

**ECONOMIC DEVELOPMENT BOARD**  
**ANDHRA PRADESH**

**Queries on Notice No.APEDB/Empanelment for PPR/001-2017/16062017 - Empanelment of consultants for providing consultancy services for preparing preliminary project reports (PPR)/detailed project reports(DPR)/feasibility project reports(FSR)**

S.No.	Reference to Section and Clause of RFP	Query	Response
1	2.1.1. Role of Consultant, Clause (1)  2.1.2 Key Personnel	<p>We understand that the tranche of projects to be provided to selected consultants will be across diversified industrial sectors/ Departments. The Authority is requested to clarify the following:</p> <ol style="list-style-type: none"> <li>1. Departments/ industrial sectors that may be covered under the scope of this assignment.</li> <li>2. Total no of key personnel required to be deployed</li> <li>3. The duration of the assignment for each sector.</li> <li>4. Whether mandatory key personnel are expected to work on the PPR/DPR/FSRs of all departments or there will be further scope for engaging additional experts for engineering, surveying, social and environmental assessment experts etc. based on the needs of specific projects?</li> <li>5. Whether industry/department specific additional resources are required to be deployed based on requirements of RFPs to be issued by</li> </ol>	<p>1. The list provided below is not exhaustive but an indicative list:</p> <p>Department of Industries, Infrastructure Department, Urban. MAUD, Energy Department.</p> <p>2. All the focus sectors identified by the Government of Andhra Pradesh.</p> <p>3. Duration will be mentioned in the Request for Proposal for the qualified applicants.</p> <p>4. &amp; 5. The key personnel would be co-ordinating with EDB. However the personnel to be engaged in the assignment can vary as per needs of the assignment.</p>

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		the Authority.	
2	2.1.1. Role of Consultant	The Authority is also requested to clarify if there are any overall timelines for various initiatives and projects that are being contemplated at present across sectors.	Empanelment is for a period of 1 year and the over all timelines for projects will be within the empanelment period indicated.
3	2.2.10 Financial Capacity	Authority to clarify the requirement on annual gross turnover.	Rs. twenty five Crores Only
4	3.1 Evaluation of Proposals and 3.2 Eligible Assignments	<p>Generally, phase completion certificates are issued for projects in the engineering project domain where consultant/firm has been engaged to oversee&amp; Project manage the works.</p> <p>Since the engagement is related to Consultancy services work order with phase completion certificate may be preferred.</p> <p>The Authority is requested to clarify as to how “Work Order” or “Phase completion certificate” will be considered to ascertain minimum capital cost of INR 50 crores for eligible assignments.</p>	<p>In the absence of phase completion certificate, auditors certificate for milestone fee receipts or invoice for interim milestones is acceptable.</p> <p>To ascertain minimum capital cost of INR 50 crores it is preferred if it is included in the completion certificate, else the firm can provide any evidence available in public domain specifying the cost of the project.</p>
5	2.2.10 Financial Capacity	We would like to present the financials of X group pertaining to advisory and consultancy business during the last 3 financial years. Request you to consider the same for the financial eligibility. Otherwise request you to relax the annual Gross Turnover to Rs. 10 crores from professional fees.	This financials of the parent company can be accepted as long as the parent company has the controlling stake in the applicant.
6	3.1 Evaluation of proposals:	As per our understanding, in the case of • PPR/FSR – We need to submit 10 projects for scoring full. (20 marks) • DPR – We need to	The 3 eligible assignments will be accepted towards the scoring criteria as well, as per

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		submit 5 projects for scoring full (25 marks) But as per the statement, whether marking will be calculated after removing “3 eligible assignments”. Eg: If we are submitting 10 projects for PPR/FSR, whether 7 projects are eligible for scoring. If this is the case, on what basis 3 projects will be removed out of the 10 projects. Non consideration of the “3 eligible assignments” will be applicable for both the PPR/FSR & DPR category	the Amendment dated: 23 <sup>rd</sup> June, 2017 to the RFQ document.						
7	1.5 Schedule of Selection Process	Submission deadline	Deadline is 30 <sup>th</sup> June, 2017						
8	Instruction to Applications, Clause 2.1.2, Page no. 14 – Key personnel – <b>Team Leader</b>	The DPRs / PFS / FSR which are required to be prepared should have a team leader who has an overall exposure on the project requirements and the capability to compile bankable reports acceptable to APEDB as well as the prospective investors. Further many of the competing firms, especially engineering firms, may have team leaders with the required expertise of delivering the outputs envisaged by APEDB but may not have personnel with the minimum qualification desired in the RFQ. The firms may have personnel with Engineering / Planning / Science background and hence the requirement specified in the RFQ is restricting to engineering firms who have the capacity and capability to prepare the DPRs, PFR/FS Reports. <b>In this regard, APEDB is requested to relax the minimum qualification as indicated below</b>	A Masters degree in a relevant technical domain will be accepted. As amended in clause 2.1.2						
		<table border="1"> <thead> <tr> <th>Position</th> <th>As given in RFQ</th> <th>Amendment Requested</th> </tr> </thead> <tbody> <tr> <td>Team Leader</td> <td>Post Graduate or Diploma in</td> <td>Post Graduate or Diploma in</td> </tr> </tbody> </table>	Position	As given in RFQ	Amendment Requested	Team Leader	Post Graduate or Diploma in	Post Graduate or Diploma in	
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		Business Administration	Business Administration / Planning / Science / Engineering with experience of involving preparation of TRs / TEFS / and DPRs for infrastructure projects	
9	Instruction to Applications, Clause 2.1.2, Page no. 14 – Key personnel – <b>Marketing Expert</b>	The firms, especially engineering firms, appointing independent / retainer consultants / firms for the market study and demand assessment component as a part of the DPR, PFS / FS studies. In view of the above, <b>APEDB is requested to allow independent consultants / retainer consultants / to be fielded as Marketing experts or alternatively allow a consortium</b>		Independent consultants are acceptable provided they have a long term contract of at least 1 year with the applicant.
10	2.2.10 Financial Capacity	As per the clause, the consultant has to submit the audited annual accounts however under Form 3 (financial capacity) there is a note stating that not to attach any printed Annual Financial Statement. Please clarify.		Annual Financial Statements should not be attached to Form 3 but should be attached along with the proposal in response to clause 2.2.10
11	3.1 Evaluation of the Proposals, Clause 3.1 – Evaluation of Proposals – Past experience of the firm	As per the subject clause, only one DPR per sector will be considered for awarding marks. APEDB is requested to relax the condition by considering <b>at least three</b> DPRs per sector for awarding marks		Not Accepted
12	Clause 1.5 (1)	Request to extend the proposal due date atleast by one week (i.e. upto 07/07/2017)		Not accepted

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13	Clause 2.1.1 (4)	We understand that the selected consultant shall coordinate with design consultant engaged by APEDB. Kindly confirm.	Yes. The scope of Design Consultants refers to document design and not project design.
14	Clause 3.1 (III), strength of the firm	As per Clause 2.2.1 & Clause 2.7.2.2, the bidder shall furnish a copy of 'Certificate of Incorporation/ Registration' along with the proposal.  It is felt that, the above document would suffice to verify the eligibility for participation and scoring,  Please clarify.	The document is only to verify that the company is 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 as indicated in clause 3.1
15	2.2.10	As per Appendix I, Form-3 in Page No(29),the note mentions that "please do not attach any printed annual financial statements."  We understand that, a Certificate from Chartered Accountant on the financial capacity of the bidder (during last 3 financial years) would be sufficient.  Kindly confirm.	Replied earlier for query no. 10
16	Clause 3.1 (I)	Kindly list out the sectors for better clarity across the bidders  Also request you to consider maximum of two DPRs per each sector instead of one per sector  In case of ongoing assignments, as a proof of milestone (i.e. PPR/FSR/DPR), it is requested to consider copy of invoice for such completed milestone along with copy of work order / agreement instead of phase completion certificate.	Sectors are mentioned in response to Query no:1.  Only one DPR per sector is allowed.  Replied earlier in query No 4
17	Clause 2.2.11	Kindly clarify whether three assignments will	The 3 eligible assignments will

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	(Technical Capacity)  Clause 3.1, Page 24 (Evaluation of Proposals)	be ignored (omitted) in each of the two categories i.e. PPR/FSR and DPR? Or in which category (as each category has a separate scoring)  If not, can you please indicate the criteria for omitting (ignoring) eligible assignments in each of the category?	be accepted as per the Amendment dated: 23 <sup>rd</sup> June, 2017 to the RFQ document.
18	1.3.4 Validity of the Proposal	Based on our past contractual experience, it is advisable to have a specified notice period in case of termination, should there be one. Also, this sub-clause does not provide for possibility of termination by the Consultant and our firm does not specify a policy for termination of contract. Accordingly, we request you to please specify the notice period and please add the following proposed conditions to sub-clause 1.3.4:  The Consultant may suspend or terminate the Work Order, by not less than thirty (30) days in case a. Client does not make the payment to the Consultant  b. Does not adhere to the arbitration judgement	Aspects such as termination, notice period and confidentiality will be provided as a part of terms of agreement in the RFP for qualified applicants.
19	1.5. Schedule of Selection Process	The RFQ provides only three days' time after submission of queries. In order to submit a compelling proposal, we would request you to provide at least fourteen (14) days' time after the issuance of response to the pre-proposal queries.  Accordingly, kindly consider extending the submission deadline by two (2) weeks.	Submission deadline is 30 <sup>th</sup> June, 2017.
20	Instructions to	We request that the following proposed change	Replied to in query number 18





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	Applicants, Clause 2.9	be added: 2.9. Confidentiality The empaneled 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.  The confidentiality obligations shall survive the termination of this Contract / completion of services for a period of one (1) year.	
21	Criteria for Evaluation for Technical Proposal, Clause 3.1	We request that certification from our Authorized Signatory regarding the status of completion along with Work order/ contract also be accepted instead of Completion Certificates from the Client, Work Orders and Phase Completion Certificates.	Replied to query number 4
22	Criteria for Evaluation for Technical Proposal, Clause 3.1	Many projects involving the private sector investment, such as PPPs, are undertaken based on PPRs/FSRs, and do not require DPR preparation. A Detailed Project Report (DPR) is highly technical document containing engineering specifications, engineering designs, bill of quantities, detailed layout plans and many other technical inputs.  We understand that the team of 3 envisaged in this empanelment (i.e. Team Leader, Finance Expert and Market Assessment Specialist) do not envisage preparation of DPRs, which require engineering /technical inputs.  Further, we understand that the consortiums are not allowed. Accordingly, we request that the	DPR preparation experience would be helpful in compiling the PPRs.  Experience in preparation of master plans would be considered as amended in Clause 3.1 dated: 23 <sup>rd</sup> June, 2017.



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		requirement of DPR preparation be removed from the 'Eligible Assignment' criteria and replaced with financial and market assessments or transaction advisory services.	
23	Appendix I, Form 1: Letter of Proposal	<p>We request that this clause be made applicable only to the team members being proposed as part of the project. As, given the size and scale of operations of our firm, it may be difficult to confirm/ adhere to the clause.</p> <p>Accordingly, please consider the following change in the referred point:</p> <p>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\$ who would be working on the proposed assignment.</p>	Accepted as per amendment dated: 23 <sup>rd</sup> June, 2017.
24		<p>As per standard practices, the Consultant's liability is restricted to the amount of the contract, which is acceptable to most clients. Accordingly, we request you to add the following clause to the concerned contract and/or the RFQ:</p> <p>"Notwithstanding anything contained in the contract, APEDB agrees that the Consultant shall not be liable to APEDB, for any losses, claims, damages, liabilities, cost or expenses ("Losses") of any nature whatsoever, for an aggregate amount in excess of the fee paid under the contract for the services provided under the contract, except where such Losses are finally judicially determined to have arisen primarily from fraud or bad faith of the</p>	Replied to in query number 18





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		Consultant. In no event shall the Consultant, be liable for any consequential (including loss of profit and loss of data), special, indirect, incidental, punitive, or exemplary loss, damage, or expense relating to the services provided pursuant to this Contract.”	
25	Criteria for Evaluation for Technical Proposal, Clause 3.1	Considering the fact that the marks assigned already require 10 projects (2 marks per PPR/FS project) to obtain full 20 marks; placing an additional condition of not counting minimum number of eligible assignments is requested to be removed.	Removed as per amendment dated: 23 <sup>rd</sup> June, 2017.
26	Clause 2.1.2 Key Personnel	<p>Over the recent years, many professionals have chosen to study specialized courses offered by international / national universities in economics / international development that deal with the study of governments and the development landscape that bear strong relevance to the requirements of the position of the Team Leader.</p> <p>We therefore request you to consider recognizing qualifications such as Masters in Economics / Development from reputed international / national universities as part of the desired qualification for the Team Leader as well as Finance expert and Market Assessment Expert.</p>	Accepted as provided in response to query number 8.