

Addendum III

**(Engagement of Consultant for processing  
revision of Model Concession Agreement at Major Ports)**

**I. Clause 7 Eligibility Criteria shall be read as:****ELIGIBILITY CRITERIA:**

The Bidder must meet the following eligibility criteria for technical evaluation and thereafter for opening of their financial bids.

Sl. No.	The Bidder shall satisfy all the criteria stated below:	Supporting Document Required
A.	The Bidder must be an organization/Corporate house/Institution/ Consulting firm and must be registered in India having minimum 5 years of experience for processing revision of Model Concession Agreement for PPP Projects in maritime sector.	Certificate of Incorporation/ Registration etc.
B.	The Bidder must have an annual turnover of at least Rs. 5.00 Crores during each of the last three financial years starting from 2016-2017.	Audited/Certified Annual Financial Statements for the three financial years..
C.	The bidder shall have at least following full time experts (FTEs) with given qualifications and experience: a) <b>Project/Contract:</b> One team Head with 15 Years of experience in formulating, executing contracts for projects, preferably in corporate and PSUs. <b>Qualifications: MBA having experience in legal matters.</b> b) <b>MCA Expert:</b> An expert with at least 15 years of experience in the Government, specializing in formulating concession agreements particularly for PPP projects (equivalent to team head). c) <b>Legal:</b> One team Head with minimum 15 years of experience in corporate legal matters with LLB.	Bidder shall submit declaration of educational qualifications duly self-certified. Specialization should be defined. MBA may be in Personnel Management/Industrial Relations/ Finance/Project Management/ Construction/Marketing/ Operations/ International Business. Most suitable qualifications is MBA (Construction Management). Similarly for MCA expert,

		qualifications should be defined; otherwise MCA (IT) may become eligible.
D.	The bidder shall have experience of having successfully conducted the work of revising/formulation of Modal Concessional Agreement (MCA) of PPP Projects of minimum two projects and out of which one must be in maritime sector	Completion Certificate has to be attached
E.	The Bidder shall not be in Blacklist of any CPSU/ State PSU/ Central or State Government Undertaking.	Bidder shall submit self-certified declaration for the same.

**II. Technical Evaluation Scoring Matrix** shall be read as:

<b>A</b>	<b>Past experience and Capability</b>	<b>Maximum 40</b>
	<p>i) Average annual turnover of the bidder during last three years (2016-17,2017-18 and 2018-19):</p> <p>ii) (a) Rs. =&gt;5 Crores to &lt;7 Crores – 2 Marks.  (b) Rs. =&gt;7 Crores to &lt;10 Crores –3 Marks.  (c) Rs. =&gt;10 Crores – 5 Marks.</p> <p>iii) Capability, Experience and expertise in handling similar projects during last three years (2016-17,2017-18 and 2018-19):</p> <p>a. 2 Projects – 15 Marks.  b. 3 Projects – 25 Marks.  c. &gt;3 Projects – 35 Marks.</p>	<p>5 Marks</p> <p>35 Marks</p>
<b>B</b>	<b>Manpower</b>	<b>Maximum 50</b>
	<p><u>Details of Man power (FTEs):</u></p> <p><b><u>A.-Legal:</u></b>  1-<u>Legal Team head with experience in corporate legal affairs with LLB. :</u>  (a) &gt; 15 year and &lt;20 years = 5 Marks  (b) ≥20 years = 10 Marks  2-<u>Two Legal Associates with experience in corporate legal affairs withLLB :</u>  (a)&gt; 10 year and &lt;15 years = 3 Marks  (b)≥15 years = 5 Marks</p> <p><b><u>B.-Project/Contract:</u></b>  1-<u>Project/Contract Team head with experience in formulating, executing contracts for projects, preferably in corporate and PSU. MBA having experience in legal matters:</u>  (a)&gt; 15year and &lt;20 years = 15 Marks  (b)≥20 years = 20 Marks</p>	<p>15 Marks</p> <p>20 Marks</p>

	<p><b>C.-MCA Expert:</b>  <u>1.MCA expert with experience in the Government , specializing in formulating concession agreements, particularly for Public Private Partnership Projects (Equivalent to Team Head ):</u>  <b>(a) &gt; 15 year and &lt;20 years = 10 Marks</b>  <b>(b) ≥ 20 years = 15 Marks</b></p> <p>(Detailed profile of the core and support team (As mentioned in from Serial A to C above) with CV's (Annexure VII) of each team head/ member detailing qualifications and relevant experience those will be deployed on the assignment in the event of selection to be submitted along with bid.)</p>	15 Marks
C	<b>Presentation to Selection Committee (SC) / Representatives of MoS/IPA</b>	10 Marks
	<b>Total Technical Score</b>	<b>100 Marks</b>

III. D. Completion Certificate issued by the MD of the consulting firm will also be considered.

**IV General:**

1. An empanelled consultant who is the part of the empanelled list of “Transaction Advisor” under Category A may form a consortium with another firm; which is not a part of empanelled list of Transaction Advisor.

**V. Following clauses shall be read as**

Sl no.	Page No.	Clause No.	Shown as	Shall be read as
1.	2	1.2 (ii) and 1.4	document fee	application fee
2.	4	5	This meeting will be held on <b>19/05/2020 at 1130 hours</b> All the prospective bidders are requested to submit their queries (if any) through email in editable word format to the CAO, Indian Ports Association at email id “ <b>cao.ipa@nic.in</b> ” on or before <b>19/05/2020 at 1030 hrs.</b>	This meeting will be held on <b>04/06/2020 at 1130 hours.</b> All the prospective bidders are requested to submit their queries (if any) through email in editable word format to the CAO, Indian Ports Association at email id “ <b>cao.ipa@nic.in</b> ” on or before <b>04/06/2020 at 1030 hrs.</b>
3.	5	6 (iii) Second Para	The proposal as above may be submitted latest by <b>1500hrs on 04/06/2020</b> to the Managing Director, Indian Ports Association, 1st Floor, South Tower. NBCC Place, Bhisham Pitamah Marg, Lodhi Road, New Delhi – 110003 in hard copies in original, duly signed by the authorized person. No proposal shall be entertained after	The proposal as above may be submitted latest by <b>1500hrs on 19/06/2020</b> to the Managing Director, Indian Ports Association, 1st Floor, South Tower. NBCC Place, Bhisham Pitamah Marg, Lodhi Road, New Delhi – 110003 in hard copies in original, duly signed by the authorized

			appointed time and date.	person. No proposal shall be entertained after appointed time and date.
4.	5	6 (iv)	(iv)The Technical Bid shall be opened at <b>1530 hrs on 04/06/.2020</b> in the presence of the bidder/duly authorized representative if they choose to be present	(iv)The Technical Bid shall be opened at <b>1530 hrs on 19/06/2020</b> in the presence of the bidder/duly authorized representative if they choose to be present
5.	7	8	<b>Evaluation of Financial Proposal</b> The Bidder getting the highest marks shall be considered (as detailed in para 5.1).	<b>Evaluation of Financial Proposal</b> The Bidder getting the highest marks shall be considered.
6.	9	10 b) Procedure of Selection of Consultant	70 marks shall be considered technically qualified and shall be short-listed for opening of financial bids.	70 marks shall be considered technically qualified and shall be short-listed for opening of financial bids.(QCBS Criteria)
7.	23	Point #	In case of mismatch in figures and words quoted; the words will be taken as correct for all purposes.	In case of mismatch in figures and words quoted; the figures will be taken as correct for all purposes.
8.	11	15 (vi) General and Special Conditions of Contract	The validity of RFP is for a period of 180 days (One hundred eighty days) from the date of submission/opening of bids.	The validity of RFP is for a period of 180 days (One hundred eighty days) from the date of opening of bids.

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