

**Prebid query response to RFP for Appointment of Consultant for carrying out Techno Economic Viability (TEV) Study for Medical College and Hospital Projects in Andhra Pradesh**

**Tender No. 1-1/APMSIDC/ADMIN/2021-22, Dated. 17.02.2022**

<b>S. No</b>	<b>Clause No.</b>	<b>Bidder queries</b>	<b>APMSIDC response</b>
1.	5.2, Eligibility Criteria, SI No. 5 and 7	Most of our mandates that we had executed are from PSU/ PSU Banks and sharing the same without their prior consent at short notice is not possible. We can show the order details in person at your office at a date and time suitable, if need be, however it will not have the details of project mentioned. No institution issues a completion certificate for final TEV Study report submission as a reason we will not be able to submit the same to you. Please suggest some alternative which can be submitted.	The bidder can also submit notarized affidavit mentioning the project cost, project timeline and scope of work as supporting document.
2.	5.20.21 Terms of Payment	As we understand that the TEV Study report needs to be executed keeping in mind the scope of work financial institution desires (will mention the SOW in our proposal). We would be requiring minimum 2 months from the date of receipt of complete set of documents mentioned in our proposal (to be submitted) to submit the draft report for all the five reports under discussion. This timeline is required as we have to do minimum 15 site visits and a brief primary market research after taking download from your team on the financial and technical parameters.	The technical DPRs and financial models are already prepared. All required information will be made available. There will be no change in timelines.

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3.	5.20.21 Terms of Payment	To execute the TEV Study report we have to mobilize a team for the primary market research to capture the industry scenario, and arrange for the logistics for all the site visits for at least 2 of our associate. As a reason we would be requiring 50% advance on our quoted fee to mobilise resources and allocate teams for this assignment.	The payment terms are modified as follows:			
			<b>S.No</b>	<b>Component</b>	<b>Project timeline</b>	<b>Payment Component</b>
			1	Advance payment	After signing of contract	25% of the total quoted amount against the submission of Bank Guarantee
			2	Submission of draft 5 TEV reports for all medical colleges and hospitals	30 days from date of issuance of LoA	50% of the total quoted amount
			3	Submission of final 5 TEV reports for all medical colleges and hospitals	15 days from date of final comments received from the Client	25% of the total quoted amount

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4.	5.20.22 Penalty	TEV Study is a vetting exercise and the documents (technical & financial) needs to be submitted individually for each site. Execution timeline may vary depending on the response time to our queries/clarifications This may however be squeezed / extended based on the lead time in seeking and receiving clarifications on key project issues from the management and based on the complexity of the project. As a reason, request you to extend the penal clause. The same should be triggered if the draft TEV report is not submitted beyond 3 months/90 days, of receiving the complete set of information/ documents from your office.	No change in project timelines and penalty clause.
5.	5.2, Eligibility Criteria, SI No. 5 and 7	We kindly request to brief out the term 'Techno Economic Viability Study (TEV)' study and also request to consider other scope of Market Assessment, Feasibility Report, Financial Feasibility, Transaction Advisory and Bid Process Management under the scope of TEV as they form the integral part of TEV Study.	The Consultant should have prepared the Techno Economic Viability/financial feasibility report which consists of scope of work mentioned in the tender document.
6.	5.2, Eligibility Criteria, SI No. 5	We kindly request you to relax the criteria and consider the TEV study for infrastructure projects of total cost of Rs. 5000 Cr with minimum project cost of Rs. 1000 Cr during the <b>last ten (10) years</b> instead of the last five years from the tender inviting date.	The clause is modified as under: The bidder should have conducted TEV/financial feasibility study for infrastructure projects not limited to urban, hospitals, real estate, rural, educational institutions, commercial etc. for total cost of Rs. 5000 Cr with minimum project cost of each project Rs. 1000 Cr during the last ten years from the tender inviting date

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7.	5.2, Eligibility Criteria, SI No. 5	<p>We request the Authority to kindly clarify if total project cost of INR 5,000 Crores must be interpreted as cumulative project cost and minimum project cost of INR 1,000 Crores is the cost for each individual project.</p> <p>Additionally, the scope of work entails activities such as market research, SWOT analysis, market assessment, business plan validation, Review of financial model, etc. These key aspects are the fundamental activities that are undertaken for feasibility study exercises across sectors. Thus, we request the Authority to kindly allow bidders to submit assignments wherein they have undertaken feasibility studies in the sector of urban infrastructure projects (healthcare/institutions/commercial/mixed/real estate use assets) as well. The eligibility criteria can be defined as below:</p> <p>The bidder should have conducted TEV/Feasibility study for urban infrastructure projects (healthcare/institutions/commercial/mixed use/real estate assets) of cumulative cost of Rs. 5000 Cr with minimum project cost for each project Rs. 1000 Cr during the last seven years from the tender inviting date.</p> <p>We also request the below mentioned alteration towards the supporting document requirement for eligible assignments: Letter of Engagement/ Completion certificate/ Agreement Copy/Client mail/CA Certificate</p>	<p>The cumulative project cost is Rs. 5000 Crore with each individual project cost of minimum Rs. 1000 Crore.</p> <p>The Consultant should have prepared the Techno Economic Viability/financial feasibility report which consists of scope of work mentioned in the tender document</p> <p>The clause is modified as under: The bidder should have conducted TEV/financial feasibility study for infrastructure projects not limited to urban, hospitals, real estate, rural, educational institutions, commercial etc. for total cost of Rs. 5000 Cr with minimum project cost of each project Rs. 1000 Cr during the last ten years from the tender inviting date</p>
8.	5.2, Eligibility Criteria, SI No. 7	<p>In line with our above observation, we would like to re-iterate that the focus of the eligibility should primarily be on the service rendered as the overall framework of activities across asset classes remain the same. Thus, we request the Authority to kindly alter the said clause as below:</p>	<p>The bidder should have conducted TEV/financial feasibility study for atleast one healthcare project during the last three years from the tender inviting date</p>

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		<p>7. The bidder should have conducted TEV/feasibility study for atleast one healthcare/ urban infrastructure project (healthcare/institutions/commercial/mixed use/real estate assets) during the last seven years years from the tender inviting date</p> <p>We also request the below mentioned alteration towards the supporting document requirement for eligible assignments: Letter of Engagement/ Completion certificate/ Agreement Copy/Client mail/CA Certificate</p>	<p>The Consultant should have prepared the Techno Economic Viability/ financial feasibility report which consists of scope of work mentioned in the tender document for healthcare project.</p> <p>The bidder can also submit notarized affidavit mentioning the project cost, project timeline and scope of work as supporting document.</p>
9.	Additional Clause	<p>Limitation of liability</p> <p>In no circumstances shall the Consultant's total liability for any direct damages under this Contract exceed the Fee paid to the Consultant. The Consultant shall not be liable to the client/authority in tort (including negligence), breach of contract, breach of statutory duty or otherwise due to, under and/or arising out of or in connection with this Contract to the extent such loss or damage is consequential, indirect, special or punitive.</p>	<p>In no circumstances shall the Consultant's total liability for any direct damages under this Contract exceed the Fee paid to the Consultant.</p>
10.	Section 2, Bid Date Sheet	<p>We request the authority to extend the date of submission, as the RFP date of submission is just 9 days (including holidays) from the date of release of the RFP. In reference to the guidelines proposed by Manual for Procurement of Consultancy &amp; Other Services, 2017 released by Ministry of Finance, Department of Expenditure – It has been proposed for Government Tenders to have atleast 15 days of difference between the submission date and release date of any Government Opportunity</p>	<p>No change in tender submission timelines.</p>

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		<p>Additionally, the preparation of bid documents involves extensive work in niche domain and includes heavy paperwork and collation of data. Furthermore, it requires time to formulate a team of qualified professionals suitable for their respective positions</p> <p>Hence, we request the authority to extend the date of submission by atleast 2 weeks from the date of release of Corrigendum/Queries.</p>	
11.	Section 2, Bid Date Sheet	<p>We request the Authority to kindly clarify if the submission is only required in hard copy.</p> <p>We also request you to kindly increase the time of original copies of DD and EMD uptill 05:00 PM 09.03.2022</p>	The hard copy should be submitted by 05:00 PM, 04.03.2022
12.	Eligibility Criteria 5.2 Sr No. 3	The bidder should have an average turnover of Rs. 20 Cr during the last three financial years (FY 18- 19, FY 19-20 and FY 20-21)	No change in tender document
13.	Eligibility Criteria 5.2 Sr No. 4	The bidder should have net worth of atleast Rs. 15 Cr as on 31.03.2021	No change in tender document

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14.	Section 2, Bid Date Sheet	<p>Non Refundable Tender Processing Fee of INR 5000/- and EMD of Rs. 50,000/-</p> <p>MSME registered company with NSIC under single point scheme and are eligible to get benefits under "Public procurement policy for Micro and small Enterprises.</p> <p>Sir, we wish to participate in said tender and therefore request you to kindly exempt us from tender fee</p>	No change in tender document
15.	Eligibility Criteria 5.2 Sr No. 3	<p>Currently we are working with Central Government on Various TEV Studies engagements wherein the ministry has kept minimum average annual turnover criteria in last three years at INR 10 Crore. Hence, minimum average annual turnover criteria in last three years kept at INR. 100 Crores for the subject tender would be difficult for any consultant to comply. hence, requesting you to please lower down the annual average turnover criteria to INR 10 crore instead of INR 100 Crore for last three years which will also helpful in healthy competition on bidding the same.</p>	No change in tender document
16.	Section 2, Bid Date Sheet	<p>Request you to extend the deadline for submission of tender by 10 days, as this is a physical submission and courier time would take minimum 2-4 days.</p>	No change in tender document