



**Indian Ports Association (IPA), New Delhi**  
**Pre-Bid Query Replies - Empanelment of Consultants/ Agencies**

IPA/PGAV/COE/RFP/2022

DATE: 21/02/2023

| Sno | Part   | Clause/ Page NO        | Clause in RFP  | Change Requested/ Clarification sought   | Clarification  |
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| 1   | 10. Point 4,   | Page 15                | Last date and time for submission of bid is 03/03/2023   | Request the extension of the last date of submission of bids by 14 days  | The last date for submission of bids has been extended to 13th of March 2023   |
| 2   | Tech Form 4,   | Page 29                | Qualification & Competence of Professional Staff<br>Prescribed Qualification:<br>BE/B-Tech/ Post Graduate with at least 60% marks with MBA/PGDM  | Request qualification to include Post graduation in other equivalent areas to MBA/PGDM including Engineering Management, Construction Management, Technology in addition to present clause. Also, the graduation degree to include any specialization related to technology, example BSc, BCA, BBA as may be relevant to project delivery.   | Tender condition stands  |
| 3   | Clause 5.1, Table point 2<br><br>Pre-qualification form 3, point 2     | Page 11<br><br>Page 23 | Discrepancy between two clauses in pre-qualification criteria for the number of years for which the company is providing consultancy services:<br>The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services from the last ten financial years.<br>The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services for IT projects from the last three financial years.   | We request clarification for which area of consultancy services the certificate is sought and for how many years.  | The company should be operating in the field of providing consulting services during the last 10 financial years.<br>Documentary evidence of at least 2 projects involving execution of IT initiatives need to be furnished  |
| 4   | Clause 5.1, Point 4 in table<br><br>Pre-qualification form 3, Sr No 4, | Page 11<br><br>Page 23 | Discrepancy between two clauses in pre-qualification criteria on the number of years in which project shall be undertaken:<br>The bidder should have at least two engagements of minimum value Rs.5 Crore each during the last 10 Years for Central Government or State Government or its agencies. Only completed works shall be considered.<br><br>The bidder should have at least two completed engagement of minimum value Rs.5 Crores in their services offerings during the last 7 Years for Central Government or State Government. | (i) Since there is discrepancy between the two clauses related to pre-qualification, we request confirmation whether the two projects should be completed in last 10 years or 7 years. We request the two projects to be completed in last 10 years.<br>(ii) Also, we understand that 10 (or 7) years refers to the date of completion of the project, i.e., the project shall be completed after March, 2013 (or March, 2016) and if the date of commencement of project is before March, 2013 (or March, 2016) the project will be considered for evaluation. We request confirmation/clarification on this. | The number of years to be considered for eligible projects would be 10 years. Projects completed on or after 01st March 2013 only would be considered  |
| 5   | Clause 5.2, Point 1 in table   |                        | Technical Bid Qualification:<br>Evaluation Criteria:<br>Experience in Providing Consultancy Services – Bidder should demonstrate their past experience in consultancy /advisory services for Central Government or State Government or their agencies with a consulting fee of at least 5 cr during the past seven years.  | Requesting to reduce the eligibility for consultancy fees to to INR 4 cr from INR 5 cr. Alternatively, requesting for relaxation to include two projects with cumulative consultancy fees of more than INR 5 cr to make up one project   | Tender condition stands. The number of years to be considered for eligible projects would be last 10 financial years.  |
| 6   | Clause 4.9, point (iv),  | Page 10                | Agencies shall also submit a hard copy of the Technical Bid which shall reach IPA by the due date and time. The hard copy submitted shall contain apart from other documents, original demand drafts/copy of MSME certificate and a pen drive containing all the documents submitted as hard copy.   | Requesting clarification on what documents shall be submitted as hard copy and by what date and time the hard copy shall reach the office. Is it acceptable if the documents are uploaded on the portal before the deadline, and hard copy of the documents reach IPA office in a couple of days time?   | Documents can be uploaded in CPP Portal anytime before the deadline. The hard copy should reach IPA office before the stipulated deadline.<br><br>All the documents as mentioned in the e-RFP shall be submitted as hard copy, including EMD and tender document fee. However, please note that the financial bid is to be uploaded only in the CPP Portal and no hard copy is to be submitted |

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| 7  | Clause 5.1, Table point 9,       | Page 12    | 'Certificate from the current authorized signatory of the Company/Agency' in support the entity is not a defaulter in paying any dues to any of the Government IPAs   | Requesting any format if any for the certificate   | There is no specific format. A certificate from the authorized signatory to be furnished on the letter head of the company.  |
| 8  | Eligibility of applicants, 5.1   | Page 11    | Pre-qualification Criteria:<br>The bidder should have at least two engagements of minimum value Rs.5 Crore each during the last 10 Years for Central Government or State Government or its agencies. Only completed works shall be considered   | We humbly request the Authority to reduce the requirement of engagement value to Rs 2 crore, since the existing requirements are restrictive in nature and prohibit competition. We request the Authority to also allow for Ongoing Projects in addition to Completed Projects of similar nature. For such ongoing projects, Work Order shall be submitted as Supporting Documents. We humbly request the Authority to consider Government agencies from countries other than India.   | The minimum value of the engagements will remain INR 5 crore each.<br><br>Ongoing projects can be considered under the following conditions:<br>I. That the consultancy engagement value is INR 5 crore or above<br>II. At least 80% payment for the consultancy has been received<br>III. The chartered accountant's certificate to the above extent indicating the name of the consultancy, name of the client, total value of the consultancy and payment received as on date is to be submitted<br>IV. The work order also need to be submitted along with the above documents<br><br>In case of projects undertaken of overseas Govt agencies, this can be considered subject to submission of adequate proofs and indicating the value of the consultancy engagement in INR at the time of award of contract considering the exchange rate published by RBI/ IMF |
| 9  | Eligibility of applicants, 5.1   | Page 11    | Pre-qualification Criteria:<br>Supporting Documents to be furnished:<br>Work Order/ Completion Certificate/ Client Certificate and citations  | We humbly request the client to allow the Authorised Representative of the consulting firm to self-certify in case the supporting documents have not been made available by the client to the consulting firm yet.   | Tender condition stands. Also refer Sno : 8 above in the document for ongoing projects   |
| 10 | Technical bid qualification, 5.2 | Page 12-13 | Experience of providing consultancy support in the field of Logistics/ Industrial Infrastructure/ Ports/Infrastructure and regional Planning and other similar domains for Government or Private Sector client. International Projects are allowed. Relevant proofs including Work Order / LoA / Lol etc shall be furnished | We request the Authority to consider Ongoing Projects in addition to Completed Projects of similar nature. For such ongoing projects, Work Order shall be submitted as Supporting Documents.   | Please refer Sno 8 above in this document  |
| 11 | Pre-Qual Form 2                  | Page 22    | Memorandum of Association and Articles of Association of the company Bye Laws and certificates of registration (in case of registered firm)   | We humbly request the Authority to consider a Certificate of Incorporation and self-certification instead of the Memorandum of Association and Articles of Association of the company.   | Tender condition stands  |
| 12 | Pre-Qual Form 2                  | Page 22    | Whether MOA of Bidding Company allows entering into the bid of respective services? If yes, indicate the relevant clause.   | We request the Authority to accept Certificate from statutory auditors in place of MOA clause as allowed in previous clauses.  | Please note that, the MOA and AoA of the company is to be furnished and the answer to this question is to be given under Pre-Qual Form 2   |
| 13 | Tech Form 4,                     | Page 29    | BE/B-Tech/ Post Graduate with at least 60% marks with MBA/PGDM  | We request the Authority to modify the prescribed qualification for all resources since the current exercise only entails empanelment. Current requirement may obscure profiles of professionals with rich experience in the sector. Resources with right credentials and skills would be stipulated as per the respective project scope, at the later stage when the projects will be awarded. We thus appeal the Authority to modify prescribed qualification as:<br>BE/B-Tech/ Graduation in relevant field along with MBA/PGDM/Post Graduate in relevant field with at least 60% marks | Tender condition stands  |

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| 14 | Tech Form 4,  | Page 29      | Managing Consultant >= 15 Years<br>Principal Consultant >= 10 Years<br>Senior Consultant >= 6 Years<br>Consultant >= 3 Years  | We request the Authority to kindly consider the resource category with the number of years of experience as following<br>Managing Consultant >= 12 Years<br>Principal Consultant >= 8 Years<br>Senior Consultant >= 5 Years<br>Consultant >= 2 Years  | Tender condition stands   |
| 15 | Tech Form 4,  | Page 29      | Managing Consultant - Resume of 3 resources<br>Principal Consultant - Resume of 5 resources<br>Senior Consultant - Resume of 8 resources<br>Consultant - Resume of 10 resources   | We request the Authority to reduce the number of required resources under each category since the current exercise only entails empanelment. Actual deployment of resources would vary depending upon project scope requirements. We thus appeal the Authority to consider the following number of resources under each category:<br>Managing Consultant - Resume of 2 resources<br>Principal Consultant - Resume of 3 resources<br>Senior Consultant - Resume of 5 resources<br>Consultant - Resume of 7 resources | Tender condition stands   |
| 16 | Clause – 5.1 Eligibility of applicants<br><br>Clause – Pre-qualification form 3, SNO:1 Sl. no. 1  | Page 11, 23  | The Company/Agency should be registered in India under the Companies Act 2013 / Limited Liability Partnership Act 2008 with their registered office in India for the last five years as on date of submitting its application<br>The Company/Agency should be registered in India under the Companies Act 1956 / Limited Liability Partnership Act 2008 with their registered office in India for the last five years as on date of submitting its application. | Please clarify which Company Act would be applicable for this criterion.  | Companies Act 2013  |
| 17 | Clause – 5.1 Sl. no. 2<br><br>Clause – Pre-qualification form 3, Sno 2  | Page - 11,23 | The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services from the last ten financial years<br><br>The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services for IT projects from the last three financial years.   | 1. Please clarify whether only Certificate from Statutory Auditor would suffice the requirements and be accepted against the clause<br>2. Please clarify whether a single statutory certificate fulfilling both the clauses (mentioned in the left) can be accepted   | One certificate from the statutory auditor would suffice  |
| 18 | Clause - 5.1 Sl. No. 8<br><br><input type="checkbox"/> Clause - 5.1<br><input type="checkbox"/> Sl. No. 9 of the Pre-Qualification Criteria | Page 12,     | The Company/Agency is not blacklisted or under pending litigation/action, suit, proceeding or investigation by any State/UT Government or Central Government / IPA / agency(ies)/any Indian tribunal in India from participating in bidding process. In case the entity is a defaulter in paying any dues to any of the Government IPAs, the entity is not eligible for the tender  | Please clarify whether a single self-declaration certificate from Authorized Signatory can have both declarations against the clauses mentioned on the left   | Single declaration would suffice  |
| 19 | Clause - 5.2 Sno 2  | Page 12,     | Experience of providing consultancy support in the field of Logistics / Industrial Infrastructure / Ports/Infrastructure and regional Planning and other similar domains for Government or Private Sector client. International Projects are allowed. (5 marks per engagement) Relevant proofs including Work Order / LoA / LoI etc. shall be furnished   | Kindly clarify:<br>1. The timeframe within which project should have been executed<br>2. Any minimum cost of the project required for qualification   | Projects completed on or after 01st March 2013 only would be considered.<br>For the requirement under Clause 5.2, Sno 2 , there is no minimum requirement of project cost |

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| 20 | Clause – 6   | Page 14            | No Application will be considered which is not accompanied by a sum of Rs. 2,00,000.00 (Rs. Two lakhs only) as Earnest Money Deposit and a non-refundable bid document fee of Rs.10,000/- + 18% GST. In the event of the applicant withdrawing the Application before the expiry of 180 (one hundred and eighty) days from the date of opening, the Application shall be cancelled and the earnest money deposit therewith forfeited by the IPA | Please clarify whether Demand Draft for both EMD and Tender Fees that were raised basis requirements of earlier published RFP can be accepted.<br>(for instance: DD's issued on 01.02.2023 for bid opening date of 07.02.2023 would remain valid for revised bid opening date of 03.03.2023)  | Yes , provided the validity of DD drawn is intact  |
| 21 | Affidavit Sl. No. 13 and 14  | Page: 35           | 13. That I hereby confirm and declare that my/our firm/company M/s..... that there has been no litigation with any Government IPA/organization on account of similar services.<br>14. That I hereby confirm and declare that my/our firm/company M/s..... has not undergone any legal proceedings of whatever kind in the past three years.   | Our Legal team suggested that any information pertaining to the organization's litigation is confidential information and cannot be divulged to any third party. Request you kindly remove this clause (13 and 14) and allow us to put a declaration instead, "We assure IPA that we are not involved in any such litigation that will affect the performance of services under this engagement". | Tender condition stands  |
| 22 | Sl. No. 4 of Pre-qualification Criteria<br>Clause - Annexure I Sl. No. 58                        | Page 23<br>Page 54 | The bidder should have at least two completed engagement of minimum value Rs.5 Crores in their services offerings during the last 7 Years for Central Government or State Government.<br><br>The minimum value of work shall be Rs 5 crore each. Projects undertaken during last 10 years will be considered for evaluation. Only completed projects shall be considered.   | The pre-qualification criterion was modified from 7 years to 10 years in the response to the pre-bid queries. However, in the republished RFP, the criterion has again reverted to last 7 years. Kindly clarify which is to be considered.  | It is confirmed that projects undertaken during the last 10 years would be considered for evaluation ie; Projects completed on or after 01st March 2013  |
| 23 | Sl. No. 4 of Pre-qualification Criteria<br>Clause - Annexure I Sl. No. 58                        | Page 23<br>Page 54 | Work Order/ Completion Certificate / Client Certificate and citations.<br><br>The minimum value of work shall be Rs 5 crore each. Projects undertaken during last 10 years will be considered for evaluation. Only completed projects shall be considered.  | Kindly confirm whether the bidder can submit any one, either the work order or the completion certificate, for the projects to comply with the pre-qualification criteria.  | Both work order and its completion certificate need to be provided. Also refer Sno 8 above in this document  |
| 24 | Sl. No. 5 of Pre-qualification Criteria – Supporting documents<br>Clause - Annexure I Sl. No. 65 | Page 24<br>Page 56 | Certificate and list of professionals from the current authorized signatory of the Company /Agency along with their Provident Fund Numbers. Self-declaration with supporting document can be accepted.<br><br>Also, it is agreed that details of PF numbers need not be provided  | In the response to the pre-bid queries, the criterion for submitting the PF numbers of the employees was removed. However, in the republished RFP, the criterion has again been reinstated. Kindly clarify which is to be considered.   | It is confirmed that PF numbers of employees need not be submitted   |
| 25 | Clause – Tech Form 4 Note 2  | Page 29            | Payments will be made based on actual days worked and will be calculated as follows:  | As per standard guidelines, working hours is 40 hours per week @ 8 hours per day.<br><br>Considering this, the quoted man-month rate for key personnel may be divided by 22 instead of 26. Request to kindly modify the clause.   | The change is accepted. Therefore the man month rate for the key personnel may be divide by 22.and will be calculated as follows:<br><br><b>(Quoted Man-month rate * Actual No: of days worked ) / 22</b><br><br>However, in case the consultants are required to work on Saturdays, they will not be eligible for extra payments. Sundays and public holidays will remain as holidays |

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| 26 | Tech form 4<br>Column 4 of the table                     | Page 29            | Minimum period of relevant experience   | May kindly clarify the definition of the word 'relevant' with respect to this criterion.   | The key personnel should have experience and exposure to Port/ Maritime/ Shipping/ Logistics/Industrial Infrastructure sectors with exposure to IT related projects. This should be certified by the authorized signatory of the company. |
| 27 | Tech form 4  | Page 29            | BE/B-Tech/ Post Graduate with at least 60% marks with MBA/PGDM  | Request you to kindly modify the clause to BE/B-Tech/ Post Graduate with at least 60% marks with MBA / PGDM / equivalent   | Tender condition stands   |
| 28 | Clause – Com Form 2<br>Clause - Annexure I<br>Sl. No. 50 | Page 32<br>Page 53 | The first five ranked bidders with the combined Technical and Financial scores will be considered for empanelment. These four bidders will have to match the lowest rate quoted by any of these four bidders for an individual key personnel. In case this condition is not accepted by any of these three bidders the 5th ranked bidder will be considered under the same conditions. In such an event, the financial bid of the 4th ranked bidder will not be considered for rate comparison. This process will be continued so that a panel of four bidders can be made with the lowest quote for each key personnel.<br><br>The number of consultants to be empaneled has been decided to be 5 Nos. | Considering the modification of the clause in the response to the previous pre-bid queries, the Note 6 given in the republished RFP may need to be revised.  | It is confirmed that first five ranked bidders with combined technical and financial scores will be considered for empanelment  |
| 29 | Consortium / JV<br>Member                                |                    | Consortium / JV Member  | During the Empanelment of Transaction Advisory Services with Indian Port Association Ref No. IPA/GAD/Consultant-TA/2017 Dated 24th February 2017, 3 members JV/ Consortium allowed for submitting Empanelment Documents. In that Empanelment, there are so many consultants having different expertise have been empanelled. That Empanelment is continuing from past so many years and services are being awarded. We need to provide diversified expertise in different regions required.Hence, We requesting authority to allow Joint Venture/Consortium at least 3 Members (1 LeadMember + 2 Consortium Member). We request authority to consider JV/ Consortiums Members credentials for meeting Pre - Qualification as well as Technical Evaluation Criteria jointly | Tender condition stands   |
| 30 | Sub- Consultant  |                    | Sub- Consultant   | We need to provide diversified expertise for IT, ICT & Planning related Work in different regions.Hence, We are requesting authority to allow Sub Consultancy firm as part of submitting this bid.   | Tender condition stands   |
| 31 | 5.5 Combined<br>and Final<br>Evaluation                  | Page 14            | i. Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows:<br>ii. $S = ST \times 0.70 + SF \times 0.30$ (Where S is the combined score)<br>iii. A minimum score of 70 on Technical is required for Financial opening  | We request the Authority to consider as below<br>i. Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows:<br>ii. $S = ST \times 0.80 + SF \times 0.20$ (Where S is the combined score)<br>iii. A minimum score of 70 on Technical is required for Financial opening  | Tender condition stands   |
| 32 | Com Form 2   | Page No 32         | Notes:<br>The first five ranked bidders with the combined Technical and Financial scores will be considered for empanelment. These four bidders will have to match the lowest rate quoted by any of these four bidders for an individual key personnel. In case this condition is not accepted by any of these three bidders the 5th ranked bidder will be considered under the same conditions. In such an event, the financial bid of the 4th ranked bidder will not be considered for rate comparison. This process will be continued so that a panel of four bidders can be made with the lowest quote for each key personnel.  | Considering the investments proposed under Indian Port Association in next three years, and ambitious physical and financial progress targets, we request the Authority to consider empaneling at least 10 Consultants firms based on their highest technical scores   | Tender condition stands   |

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| 33 | Form 3- Bidders Organization & Experience | Page No. 23 | In Format given in Pre-Qualification Form 3- Bidders Organization & Experience<br>The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services for IT projects from the last three financial years.  | We request the Authority to consider as below<br>In Format given in Pre-Qualification Form 3- Bidders Organization & Experience.<br>The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services for IT/ ICT/ Telecom Projects from the last ten financial years   | Tender condition stands   |
| 34 | 5.1 Eligibility of applicants             |             | 10.<br>The Company/Agency shall submit EMD of Rs.2.00 lakhs through online mode or Demand Draft  | As per Government of India Procurement Guidelines, they are encouraging submitting BID DECLARATION FORM and submitting EMD through online or Demand Draft. Hence we are requesting you to accept Bid Declaration form while submitting empanelment documents stage and allow for submission of EMD of Rs. 2,00,000/- through Online Mode or Demand Draft after Empanelled with Indian Port Association.  | Tender condition stands   |
| 35 | Tech Form 4                               | Page 29     | Managing Consultant >= 15 Years<br>Prescribed Qualification<br>BE/B-Tech/ Post Graduate with at least 60% marks with MBA.<br><br>Principal Consultant >= 10 Years<br>BE/B-Tech/ Post Graduate with at least 60% marks with MBA.<br><br>Senior Consultant >= 6 Years<br>BE/B-Tech/ Post Graduate with at least 60% marks with MBA.<br><br>Consultant >= 3 Years<br>BE/B-Tech/ Post Graduate with at least 60% marks with MBA. | We request authority to consider as below<br><br>Managing Consultant >= 15 Years<br>Prescribed Qualification<br>B.E./B-Tech/ B. Arch / Post Graduation in relevant field<br><br>Principal Consultant >= 10 Years<br>Prescribed Qualification<br>B.E./B-Tech/ B. Arch / Post Graduation in relevant field<br><br>Senior Consultant >= 6 Years<br>Prescribed Qualification<br>B.E./B-Tech/ B. Arch / Post Graduation in relevant field<br><br>Consultant >= 3 Years<br>Prescribed Qualification<br>B.E./B-Tech/ B. Arch / Post Graduation in relevant field<br><br>We understand that nature of project is related to IT/ ICT/ Planning related experience. Hence we are request Authority to consider project related to IT/ ICT/ Planning / Engineering related experience | Tender condition stands   |
| 36 | Tech Form 4                               | Page 29     | Managing Consultant - Resume of 3 resources<br>Principal Consultant - Resume of 5 resources<br>Senior Consultant - Resume of 8 resources<br>Consultant - Resume of 10 resources<br>The number of consultants specified for each resource category indicated above is essential and the bids will be disqualified in case the number of consultants fails to meet the above stipulated criteria.                              | In Order to have efficiency of expert deployment at RFP Stage, we need to have Manpower from Major & Minor Ports from the region. Hence we are requesting you to provide us the Project locations for proposed projects under IPA Empanelment so that it will be helpful to depute proper resources at project location.   | This empanelled list is to be used by the 12 major ports and IPA  |
| 37 | 5.2 Technical bid qualification           | Page 28     | Tech Form 3- Bidders Presentation<br>THE BIDDERS SHOULD ENCLOSE A HARD COPY OF THEIR PRESENTATION MATERIAL AS A PART OF THIS FORM.   | With reference to Empanelment with Department of Economic Affairs Ministry of Finance for Empanelment of TRANSACTION ADVISERS FOR PUBLIC PRIVATE PARTNERSHIPS (PPPs) Projects (Request for Qualification No. 2/3/2021-PPP dated 26th November 2021), presentation has been conducted after the submitting of the proposal.<br>Hence we request the Authority to conduct Presentation after the submitting of the proposal and allow us to submit Presentation Hard Copy 2 days before the Presentation Date.   | The presentation will be conducted after the submission of the proposal. It is agreed that the hard copy of the presentation can be submitted 2 days before the presentation day. |
| 38 | Com Form 2-                               | Page 32     | Bidders quoting less than 30% (thirty percent) of the average Gross Total Value (GTV) quotes will be disqualified and other bidders will be considered for further evaluation. The GTV is computed by adding GTVs of all the technically qualified Bidders and dividing the same by the number of technically qualified Bidders.   | We request the Authority to Provide Estimated Gross Total Value (GTV)  | Please refer Form 2, the Gross Total Value (GTV) will depend on the price quoted by the consultants and therefore cannot be provided by IPA                                       |

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| 39 | General  | NA      | General  | For subsequent projects under IPA Empanelment We request the Client that evaluation is based on Approach & Methodology, Curriculum Vitae of Proposed Experts along with respective Financial Quote and not on the basis of Pre-Qualification and Technical Evaluation criteria since it has been done at IPA Empanelment Stage.  | Not relevant for the present empanelment process |
| 40 | General  | Page 33 | General  | For analyzing Competitive fees, we request the Authority to consider man days requirement for it and not on the basis of Man month rate as it may vary as per expertise and experience on project requirement  | Tender condition stands                          |
| 41 | 5.1 (4) Eligibility criteria<br>And 5.2 (1)<br>Evaluation criteria |         | The bidder should have at least two engagements of minimum value Rs.5 Crore each...<br>Bidder should demonstrate their past experience in consultancy /advisory services for Central Government or State Government or their agencies with a consulting fee of at least 5 cr during the past seven years | The eligible projects should be of the similar value. Hence, we request to kindly add the below to the definition of eligible projects. The projects must have been executed for maritime sector in India (ports, shipyards, shipping lines, etc). In case of projects spanning more than 1 years, the professional fees will be considered as average fees for 1 year of project Please also note that over last 5 years, the Indian Maritime sector has started galvanizing towards Maritime India Vision, hence we request that the projects executed in past 5 years shall only be considered  | Tender condition stands                          |
| 42 | 5.2 (2) Evaluation criteria  |         | Experience of providing consultancy support in the field of Logistics/Industrial Infrastructure ...  | Similar to 5.2 (1), kindly add value threshold of Rs5Cr for this criterion and the work delivered in India in last 5 years shall be considered only. This will ensure projects with similar size and scope are submitted by the participants.  | Tender condition stands                          |
| 43 | QCBS   |         | Current QCBS is 70% weightage to technical score and 20% weightage to financial score  | Empaneled consultants must have deep technical expertise, thorough understanding of ports sector and expertise of undertaking similar works in India and globally. Accordingly, higher weightage should be given to the technical score. We request that QCBS be changed to 80:20 to allow for top quality consultants to compete.   | Tender condition stands                          |
| 44 | Experts  |         | Managing Consultant - Resume of 3resources<br>Principal Consultant - Resume of 5 resources<br>Senior Consultant - Resume of 8 resources<br>Consultant - Resume of 10 resources   | It is critical to evaluate the expertise of bidder's senior leadership in the infrastructure/ ports sector on the topics of strategic transformation, growth, operational efficiency improvement, downstream industries, etc. Hence, we request to allow submission of CVs of following key topics experts only:<br>• Ports & shipping expert<br>• Industrial infrastructure expert<br>• Logistics expert<br>• Financial and PPP expert<br>• Downstream industries experts (Oil&gas, Power, Cement, Auto, Iron & Steel)  | Please refer Sno 26 above in this document       |
| 45 | NA   |         | Tier 1 and Tier 2 consultants for different type of consultancy assignments  | 'Strategic advisory' and 'Implementation/ execution support' are two broad categories of support needed by the ports. Accordingly, consulting firms specialize in one of these two areas. Hence, in line with the market, we request IPA to kindly allow empanelment in two categories – 'Strategic Advisors' and "Implementation Support consultants". Similar approach was taken by InvestIndia, Min of Commerce and Industries to empanel consultants to support Ministries/ Govt. of India institutions for Project development activities.<br><a href="https://static.investindia.gov.in/s3fs-public/2020-27/RFP_PDCs_Empanelment%20%281%29.pdf">https://static.investindia.gov.in/s3fs-public/2020-27/RFP_PDCs_Empanelment%20%281%29.pdf</a> | Tender condition stands                          |

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| 46 | Summary of Costs of Resources-Consultancy                      |                    | GTV is calculated as weighted average of cost of each resource type   | Generally, consultancy firms deploy different sized teams (small, medium), depending on the scale of the project. Pricing is based on the size and number of teams deployed for the assignment rather than costing of specific resources like Managing Consultant, Principal Consultant, Senior Consultant, Consultant, etc. We request to allow us to quote the rates for 2 types of teams:<br>• Small team: 3 consultants + 3 experts (>12 yrs of exp, 25% deployment)<br>• Medium team: 5-7 consultants + 5 experts (>12 yrs of exp, 25% deployment)<br>Similar approach was taken by InvestIndia, Min of Commerce and Industries to empanel consultants to support Ministries/ Govt. of India institutions for Project development activities.<br><a href="https://static.investindia.gov.in/s3fs-public/2020-27/RFP_PDCs_Empanelment%20%281%29.pdf">https://static.investindia.gov.in/s3fs-public/2020-27/RFP_PDCs_Empanelment%20%281%29.pdf</a> | Tender condition stands  |
| 47 | 5.1 Eligibility of applicants Pre-qualification Criteria (4)   | Page 11            | The bidder should have at least two engagements of a minimum value of Rs.5 Crore each during the last 10 Years for Central Government or State Government or its agencies. Only completed works shall be considered   | We request you to consider completed as well as ongoing projects. The bidder should have at least two engagements of a minimum value of Rs.5 Crore each during the last 10 Years for Central Government or State Government or its agencies. Completed or Ongoing works shall be considered   | Please refer Sno 8 above in this document  |
| 48 | Clause 5.1 Eligibility of applicants Pre-Qualification Form 3- | Page 11<br>Page 23 | Sr No. 2: The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services from the last ten financial years.<br>Sr No. 2: The Company/Agency should be operating in the field of providing Consultancy Services involving consultancy services for IT projects from the last three financial years.  | The clause under eligibility criteria and the PQ form does not match. As clarified (Page no 37 of RFP document) wherein both (consultancy services along with IT projects) shall be taken into consideration for Prequalification, we hereby request you to kindly consider Clause 5.1 as prequalification criteria. Kindly consider.   | Please refer Sno 3 above in this document  |
| 49 | Clause 5.2 Technical bid qualification                         | Page 12            | #1 Experience in Providing Consultancy Services – Bidder should demonstrate their past experience in consultancy /advisory services for Central Government or State Government or their agencies with a consulting fee of at least 5 cr during the past seven years. (10 marks per engagement)  | We request you to kindly consider ongoing projects of consultancy value higher than 5 cr, wherein the consultants have received payments upto 5 cr or more. Kindly consider.  | Please refer Sno 8 above in this document  |
| 50 | 5.1 Eligibility of applicants                                  | Page 11            | The bidder should have at least two engagements of minimum value Rs.5 Crore each during the last 7 Years for Central Government, State Government, or its agencies  | We request you to consider that either 1. Bidder should have 3 projects of minimum value of Rs.5 crore each which are either completed projects or can be ongoing projects however for ongoing projects, the revenue realization (billed amount) should be atleast 3 crore each<br>Or<br>2. Bidder should have atleast 3 projects (ongoing or completed) with minimum value of 5 crore each   | Please refer Sno 8 above in this document  |
| 51 | Tech Form 3  | Page 28            | The Bidders Should Enclose A Hard Copy Of Their Presentation Material As A Part Of This Form. The Presentation Should Demonstrate Competence And Experience With Proof For The Services Proposed And The Past Experience In Support Of Evaluation. Present Of The Highlights Of No More Than Three (3) Projects Submitted For Evaluation Including Government Sector Experience, Including Staff Stregnth, Commercial Information (Where Applicable), Service Delivery Approach, Local Office Information, Etc. S | Any Govt project with port / logistic / regional planning in the govt sector would be given greater weightage. The evaluation would be done on competence And experience with proof for the services proposed and experience In support of the evaluation   | Port related projects in the govt sector would be given greater weightage. The evaluation would be done on competence and experience with proof for the services proposed and the past experience In support of evaluation |
| 52 | Tech Form 4  | Page 29            | For Sno 1,2,3,4<br>BE/B-Tech/ Post Graduate with at least 60% marks with MBA/PGDM   | Since this is an empanelment where Companies with Technical consultancy expertise are invited to render their services after empanelment, Bidder requests Client to include the criteria for requirement of at least 60% marks with MBA/ M.Tech. or Equivalent and modify the relevant clause as following: "BE/B-Tech/ Post Graduate with at least 60% marks with MBA/M.Tech. or Equivalent."  | Tender condition stands  |