

Infrastructure Development Department

RFQ for Transaction Advisers for projects implemented under PPP Model

Clarifications to the Queries discussed in Pre-bid Meeting held on 2.7.2014 in TECSOK, Bangalore

The queries / clarifications sought by the consulting organizations and clarifications of IDD Department are presented below:

S.No	Query/ Clarifications sought	Clarifications
1.	a) (Clause Ref. 3.2.1 (3) page 15): To reduce the number of completed eligible assignments per sector to two projects instead of 5 and also consider ongoing assignments. b) (Clause Ref. 3.2.1 (4)-page 15): Since the TA services are for Government and the responsibility of achieving financial closure is vested with the developer, this restricts the role of Transaction Advisor. It is requested to delete the clause pertaining to the requirement of achievement of financial closure for at least one eligible assignment.	Selection of developer/ Concessionaire should have been completed for at least one PPP project over the past 5 (five) years and the remaining four projects may be ongoing on the Application Due Date. A letter from the Line Department in support of the same need to be enclosed.
2.	(Clause Ref. 3.2.3 page 17): To consider the turnover of shareholders (having not less than 26% equity in the Company) for fulfilling the minimum eligibility criteria.	The applicant organization along with its shareholders (having not less than 26% equity in the Company) should have Annual turnover (average of last 3 (three) financial years preceding application due date), from professional services equal to or more than Rs. 5.00 crore (Rupees five crore). Further, either the parent organisation having 26% share in the subsidiary organisation, OR , the subsidiary organisation only need to submit the RFQ.

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		<p>In such instances, audited balance sheet need to be submitted for both the organizations i.e. applicant organization and company having not less than 26% equity in applicant organization. A certificate from Statutory auditor of the applicant organization or a Chartered accountant certifying the financial eligibility need to be submitted.</p>
3.	<p>(Clause Ref. 3.2.3-page 17): With respect to annual turnover of Rs. 5 crore of the applicant, can turnover for other consulting business such as tax consulting, auditing, strategic consulting etc. be considered, or, is it only from <u>Project Advisory Consulting Business</u>?</p>	<p>Total turnover of the firm should be from the professional services of applicant/ organization and this will be considered for eligibility.</p>
4.	<p>(Clause Ref. 2.3.3-page 9): Are separate applications to be made for each sector?</p>	<p>There should be single bid by an organization/ applicant for all sectors.</p> <p>There should be single set of supporting documents in proof of the claim.</p> <p>However, the following formats need to be submitted separately for each sector:</p> <p>Format-7.2: Format depicting summary of eligible assignments for each sector[<i>without financial closure column</i>].</p> <p>Format-7.3: Details of each eligible assignment for each sector.</p>
5.	<p>(Clause Ref. 3.2.1 (5) page 16): It may be noted that not all Transaction Advisors will have in-house technical expertise and technical experts required for undertaking transaction advisory projects.</p> <p>Key resources are drawn from group of companies / its stakeholder / shareholder organizations as well as individual experts from the Industry for operational convenience. The same is requested to be considered.</p>	<p>Agreed. Following key personnel / professionals for each sector could be associated / inducted from external sources:</p> <p>i) Sector / technical expert</p> <p>ii) Legal expert</p>

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6.	(Clause Ref. 3.2.1 (5)-page 16): Are the key personnel required to be submitted separately for each sector? In today's competitive scenario, Team Personnel generally have multi-sector experience and hence are likely to be common in several sectors.	Details of the key personnel have to be submitted separately for each sector. Sector/ technical expert need to be specified for each of the sectors for which applications are made.																				
7.	(Clause Ref. 3.2.2-page 16): Request to consider undertaking in CV instead of providing proof of educational qualifications for all key personnel.	Curriculum Vitae along with documentary evidence need to be submitted, if asked by IDD for verification. Visit www.iddkarnataka.gov.in for Revised RFQ.																				
8.	(Clause Ref. 3.3.1-page 18): Empanelment for category of the projects above Rs.250 crores and how is it different from the other empanelment categories.	<table border="1"> <thead> <tr> <th>Sl. No.</th> <th>Capital Outlay/Value of the Project</th> <th>Average Turnover of Applicant (Rs. in crores)</th> <th>Number of key personnel with more than 5 years experience</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Projects upto Rs. 50 crores</td> <td>5 to 15</td> <td>Minimum 10</td> </tr> <tr> <td>2</td> <td>>Rs. 50 crores <= Rs. 250 crores</td> <td>Above 15</td> <td>Minimum 15</td> </tr> <tr> <td>3</td> <td>>Rs.2 50 crores <= Rs. 500 crores</td> <td>Above 20</td> <td>Minimum 20</td> </tr> <tr> <td>4</td> <td>Above Rs. 500 crores</td> <td colspan="2">Individually engaged by the respective Departments/ organizations/ Corporations/ Agencies</td> </tr> </tbody> </table>	Sl. No.	Capital Outlay/Value of the Project	Average Turnover of Applicant (Rs. in crores)	Number of key personnel with more than 5 years experience	1	Projects upto Rs. 50 crores	5 to 15	Minimum 10	2	>Rs. 50 crores <= Rs. 250 crores	Above 15	Minimum 15	3	>Rs.2 50 crores <= Rs. 500 crores	Above 20	Minimum 20	4	Above Rs. 500 crores	Individually engaged by the respective Departments/ organizations/ Corporations/ Agencies	
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9.	(Clause Ref. 1.3.2-page 3): Considering the process and documentation involved from either sides for preparation of the application by applicants / evaluation and empanelment process by IDD, it is requested to extend the validity as suggested below: Initial validity - 3 years Right to IDD for further extension - additional 3 years	Validity period of empanelled TAs initially is for 3 (three) years) from the date of notification of the panel. The Qualification/ Empanelment period may be extended further for a period of 2 (two) years on the same terms and conditions, at the discretion of the IDD.																				
10.	(Clause Ref. 2.3.3 -page 9): In case of entire application made in e-portal, please clarify if it is required to be submitted in physical form also?	If application and all supporting documents are uploaded through e-portal, hard copies in physical form need to be submitted, if asked by IDD for verification.																				
11.	(Clause Ref. 3.3.1-page 17): The content requirement in the presentation and weightage to the same.	Presentation, if required, should be on the technical capability and there is no weightage.																				

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12.	Appendix-4 (xi) page-34: It is submitted that mobilizing financial resources is not in the purview of TA services and comprises of Financial Advisory Services which are taken up by entirely different agencies. Hence, it is requested to delete the same from the Terms of Reference for TA Services.	Terms of reference for TA services are broad indicative only . Line department will firm up the TOR for PPP projects on case-to-case basis. The Line Department would invite RFPs from among the empanelled agencies eligible for the sector.
13.	(Clause Ref. 1.2.1-page 2): We understand that the RFQ is only a sector wise, general empanelment and not project specific. Hence, the competitive route selection process may kindly be clarified.	Yes. This is only RFQ for empanelment of Transaction Advisors. Visit www.iddkarnataka.gov.in for Revised RFQ.
14.	(Clause Ref. 2.2.2-page 5): Required to submit a copy of valid Registration with Shops & Establishments which is mandatory in Karnataka?	Need to be submitted, if asked by IDD.
15.	(Clause Ref. 2.3.3 (1) c -page 8): Submission of Power of Attorney may be exempted in case the application is being signed by the Managing Director of the applicant.	Power of Attorney to be executed if applicant / signatory is not an authorized person to sign such documents in the organization.
16.	(Clause Ref. 2.3.3 (1) d (page 9): and 3.1.e. (page 14): Can the same be certified as true copy by the Managing Director?	Yes
17.	(Clause Ref. 2.3.3 page 9): Are separate applications to be made for each sector? Is the processing Fee to be paid for each sector?	Each applicant should submit only one bid through e-procurement portal for all sectors. Hence, only single processing fee.
18.	(Clause Ref. 2.3.3 page 9): In this case, minimum submissions to be made through e-portal.	There is an option of submission of supporting documents in physical form. However, the minimum documents need to be through e-portal.
19.	(Clause Ref. 3.2.3 page 17): To consider the experience of shareholders (having not less than 26% equity in the Company) for fulfilling the minimum eligibility criteria. Also, if could you please confirm if the Experience of the Group entity be claimed for meeting Eligibility.	Agreed. The experience of the shareholders(having not less than 26% equity in the company) will be considered for fulfilling the minimum eligibility criteria. Further, either the parent organisation having 26% share in the subsidiary organisation, OR , the subsidiary organisation only need to submit the

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		RFQ.
20.	(Clause Ref. 3.2.3 page 17): Considering that the last day for finalization of accounts of FY 2013-14 is 30th September, 2014, it is requested to consider the annual turnover of financial years 2010-11, 2011-12, 2012-13 instead of 3 years preceding the application due date.	If accounts of FY 2013-14 not finalized, unaudited figures certified by a chartered accountant may be submitted.
21.	(Clause Ref. 3.2.4 (1) page 17) & 3.2.4 (2) page-17: To consider either of the two submissions. In case where Statutory auditor's certificate is submitted, audited balance sheets may be exempted. Similarly, in case where audited balance sheet is submitted, requirement of certificate from statutory auditor may be exempted.	A certificate from the Chartered Accountant or Statutory Auditor may be submitted for FY 2013-14 and audited balance sheets for the other years are required.
22.	(General): Joint Venture / consortia of firms / companies shall be allowed to participate in the Bidding process.	Not agreed.
23.	(General): Eligibility of consortium to be considered jointly. Can the consultant bid for the project as a consortium / joint venture with other firms.	Not agreed.
24.	(Clause Ref. 3.2.1.3 page 15): TECSOK wants a general consultant who is master of all sectors, this restricts competition as only few consultants who shall be eligible. TECSOK may empanel Consultant for individual sectors who are specialist in a particular sector.	It is clarified that TECSOK is only facilitating IDD for empanelment of consultants for carrying out TA services.
25.	(General): Minimum of how many sectoral experts required for each sector	Minimum one sector expert for each sector
26.	(General): Can the same finance, marketing and legal expert be used for the sectors to be submitted by the consultant.	Yes, agreed.
27.	(General): If the applicants are required to pay the processing fee and EMD.	No EMDs asked. Processing fees are to be made as per the requirement of e-procurement and are not refundable.

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28.	(Clause Ref. 1.2.1 page 2): Request to share an indicative list of projects being implemented / proposed to be under PPP mode	Visit IDD website for the indicative list of PPP projects on regular basis. However, Line Departments have to firm up the projects for implementation.
29.	(Clause Ref. 3.2.1 (1) page 15): Is there any limitation on the number of sectors specified in the RFP.	Only 13 sectors mentioned in the RFQ are considered.
30.	(Clause Ref. 3.2.1 (1) page 15): Is there any upper limit on the number of Transaction Advisors that will be empanelled under each sector.	No limit.
31.	(Clause Ref. 3.2.1 (5) page 15): Can the Sector Expert be proposed for more than one sector specified in the RFP. To allow an individual's CV to be fielded in more than one sector as a Sector/ Technical Expert.	Each sector should have separate sector expert. Visit www.iddkarnataka.gov.in for Revised RFQ. Line Departments may seek CVs of Sector Experts while inviting specific RFPs from among the empanelled list.
32.	(Clause Ref. 2.3.3 page 8): In the past, faced certain difficulties in uploading the document. Thus, please accept the complete document in the form of Hard Copy on the date of submission incase the uploading is unsuccessful.	Please upload your essential and compulsory documents in e-procurement portal 3 days in advance. Hard copies of supporting documents may be submitted as per RFQ.
33.	(Clause Ref. 3.2.4 (1) page 17): Whether the format of financial eligibility of an Applicant can be certified by the Chartered Accountant who regularly audits the accounts of the Applicant instead of Statutory Auditor.	Agreed.
34.	(Clause Ref. 1.5.1-page 4): Provide at least 3 weeks' time for submission of RFQ document from the date of release of response to queries	Date of submission of RFQ document – Proposal Due Date (PDD) is revised to 07/08/2014 at 3 pm through e-portal and also for the option of submission of supporting documents in physical form.
35.	(Clause Ref. 1.5.1-page 4): Clarify the Date & Time of Opening of Bids	The date of opening of bids revised to 11.8.2014 at 11 am through e-portal.

(N. Chandrasekhar)

Director (PPP Cell)

Infrastructure Development Dept