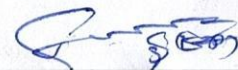


REPLY TO PREBID QUERIES

Sub: Appointment of Transaction Advisor and Financial Consultant for "Redevelopment of Berth No. 9 and Three barge jetties and " Operation & Maintenance of General Cargo Berth No. 10 & 11" at Mormugao Port.

Tender No: CE/05/2021

Sr. No.	Reference to clause	Query	Port Clarification/Corrigendum
1	Retention Money Page No. 3 & 36	<p>5% of the contract value, to be recovered from the running bill @ 10% upto limit.</p> <p>15. (b) Retention Money:- Port shall recover 5% of the award cost as Retention money. The same shall be deducted from the Running bill @ 10% on each such bills limited to 5% of contract price. The Retention money shall be released after successful completion of services.</p> <p>We are giving the Performance security as per Rules/guidelines then there should be no deduction of Retention Money from the running Bill. As both are related to security deposit so kindly apply any one option .</p>	Tender condition prevails.
2	Clause No. 2.1.2, Point (A) Page No. 28	<p>Past experience of studies of similar nature in Port Sector (Minimum Three projects costing Rs. 250 Cr and above for Transaction Advisory services on PPP Mode for last seven years prior to prior to proposal due date. (PDD)</p> <p>Kindly consider any PPP mode projects</p>	<p>PI refer . cl no 2.1.2 (Detailed scoring 1.A & B)</p> <p>Past experience for Eligible assignments in Port sector and other than Port sector are separately provided for evaluation.</p> <p>Tender clause prevails , however the Minimum Project cost for eligible assignments for both Port and other sectors is amended to Rs 150 cr.</p>



		<p>across sector as eligible assignments . PPP Projects in Port Sector will restrict the competition. OR</p> <p>Authority may call the limited tender from the IPA empanelled PPP Consultants.</p>	
3	<p>Clause 2.1.2- Criteria for evaluation Minimum Eligibility Criteria Turnover for last 3 Financial Years (average) Rs. 20-50 Crores</p>	<p>The minimum required turnover of Rs. 20 crs. appears to be very high. It significantly cuts down the competition. We request the authority to kindly consider Rs. 3 crs. as the minimum required Turnover which is in line with the GOI guidelines for appointment of TA and even IPA has a much lower requirement of minimum Turnover. Firms with higher turnover can always get higher marks.</p>	<p>Clause is amended as follows</p> <p>Minimum Avg. Financial Turnover for last three years ending 31st March 2020 shall be Rs 3.0 cr.</p> <p>Revised Marking system (Figures in crores)</p> <p>3-5 - 70%</p> <p>5-10 - 80%</p> <p>10-15 - 90%</p> <p>Above Rs 15 cr - 100%</p>
4	<p>Clause 2.1.2- Criteria for evaluation Minimum Eligibility Criteria Sector expert: Specific Expertise required is stated to be "should have at least 10 years experience of working on consultancy assignments in Port & maritime sector".</p>	<p>We request the authority to consider people who have majorly worked in Port Sector on relevant projects including PPP projects to be also considered as Sector experts for this project. Even IPA has considered these people with relevant experience to be sector Experts.</p>	<p>The clause is amended as follows: The Sector Expert shall be a B.E. or equivalent in Civil/Mechanical with minimum 10 years' experience with consultancy firm or having worked in PPP Projects for Port or other sector.</p>
5	<p>Tender Schedule, Bid Submission End Date: 01 - 03 - 2021</p>	<p>Request you to consider an extension of bid submission end date by one week.</p>	<p>No changes in submission date.</p>

6	Consultancy Team, 7.1, TOR The Consultant shall form a team (the "Consultancy Team") for undertaking this assignment. The Consultancy Team shall consist of experts who have the requisite qualifications and experience.	Kindly advise whether the advisor can appoint a sub consultant (firm/ individual) having requisite qualifications and experience for the team's key personnel requirement (such as Legal Expert)	Clause amended as follows:- Transaction advisory firm can appoint firm or individual having requisite qualification for key personnel in Legal and sector expert but total responsibility lies with the consulting firm.
7	1(A), 2.1.2, Criteria for Evaluation Minimum Three projects in Port Sector costing Rs 250 cr and above for Transaction Advisory services on PPP Mode for last seven years prior to proposal due date (PDD)	Kindly confirm in case we can share one project in Port sector of 3 times the capital cost i.e Rs. 750 Cr & above instead of 3 projects of Rs. 250 Cr. each	Tender condition prevails, however project cost is amended as mentioned in Sl. No. 2 above.
8	Note 1, Criteria for Evaluation For evaluation of key personnel, only those who have been with the firm for a minimum period of 3 years as on 31/03/2020 will be considered	We have recently expanded our team size in the past two years and wanted to utilise the same. Request you to consider key personnel associated with the firm for a period of 2 years as on the date of submission of the RFP.	Tender conditions prevails.
9	General Conditions of the Contract Consortium members...	Request you to confirm the size of the consortium & whether it can be more than 3 members	Consortium of Maximum Three members are allowed to participate. However, equity of Consortium members shall not be less than 26%.

[Handwritten Signature]
5/2

10	Scope of Work	Please clarify whether the scope of work includes: 1) Detailed technical feasibility study for re-development of the berth. 2) Traffic study 3) Financial feasibility study 4) Field surveys / tests like structural stability test etc.	The Port has appointed Consultant for preparation of Techno-Economic Feasibility Report (TEFR) and the same will be made available to the Transaction Advisor. The Scope of the work and Terms of Reference (ToR) are provided on Pages 15-20 of the tender
11	2.1.2, Detailing scoring system - Criteria for evaluation of key personnel For evaluation of key personnel, only those who have been with the firm for a minimum period of 3 years as on 31/03/2020 will be considered.	Typically, consultancy firms take external legal experts for support in transaction. This clause should be deleted for Legal Expert.	Clause amended. Please refer reply at Sl. No. 6.
12	2.1.2, Detailing scoring system - Criteria for evaluation of key personnel Financial Expert- cum- Team Leader - MBA (Finance)/ CA	MBA (finance) qualification is very specific. Most of the premier management institution don't give such specific qualification. The clause should be modified as below: Financial Expert- cum- Team Leader -: MBA/ CA	Educational Qualification for Team Leader is modified as MBA/ CA/ICWA.
13	2.1.2, Detailing scoring system - Criteria for evaluation of key personnel, CVs	The experience evaluated for each key personnel should ideally be the total aggregate experience of the personnel. Please confirm	Aggregate Experience in Consultancy assignments will be considered.
14	3.2.1, Eligible Assignments Provided that the Applicant firm claiming credit for an Eligible Assignment shall have, prior to PDD, received	Most transaction projects in India ports are supported by Consultants as a PMU. The same transaction advisor supports the Client for transaction of various PPP projects under the same PMU mandate. Bid process of all these individual projects is	PMU will be treated as single assignments.

[Handwritten signature]
5/11

	<p>professional fees of at least Rs.30 lakhs for such assignment, and where credit is being claimed by a Key Personnel, she/he should have completed the relevant assignment prior to PDD.</p>	<p>handled separately. Further, different developers / concessionaire are selected for each PPP project.</p> <p>Please treat various projects undertaken under a PMU mandate as different PPP projects for the purpose of the evaluation.</p>	
15	<p>3.2.1, Eligible Assignments Provided that the Applicant firm claiming credit for an Eligible Assignment shall have, prior to PDD, received professional fees of at least Rs. 30 lakhs for such assignment.</p>	<p>Please delete this clause.</p> <p>In light of the above request, it is not possible to bifurcate the entire PMU fee for each individual PPP project undertaken during the PMU tenure.</p> <p>Hence, instead, a requirement of "at least 80% completion", without specifying any fee, may be kept.</p>	Not agreed, clarified above.
16	<p>3.2.1, Eligible Assignments Proof of Experience.</p>	<p>Please accept CA Certification of projects with total fee received as valid proof of completion</p>	<p>Client certification indicating the project cost is mandatory for on-going and completed work.. The client certificate shall also indicate the status of on-going works.</p> <p>CA shall certify the fees received from the client for the eligible assignment .</p>
17	<p>2.1.2, Detailing scoring system - Past Experience of the consultancy Firm Past experience of studies of Similar nature in Port Sector. (Minimum Three projects costing Rs 250 Cr and above for Transaction Advisory services on PPP</p>	<p>Please modify the minimum project cost to INR 150 Cr.</p>	<p>Clause amended as follows. The Project cost for eligible assignments for both Port and non- Port sectors shall be minimum Rs 150 cr. and the project fees received for ongoing projects shall be minimum Rs 20.0 lakhs.</p>

[Handwritten signature]
5/11

	<p>Mode for last seven years prior to prior to proposal due date (PDD).</p> <p>>5 - 100 5 - 90 4 - 80 3 - 70 <3 - 0</p>		
18	<p>13.1, Bid Security/Earnest Money Deposit (EMD)</p> <p>The Applicant shall furnish as part of its Proposal, a bid security of Rs.100,000/- (Rs. One lakh only)</p>	<p>In light of the Office memorandum F.9/4/2020/PPD, issued by the Ministry of Finance, GoI, please waive off the Bid Security / Earnest Money deposit (EMD) Fee.</p>	<p>EMD/Bid Security and Tender fees are not applicable. However the bidder has to submit bid security declaration stating that if they withdraw or modify their bids during the period of validity etc., they will be suspended for the period of one year from the date of submission of tender.</p>

[Handwritten signature]
857A