

**Pre-bid clarifications for the Tender Call Notice vide bid identification No. 5177/BSCL-165/2018, dated 4.10.2018 “Selection of Consulting firm for Setting up of Project Monitoring Unit (PMU) For Bhubaneswar Smart City Limited”**

S.No	Referred Clause as per Request for Proposal (RFP) document	Queries / Request	Clarifications from Bhubaneswar Smart City Limited (BSCL)
	<u>a'XYKno</u>		
1	<p><b>Clause No 2 &amp; 3, page No. 3 : Bid Security :</b></p> <p>Rs.1,00,000/- To be paid in the shape such as Deposit Receipt of scheduled Bank Term De posit ( Receipt) / Post Office Savings Bank Account / National I Savings Certificate/Postal Office Time Deposit Account Pledged in favor of “<b>Chief Executive Officer Bhubaneswar Smart City Limited</b>” payable at Bhubaneswar.</p> <p>Cost of RFP document: 10,000/- +1200 (GST @12%) to be paid in shape of Demand Draft draw in favor of “<b>in favor of Chief Executive Officer Bhubaneswar Smart City Limited</b>” payable at Bhubaneswar.</p>	<p>In Terms of Section 11-Procurement Preference Policy of the Micro, Small and Medium Enterprise Act, 2006 and Public Procurement Policy for Micro and small enterprises (MSEs) Order 2012, the excerpts of the Policy is as below –</p> <p>Para 10- “Reduction in Transaction cost – To reduce transaction cost of doing business, Micro and Small Enterprises shall be facilitated by providing them tender sets free of cost, exempting Micro and Small Enterprises from Payment of earnest money, adopting e-procurement to bring in transparency in tendering Process and setting up a Grievances cell in the Ministry of Micro, Small and Medium Enterprises”.</p> <p><b>We therefore, request you to kindly exempt us from the payment of Bid/Tender Document Fee, Earnest Money Deposit</b></p>	<p>Exemption shall be as per prevailing government norms.</p>

<p>2</p>	<p><b>Clause 15, Bid Evaluation Methodology, Page No. 9 :</b></p> <p>➤ Financial Capacity of the Bidder: Bidders Average Annual Turnover for the last Five Financial Years (ending 31 March 2018) has to be at least INR 25 Crores</p> <ul style="list-style-type: none"> <li>• For 25-35 Crores- 5 Marks</li> <li>• For 36-50 Crores- 7 Marks</li> <li>• Above 50 Crores-10 Marks</li> </ul>	<p>➤ Financial Capacity of the Bidder: Bidders Average Annual Turnover for the last <b>three</b> Financial Years (ending 31 March 2018) has to be at least INR 25 Crores</p> <ul style="list-style-type: none"> <li>• For 25-35 Crores- 5 Marks</li> <li>• For 36-50 Crores- 7 Marks</li> <li>• Above 50 Crores-10 Marks</li> </ul>	<p>RFP conditions shall prevail.</p>
	<p>➤ The Bidder should have the experience of managing a Project Monitoring Unit(PMU) consultant for at least 3 years for a central/state Government entity</p> <ul style="list-style-type: none"> <li>• For successfully managing PMU for 3 years -10 Marks</li> <li>• For successfully managing PMU for 3-5 years -15 Marks</li> <li>• For successfully managing PMU for 5-8 years -20 Marks</li> </ul>	<p>➤ Please clarify whether a single PMU Assignment for 3-8 years or the No. of PMU Assignments cumulative year will be considerable.</p> <ul style="list-style-type: none"> <li>• <b>Please give the marking on no of Ongoing/Completed assignments of the PMU of the consider the cumulative years of the PMU Ongoing/Completed Assignments</b></li> </ul>	<p>➤ The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years for any central/state Government entity,</p> <ul style="list-style-type: none"> <li>• For successfully managing 3 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>10 Marks</b></li> <li>• For successfully managing 4-5 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>15 Marks</b></li> <li>• For successfully managing 6 and above</li> </ul>

			nos. of PMUs for a minimum duration of 2 years for any central/state Government entity - <b>20 Marks</b>
3	The Applicant should have successfully completed Transaction Advisory of at least 1 PPP Project for any State Government Agency in Odisha preferably in the urban sector	The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any state Government Agency in <b>India</b> preferably in the Urban Sector.  It should not be limited for Odisha state. Please amend this clause for broader and fair participation.	The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.
	<b><u>Multi ManTech International Private Limited</u></b>		
4	<b><u>Schedule of bidding process</u></b>	We request you to extend the bid submission and opening date for minimum <b>15 days</b> as looking at the upcoming Diwali festive holidays.	<ol style="list-style-type: none"> <li>1. Last date/Time for receipt of proposal is <b>16.11.2018 till 5.00 P.M</b></li> <li>2. The tender will be opened on <b>17.11.2018 at 11:30 AM.</b></li> <li>3. Date of presentation is <b>19.11.2018 at 11.30 A.M</b></li> </ol>
5	<b><u>Instruction to Bidders: Clause no 2, sub clause a. Page No. 6</u></b>  The annual average turnover of the Applicant from advisory services in India in the last five financial years shall be minimum INR25.00Crores (Rupees Twenty Five Crores only) or above.	We may request that same may be revised and reduced as per CVC guidelines as it is kept abnormally high which will lead in restricting competitions amongst big corporates and MNCs.	RFP conditions shall prevail.

6	<p><b><u>Instruction to Bidders: Clause no 2, sub clause a. Page No. 6</u></b></p> <p>The Applicant should have experience of successfully managing a Project Monitoring Unit in any State / Central Government Agency in India for a period of at least 3 years preferably in Urban Sector.</p>	<ul style="list-style-type: none"> <li>➤ The Word PMU is terminology and works involving similar scope of supplying technical manpower to the Govt. dept named differently such as PMA/PMC/TAU etc. is also requested to treat and considered as eligible projects.</li> <li>➤ We also request you to clarify that consultant shall have experience of 3 years in similar projects. However, for projects having period lesser than 3 years shall be treated as eligible project and marks will be allocated accordingly.</li> </ul>	RFP conditions shall prevail.
7	<p><b><u>Instruction to Bidders: Clause no 2, sub clause a. Page No. 6</u></b></p> <p>The Applicant should have successfully completed Transaction Advisory of at least 1 PPP Project for any State Government Agency in Odisha preferably in the urban sector.</p>	We request that the requirement of PPP Project Criteria in Odisha from Eligibility Criteria of Applicant may be removed considering the fact that the Bid is invited for PMU and not for transaction advisory.	The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.
<b><u>Tatwa Technologies Limited</u></b>			
8	Various clauses of RFP	<ol style="list-style-type: none"> <li>1. The extent to which the total number of projects is likely to go up from those mentioned in Pag-12 of RFP on the section background. The no. of DPRs already prepared and accepted by BSCL may be indicated also.</li> <li>2. The co-ordination with various agencies mentioned in scope of work (g) in Pg-12 of RFP would be carried out directly by the consultant on behalf of BSCL or support/information to be provided to BSCL officials for the purpose.</li> <li>3. The likely maximum workload in respect of work</li> <li>4. Likely requirement of associates in terms of man months over a two year period as indicated in p-12 of RFP.</li> <li>5. Is there any difficulty if the four experts among themselves and perform the tasks as a team and not distinctively as</li> </ol>	<ol style="list-style-type: none"> <li>1. Please refer the scope of work of the RFP.</li> <li>2. Coordination shall be done by PMU</li> <li>3. Please refer the scope of work of the RFP</li> <li>4. Cannot be ascertained at this stage</li> <li>5. RFP conditions shall prevail</li> <li>6. There is no provision of software as per the RFP.</li> <li>7. Please refer the scope of work of the RFP</li> <li>8. Please refer the scope of work of</li> </ol>

		<p>mentioned in P-13 and P-14 of RFP.</p> <p>6. Has the software to be used been decided or it is up to the consultant to select as per their preference. Is the software already there or need to be procured. In case of procurement the cost of the system needs to be provided by BSCL.</p> <p>7. It is desired that an internal team closely work with the consultant. The team has to put in place the work breakdown structure, activities, data in respect of all the activities for proper monitoring. Id this has not been done, the same can be developed by the team jointly with the consultancy team. This is to be clarified as the cost will depend on this.</p> <p>8. It will be of help if the specific outputs expected from the consultant are specified in some detail. The scope of work is somewhat unclear in this aspect. As of now it appears the scope is to provide some manpower with desired expertise at the disposal of BSCL.</p> <p>9. Is Consortium allowed, if so what are the criteria for this.</p> <p>10. Can the eligibility criteria point © be amended to any state government agency project in India instead of State Government PPP project in Odisha? We presume the credentials for Central and State Govt. PSUs shall be considered at par with those of Central and State govts. This may be clarified.</p> <p>11. As eligibility criteria, can the experience of employees of the bidding company be considered in lieu of the bidding company? For example, if one or more employees of the bidding company fulfil the eligibility criteria points (b) and (c) instead of the bidding company, is it acceptable?</p>	<p>the RFP</p> <p>9. No consortium is allowed</p> <p>10. Please refer the pre-bid clarifications.</p> <p>11. No.</p>
<b><u>KPMG Advisory Services, Mumbai</u></b>			
9	<p><b><u>Page 9; Proof of experience as PMU</u></b></p> <p>➤ The Bidder should have the experience of managing a Project Monitoring Unit(PMU) consultant for at least 3 years for a central/state Government entity</p>	<p><b>Request for Clarification:</b></p> <p>We understand that 5-8 years of experience need not be necessary part of the initial contract. Extension of contract from time to time on the project shall also be considered.</p>	<p>➤ The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years for any central/state Government entity,</p>

	<ul style="list-style-type: none"> <li>• For successfully managing PMU for 3 years - 10 Marks</li> <li>• For successfully managing PMU for 3-5 years -15 Marks</li> <li>• For successfully managing PMU for 5-8 years -20 Marks</li> </ul> <p>The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any state Government Agency in Odisha preferably in the Urban Sector</p>		<ul style="list-style-type: none"> <li>• For successfully managing 3 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>10 Marks</b></li> <li>• For successfully managing 4-5 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>15 Marks</b></li> <li>• For successfully managing 6 and above nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>20 Marks</b></li> </ul>
<p><b>10</b></p>	<p>The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any state Government Agency in Odisha preferably in the Urban Sector</p> <ul style="list-style-type: none"> <li>• For successfully completing Transaction Advisory of at least 1 PPP Project– 10 marks</li> <li>• For successfully completing Transaction Advisory of at least 2 PPP Projects– 15 marks</li> <li>• For successfully completing Transaction Advisory of at least 3 PPP Projects– 25 marks</li> </ul>	<p><b>Request for Clarification:</b></p> <p>The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any state Government Agency in Odisha preferably in the Urban Sector.</p> <p><b>Justification:</b></p> <p>The existing condition is restrictive, as we understand the objective of this criteria is to assess the firm’s capability in experience of successfully completed the transaction advisory, <b>the experience in other parts of the country should also be considered under this criteria.</b></p> <p>Also, as the said engagement is being implemented by the SPV, an extended arm of Urban Local Body, <b>we request you to consider</b></p>	<p>The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.</p> <ul style="list-style-type: none"> <li>• For successfully completing Transaction Advisory of at least 2 PPP Projects for any central/state Government entity – <b>10 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 3-4 PPP Projects for any central/state Government entity – <b>15 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 5 or more PPP Projects for any central/state</li> </ul>

		<p><b>the experience of transaction advisory of projects with Urban Local Body also.</b></p>	<p>Government entity – 25 marks</p>
	<p>Page 11, 24: Confidentiality.</p> <p>The selected Consultant shall treat the details of the output of the Assignment and the Services as confidential and for the Consultant’s own information only and shall not publish or disclose the details of the output, deliverables / milestones submitted to or the Services in any professional or technical journal or paper or elsewhere in any manner whatsoever without the previous written consent of the competent Authority.</p> <p>Page:12, Terms of Reference</p>	<p><b>Request for clarification:</b></p> <p>We request you to share the list and size of the projects which needs to be taken up under the said engagement, as we understand that BSCL has already engaged a PDMC for extension of smart city projects.</p> <p><b>Request for clarification:</b></p> <p>We understand that the PMU will help in procurement of DPR consultants, contractors etc. Please confirm, the DPRs need not be prepared by the selected PMU consultant.</p>	<p>Please visit BSCL office for clarity.</p> <p>PMU shall only procure the DPR consultants</p>

<p>1. Background</p> <p>2. Scope of Work</p> <p>Page 14, Associates.</p> <p>The Associates (as per the above positions list) shall be made available as and when such requirement arises which is not envisaged at this stage. The compensation for this additional requirement is capped at Rs. 50,000/- per month per associate with an annual escalation charge of 10%.</p> <p>Page 15, Office Space.</p>	<p><b>Request for clarification:</b></p> <p>What will be the advance intimation period provided by the Authority to the selected PMU to make available the Associates?</p> <p><b>Request for clarification:</b></p> <p>Will the network connectivity will be also be provided? (Wi-Fi/Dongle etc.)</p> <p><b>Request for clarification:</b></p> <p>All bidders who qualify with minimum 75 technical marks may be considered for financial evaluation. We understand the Financial Quote per month” should consider the monthly fees of core team experts -4 nos. and core team-Associates-3 nos. Further while calculating the same, we should consider Rs.50,000/- as the capped payment for associates.</p> <p><b>Request for Clarification:</b></p> <p>We understand that the payment to the selected PMU will be done</p>	<p>15-30 days</p> <p>Network connectivity (Wi-Fi) will be provided. No dongle will be provided.</p>
--	--	---

	<p>A dedicated Office space will be provided within the Office of the BSCL for PMU team along with office infrastructure including a telephone, printer, fax, and sufficient desktops/laptops.</p> <p>A separate project vehicle shall also be allocated to the PMU, for official use only, upon due approval from the competent authority in BSCL. A provision of an office boy shall also be there to be associated with the PMU.</p> <p>Page 16, Evaluation Methodology:</p> <p>After that, financial proposals of the top three ranked bidders based on their technical evaluation shall be opened.</p> <p>Page 21: Financial Proposal Format</p>	<p>in Monthly basis.</p> <p><b>a.</b> Request to please confirm regarding the same.</p> <p><b>b.</b> Request you to confirm the documents to be submitted for approval and release of the payments?</p>	<p>All bidders who score 70 marks or above after the technical evaluation shall be qualified for opening of Financial proposals.</p> <p>Lump sum financial quote per month shall include the monthly fees of the,</p> <ol style="list-style-type: none"> <li>1. Team Leader</li> <li>2. Procurement cum Contract Expert</li> <li>3. Planning Expert</li> <li>4. MIS Expert</li> <li>5. Project Director</li> </ol> <p>Yes, payment to the selected PMU will be done in Monthly basis</p>
--	---	---	--

			Monthly invoice along with progress report.
JLL			
11		Qualification of MIS cum Document Expert: B.E. (Computer Science) from a recognized college / university with 4 years of working experience with at least 2 years with Govt. sector	Please refer the clarifications.
12		Compensation of associates: Kindly consider the compensation to be capped at INR75,000 per month after evaluating market conditions, standard deductions etc;	RFP conditions shall prevail
13		Receipt of proposals: Please consider 10 working days from issue of “Minutes of Pre-bid Meeting”.	Please refer the clarification
Tractebel Engineering Pvt. Ltd			
14	The experience criteria for PPP in the above tender states: “The Applicant should have successfully completed Transaction Advisory of at least 1 PPP Project for any state Government Agency in Odisha preferably in the Urban sector”.	This clause becomes restrictive and disallows competent bidders to participate in the tender on the context of not having experience in Odisha.	Please refer the clarifications.
15		The tender being an International Competitive Bidding, we request you to amend the criteria suitably and extend the last date of bid submission by 3 weeks so that there is wide participation and we can submit the best value proposition as per market rates.	Please refer the clarifications.
AKA Consultants (India) Private Limited			
16	As per RFP document	Or request is that the firm is registered with MSME	

	EMD to be deposited by bidder (Rs. 100000 tender document fee to be deposited by bidder Rs.11200)	are exempted to pay EMD and Tender purchase fees. This step is taken by Indian Government to promote small and medium industries. Government of India has given a mandate for exemption of EMD's and tender fees to the firms registered under MSME, and the same is applicable to all PSUs and Government bodies. Copy of the same is attached herewith for your reference.	Exemption shall be as per prevailing government norms.
17	As per RFP document Page No. 6 Eligibility Criteria, Clause (a):  The annual average turnover of the Applicant form advisory services in India in the last five financial years shall be minimum INR 25 Crores or above.	We request you to please reduce the average annual turnover to INR 9 crores.	RFP conditions shall prevail.
18	As per RFP document Page No. 6: Eligibility Criteria, Clause (b) of at least 1 PPP project for any State Government Agency in Odisha preferably in the urban sector.	We request you to please remove this point as we have lot of experience in Consultancy services and Project Management consultancy services in lump sum basis.	RFP conditions shall prevail.
Ernst & Young			
19	<b>Section A; Clause 2 (b); Page 6</b>  <b>Eligibility Criteria</b>  -The applicant should have experience of successfully manage a Project Monitoring Unit any State/Central Government Agency in India for a period for <b>atleast 3 years</b> preferably in the Urban Sector	<ul style="list-style-type: none"> <li>We suggest the clause to be changed as below:  --The applicant should have experience of successfully manage a Project Monitoring Unit any State/Central Government Agency in India for a period for <b>at least 2 years</b> preferably in the Urban Sector</li> </ul> <p>As the current PMU opportunity is for a period of two years we request the minimum eligibility requirement for PMU should be same and should be of two years.</p>	<ul style="list-style-type: none"> <li>➤ The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.</li> <li>• For successfully completing Transaction Advisory of at least 2 PPP Projects for any central/state Government entity – <b>10 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 3-4 PPP Projects for any central/state Government entity – <b>15 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 5 or more PPP Projects for any central/state Government entity – <b>25 marks</b></li> </ul>

<p><b>20</b></p>	<p><b>Section A; Clause 15; Page 9</b></p> <p><b>Bid Evaluation Methodology</b></p> <p>-Evaluation of the Technical and Financial Proposals will be based on Quality cum Cost Based Selection mode with weightage of <b>70% and 30%</b> for technical and financial proposals respectively.</p>	<p><b>Bid Evaluation Methodology</b></p> <p>-Evaluation of the Technical and Financial Proposals will be based on Quality cum Cost Based Selection mode with weightage of <b>80% and 20%</b> for technical and financial proposals respectively.</p> <p>We suggest that weightage for QCBS based selection should be 80:20 instead of 70:30. 70:30 (QCBS weightage) is virtually L1 based selection, as qualification required is prescribed for 4 full time persons. Hence, price will be in narrow range, so technical criteria should be given more weightage in overall scoring.</p>	<p>Accepted.</p> <p>Evaluation of the Technical and Financial Proposals will be based on Quality cum Cost Based Selection mode with weightage of <b>80% and 20%</b> for technical and financial proposals respectively.</p>
<p><b>21</b></p>	<p><b>Section A; Clause 15; Table 1- Sr. No.2; Page 9</b></p> <p><b>Proof of Experience as a PMU</b></p> <p>The Bidder should have the experience of managing a Project Monitoring Unit (PMU) for at least 3 years for a Central/State Government entity</p> <ul style="list-style-type: none"> <li>• For successfully managing PMU for 3 years-10 marks</li> <li>• For successfully managing PMU for 3-5 years-15 marks</li> </ul> <p>For successfully managing PMU for 5-8 years-20 marks</p>	<ul style="list-style-type: none"> <li>• We suggest the below mentioned change in evaluation for PMU experience:</li> </ul> <p><b>Proof of Experience as a PMU</b></p> <p>The Bidder should have the experience of managing a Project Monitoring Unit (PMU) for at least 2 years for a Central/State Government entity</p> <ul style="list-style-type: none"> <li>○ For successfully managing 2 PMU projects for a minimum duration of 2 years – 10 marks</li> <li>○ For successfully managing 3 PMU projects for a minimum duration of 2 years – 15 marks</li> </ul> <p>For successfully managing 4 or more PMU projects for a minimum duration of 2 years – 20 marks</p>	<ul style="list-style-type: none"> <li>➤ The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years for any central/state Government entity,</li> <li>• For successfully managing 3 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity <b>-10 Marks</b></li> <li>• For successfully managing 4-5 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity <b>-15 Marks</b></li> <li>• For successfully managing 6 and above nos. of PMUs for a minimum duration of 2 years for any central/state Government entity <b>-20 Marks</b></li> </ul>

		<p>Marking for experience in managing PMU should be based on the number of PMU projects handled/executed and not on the duration of PMU. Having undertaken multiple PMU assignments means firm is more capable and experienced to handle similar PMU assignments. Hence we recommend that PMU experience requirement be modified.</p>	
22	<p><b>Section A; Clause 2; Point c; Page 6</b></p> <ul style="list-style-type: none"> <li>• <b>Eligibility Criteria</b></li> </ul> <p>c. The applicant should have successfully completed Transaction Advisory of at least 1 PPP Project for any State Government Agency in Odisha preferably in the urban sector</p> <ul style="list-style-type: none"> <li>• <b>Proof of Experience in PPP</b></li> </ul> <p>-The Applicant should have successfully completed Transaction Advisory of <b>at least 1 PPP project for any State Government Agency in Odisha</b> preferably in the Urban Sector</p> <ul style="list-style-type: none"> <li>○ For successfully completing Transaction Advisory of at least 1 PPP project – 10 marks</li> <li>○ For successfully completing Transaction Advisory of at least 2 PPP project – 15 marks</li> </ul> <p>For successfully completing Transaction Advisory of at least 3 PPP project – 25 marks</p>	<ul style="list-style-type: none"> <li>• We suggest while the eligibility criteria may remain the same, the marking evaluation criteria for PPP projects should include projects outside Odisha. Following changes is suggested:</li> </ul> <p><b>Eligibility Criteria</b></p> <p>c. The applicant should have successfully completed Transaction Advisory of at least 1 PPP Project for any State Government Agency in Odisha preferably in the urban sector</p> <p><b>Proof of Experience in PPP</b></p> <p>The Applicant should have successfully completed Transaction Advisory of <b>at least 1 PPP project for any State Government Agency</b> preferably in the Urban Sector</p> <ul style="list-style-type: none"> <li>○ For successfully completing Transaction Advisory of at least 1 PPP project – 10 marks</li> <li>○ For successfully completing Transaction Advisory of at least 2 PPP project – 15 marks</li> </ul> <p>For successfully completing Transaction Advisory of at least 3 PPP project – 25 marks</p> <p>PPP project experience should not be limited to Odisha. Experience in PPP projects across other states</p>	Please refer the clarifications.

		<p>and types of projects enhances overall capability of the firm. Hence, this evaluation criteria should not be limited to PPP projects in Odisha and should include PPP projects undertaken all over India.</p>	
23	<p><b>Section B; Clause 2; Table- Team Qualification; Page 13</b></p> <p><b>Team Leader</b></p> <ul style="list-style-type: none"> <li>○ B.E/B.Tech/B.Arch with MBA/PGDM/Master’s Degree in Infrastructure Planning/Infrastructure Management/Finance from a reputed college/university</li> <li>○ At least 12 years of relevant experience in the field of Urban Infrastructure/Urban Planning/PPP projects out of which at least 5 years of experience as a Team Leader of a Project Monitoring Unit in a State/Central Government Project</li> </ul> <p>He/she should have extensive experience in Government procurement works and also successfully completed Transaction Advisory of two nos. of PPP projects</p>	<ul style="list-style-type: none"> <li>● We suggest the following change in the minimum qualification and experience requirement for Team Leader.</li> </ul> <p><b>Team Leader</b></p> <ul style="list-style-type: none"> <li>○ B.E/B.Tech/B.Arch with MBA/PGDM/Master’s Degree in Infrastructure Planning/Infrastructure Management/Finance from a reputed college/university.</li> </ul> <p>At least <b>8 years</b> of relevant experience in the field of Urban Infrastructure/Urban Planning/PPP projects out of which at least <b>3 years</b> of experience should be in the capacity of Team Leader/Project Manager of a Project Monitoring Unit in a State/Central Government Project</p> <ul style="list-style-type: none"> <li>● The minimum qualification for Team Leader should be kept as 8 years. People with long years of experience may not be willing to shift to cities like Bhubaneswar as compared to metro cities.</li> <li>● As the role described for TL in the TOR is largely implementation monitoring and coordination, PPP experience should not be made mandatory. Rather experience in managing teams in the capacity of TL/PM should be required.</li> </ul> <p>We suggest that of the total 8 years’ experience recommended for TL position, 3 years’ experience</p>	<p><b><u>Team Leader</u></b></p> <ul style="list-style-type: none"> <li>● B.E/B.Tech/B.Arch with MBA/PGDM/Master’s Degree in Infrastructure Planning/Infrastructure Management/Finance from a reputed college/university.</li> <li>● At least 10 years of relevant experience in the field of Urban Infrastructure / Urban Planning / PPP projects out of which at least 5 years of experience as Team Leader/Project Manager</li> <li>● He/she should have extensive experience in Government procurement works, project management and also successfully completed Transaction Advisory of one PPP project</li> </ul>

		<p>should be in the capacity of TL/PM as any person will not have TL / PM roles in first few years of their professional career.</p> <ul style="list-style-type: none"> <li>• The minimum qualification for Team Leader should be kept as 8 years. People with long years of experience may not be willing to shift to cities like Bhubaneswar as compared to metro cities.</li> <li>• As the role described for TL in the TOR is largely implementation monitoring and coordination, PPP experience should not be made mandatory. Rather experience in managing teams in the capacity of TL/PM should be required.</li> </ul> <p>We suggest that of the total 8 years' experience recommended for TL position, 3 years' experience should be in the capacity of TL/PM as any person will not have TL / PM roles in first few years of their professional career.</p>	
24	<p><b>Procurement cum Contract Management Expert</b></p> <ul style="list-style-type: none"> <li>○ B.E with PGDBM/MBA (Finance) from a recognized college/university</li> </ul> <p>He/She should have at least 5 years of relevant experience in procurement of Consultants, vendors for EPC and rate contract works. He should have worked at least 4 years in government sector.</p>	<p><b>Procurement cum Contract Management Expert</b></p> <ul style="list-style-type: none"> <li>○ B.Arch/B.E/B.Tech with M.Plan/MBA/Masters in Finance/M.Tech from a recognized college/university</li> </ul> <p>He/She should have at least 5 years of relevant experience in procurement of Consultants, vendors for EPC and rate contract works. He should have worked at least 4 years in the construction sector.</p> <ul style="list-style-type: none"> <li>• We suggest the following change in the minimum</li> </ul>	<p><b>Procurement cum Contract Management Expert</b></p> <ul style="list-style-type: none"> <li>• B.Arch/B.E/B.Tech with M.Plan/MBA/Masters in Finance/M.Tech from a recognized college/university</li> </ul> <p>He / She should have at least 5 years of relevant experience in procurement of Consultants, vendors for EPC and rate contract works. He should have worked at least 4 years in government sector.</p>

		<p>qualification and experience requirement for Procurement cum Contract Management Expert.</p> <p>Educational qualification should be made more broad-based like that of Team Leader. Of the 5 years' experience required, 4 years should be in Construction Sector and not necessarily in the Government sector as this would enable good talent to be attracted from construction sector</p>	
25	<p><b>Project Management cum Planning Expert</b></p> <ul style="list-style-type: none"> <li>○ B.E (Civil) with Masters/Post Graduation in Construction Management from a recognized college/university</li> <li>○ PMP certified professional with knowledge in Prince, MS Primavera, MS (Projects) etc.</li> </ul> <p>At least 5 years of relevant experience in Project planning, scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects.</p>	<p><b>Project Management cum Planning Expert</b></p> <ul style="list-style-type: none"> <li>○ B.Arch/B.E/B.Tech with Masters/Post Graduation in Construction Management / Infrastructure Management/Planning/Civil Engineering/MBA from a recognized college / university</li> <li>○ Knowledge of MS Primavera, MS (Projects) etc. is essential</li> </ul> <p>At least 5 years of relevant experience in Project planning, scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects.</p> <p>Qualification should be made more broad-based. PMP certification should not be made mandatory for person with Construction / equivalent PG degree, as the entire course covers more than what PMP does. Hence a person with a PG degree in Construction / Infra Management person will rarely seek PMP certification. Project planning / Management course should be covered in PG, and knowledge of Primavera</p>	<p><b>Project Management cum Planning Expert</b></p> <ul style="list-style-type: none"> <li>● B.E (Civil) with Masters/Post Graduation in Construction Management from a recognized college/university.</li> <li>● PMP certified professional with knowledge in Prince, MS Primavera, MS (Project) etc.</li> <li>● At least 5 years of relevant experience in Project planning, Scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects.</li> </ul>

		/ MS Projects should be essential	
26	<p><b>MIS cum Documentation Expert</b></p> <p>B.E (Computer Science) from a recognized college/university with 5 years of working experience with at least 3 years of working experience with Government sector.</p>	<p>• We suggest the following change in the minimum qualification and experience requirement for Procurement cum Contract Management Expert.</p> <p><b>MIS cum Documentation Expert</b></p> <p>○ Masters / PG in Management / Social Sciences / equivalent with 3 years relevant experience in data consolidation, reporting, etc.</p> <p>Should have mandatory experience in working on Government schemes / missions / programs.</p> <p>B.E (Computer Science) qualified personal would be over qualified for the role and would not be interested in consolidating MIS reports, preparing minutes of meeting etc. The person with a B.E (C.S) degree would be keen on taking up roles for programming, web development etc. and not in consolidating information.</p>	<p><b>MIS cum Documentation Expert</b></p> <p>B.E. (Computer Science)/MCA/PGDBM from a recognized college / university with 4 years of working experience with at least 2 years with Govt. sector</p>
27	<p><b>Section B; Clause 2; Table- Team Qualification; Page 13</b></p> <p><b>Section B; Clause 2; Note of Table- Team Qualification; Page 13</b></p> <p><b>Associates</b></p> <p>○ At least <b>1.5 years</b> of relevant experience</p>	<p>We suggest the following changes:</p> <p><b>Associates</b></p> <p>○ At least <b>1 year</b> of relevant experience</p> <p>○ The Associates (as per the above positions list) shall be made available as and when such requirement arises which is not envisaged at this stage. The compensation for this additional requirement is capped at <b>Rs 100,000/-</b> per month per associate with an annual escalation charge of</p>	<p>The Associates (as per the above positions list) shall be made available as and when such requirement arises which is not envisaged at this stage. The compensation for this additional requirement is capped at Rs. 50,000/- per month per associate with an annual escalation charge of 10%.</p>

	<ul style="list-style-type: none"> <li>The Associates (as per the above positions list) shall be made available as and when such requirement arises which is not envisaged at this stage. The compensation for this additional requirement is capped at <b>Rs 50,000/-</b> per month per associate with an annual escalation charge of 10%.</li> </ul>	<p>10%.</p> <p>We suggest that associate should have experience of 1 year instead of 1.5 years</p> <p>Compensation for Associates should be capped at INR 100,000 as it is difficult to attract good quality talent at low salaries.</p>	
28	<b>Additional requirement of Team suggested</b>	<p>It is recommended that the following position be added –</p> <ul style="list-style-type: none"> <li><b>Smart Cities Advisor</b> – BE and Masters in relevant discipline. At least 20 years’ experience in infrastructure and digital systems for smart cities. International experience is desirable.</li> <li><b>Role</b> – provide inputs for innovative business models, good / best practices, innovation in design, strengthen project management systems, provide quality assurance to team outputs and review of all key reports / deliverables.</li> </ul> <p><b>Input</b> – 5 working days in a month at BSCL.</p> <p>Apart from full time team mentioned in the ToR, for guidance and quality control, it is important that senior experienced professional should be required on part time basis.</p>	<p>There will be a provision of a <b>Project Director</b> from the head office of the selected bidder who will spend at least 5 full days in a month at the Client’s office and contribute to the overall deliverables of Team as per the directions of the client from time to time.</p> <p><b>Qualifications:</b> B.E/B.Tech/CA/MBA from a reputed college/university.</p> <p>At least 20 years of relevant experience in the field of Urban Governance/Urban Infrastructure/urban Planning/PPP projects preferably for central/state/city governments.</p> <p>Should have extensive experience in policy/acts/rules/regulations formulation and implementation for central/state/city governments.</p>
BDO India LLP			
29	<p>Bid evaluation methodology:</p> <p>Sr No 2:</p>	<p>Request you to consider relaxing this criterion and change to -</p>	<p>Please refer the clarifications.</p>

	The bidder should have experience of managing a Project Monitoring Unit (PMU) consultant for at least <b>3 years</b> for a Central/ State Government entity.	<u>“The Applicant should have experience of successfully managing a Project Monitoring Unit State / Central Government Agency in India / International Public sector organization for a period of at least <b>1 year</b>”</u>	
<b>30</b>	Bid evaluation methodology:  Sr No 3:  The applicant should have successfully completed Transaction Advisory of at least <b>1 PPP Project</b> for any State Government Agency in Odisha preferably in urban sector	Request you to consider relaxing this criterion and change to -  <u>“The applicant should have successfully completed Transaction Advisory of at least <b>1 PPP Project / large infrastructure project</b>”</u>	Please refer the clarifications.
<b>31</b>	Minimum Qualification and Experience:  Sr No 3:  Project Management cum Planning Expert  1. B.E (Civil) with Masters/Post Graduation in Construction Management from a recognized college/university.	Request you to consider relaxing this criterion and remove the following -  <u>“1. B.E in any stream from a recognized college/university “</u>	Please refer the clarifications.
<b>Grant Thornton India LLP</b>			
<b>32</b>	<b>Page 6, Clause 2, Eligibility Criteria, Point C.</b>  The Applicant should have experience of successfully managing a Project Monitoring Unit in any State / Central Government Agency in India for a period of at	Our submission is to kindly consider transaction advisory of PPP project experience with any of the State/Central Govt. agencies.  This will give more exposure to existing project as	➤ The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.

	least 3 years preferably in Urban Sector.	well as bring in best practice.	
<b>33</b>	<p>Page 9, Bid evaluation methodology Table 1: Proof of experience as PMU</p> <p>For successfully managing PMU for 3 years– 10 marks  For successfully managing PMU for 3-5 years– 15 marks  For successfully managing PMU for 5-8 years– 20 marks</p>	<p>Our submission is to consider firm's experience of managing PMU in multiple projects preferable in urban sector. Please do not restrict to single project with 3/5/8 years of experience in PMU.</p> <p>a. It should be up to 3 years- 10 marks  b. For more than 3 years and up to 5 years- 15 marks  c. For more than 5 years and up to 8 years – 20 marks</p>	<p>➤ The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years for any central/state Government entity,</p> <ul style="list-style-type: none"> <li>• For successfully managing 3 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>10 Marks</b></li> <li>• For successfully managing 4-5 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>15 Marks</b></li> <li>• For successfully managing 6 and above nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>20 Marks</b></li> </ul>
<b>34</b>	<p>Page 9, Bid evaluation methodology, table 1; Proof of experience in PPP.</p> <p>The Applicant should have successfully completed Transaction Advisory of at least <b>1 PPP Project</b> for any State Government Agency in Odisha preferably in the urban sector.</p> <p>1. For successfully completing Transaction Advisory of at least <b>1 PPP Project</b>– 10 marks  2. For successfully completing Transaction Advisory of at least <b>2 PPP Projects</b>– 15 marks</p>	<p>Our submission is to kindly consider transaction advisory of PPP project experience with any of the State/Central Govt. agencies</p>	<p>➤ The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.</p> <ul style="list-style-type: none"> <li>• For successfully completing Transaction Advisory of at least 2 PPP Projects for any central/state Government entity – <b>10 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 3-4 PPP Projects for any central/state Government entity – <b>15 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 5 or more PPP Projects for any central/state Government entity – <b>25 marks</b></li> </ul>

	3. For successfully completing Transaction Advisory of at least <b>3 PPP Projects</b> – 25 marks		
<b>PWC</b>			
<b>35</b>	Page 6. ITB  The annual average turnover of the Applicant from advisory services in India in the last five financial years shall be minimum <b>INR25.00Crores (Rupees Twenty Five Crores only)</b> or above	Consultants with interdisciplinary experience in the Urban sector and at international levels shall be successfully able to execute and value add through the PMU support for BSCL. For encouraging such consultants, it is requested that the annual average turnover of the Applicant from advisory services in India in the last five financial years to be asked for a minimum of INR 500 Crores.	RFP conditions shall prevail
<b>36</b>	Page 6. ITB  The Applicant should have successfully completed Transaction Advisory of at least <b>1 PPP Project</b> for any State Government Agency in Odisha preferably in the urban sector.	Since only 1 or 2 successful PPPs have happened in the urban sector in Odisha; this clause will be restrictive.  We request this clause be modified to Applicant should have successfully completed Transaction Advisory of at least 1 PPP in any sector of Odisha	Please see the clarifications
<b>37</b>	Page 9, Bid evaluation Methodology  Evaluation of the Technical and financial proposals will be based on <b>Quality cum Cost Based Selection</b> mode with weightage of <b>70% and 30%</b> for technical and financial proposals respectively	Since the technical capability and experience of the applicant is important for a project of this tenure and nature, request that the Techno commercial evaluation of the proposal be considered in the ratio of 80% (Technical) and 20% (Commercial).	Please see the clarifications
<b>38</b>	Page 9, Bid evaluation Methodology	Rather than marking on the number of years for the PMU, we request that the credentials be judged on number of PMUs, which have completed at least 1 year	➤ The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years

	<p>The Bidder should have the experience of managing a Project Monitoring Unit (PMU) Consultant for at least 3 years for a Central / State Government entity.</p> <p>For successfully managing PMU for 3 years– 10 marks For successfully managing PMU for 3-5 years– 15 marks For successfully managing PMU for 5-8 years– 20 marks</p>	<p>duration.</p> <p>Criteria could be-</p> <p>3 PMUs – 10 marks</p> <p>2 marks for each additional PMU, maximum of 20 marks total</p>	<p>for any central/state Government entity,</p> <ul style="list-style-type: none"> <li>• For successfully managing 3 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>10 Marks</b></li> <li>• For successfully managing 4-5 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>15 Marks</b></li> <li>• For successfully managing 6 and above nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>20 Marks</b></li> </ul>
39	<p>Page 9, Bid evaluation Methodology</p> <p>The Applicant should have successfully completed Transaction Advisory of at least <b>1 PPP Project</b> for any State Government Agency in Odisha preferably in the urban sector.</p> <p>For successfully completing Transaction Advisory of at least <b>1 PPP Project</b>– 10 marks For successfully completing Transaction Advisory of at least <b>2 PPP Projects</b>– 15 marks For successfully completing Transaction Advisory of at least <b>3 PPP Projects</b>– 25 marks</p>	<p>We request the criteria to be for successfully completing Transaction Advisory of at least 3 PPP Projects for any State Government / Central Government Agencies.</p> <p>- 15 marks</p> <p>2 marks for each additional PPP project, maximum of 25 marks total.</p>	<p>➤ The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.</p> <ul style="list-style-type: none"> <li>• For successfully completing Transaction Advisory of at least 2 PPP Projects for any central/state Government entity – <b>10 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 3-4 PPP Projects for any central/state Government entity – <b>15 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 5 or more PPP Projects for any central/state Government entity – <b>25 marks</b></li> </ul>
40	<p>Page 13, Team Leader</p> <ul style="list-style-type: none"> <li>• B.E/B.Tech/B.Arch with MBA/PGDM/Master’s Degree in Infrastructure Planning / Infrastructure Management / Finance from a reputed</li> </ul>	<p>Given PMUs usually run to multiple years, PMU experience and leading PMU gets restricted for the experts during their engagement in a particular PMU. So, we request the Minimum Qualification and experience to be revised to,</p>	<p>Please see the clarifications.</p>

	<p>college/university.</p> <ul style="list-style-type: none"> <li>At least 12 years of relevant experience in the field of Urban Infrastructure / Urban Planning / PPP projects out of which at least 5 years of experience as a Team Leader of a Project Monitoring Unit in a State / Central Govt. Project.</li> </ul> <p>He/She should have extensive experience in Government procurement works and also successfully completed Transaction Advisory of two nos. of PPP projects.</p>	<p>BE / B.Tech / B.Arch with MBA / PGDBM / Management degree in related areas from a reputed college / university.</p> <p>At least 10 years of relevant experience in the field of Urban Infrastructure / Urban Planning / PPP projects out of which at least 3 years of experience as a Team Leader of a Project Monitoring Unit with a State / Central Govt. department / Agency</p> <p>He/ She should have extensive experience in Government procurement works and also successfully completed Transaction Advisory of two nos. of PPP projects.</p> <ul style="list-style-type: none"> <li></li> </ul>	
41	<p>Page 13, Project Management cum Planning Expert</p> <ul style="list-style-type: none"> <li>B.E (Civil) with Masters/Post Graduation in Construction Management from a recognized college/university.</li> <li>PMP certified professional with knowledge in Prince, MS Primavera, MS (Project) etc.</li> </ul> <p>At least 5 years of relevant experience in Project planning, Scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects.</p>	<p>Given the project management cum planning expert has a multifaceted role of planning, budgeting etc. We request the Minimum Qualification and experience to be revised to,</p> <ul style="list-style-type: none"> <li>BE/B.Tech/B.Planning with MBA/PGDBM/Management degree related areas or M.Tech in Civil or M.Planning etc.</li> <li>PMP certified professional</li> <li>At least 5 years of relevant experience with minimum 3 years of experience in Project planning, scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects etc.</li> </ul>	Please see the clarifications.
42	<p>Page 13, MIS cum documentation Expert</p> <p>B.E (Computer Science) from a recognized</p>	<p>We request that qualification and experience can be – B.Tech/BE in IT or CS degree like BCA, etc from a recognized College/ university with 5 years of working experience with at least 2 years of working experience</p>	Please see the clarifications.

	College/university with 5 years of working experience with atleast 3 years of working experience with Govt. sector.	with Govt. sector	
43	- Out of pocket expenses incurred by Consultants  We request that out of pocket expenses, if any, during the assignment, be reimbursed by the authority as actuals		No provision of any out of pocket expenses.
44	Page 2, Last date for receipt of proposals  Last date /Time for receipt of proposals is 6.11.2018 till 5 PM	We request that the last date of submission of proposal be set at least 3 weeks from the date of publication of the reply to these queries.	Please see the clarifications.
<b>Deloitte</b>			
45	Page 6, Section A Instruction to Bidders  2. Eligibility Criteria  The annual average turnover of the Applicant from advisory services in India in the last five financial years shall be minimum <b>INR25.00Crores (Rupees Twenty Five Crores only)</b> or above.	We would request to change the annual average turnover of the Applicant from advisory services in the last five years to a minimum of INR 100.00 Crores or above.	RFP conditions shall prevail.
46	Page 6, Section A Instruction to Bidders  2. Eligibility Criteria  The Applicant should have experience of successfully managing a Project Monitoring Unit in any State /	Given the scope of work we would request to brad base the clause to:  The applicant should have successfully completed Advisory in Governance / Infrastructure of at least 1	➤ The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years for any central/state

	Central Government Agency in India for a period of at least <b>3years</b> preferably in Urban Sector.	project	Government entity,
<b>47</b>	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>Evaluation of the Technical and financial proposals will be based on <b>Quality cum Cost Based Selection</b> mode with weightage of <b>70% and 30%</b> for technical and financial proposals respectively.</p>	We would request for a change of evaluation weightage from 70% and 30% to 80% and 20% for technical and financial proposals respectively.	Evaluation of the Technical and Financial Proposals will be based on Quality cum Cost Based Selection mode with weightage of <b>80% and 20%</b> for technical and financial proposals respectively.
<b>48</b>	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>1. Financial capacity of bidders</p> <p>Bidder's Average Annual Turnover for the last Five Financial Years (ending 31 March 2018) has to be at least INR 25 Crores</p>	Bidder's Average Annual Turnover for the last Five Financial Years (ending 31 March 2017 or 2018) has to be at least INR 100 Crores	RFP conditions shall prevail
<b>49</b>	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>1. Financial capacity of bidders</p> <ul style="list-style-type: none"> <li>• For 25– 35 crores – 5 marks</li> <li>• For 36 – 50 crores – 7 marks</li> <li>• Above50 crores – 10 marks</li> </ul>	<ul style="list-style-type: none"> <li>• For 100– 150 crores – 5 marks</li> <li>• For 150 – 200 crores – 7 marks</li> <li>• Above 200 crores – 10 marks</li> </ul>	RFP conditions shall prevail

50	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>2. Proof of experience as PMU</p> <p>The Bidder should have the experience of managing a Project Monitoring Unit (PMU) Consultant for at least 3 years for a Central / State Government entity.</p>	<p>The Bidder should have the experience of managing Project Monitoring Unit (PMU) Consultant for at least 2 years for a Central / State/City Government entity, including completed and ongoing assignments (where contracted duration is at least 2 years).</p>	<p>The Bidder should have successfully managed atleast 2 nos. of Project Monitoring Units (PMUs) for a minimum duration of 2 years for any central/state Government entity</p>
51	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>2. Proof of experience as PMU</p> <p>For successfully managing PMU for 3 years– 10 marks  For successfully managing PMU for 3-5 years– 15 marks  For successfully managing PMU for 5-8 years– 20 marks</p>	<p>For successfully managing 3 PMUs– 10 marks  For successfully managing 3-5 PMUs – 15 marks  For successfully managing more than 5 PMUs– 20 marks</p>	<ul style="list-style-type: none"> <li>• For successfully managing 3 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity -<b>10 Marks</b></li> <li>• For successfully managing 4-5 nos. of PMUs for a minimum duration of 2 years for any central/state Government entity - <b>15 Marks</b></li> <li>• For successfully managing 6 and above nos. for a minimum duration of 2 years of PMUs for any central/state Government entity -<b>20 Marks</b></li> </ul>
52	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>2. Proof of experience in PPP</p>	<p>The Applicant should have successfully managed advisory projects in Governance / Infrastructure in urban Sector for any state / City Government agency in Odisha.</p>	<p>➤ The Applicant should have completed Transaction Advisory of at least 1 PPP Project for any Central / State Government Agency preferably in the Urban Sector.</p>

	The Applicant should have successfully completed Transaction Advisory of at least <b>1 PPP Project</b> for any State Government Agency in Odisha preferably in the urban sector		
<b>53</b>	<p>Page 9, Section A Instruction to Bidders</p> <p>15. Bid evaluation methodology</p> <p>2. Proof of experience in PPP</p> <p>For successfully completing Transaction Advisory of at least <b>1 PPP Project</b>– 10 marks  For successfully completing Transaction Advisory of at least <b>2 PPP Projects</b>– 15 marks  For successfully completing Transaction Advisory of at least <b>3 PPP Projects</b>– 25 marks</p>	<p>For successfully completing Advisory projects related to Urban Governance / Infrastructure, for at least 1 project– 10 marks</p> <p>For successfully completing Advisory projects related to Urban Governance / Infrastructure, for at least 2 projects– 15 marks</p> <p>For successfully completing Advisory projects related to Urban Governance / Infrastructure, for at least 2 projects – 25 marks</p>	<ul style="list-style-type: none"> <li>• For successfully completing Transaction Advisory of at least 2 PPP Projects for any central/state Government entity – <b>10 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 3-4 PPP Projects for any central/state Government entity – <b>15 marks</b></li> <li>• For successfully completing Transaction Advisory of at least 5 or more PPP Projects for any central/state Government entity – <b>25 marks</b></li> </ul>
<b>54</b>	<p>Page 13: Section B: Terms of reference</p> <p>Teaming requirement</p> <p><b>Team Leader:</b></p> <ul style="list-style-type: none"> <li>• B.E/B.Tech/B.Arch with MBA/PGDM/Master’s Degree in Infrastructure Planning/Infrastructure Management/Finance from a reputed college/university.</li> <li>• At least 12years of relevant experience in the field of Urban Infrastructure / Urban Planning / PPP projects out of which at least 5years of experience</li> </ul>	<p><b>Team Leader cum Project Monitoring Expert:</b>  B.E/B.Tech/B.Arch/CA/MBA from a reputed college/university.</p> <ul style="list-style-type: none"> <li>• At least 12years of relevant experience in the field of Urban Governance / Urban Infrastructure / Urban Planning / PPP projects preferably Central / State / City Governments.</li> <li>• Should have extensive experience in Government procurement works and / or successfully completed Advisory projects for</li> </ul>	Please see the clarifications

	<p>as a Team Leader of a Project Monitoring Unit in a State / Central Govt. Project.</p> <ul style="list-style-type: none"> <li>• He/She should have extensive experience in Government procurement works and also successfully completed Transaction Advisory of two nos. of PPP projects.</li> </ul> <p><b>Procurement cum Contract Management Expert:</b></p> <ul style="list-style-type: none"> <li>• B.E. with PGDBM / MBA in finance from a recognized college/university.</li> <li>• He / She should have at least 5 years of relevant experience in procurement of Consultants, vendors for EPC and rate contract works. He should have worked at least 4 years in government sector.</li> </ul> <p><b>Project Management cum Planning Expert</b></p> <ul style="list-style-type: none"> <li>• B.E (Civil) with Masters/Post Graduation in Construction Management from a recognized college/university.</li> <li>• PMP certified professional with knowledge in Prince, MS Primavera, MS (Project) etc.</li> <li>• At least 5 years of relevant experience in Project planning, Scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects.</li> </ul> <p><b>MIS cum Documentation Expert</b></p> <p>B.E (Computer Science) from a recognized College/university with 5 years of working experience with atleast 3 years of working experience with Govt. sector.</p>	<p>Government preferably in the Urban sector.</p> <p>Procurement cum Contract Management Expert:</p> <p>B.E./B.Tech/CA/ from a recognized college/university.</p> <p>Should have at least 5 years of relevant experience in procurement and contracting. Should have worked at least 4 years in government sector.</p> <p><b>Project Management cum Planning Expert</b></p> <ul style="list-style-type: none"> <li>• B.E/B.Tech/MBA/CA from a recognized college/university.</li> <li>• At least 5 years of relevant experience in Project planning, Scheduling, construction supervision and monitoring of buildings, roads and infrastructure projects.</li> </ul> <p><b>MIS cum Documentation Expert</b></p> <p>B.E/B.Tech/MCA/MBA from a recognized College/university.</p> <p>5 years of work experience with at least 3 years of experience in Govt. sector.</p>	
--	---	--	--

55	Associate	<p>Civil Engineers</p> <p>Bachelor of Engineering / B.Tech</p> <p>At least 1.5 years of relevant experience in total</p>	RFP conditions shall prevail
56		<p>Given the scope of work, we suggest to add a position of policy and regulatory expert as a short term resource (involvement of 100 days over a period of 2 years) in the team with the following minimum qualification and experience:</p> <p>Policy &amp; Regulatory expert (short term)</p> <p>B.E/B.Tech/CA/MBA from a reputed college/university</p> <p>At least 10 years of relevant experience in the field of Urban Governance/Urban Infrastructure/urban Planning/PPP projects preferably for central/state/city governments</p> <p>Should have extensive experience in policy/acts/rules/regulations formulation and implementation for central/state/city governments in the urban sector preferably in Odisha.</p>	<p>There will be a provision of a <b>Project Director</b> from the head office of the selected bidder who will spend at least 5 full days in a month at the Client's office and contribute to the overall deliverables of Team as per the directions of the client from time to time.</p> <p><b>Qualifications:</b> B.E/B.Tech/CA/MBA from a reputed college/university.</p> <p>At least 20 years of relevant experience in the field of Urban Governance/Urban Infrastructure/urban Planning/PPP projects preferably for central/state/city governments.</p> <p>Should have extensive experience in policy/acts/rules/regulations formulation and implementation for central/state/city governments.</p>
57	<p>Page 9,</p> <p>Bid evaluation methodology: Point 4: Suitability for the scope –Team composition and presentation</p>	<p>Given the request in serial no. 7 we suggest to change the bid evaluation methodology as follows;</p> <ul style="list-style-type: none"> <li>• <b>Team leader cum Project management expert: 7 marks</b></li> <li>• <b>Policy and regulatory: 4 marks</b></li> <li>• <b>Procurement cum Contract Management Expert : 3 marks</b></li> <li>• <b>Project Management Expert: 3 marks</b></li> <li>• <b>MIS cum Documentation Expert: 3 marks</b></li> </ul>	RFP conditions shall prevail

		Presentation : 25 marks	
<b>58</b>	<p>Page 14; Section B; Terms of reference: Note on associates requirement in team structure</p> <p>The Associates (as per the above positions list) shall be made available as and when such requirement arises which is not envisaged at this stage. The compensation for this additional requirement is capped at Rs. 50,000/- per month per associate with an annual escalation charge of 10%.</p>	<p>The Associates (as per the above positions list) shall be made available as and when such requirement arises which is not envisaged at this stage. The compensation for this additional requirement is capped at Rs. 100,000/- per month per associate with an annual escalation charge of 10%.</p>	RFP conditions shall prevail
<b>59</b>	<p>Page 15; Contract period Annual escalation</p> <p>Contract will be for a period of 2(two) years from the date of execution of Contract Agreement with BSCL with an annual escalation of 10% on the quoted price of the bidder. The agreement can be renewed after 2 years on mutually agreed terms and conditions.</p>	<p>Given that the financial quote will be lumpsum for 2 years, we request you to kindly clarify how the annual escalation will be accounted for;</p>	<p>Lump sum financial quote per month shall include the monthly fees of the,</p> <ol style="list-style-type: none"> <li>1. Team Leader</li> <li>2. Procurement cum Contract Expert</li> <li>3. Planning Expert</li> <li>4. MIS Expert</li> <li>5. Project Director (atleast 5 full days in a month)</li> </ol>
<b>60</b>	<p>Page 2</p> <p>Last date/time for receipt of proposals is 6.11.2018 till 5 PM</p>	<p>We request you to kindly extend the date of submission by another 10 days to 23.11.2018 till 5 PM.</p>	<ol style="list-style-type: none"> <li>1. Last date/Time for receipt of proposal is <b>16.11.2018 till 5.00 P.M</b></li> <li>2. The tender will be opened on <b>17.11.2018 at 11:30 AM.</b></li> <li>3. Date of presentation is <b>19.11.2018 at 11.30 A.M</b></li> </ol>