN Number ii Service Tax Registration Number</b>	
5.	<b>Name and designation of Key Management Person(s)</b>	
6.	<b>Date &amp; Year of Establishment of firm</b>	
7.	<b>Number of years of experience in Consultancy Services</b>	
8.	<b>Number of Permanent Employees a) As on 31 March, 2015 b) As on 31 March, 2016</b>	
9.	<b>Number of Permanent Employees for Consultancy Services a) As on 31 March, 2015 b) As on 31 March, 2016</b>	
10.	<b>Areas of Consultancy / Research</b>	
11.	<b>Core Competency</b>	
12.	<b>Any other important information about the organization</b>	

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*Appendix I*

Form 5

**Summary of Permanent Key Professionals**

Sl. No.	Name & Designation	Experience in completed years	Educational/ professional experience	Number of Eligible Assignments	Areas of specialization
(1)	(2)	(3)	(4)	(5)	(6)
1.	Team Leader				
2.	Finance Expert				
3.	Market Assessment Specialist				

**Note:** Detailed CVs of the key personnel should be submitted as per format given in Exhibit II

*Appendix I*

Form 6

**Not Applicable**

*Appendix I*

Form 7

**Not Applicable**

*Appendix I*

Form 8

**Summary List of Eligible Assignments**



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<b>Sl. No.<sup>1</sup></b>	<b>Title of the Assignment</b>	<b>Client Organization</b>	<b>Period of the Assignment</b>	<b>Consultancy Fee Charged (In INR)</b>	<b>Project Cost ( In INR)</b>
<b>(1)</b>	<b>(2)</b>	<b>(3)</b>	<b>(4)</b>	<b>(5)</b>	<b>(6)</b>

<sup>1</sup>Should be consistent with the Sl. No. given in the Exhibit I for detailed particulars of the assignment.



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*Appendix I*

**Form 9**

**Summary Sheet for Evaluation**  
**(To be filled by Applicants)**

S.No.	Criteria	Information by applicants								
1.	Past Experience of the Firm a) Number of years of experience b) Number of Eligible Assignments - PPR/FSR c) Number of Eligible Assignments - DPR									
2.	Experience of Key Personnel <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 50%;">Experience</th> <th style="width: 50%;">Number of Eligible Assignments</th> </tr> </thead> <tbody> <tr> <td>Team Leader</td> <td></td> </tr> <tr> <td>Finance Expert</td> <td></td> </tr> <tr> <td>Market Assessment Specialist</td> <td></td> </tr> </tbody> </table>	Experience	Number of Eligible Assignments	Team Leader		Finance Expert		Market Assessment Specialist		
Experience	Number of Eligible Assignments									
Team Leader										
Finance Expert										
Market Assessment Specialist										
3.	Strength of the Firm a) Year of Establishment of the Company b) Average Financial Turnover from Professional Fees (Past 3 years)									

Certified that the information provided above is correct. In case any mistake/wrong information is found by the Authority, our company/firm will automatically get disqualified for empanelment.

**(Signature and Name of the Authorized Person)**



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Exhibit I

**Detailed Particulars of Assignments completed/ in-progress**

1.	Name of Applicant:	
2.	Name of the Project:	
3.	Project description and other particulars	
4.	Description of services performed by the Applicant Firm:	
5.	Name of client and Address: (indicate whether public or private)	
6.	Name and telephone no. of client's representative:	
7.	Estimated capital cost of the Project (in Rscore or US\$ million):	
8.	Payment received by the Applicant (in Rs. crore):	
9.	Start date of the services (month/ year):	
10.	Finish date of the services (month/ year):	
11.	Brief description of the Project:	
12.	Components of the Terms of Reference	

**Notes:**

1. Use separate sheet for each Project.
2. The Applicant may attach separate sheets to provide brief particulars of other relevant experience of the Applicant.



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Exhibit II

**Curriculum Vitae (CV) of Key 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 Eligible Assignments on which the Personnel has worked

<b>Name of project</b>	
<b>Brief description of the project</b>	
<b>Activities performed</b>	
<b>Position held</b>	

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes me, my qualifications and my experience.

(Signature and name of the Key Personnel)

Place.....

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

**Notes:**

1. Use separate form for each Key Personnel
2. Each page of the CV shall be signed in ink and dated by both the Personnel concerned and by the Authorized Representative of the Applicant firm along with the seal of the firm. Photocopies will not be considered for evaluation.