

**File No.APIIC-23021/19/2021-ENGG WING II-APIIC**

<b>Request for Proposal for Empanelment of Technical Consultants for Preparation of Master Plans, DPRs, Detailed Designs and cost estimates for development of Industrial Parks in Andhra Pradesh</b>				
<b>Sl. No.</b>	<b>RFP clause</b>	<b>Description as per RFP</b>	<b>Query / clarification</b>	<b>APIIC Reply</b>
1	Ref. of ITC, Pg. No. 08 of RFP, Clause 2.2.3	Each member of the consortium shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.	Considering that Members of a consortium have their respective Individual expertise for adequate for the execution of the project and the fact that the Lead member shall take the overall responsibility throughout the execution of the project, we request you to kindly modify the criteria as follows: Lead member of the consortium shall have, over the past 10 (ten) years preceding the PDD, undertaken all the eligible assignments as category wise as specified in clause 2.2.3.	<b>Clause 2.2.2 (A) Paper 2nd is amended and Read as follows:</b> <b>Technical Capacity:</b> The Applicant should be a professional firm or 100% Indian subsidiary of international firm having a minimum of 5 (five) years of continuous existence as a legal entity as on 31st March, 2018. (Copy of Registration certificate should be enclosed). The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3. <b>Lead member</b> of the consortium shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.
2	Ref. of ITC, Pg. No. 09 of RFP, Clause 2.2.3	The Applicant should be a professional firm or 100% Indian subsidiary of international firm having a minimum of 5 (five) years of continuous existence as a legal entity as on 31st March, 2018. (Copy of Registration certificate should be enclosed). The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3	We request you to kindly allow and confirm Indian Companies can use the credentials of their sister / group companies under the condition that they have a common holding company and the same can be proved through respective legal authorization.	The clauses as stated in the RFP shall remain unchanged.
3	Clause 2.2.3 Eligible assignments and other assignment; page no. 10 and 3.1.2 the scoring criteria page no. 24.		Please Confirm if the eligible projects can be repeated in three categories and will be considered for evaluation. Kindly consider the repetition of the project references.	<b>Clarification</b> Applicant eligible under Category A are eligible for Category -A, B & C Applicant eligible under Category B are eligible for Category -B & C Applicant eligible under Category C are eligible for Category -C only  Applicant applying for respective category and if found eligible shall be given score for respective category only.
4	2.1.4 key personnel page no. 8		Are the applicants allowed to show the CV of same key personnel in different categories? Kindly allow repetition of CVs for the positions other than for the Team leader position.	<b>Clarification</b> Applicant eligible under Category A are eligible for Category -A, B & C Applicant eligible under Category B are eligible for Category -B & C Applicant eligible under Category C are eligible for Category -C only  Applicant applying for respective category and if found eligible shall be given score for respective category only.
5	2.1.4 key personnel page no. 8		Kindly consider sub consultants for evaluation of CVs.	The clauses as stated in the RFP shall remain unchanged.
6	Clause 2.2.3 Eligible assignments and other assignment; page no. 10		Kindly define the other assignments.	"Other Assignments" defined as applicant who has experience in preparation of Master Plans, DPRs, Detailed Designs and cost estimates for projects other than industrial parks
7	Signature of the personnel in the CV		Kindly accept the digital signature of the personnel in the CV	The applicant may also submit digitally signed CV of the personnel

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8	3.1.2 the scoring criteria page no. 24		Request APIIC to consider 80% completed projects also as eligible projects and also the projects wherein the Final DPR is submitted to client.	<p><b>Table in Cluase 2.2.3 is ammended and Read as follows:</b></p> <p>1. Category-A: One completed/ <b>minimum 80% completed</b>, similar assignment for 500 Acres</p> <p>2. Category-B: One completed/ <b>minimum 80% completed</b>, similar assignment for 300 Acres</p> <p>3. Category -C: One completed/ <b>minimum 80% completed</b>, similar assignment for 100 Acres</p>
9	3.1.2 the scoring criteria page no. 24		For the CVs, Kindly relax the number of project for obtaining the maximum score. Personnel with 2/4 years might not have five eligible assignments (completed projects) to their experience.	<p><b>Table in Cluase 2.2.3 is ammended and Read as follows:</b></p> <p>1. Category-A: One completed/ <b>minimum 80% completed</b>, similar assignment for 500 Acres</p> <p>2. Category-B: One completed/ <b>minimum 80% completed</b>, similar assignment for 300 Acres</p> <p>3. Category -C: One completed/ <b>minimum 80% completed</b>, similar assignment for 100 Acres</p>
10	Bid submission due date.		We request APIIC to extend the due date by two weeks ie., till January 18th, 2022.	Please refere Ammendment-I in APIIC website
11	Clause no. 1.8, 2, pg. no. 5	Proposal due date 15.00 hours on 05.01.2022	Considering the year ending festive holidays, there will be delay in receiving our project credentials from our various international office branches. So, requesting your good that an extension 30 working days from the proposal due date be granted so that we can showcase our vast experience and submit our bid to have a healthy competition.	Please refere Ammendment-I in APIIC website
12	clause no. 2.2.2(A), pg. no. 9	Technical Capacity: The applicant should be a professional firm or 100% Indian subsidiary of international firm having a minimum of 5 years of continuous existence as a legl entity as on 31st March 2018 (copy of registration certificate should be enclosed)	We have understood that 100% Indian subsidiary f internation firm in a "Wholly owned Indian susidiary bya foreign company having more than 90% share in the said subsidiary." Please confirm	The clauses as stated in the RFP shall remain unchanged.
13	clause no. 2.2.2(A), pg. no. 9	Technical Capacity: The Applicant shall have , over the past 10 years preceeding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.	Requesting you kindly to allow projects for consideration in the past 15 years instead to 10 years.	The clauses as stated in the RFP shall remain unchanged.
14	Clause 1.5 & 2.14.5, page no. 6 & 19	a) The Proposal shall be valid for a period of not less than 90 days from the Proposal Due Date (the "PDD"). B) No Financial Proposal is to be submitted by the Applicant for the Empanelment process. The Technical Proposal shall not include any financial information relating to Financial Quotations of the Applicant.	As per Clause 2.14.5, pg. 19 of RFP document, no financial submission is required to be done in the empanelment process. Kindly, clarify the relevancy of this clause.	The RFP is for empanelment process which is based on technical proposal submitted by the applicant in compliance with the conditions stated in the RFP.


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15	Clause 2.2.2(D) , page no. 10 & 11	<p>a) Market Analyst/ Industry Analyst Expert - MBA or equivalent More than 08 years Experience</p> <p>b) Finance Expert - MBA/CA/CFA or equivalent More than 08years Experience</p>	Requesting you kindly to allow key personnel with PGDM.	The clauses as stated in the RFP shall remain unchanged.
17	Pg. No. 7	<p>In case an applicant firm possesses the requisite experience and capabilities required for undertaking the Consultancy, it may participate in the Selection Process either individually (the "Sole Firm") or as lead member of a consortium of firms (the "Lead Member") in response to this invitation. The term applicant (the "Applicant") means the Sole Firm or the Lead Member, as the case may be. The manner in which the Proposal is required to be submitted, evaluated and accepted is explained in this RFP. In case of Consortiums, all members would be accountable for quality of their deliverables and services provided under this empanelment process. Further, the Lead Member of the consortium would be fully accountable for the overall project and quality of deliverables and services provided by the Consortium.</p>	We understand that 100% Indian subsidiary of International firm would not require to form JV / Consortium with its parent / other subsidiary firm to showcase credentials for eligibility and qualification, please confirm.	Please refer clause 2.3.3, Page 11 of the RFP
18	Page no. 8	<p>2.2.2 To be eligible for evaluation of its Proposal, the Applicant shall fulfill the following:</p> <p>(A) Technical Capacity: The Applicant should be a professional firm or 100% Indian subsidiary of international firm having a minimum of 5 (five) years of continuous existence as a legal entity as on 31st March, 2018. (Copy of Registration certificate should be enclosed). The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.</p> <p>Each member of the consortium shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.</p> <p>In case any one of the consortium members does not satisfy the technical capacity, the entire consortium would be declared ineligible and the proposal of the consortium will not be considered for further evaluation.</p>	We would like to inform that Egis has been working on several eligible assignments in India which are currently at various stages of completion thus we request you to consider substantially completed / ongoing eligible assignment which has been completed successfully upto the draft stage or min. 50% of consulting fees has been realised from the project.	The clauses as stated in the RFP shall remain unchanged. 80%

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19	Page no. 24	Relevant Experience of the Applicant	We request you to consider substantially completed / ongoing eligible assignment which has been completed upto the draft stage or min. 50% of consulting fees has been realised from the project.	<p><b>Table in Cluase 2.2.3 is ammended and Read as follows:</b></p> <p>1. Category-A: One completed/ <b>minimum 80% completed</b>, similar assignment for 500 Acres</p> <p>2. Category-B: One completed/ <b>minimum 80% completed</b>, similar assignment for 300 Acres</p> <p>3. Category -C: One completed/ <b>minimum 80% completed</b>, similar assignment for 100 Acres</p>
20	Page.no. 4	<p>APIIC would endeavor to adhere to the following schedule:</p> <p>1 Last date for receiving queries/clarifications - 18:00 hours on 27.12.2021</p> <p>2 Proposal Due Date or PDD - 15:00 hours on 05.01.2022</p> <p>3 Opening of Proposals - 15:30 hours on 05.01.2022</p>	We request to provide suffieint time (atleast 2 weeks time) for preparation and submission of proposal after issuing clarifaitions to prospective bidders.	Please refere Ammendment-I in APIIC website
21	clause 1.4 , pag. No. 4	RFP document can be downloaded from the official website of APIIC (www. apiic.in) from 17-12-2021 onwards. The proposal should be accompanied with a Non-Refundable Processing Fee category wise as under,	Request to consider MSME exemption for payment of the RFP document processing fee.	The clauses as stated in the RFP shall remain unchanged.
22	Clause 1.8, schedule of selection process	Proposal due date : Hard copy 15.00 hours on 05.01.2022	Request to extend the submission of hard copy by a minimum of 4 weeks to ensure we are able to courier the hard copy in time as erll as put together a detailed proposal.	Please refere Ammendment-I in APIIC website
23	Clause 2.2 conditions of eligibility of applicants 2.2.2(A) technical capacity, page no. 8	In case any one of the consortium members does not satisfy the technical capacity, the entire consortium would be declared ineligible and the proposal of the consortium will not be considered for further evaluation.	Organizations form consortium to bring different strengths to the team and the project, thus request that one or the partners of the consortium satisfy the conditions of the technical capacity and not all partners as stated in the RFP.	<p><b>Cluase 2.2.2 (A) Papar 2nd is ammended and Read as follows:</b></p> <p><b>Technical Capacity:</b>The Applicant should be a professional firm or 100% Indian subsidiary of international firmhaving a minimum of 5 (five) years of continuous existence as a legal entity as on 31stMarch, 2018. (Copy of Registration certificate should be enclosed). The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.</p> <p><b>Lead member</b> of the consortium shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3.</p>

24	Clause 2.2 conditions of eligibility of applicants 2.2.3 Eligible Assignments and other assignment, pg. no. 10	For the purposes of satisfying the Conditions of Eligibility and for evaluating the Proposals under this RFP, advisory/ consultancy assignments in respect of preparation of master plan and detailed project report (including detailed cost estimates of all the project components like power, roads, water, sewage, CETPs etc.) for an industrial park / industrial estate / industrial project, the applicant should have the following minimum experience in the requisite category,	Request to also add masterplan of towns / cities and smart city plan of area above 500 acres.	The clauses as stated in the RFP shall remain unchanged. It comes under Other assignment
25	Clause 2.1.4 key personnel, pg. no. 8 & Clause 2.2 conditions of eligibility of applicants 2.2.2 (A) technical capacity (D) conditions of eligibility for key personnel, pg. no. 9	The Consultant's team (the "Consultancy Team") shall consist of the following key personnel (the "Key Personnel") who shall discharge their respective responsibilities to accomplish the tasks mentioned in the TOR: 1. Urban planner/ Urban design specialist cum Team Leader (the "Team Leader") 2. Chief Architect 3. Market Analyst/ Industry Analyst Expert 4. Transport Planner / Traffic Engineer 5. Civil Engineer 6. Structural Engineer 7. Finance Expert	The team lead in the above clause mentions urban design specialist but in the eligibility clause, urban design degree and qualifications has been left out. Kindly request to add post graduate in urban design also in the educational qualifications criteria.	<b>S No. 1 of table in Clause 2.2.2 (D) is amended and Read as follows:</b> 1. Category-A: Post Graduate Degree in Urban Planning / <b>Urban Design</b> / Civil Engineering / Sciences with 15 years' Experience 2. Category-B: Post Graduate Degree in Urban Planning / <b>Urban Design</b> / Civil Engineering / Sciences with 12 years' Experience 3. Category -C: Post Graduate Degree in Urban Planning / <b>Urban Design</b> / Civil Engineering / Sciences with 10 years' Experience
30	clause 1.4 , pg. no. 4	Document Non-Refundable Processing Fee is mentioned as Rs. 59000/- for category -A, Rs. 29500/- for category B and Rs. 17700/- for category - C.	These are very much higher side as compare to the other Govt. /PSUs tenders. In the lieu of hardships due to COVID time, Ministry of finance has relaxed document cost and EMD and only declaration has to be submitted. So request you to please remove the requirement of non-refundable processing fee or reduce it to normal level. Also we are MSME firm exempted to pay cost of RFP Document and EMD as per government guidelines. So, please consider exemption in paying RFP document processing fee. Request you to confirm the same.	The clauses as stated in the RFP shall remain unchanged.
31		As per Clause 2.2.2 on page 8(A) Technical Capacity. The applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment category wise as specified in Clause 2.2.3	please consider the project in the last 12 years.	The clauses as stated in the RFP shall remain unchanged.
32		As per Clause 2.2.3 on page 10 (Eligible assignment and other assignment) For the purposes of satisfying the Conditions of Eligibility in respect of preparation of master plan and detailed project report for an industrial park / industrial estate / industrial project.	Kindly allow Institutional projects also for the eligibility as well as evaluation.	The clauses as stated in the RFP shall remain unchanged.
33		As per Clause 3.1.2 on Page 24, 04 eligible assignments are required to secure full 30 marks.	We request you to consider full 30 marks on twice the eligibility i.e., 2 eligible assignments. Same shall be consider for evaluation of Projects as well as Team (key personnel)	The clauses as stated in the RFP shall remain unchanged.
34			Due to restrictions started in view of current Pandemic, we request you to consider time extension for submission of Document by 2 weeks i.e, 20th January 2022.	Please refer Ammendment-I in APIIC website

  
 for CHIEF ENGINEER  
 APIIC Ltd., H.O. MANGALAGIRI