

REPLY TO PREBID QUERIES

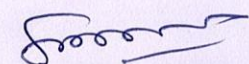
**Sub: Appointment of Technical and Financial Consultant for Preparation of Techno-Economic- Feasibility Report for
“ Redevelopment of Berth No. 9 and Three barge jetties AND
“ Operation & Maintenance of General Cargo Berth No. 10 & 11” at Mormugao Port.
Tender No: CE/30/2020**

The replies to pre-bid queries / clarification and corrigendum is as furnished below;

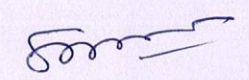
Sr. No.	Reference to clause	Query	Port Clarification/Corrigendum
1	Notice Inviting Tender Clause 4.2 Bid submission Page No. 5	Please confirm do we need to submit hard copy of details of online payment and Technical bid. Also last date of submission of the hard copy is not clear in this clause.	All four covers are to be uploaded separately online. Hard copies may be submitted and reach to this office within 5 days of closing of Bid Submission.
2	Clause 3 Criteria for evaluation sub clause 3.3.1 Detailing Scoring System, Page No. 40	Scoring system in case of Key personal is not clear. It is requested to kindly elaborate the same.	Clause 3.3.1 indicates scoring criteria for organization strength comprising No of professionals in various field engaged by Firm and their qualification (Individual CV not required)
3	Schedule 1 Terms of Reference Clause 1.7 Detailed Scope of studies Page No.57	For Project 2 the detailed scope of preliminary report is same as complete scope of work for project 2. Request you to clearly define scope of studies for preliminary report.	Preliminary Report shall cover all aspects as provided in ToR, methodology/ work plan, based on site visits and available data.



4.	Schedule 1 Terms of Reference Clause 1.8 Study duration, deliverables and schedule of payments, Page No.59	Considering the work to be carried out in preliminary and draft report, all the prospective bidders has requested to extend the time period.	<p>Considering the common request of pre-bid participant, the duration is modified :-</p> <p>The Clause No.1.8 is amended as follows</p> <p>For both Project-1 & Project-2</p> <table border="1" data-bbox="1211 304 1944 560"> <thead> <tr> <th></th> <th>Time period</th> <th>Cumulative</th> </tr> </thead> <tbody> <tr> <td>Preliminary</td> <td>4 weeks</td> <td>4 weeks</td> </tr> <tr> <td>Draft Report</td> <td>12 weeks</td> <td>16 weeks</td> </tr> <tr> <td>Final Report</td> <td>2 weeks</td> <td>18 weeks</td> </tr> </tbody> </table> <p>Note :</p> <ul style="list-style-type: none"> • Separate Reports shall be submitted for both projects. • After confirmation by Authority hard copy to be submitted. • 4 sets each- Preliminary Report • 4 sets each- Draft Report • 12 sets each- Final Report 		Time period	Cumulative	Preliminary	4 weeks	4 weeks	Draft Report	12 weeks	16 weeks	Final Report	2 weeks	18 weeks
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5	Section 2, Clause 2.2, Page 19	Financial Analyst: Qualification MBA/Post graduate In commerce Chartered Accountant or equivalent.	<p>Clause No.2.2 is amended as follows</p> <p>Team Leader:</p> <ul style="list-style-type: none"> • Degree in Civil/Mechanical/Electrical Engineering with 10 year experience. • Higher Qualification- ME/MTech. <p>Port Planner:</p> <ul style="list-style-type: none"> • Degree in Civil Engineering with 7 year experience. • Higher Qualification- ME/MTech in Structural/Geotechnical/Ocean Engineering. <p>Traffic Expert:</p> <ul style="list-style-type: none"> • Post Graduate in Economics/Science/Shipping Management/Operations/Logistics, PGDM • Higher Qualification- MBA / PhD <p>Maritime Expert: Under Clause No.2.2.2 (C) Requirement of Maritime Expert as key personnel is deleted. Subsequently, clause</p>												
6	- Do -	<p>We request the authority to consider a master's degree in planning and MBA as well.</p> <p>MBA/Post graduate In economics/ Science/ Degree in Shipping Management Or any Equivalent Qualification</p>													



7	- Do -	<p>We request the authority to consider Eligible Assignments as well as Assignments of similar nature for assessing experience which may or may not be presented in Eligible Assignment to be furnished in Forms</p> <p>He should have worked as a traffic / transportation engineer/ planner for two eligible/similar assignments</p>	<p>no.3.2.3(e) the marks allotted for Maritime/Port analyst is equally added i.e 5 marks each to Traffic expert and Financial analyst.</p> <p>Financial Expert: 7 yrs experience</p> <ul style="list-style-type: none"> • Port Graduate in Commerce/ Finance/ Economics/ PGDM. • Higher Qualification- MBA/ CA/ ICWA/ PHD in related fields. <p>Evaluation criteria for key personnel is amended as follows;</p> <table border="1" data-bbox="1220 446 2027 726"> <thead> <tr> <th rowspan="2">Key personnel</th> <th rowspan="2">Marks allotted</th> <th colspan="3">Sub criteria</th> </tr> <tr> <th>Qualification</th> <th>Length of service</th> <th>Eligible assignments</th> </tr> </thead> <tbody> <tr> <td>Team Leader</td> <td>15</td> <td>5</td> <td>5</td> <td>5</td> </tr> <tr> <td>Port Planner</td> <td>15</td> <td>5</td> <td>5</td> <td>5</td> </tr> <tr> <td>Traffic Expert</td> <td>20</td> <td>6</td> <td>6</td> <td>8</td> </tr> <tr> <td>Financial Analyst</td> <td>20</td> <td>6</td> <td>6</td> <td>8</td> </tr> <tr> <td>Total</td> <td>70</td> <td>...</td> <td>...</td> <td>...</td> </tr> </tbody> </table>	Key personnel	Marks allotted	Sub criteria			Qualification	Length of service	Eligible assignments	Team Leader	15	5	5	5	Port Planner	15	5	5	5	Traffic Expert	20	6	6	8	Financial Analyst	20	6	6	8	Total	70
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8	- Do -	<p>We request the authority to consider Eligible Assignments as well as Assignments of similar nature for assessing experience which may or may not be presented in Eligible Assignment to be furnished in Form No. 5,6 and 7 of Appendix-I</p> <p>He should have under taken financial analysis and modelling for two eligible/similar assignments.</p>	Agreed.																																	

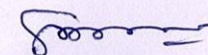


9	Clause 1.8, Page 59	<p>Considering the increased efforts required in the beginning of project we request the change in payment terms</p>	<p>Payment Clause under 1.8 for both projects is amended as follows;</p> <table border="1" data-bbox="1339 204 1827 507"> <thead> <tr> <th>Report</th> <th>Payment</th> </tr> </thead> <tbody> <tr> <td>Preliminary Report</td> <td>15%</td> </tr> <tr> <td>Draft Final Report</td> <td>60%</td> </tr> <tr> <td>Final Report</td> <td>15%</td> </tr> <tr> <td>Completion of services including assistance during bidding process</td> <td>10%</td> </tr> </tbody> </table> <p>Note:</p> <ul style="list-style-type: none"> i. Amount of 5% on completion of services may be payable on request of successful bidder subject to submission of BG and balance 5% payable after signing of concession agreement or till period of 18 months after submission of Final Report whichever is earlier. ii. Mobilization Advance under serial no.5 of notes is deleted. 	Report	Payment	Preliminary Report	15%	Draft Final Report	60%	Final Report	15%	Completion of services including assistance during bidding process	10%
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10	Item (l) of Clause 1.1	<p>You may appreciate that in general, following positions of Key Personnel with relevant vast experience are working on assignment basis contract</p> <ul style="list-style-type: none"> ▪ Traffic Expert ▪ Market Research/Maritime Industry Analysis/ Port Operations Analysis /Economist ▪ Financial Analyst <p>Kindly allow the above positions in employment to consultant on assignment basis contract.</p>	<p>Agreed, clause amended as</p> <p>"Personnel" means persons hired by the Consultant or by any Sub- Consultant as employees/ on assignment basis contract (restricted for positions Traffic Expert, Market Research/Maritime Industry Analysis/ Port Operations Analysis /Economist, Financial Analyst) for the performance of the Services or any part thereof</p>										
11	Appendix -III Form-III	<p>As per Form No.III of Appendix III, remuneration for resident professional/support personnel is requested. However as per Clause no. 2.1.4, page no. 17 indicates the minimum period of deployment at site under each the Key personnel. Kindly clarify whether the Key Personnel/support</p>	<p>Remuneration is only indicative and not for evaluation. Further, irrespective of the duration mentioned in Clause No.2.1.4 Team Leader and other Key Personnel shall be made available for discussion/modification/finalization of key aspects of reports.</p>										

		personnel positions need to be deployed at site longer than that specified under Cl.2.1.4	(Note that finalization/discussion for individual projects may take place on different dates)
12	2.2, Commencement of services.	Commencement of Services The Consultant shall commence the Services within a period of 14 (fourteen) days from the Effective Date, unless otherwise agreed by the Parties	Clause remains unchanged.
13		Kindly clarify the concerns related to third party liability as envisaged under this assignment	Third party liability insurance clause is deleted.
14	Clause 1.8, Page no 14	We request the authority to kindly extend the due date for proposal submission by at least 4 weeks post the issuance of the Reply to bidder's queries.	Clause amended as follows "Last date of submission extended upto 22.10.2020 by 15.00 hrs and opening on 23.10.2020 at 15.30 hrs.
15	2.1.4 Key Personnel Page no 17	Please note that due to the current situation of the pandemic and because of its wide spread, we request the authority to remove the condition for the consultant's key personnel's to compulsorily visit the site. A team can visit the site initially for a day or two to understand the port, terminals, data collection and meeting with port official for Kick off meeting. Rest of the team can join the meeting on virtual mode. Please accept the request.	Stay at site may not be mandatory as prescribed in RFP, however if situation warrants Employer reserves right to direct the key personnel to stay at project location.
16	2.2.3, Pg. No. 19	Request to allow CA certificates along with submission of only audited financial statements	Certificate of Chartered Accountant (C.A) is permitted.
17	3. Evaluation criteria.	3.1.3- Request to also allow assignments such as commercial/technical due diligence, bid advisory in port sector (B) Past experience of studies of similar nature (Minimum 5 projects costing Rs. 300	There is no change in eligible assignments defined in clause. Project cost is amended to min Rs. 200 Crore of eligible assignments in Ports/Harbours and other Infrastructure Projects only.

		cr. & above for preparation of TEFR/DPR for Port and other sectors.																	
18		<p>Request to reduce project cost to Rs. 100cr</p> <p>(C) Past experience in carrying out studies in related sector.</p> <p>Minimum 3 projects costing Rs.300 cr. and above for Port and Harbour sector.</p>	<p>Clause No.3.2.2 (i) & (ii) amended as</p> <p>Project cost minimum Rs. 200 cr</p>																
19		<p>(D) Past experience in carrying out studies in region.</p> <p>(Minimum 1 project costing Rs.300 cr. and above for Port and Harbour sector.</p> <p>Request to allow other sector assignments also, not only ports an harbour related assignment. Also to allow projects carried out in neighbouring states</p>	<p>Clause No.3.1.3 (1)D is amended as;</p> <p>'Region' is defined and limited to Coastal Areas of Konkan belt i.e from Ratnagiri (Maharashtra) upto Karwar (Karnataka).</p>																
20	3.1.3, 2(b)	<p>(a) Turnover for last 3 years.</p> <p>(b) Net profit</p> <p>Request to reduce the net profit criteria to >10 cr. to make it proportionate with response to revenue criteria.</p>	<p>Clause 3.1.3 2(b) Net Profit is amended as</p> <table border="1"> <thead> <tr> <th rowspan="2"></th> <th rowspan="2">Max Marks</th> <th colspan="2">Breakup of scoring system</th> </tr> <tr> <th>Figure</th> <th>%</th> </tr> </thead> <tbody> <tr> <td rowspan="4">Net profit figure for last three years (AVERAGE)</td> <td rowspan="4">7.5</td> <td>> 15 Cr</td> <td>100%</td> </tr> <tr> <td>10-15</td> <td>90%</td> </tr> <tr> <td>5-10</td> <td>80%</td> </tr> <tr> <td>4-5</td> <td>70%</td> </tr> </tbody> </table>		Max Marks	Breakup of scoring system		Figure	%	Net profit figure for last three years (AVERAGE)	7.5	> 15 Cr	100%	10-15	90%	5-10	80%	4-5	70%
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21	Clause 3.1.3, Detail scoring system, Clause 2(a)	<p>We understand that this assignment has to be bidden out in PPP mode. The scope requires both technical as well as financial expertise. Also it is very difficult to find both the expertise in one consultancy firm.</p> <p>Hence we request the authority to kindly reduce the criteria to > 20.</p>	<p>Amended clause No.3.1.3 2(a) as follows;</p> <table border="1" data-bbox="1352 148 1834 592"> <thead> <tr> <th rowspan="2"></th> <th rowspan="2">Max Marks</th> <th colspan="2">Breakup of scoring system</th> </tr> <tr> <th>Figure</th> <th>%</th> </tr> </thead> <tbody> <tr> <td rowspan="5">No of Professionals</td> <td rowspan="5">15</td> <td>> 30</td> <td>100%</td> </tr> <tr> <td>25-30</td> <td>90%</td> </tr> <tr> <td>20-25</td> <td>80%</td> </tr> <tr> <td>15-20</td> <td>70%</td> </tr> <tr> <td>< 15</td> <td>0</td> </tr> <tr> <td rowspan="5">Qualification Post Graduate/ Masters</td> <td rowspan="5">10</td> <td>> 20</td> <td>100</td> </tr> <tr> <td>15-20</td> <td>90</td> </tr> <tr> <td>10-15</td> <td>80</td> </tr> <tr> <td>7-10</td> <td>70</td> </tr> <tr> <td>< 7</td> <td>0</td> </tr> </tbody> </table>		Max Marks	Breakup of scoring system		Figure	%	No of Professionals	15	> 30	100%	25-30	90%	20-25	80%	15-20	70%	< 15	0	Qualification Post Graduate/ Masters	10	> 20	100	15-20	90	10-15	80	7-10	70	< 7	0
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22	3.2.2, Eligible assignments.	Request to also allow project such as commercial due diligence, technical due diligence, TA services in the port sector to be eligible.	Not agreed.																														
23	3.2.2, Eligible assignments.	Request to reduce the professional fee criteria of Rs. 50 lakhs to 30 lakhs	<p>Amended Clause No.3.2.2;</p> <p>Project cost of eligible assignments in port sector as well other infrastructure projects shall be at least Rs.200 Crores. Further, professional Fees for eligible assignments by firms shall have prior to PDD, received professional fees not be less than Rs.30 Lakhs for both government and private projects. Whereas in case of credit is being claimed by key personnel, he/she should have completed the relevant assignment prior to PDD.</p>																														
24	Appendix – III, Form II.	The financial proposal requires separate pricing for both the assignment. Please clarify that the financial valuation will be based on the total price quoted.	Financial evaluation is based on Total Cost for both projects (Excl GST)																														



25	Request for inclusion of clauses; 1.Anti-bribery and Anti-corruption 2.Economic and trade sanctions 3.Non- Exclusivity 4.Liability of consultant	No change in clauses, tender condition prevails. However, Clause No.3.5.2 is amended as follows; a. Third party insurance clause is deleted. b. This clause is applicable. c. Professional liability insurance shall be not less than Agreement value.
26	ToR, 4.0 Task List (a) Traffic studies, Pg. No. 53	Clarification is required that the said report shall target Berth No.9 and the three barge jetties only and not the entire Port.	Review of Traffic Study/forecast of Mormugao Port to be carried out. The Consultants shall arrive at commodity wise cargo to be handled at Berth No.9 and Berth No.10&11.
27	ToR, 4.0 Task List Project 2, Feasibility study (ii), Pg. No. 55	Clarification is required "if the traffic projections for berth No.5 shall be provided by Port authorities?"	The details of rated capacity of each berth will be provided to the selected bidders.
28	3. Criteria for Evaluation.	As the Accounts not closed for the year 2019-20, kindly confirm if we can provide for the year 2018-19, 2017-18 and 2016-17	Provisional Certificate from C.A/Statutory Auditor can be provided.
29	Schedule – 1, ToR for Technical Consultant.	Considering the time line for the project, it is understood that no engineering surveys/investigation (such ass topo, geotech, bathymetry, etc..) are to be carried out by consultant. Kindly confirm. If yes kindly provide the extent of surveys/investigation to be carried out as otherwise it will be difficult for the bidders to assess the actual work.	Data available with Port such as soil investigation, bathymetry, hydrography and previous TEFR/DPR, Administrative Report, traffic handled will be provided by MPT to the selected bidder.
30	Schedule – 1, ToR for Technical Consultant.	Kindly confirm if Client will provide the As Built Drawings and Design Document for all existing structures. Also kindly confirm if any NDT Testing to be carried out to assess the existing	As built drawings for Berth No.9 and Barge Berths not available. Berth No.9 needs to be redeveloped by extending the berth face as same is not suitable to present needs. NDT test not required, however Consultant has to oversee the structure and suggest restorative measures if any for barge berths, berth no.10& 11 and ware houses.

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		condition of the structures.	
31	1.8, Study duration, Deliverables and Schedule of Payments for Project 1.	Kindly request that Client shall provide Interest Free Advance against the BG.	Clause amended as follows; Mobilization advance under Schedule-I, Clause No.1.8, at serial No.5 is deleted.
32	Clause 1.9 at Page-64 & Sr. No. 1.3 of Form-2 at Page-93	We understand the consortium consist of Lead Member with two partners. Please clarify the configuration of consortium.	Consortium can be limited to two partners (Joint bidding agreement shall be submitted)
33	Clause 2.2 at Page - 18 Conditions of Eligibility of Applicants	Please clarify if an Indian subsidiary of an international company fulfilling the conditions for financial capacity on its own strength, can participate in bidding process by using the experience/references of their parent company with letter of support from parent company.	The parent company shall have more than 54% equity and control over the subsidiary company. The share holding pattern and confirmation from parent company confirming their responsibility/accountability shall be submitted.
34	Clause 3 at Page-37	In case of consortium bid, we understand that the technical proposal will be evaluated on the basis of consortium's past experience, financial strength and its technical submissions in the proposal. Please confirm.	Evaluation will be based on combined technical and financial strengths of consortium.
35	CI 2, page no - 52	Please share the report to understand the scope considered for restructure of the berths.	Previous available DPR will be shared with the successful bidder.
36	Clause 2, page no - 52	Please share the summary of the report and masterplan in order to understand the detailed scope involved.	The available data will be shared with the successful bidder.
37	CI 4, Project 1, page no – 53 to 54	Please furnish the General Details of Berth no -9 and 3 barge berths like the	The present Berth No.9 is about 450 metres length, crib type structure supported on caissons, constructed in 1976-78, the draft

		details mentioned for Berth 10 & 11 in page no-54.	<p>available is -14.50 metres. The structure was basically designed for export of iron ore through conveyor system. The mechanization is dismantled and the present structure is not suitable for handling multicargo.</p> <p>Barge jetties are also constructed during the same time and about 120 metres length each suitable for unloading of iron ore from barges. Presently, mechanization/unloaders are dismantled.</p> <p>Scope includes redevelopment of berth of about 560 metres length by extending berth face upto 50 metres to facilitate simultaneous handling of two vessels and refurbishing of 3 nos barge jetties.</p>
38	CI 4, Project 2, page no - 55	Please clarify the design life considered for berths 10 & 11 as well as for the warehouse.	This has to be ascertained by consultant.
39	CI 1.7, page 56	Are there any future plans to increase the dredge depths of the approach channels and turning circles by MPT, if so, what are the future dredging depths?	As per GOI directive all future berths are to be designed for berthing of bigger size vessels. Port may take up deepening of approach channel at later stage.
40	CI 1.8, project1-page 59	Please clarify the scope related to the assistance required during bidding process and estimated timeframe to complete the bidding process from Port side.	Port will appoint Transaction Advisor (T.A). Assistance to be provided to TA during preparation tariff proposal, draft MCA, RFP/SFC and clarifications to TEFR and to Port authorities during bidding process.
41	General	Does the scope include the strengthening and repair of the mechanical handling equipment, please clarify?	Existing mechanization is dismantled.
42	General	Please clarify that the requirement of assessment of Navigation aids is limited to the berths mentioned in the scope.	Required navigation aid for berth no.9, berth no.10&11 to be ascertained by the Consultant.
43	Clause 2.7.1 (a) at Page 66	<p>With office Memo Reference No.F.18/4/2020-PPD Government of India, Ministry of Finance, Department of Expenditure, Procurement Policy Division dated 19th February 2020;</p> <p>It is suggested to include specific</p>	Force Majeure on account of pandemic/epidemic will be considered as & when occurs based on directive/circulars from Govt of India/State of Goa.

Signature

		reference to epidemic and pandemic or any other natural calamity in the definition of Force Majeure. Please confirm.	
44	Form – 5, 6 & 7 of Appendix-I at Pg-99, 100, 101	Since statutory Auditor or Chartered Accountant of bidder has not concerned with the client's Project capital cost, usually they are not willing to certify the Project cost. Hence, we request MgPT to kindly delete column 4 in table format given in Appendix-I (Form-5, 6 & 7).	Certification from client indicating the project cost may be submitted in the absence of certification of statutory auditors. Port may verify the credentials of certificates, if necessary.
45	Eligible Assignment: Clause 3.2.2, Page No 45	Please advise various projects undertaken as part of a PMU project will be counted as separate eligible projects. Feedback Infra was the Project Management Unit to Kandla Port Trust and Paradip Port Trust for all PPP projects, for a tenure of 3 years. We have undertaken about 10-15 projects in this tenure. For each project, we have undertaken separate project structuring, bid document preparation, bid process management. Further, different contracts were signed for each of these projects with different private investors. Please allow these individual projects to be counted as separate Eligible Projects for the purpose of evaluation.	No changes in clause.
46	Detailing Scoring System: Clause 3.1.3, Page No 39	Kindly confirm, if the projects can be repeated across criteria.	Yes
47	Note		Bidders may kindly note that :- 1. The exchange rate should be taken as Rs.75 per US Dollar for conversion to rupees. 2. Note in the form of * on various forms under Appendix-I of RFP has wrongly indicated Form-10 for submission of project wise details the same may be ignored.

Signature