

**Request For Proposal (RFP) for ENGAGEMENT OF ADVISOR FOR PREPARING BUSINESS PLAN OF INTERNATIONAL CARGO HUB AT HALDIA, WEST BENGAL**

**Replies to Bidders' Queries**

<b>Sl. No</b>	<b>Reference no.</b>	<b>Existing Clause / provision in RFP</b>	<b>Clarification Sought by Bidders</b>	<b>Responses of the Owner</b>
1.	Clause 2.2.2 A. Technical Capacity	The proposer (in case of Consortium, the Lead Member), must have five (10) years' experience in management consulting for infrastructure sector.	(a) Please confirm whether it is five or ten years' experience (b) Clarity is required on years of experience Proposer shall have whether it's 5 years or 10 years (c) We would like to suggest that the minimum number of years of experience for the Lead Member and other members of the Consortium be Ten (10) years in management consulting for infrastructure sector.	<b>Clause 2.2.2 A stands amended as under:</b>  "A: <b>Technical Capacity:</b> The Proposer (in the case of Consortium, the Lead Member), must have <b>ten</b> (10) years experience in management consulting for Infrastructure sector."
2.	Clause 2.2.2 B. Financial Capacity	The Proposer (in the case of Consortium, the Lead Member) must have a minimum financial turnover of Rs. 10 crore from management consulting for infrastructure sector in India or abroad.	(a) Considering the importance of the project, request the Authority to increase the minimum turnover criteria to around Rs. 30 crores so as to ensure that only reputed firms with sufficient financial strength, size and capacity can participate in the project.  (b) We would like to request that the minimum turnover criteria be revised upwards to Rs. 75 crores from consulting for infrastructure sector in India or abroad for each of the previous 3 financial years.	<b>Clause 2.2.2 B stands amended as under:</b>  "A: <b>Financial Capacity:</b> The Proposer (in the case of Consortium, the Lead Member), must have a minimum financial turnover of Rs. 10 crore from management consulting for infrastructure sector in India or abroad in each of the last three financial years, for which audited financial results are available."
3.	Page no 6: Section 2, Clause 2.2.3	The Proposers shall enclose with its Proposal, to be submitted as per the format at Appendix-I, complete with its Annexes, the following:	(a) We request the Owner to relax the criteria of producing certificate from Statutory Auditor considering the unavailability of the same during Financial year closing on 31 <sup>st</sup> March.	No change. In respect of turnover, the Bidder is required to produce certificate only for the last three financial years, for which audited financial results are

		(i) Certificate(s) from its statutory auditors stating the number of years of experience and the turnover of the Proposer, as at the close of the preceding financial year, from the business of management consulting for Infrastructure Sector in India or abroad.	(b) As per the prevailing accounting practice, most firms do not have separate accounting and auditing for its turnover from management consulting revenue from infrastructure sector, unless such services are provided through a separate subsidiary company. As a result, requisite audited figures are not readily available for meeting such criteria; without which it is not possible to get Chartered Accountants certificate on this figure. Hence we would request you to consider waiving this requirement and consider the service income of the Proposer.	available.																
4.	Clause 3.2.4	Organization Experience - 25 Key personnel - 50 Technical Presentation - 15	Technical score adds upto 90. Please confirm if it is correct	No change. The maximum marks for Technical Proposal is 90.																
5.	Clause 6	<table border="1"> <thead> <tr> <th colspan="2">Advisory Team</th> </tr> <tr> <th>Member</th> <th>Minimum Eligible Assignments</th> </tr> </thead> <tbody> <tr> <td>Team Leader</td> <td>Experience of preparing Business Plan for Project Finance of three infrastructure Projects, each with a project cost (excluding land cost) of atleast Rs. 50 crores. Two of such Projects should have achieved Commercial Operations Date.</td> </tr> <tr> <td>Logistics expert</td> <td>Experience of preparing Business Plan for Project Financing of three Projects in the Logistics sector (Ports / Warehouses/Container</td> </tr> </tbody> </table>	Advisory Team		Member	Minimum Eligible Assignments	Team Leader	Experience of preparing Business Plan for Project Finance of three infrastructure Projects, each with a project cost (excluding land cost) of atleast Rs. 50 crores. Two of such Projects should have achieved Commercial Operations Date.	Logistics expert	Experience of preparing Business Plan for Project Financing of three Projects in the Logistics sector (Ports / Warehouses/Container	<table border="1"> <thead> <tr> <th colspan="2">(a) Request for authority to relax the minimum eligible assignments criteria to:</th> </tr> <tr> <th>Member</th> <th>Minimum Eligible Assignments</th> </tr> </thead> <tbody> <tr> <td>Team Leader</td> <td>Experience of preparing Business Plan for Project Financing/feasibility studies of three infrastructure Projects, each with a project cost (excluding land cost) of atleast Rs. 50 crores.</td> </tr> <tr> <td>Logistics expert</td> <td>Experience of preparing Business Plan for Project Financing /feasibility studies of three Projects in the Logistics sector (SEZs, Ports / Warehouses/Container Depots/Truck Terminals)</td> </tr> </tbody> </table>	(a) Request for authority to relax the minimum eligible assignments criteria to:		Member	Minimum Eligible Assignments	Team Leader	Experience of preparing Business Plan for Project Financing/feasibility studies of three infrastructure Projects, each with a project cost (excluding land cost) of atleast Rs. 50 crores.	Logistics expert	Experience of preparing Business Plan for Project Financing /feasibility studies of three Projects in the Logistics sector (SEZs, Ports / Warehouses/Container Depots/Truck Terminals)	No change in the provisions of RFP. The Business Plan shall only be for the purpose of Project Financing. Feasibility studies shall not be counted for this purpose.
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		Depots/Truck Terminals) each with a project cost (excluding land cost) of at least Rs 50 crores. Two of such projects should have achieved commercial operations date.	each with a project cost (excluding land cost) of at least Rs 50 crores.	
		Financial analyst	Experience of preparing financial model and business plan for project financing/feasibility studies of three infrastructure projects, each with a project cost (excluding land cost) of at least Rs. 50 crores.	
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6.	<b>6. Advisory Team, Page 20</b>	Team Leader & Logistics / Supply Chain management expert	We would like to request the revision of the criteria from 'Experience of preparing Business Plan for Project Financing....' to only 'Experience of preparing Business Plan'. This is because all the business plans may not have been prepared for the sole purpose of seeking financing.	The Business Plan shall only be for the purpose of Project Financing. Feasibility studies shall not be counted for this purpose.
7.	<b>6. Advisory Team. Page 21</b>	B. Logistics / Supply Chain Management Expert: Minimum Eligible Assignments (such Assignments should have been undertaken while in the employment of Proposer)	We would like to request the removal of the phrase: '(such Assignments should have been undertaken while in the employment of Proposer)' since the Key Experts with specific expertise may have very relevant experience in different companies.	Agreed. The phrase "(such Assignments should have been undertaken while in the employment of Proposer)" stands deleted.
8.	--	--	We would also like to request you to please allow inclusion of ongoing projects as well as part of the Firm's credentials and the Key Experts CVs.	No change.

9.	Page no 7: Section 2, Clause 2.6	Site visit and verification of information	We request representative from the Owner shall accompany the Proposer while conducting site visit pre submission of proposal	The Bidders may arrange for site visit on their own. The coordinates of the Proposed Project site may be obtained from the following link.  <a href="http://wikimapia.org/#lang=en&amp;lat=22.078044&amp;lon=88.036366&amp;z=15&amp;m=b">http://wikimapia.org/#lang=en&amp;lat=22.078044&amp;lon=88.036366&amp;z=15&amp;m=b</a>														
10.	Page no 19: Deliverable 2	Development of a Business Case, including Business Plan and Financial Models for the Project covering the following deliverables <input type="checkbox"/> Business Plan and Financial Models, in compliance with the requirements of lenders and investors	Clarification is required, whether the payment for Deliverable 2 is linked with Business Plan and Financial Model (in compliance with the requirements of lenders and investors) or on achievement of Financial closure.	The payment is linked only to acceptance of Deliverable 2 and is <b>not linked</b> to the achievement of Financial Closure														
11.	Page no 20: Time and Payment schedule, Clause 4	<p>There are only two deliverables</p> <table border="1" data-bbox="416 730 965 901"> <thead> <tr> <th data-bbox="416 730 685 799">Description of Deliverables</th> <th data-bbox="685 730 965 799">Weeks</th> </tr> </thead> <tbody> <tr> <td data-bbox="416 799 685 868">Deliverable 1</td> <td data-bbox="685 799 965 868">4 weeks from commencement</td> </tr> <tr> <td data-bbox="416 868 685 901">Deliverable 2</td> <td data-bbox="685 868 965 901">6 weeks after KD2</td> </tr> </tbody> </table>	Description of Deliverables	Weeks	Deliverable 1	4 weeks from commencement	Deliverable 2	6 weeks after KD2	<p>(a) We propose there be 3 deliverables for proper deliberation and acceptance of report</p> <table border="1" data-bbox="965 762 1592 1102"> <thead> <tr> <th data-bbox="965 762 1245 831">Description of Deliverables</th> <th data-bbox="1245 762 1592 831">Weeks</th> </tr> </thead> <tbody> <tr> <td data-bbox="965 831 1245 900">Submission of Deliverable 1</td> <td data-bbox="1245 831 1592 900">4 weeks from commencement</td> </tr> <tr> <td data-bbox="965 900 1245 1002">Submission of Draft report on Deliverable 2</td> <td data-bbox="1245 900 1592 1002">6 weeks after KD2</td> </tr> <tr> <td data-bbox="965 1002 1245 1102">Acceptance of Final report on Deliverable 2</td> <td data-bbox="1245 1002 1592 1102">1 week after Owner comments</td> </tr> </tbody> </table> <p>(b) As per the section 3, Page 19 re-establishment of cost estimates needs to be undertaken and no mention has been made in the deliverables table in Section 4, Page 20 about it. A separate deliverable on re-establishing of the cost estimate needs to be allotted with 2-3 weeks timeline after receiving of the data from the</p>	Description of Deliverables	Weeks	Submission of Deliverable 1	4 weeks from commencement	Submission of Draft report on Deliverable 2	6 weeks after KD2	Acceptance of Final report on Deliverable 2	1 week after Owner comments	<p>No change. The provisions of RFP are reiterated.</p> <p>Re-establishing Cost estimates shall be part of the Deliverable 2.</p>
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			owner as it is a huge task which needs separate time allotment.																			
12.	Page no 20: Time and Payment schedule, Clause 4	<p><b>Time and Payment schedule:</b></p> <table border="1"> <thead> <tr> <th>Payment milestone</th> <th>Amount of PF</th> </tr> </thead> <tbody> <tr> <td>Mobilization advance</td> <td>10% of PF</td> </tr> <tr> <td>On Deliverable 1</td> <td>30% of PF</td> </tr> <tr> <td>On Deliverable 2</td> <td>60%</td> </tr> </tbody> </table>	Payment milestone	Amount of PF	Mobilization advance	10% of PF	On Deliverable 1	30% of PF	On Deliverable 2	60%	<p>(a) Since major portion of the fee is back ended, we request the Owner to consider following payment schedule:</p> <p>Kindly note this is important for us else we may not participate.</p> <table border="1"> <thead> <tr> <th>Payment milestone</th> <th>Amount of PF</th> </tr> </thead> <tbody> <tr> <td>Mobilization advance</td> <td>10% of PF</td> </tr> <tr> <td>On submission of Deliverable 1</td> <td>40% of PF</td> </tr> <tr> <td>On Draft report submission of Deliverable 2</td> <td>30%</td> </tr> <tr> <td>On Final report acceptance of Deliverable 2</td> <td>20%</td> </tr> </tbody> </table> <p>(b) Request the authority to change the payment schedule to:</p> <p>Milestone 1: Mobilization Advance - 15%  Milestone 2: Approval of deliverable 1 - 50%  Milestone 3: Approval of deliverable 2 - 35%</p>	Payment milestone	Amount of PF	Mobilization advance	10% of PF	On submission of Deliverable 1	40% of PF	On Draft report submission of Deliverable 2	30%	On Final report acceptance of Deliverable 2	20%	No change. The provisions of RFP are reiterated. <b>Bidders are also advised to take a note of the provision for "Drop-dead Fee" (Ref. Clause 2.13.2 of the Draft Advisory Agreement)</b>
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13.	Section 3, Page 19	<b>After Completion of Deliverable 1, the Owner shall provide to the Advisor, a conceptual level Master Plan (Layout Plan), including conceptual level designs (architectural/engineering) of utility networks such as roads, drainage, water supply, fire fighting, power, all common user structures (including electrical, mechanical, plumbing, etc) including</b>	(a) As per the RFP it is mentioned that the advisor need to re-establish the preliminary cost already prepared by the owner. The scope of re-establishing the cost is a separate task in itself as it involves all infrastructural work cost estimate to be evaluated i.e. electrical, mechanical etc. which is a significant task and needs expertise of a master planner or infrastructure expert.	The Consultant will only be required to re-establish and re-verify the preliminary cost estimates provided by the Owner. The Consultant shall engage appropriate resources for the same and is included in the scope of Deliverable 2.																		

		rough cost estimates. On the basis of such conceptual level drawings, the Advisor will re-establish the preliminary cost estimates for physical infrastructure development.	(b) We would like to request you to please clarify whether the Consultant shall be required to derive fresh cost estimates from the conceptual level drawings shared or only verify the existing cost estimates.	
14.	Section 1.5, Page 4	<b>Schedule of selection process. Proposal submission date</b>	Request 3 weeks time to submit the proposal from the date of issuance of clarification.	No Change.
15.	<b>3. Scope of Work and Deliverable , Page 19</b>	Deliverable 2	We would like to request you to please clarify whether the Consultant shall be required to provide any support after the completion of the business plan during the financial appraisal of the project by potential lenders and banks.	Support, if any, required during the financial appraisal would be only additional to the existing Scope of work and shall be compensated separately.