

No. 464

REPLIES TO

Date 20.03.2024

**PRE-BID QUERIES for REQUEST FOR PROPOSAL (RFP) FOR SELECTION OF AGENCY FOR PARKING MANAGEMENT AND CFMS
FOR MULTI-LEVEL CAR PARKING (MLCP) RAJMAHAL and SAHEED NAGAR, BHUBANESWAR.**

Sl. No	Queries	Remarks
1.	<p>(i)As per present few days observation we found that weekly only 05 days MLCP collection crosses 20K in Monday & Thursday collection below 14K. Hence Avg Daily collection is 20K.It includes the entire operation cost.</p> <p>(ii)After deduction of daily expenditure, it comes 13K per day. For a Year 54Lakhs quote is maximum in my point of view.</p> <p>(iii)Also, Present Sanitization/Toilets/Swage lines/electrical condition is not up to mark. Required proper action & rectification before handover.</p> <p>(iv)Required a clarification over Towing policy & facilities for confirmed Party.</p>	<p>The proposal initiated is not based on facts, so the same is not entertained.</p> <p>The same shall be considered later on.</p> <p>Towing shall be undertaken by agency on the authorization of BMC and the policy of Commissionerate Police. (Please refer Clause-26 A(ii))</p>
2.	<p>(i)As per Bid minimum Reserve License Fee 100 Lakhs per Annum As per Present Situation daily collection is Maximum 20-22Thousand per day After deduction of daily expenditure it comes to 14 to 15 Thousand per day. Hence per Annum it will be maximum 55 to 58 Lakhs. Request you to kindly consider the Amount as Yearly License Fee for a long-term operation. Also Required a clear picture on present condition with planned rectification scope from BSCL end.</p> <p>(ii)Clarity on 3rd floor parking area which under Concentrix.</p> <p>(iii)Electric Bill with Daily Essential operation cost needs a clarification.</p>	<p>The proposal initiated is not based on facts, so the same is not entertained</p> <p>As per RFP. (Clause-3)</p> <p>The agency shall make payment of the energy charges of Common area, parking area</p>
3.	(i) As per Bid minimum Reserve License Fee 100 Lakhs per Annum.	The proposal initiated is not based on facts, so the same is not entertained

4.	(i)As per given Tender Value of Rs. 25 lakhs per annum, the income in the Multi-level Car parking in Saheed Nagar is 10 lakhs to 15 lakhs Annually and the expenditure is 5 lakhs to 7 lakhs Annually, so I request you to reduce the tender value, and as per the given Turnover to be submitted by bidder is Rs. 500.00 Lakhs for One year, I request you to increase the year for the turnover like Rs. 500.00 Lakhs for Three Years	The proposal initiated is not based on facts, so the same is not entertained
5.	<p>(i)We have been closely observing the MLCP project since the release of the bid and have noted that the average collection from MLCP, Raj Mahal will not meet the target of minimum reserve license fees.</p> <p>(ii)We also find that these expenses within the mentioned budget range is difficult for us to manage. Also, there is multiple scope of improvements in terms of facility is there which we will have to take care. Therefore, we would appreciate further clarification on how BSCL intends to address this issue and ensure the sustainability and efficiency of the MLCP project. Upon our calculation the minimum reserve fee should fall under 65 Lakhs, for smooth operation and in terms of partner profitability.</p>	The proposal initiated is not based on facts, so the same is not entertained
6.	<p>1.Since the release of Bid we are closely monitoring the site & we observed that the per day average collection from MLCP is around 22000-23000.We believe which is countable against below areas.</p> <p>(i) Electricity with maintenance cost.</p> <p>(ii)24X7 Security.</p> <p>(iii)Plumber</p> <p>(iv)House Keeping Material & Resources with maintenance cost.</p> <p>(v)24X7 STP Operator</p> <p>(vi)24X7 Electrician</p>	



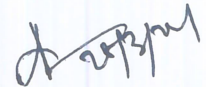
<p>(v)Daily operation Resources.</p> <p>2-Also we found there is a scope of Improvement in below areas & will be taken care if we will able to get the work order.</p> <p>(i)At least 02 Nos waiting lobby is required especially for senior citizens.</p> <p>(ii)One Baby Care Room is required</p> <p>(iii)Small snacks & Refreshment setup.</p> <p>(iv)One wellness Room.</p> <p>3-Upon Careful consideration we found that managing these expenses with in the mentioned budget range possess significant challenges there for we would appreciate if the minimum reserve license fee would come down in between 65 to 68 Lakhs.</p> <p>During our onsite observation we also found below key areas needs rectification/clarification before HOTO.</p> <p>(i) All lavatories need to reinstate in working condition.</p> <p>(ii)All Sewage lines need to be checked & rectified as required.</p> <p>(iii) Provision of Electricity SUB-Meter for Parking solution.</p> <p>(iv)All parking floors should be under CCTV surveillance to resolve dispute incase any misconduct.</p> <p>(v)Vehicle Inhouse incident insurance.</p> <p>(vi)Also need clarification how BSCL Intense to address any huge expenditures on Electricity & swage related expenditures.</p>	<p>The RFP is floated taking into consideration of all these factors pointed out by you. However, Management is stick to its RFP</p>
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7.	<p>a. Minimum Annual Reserve License Fee (Clause 1.11): Rs 100.00 Lakhs per annum.</p> <p>We have observed substantive differences between the proposed annual license fees and the projected revenue collection. Almost double the fees will put the financial viability and stability of the scheme in danger. It will be difficult to survive even with the optimum operational cost.</p> <p>b. Bid Security/EMD value (Clause 10): Rs 10,00,000/- (Rupees Ten Lakhs only). We request your good self to reduce the EMD value to 5,00,000/- (Rupees Five Lakhs only) so that the corpus amount of bidders will not be held up and pose hurdles to inefficient performance.</p> <p>C. Parking space on the 3rd floor will be reserved for the commercial floors (parking space cannot be used by the agency at any point in time) We wish to bring to your attention that we have done the analysis of vehicle turnover and it was found that less than 50% capacity of space at a given time is only occupied Thereby, the actual collection is hardly 30-35% of the Minimum Reserve License Fee set value i.e. Rs 45.00 Lakhs. Hence, it fails the viability test. We request to reduce the Minimum Reserve License Fee accordingly.</p> <p>d. Financial Capacity (Clause 15): The Bidder shall have a minimum average annual turnover of 5 Crore (Rupees Five crore only) during the last 5 (Five) consecutive financial years.</p> <p>e. We request to reduce the Financial Capacity of the bidder to a minimum average annual turnover of Rs 2 Crore (Rupees Two Crore only) in line with the other smart cities to have healthy competition by obtaining maximum participation of bid. The higher the Financial Capacity lesser the participation and poorer quotes</p>	<p>As per RFP</p> <p>As per RFP</p> <p>As per RFP</p> <p>Financial Capacity of the Bidder shall have a minimum average annual turnover of 5 Crore (Rupees Five crore only) during the last 5 (Five) consecutive financial years.</p> <p>As per RFP</p>
8.	<p>We have managed Mining Tollgates work of Odisha which is almost a type of Collection of Parking fee collector. Kindly consider our Tollgates experience as Parking Experience</p>	<p>Considered subject to similar activities such as experience in Tollgates, CFMS Service, Security and manpower Services.</p>



9.	Multi-Level Car Parking Tender last date need to be extended.	Submission of Tender on Parking is rescheduled as follows: i) The last date of submission of bid documents on 03.04.2024 at 05.00 PM. ii) The last date of opening of bid documents on 04.04.2024 at 11.30 AM.
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General Manager (Admin)
Bhubaneswar Smart City Limited