



**Infrastructure Corporation of Andhra Pradesh Limited (INCAP)**

**SELECTION OF RETAINER CONSULTANTS FOR PROVIDING SERVICES FOR DEVELOPMENT OF VARIOUS IDENTIFIED INFRASTRUCTURE PROJECTS IN PPP MODEL IN THE A.P. STATE**

(RfP notice No. INCAP/ Retainer Consultants/92/2015, dated:08/02/2017)

**Notice No. INCAP/ Retainer Consultants/92/2015, dated:20/02/2017**

**RESPONSE TO QUERIES**

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**SELECTION OF THE RETAINER CONSULTANTS FOR PROVIDING SERVICES FOR DEVELOPMENT OF  
VARIOUS IDENTIFIED INFRASTRUCTURE PROJECTS IN PPP MODEL IN THE A.P STATE**

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**Notice No. INCAP/Retainer consultants/92/2015 Dt: 20-02-2017**

**Response to queries**

<b>Sl. No.</b>	<b>Item description</b>	<b>Clarification sought</b>	<b>Reply/Clarifications by INCAP</b>
1.	Clause 2.2.6, Page no 13 of the RFP	<p>During the past 10 years, many cities have championed successful PPP transactions. It is therefore relevant to <b>consider PPP-retainer consultancy assignment experience at city/urban local body level</b>. Thus we suggest following modification:</p> <p>The Applicant should have worked on at least one retainer consultancy assignment with a Government Agency (Central/State/<b>ULB</b>) in the Infrastructure sector (Clause 1.1.1) in the <b>last 5 (five) years</b> before PDD. The Applicant must have completed a total of at least 60 (Sixty) man-months of retainer consultancy with a Government Agency (Central/State/<b>ULB</b>) in the infrastructure sectors mentioned in the Clause 1.1.1 in the <b>last 5 (five) years</b> before PDD. Applicants without the minimum eligibility shall not be considered for further evaluation. Preference will be given to the Applicant with more number of retainer consultancy Assignments.</p>	The clarification sought has been examined. RFP clause prevails. No amendment proposed.

2.	Clause 3.1, page 19 of the RFP, Evaluation criteria (I. Specific Experience of the firm)	<p>We suggest following modification:</p> <p><i>“Profile of the Applicant firm in terms of number of infrastructure projects (as per clause 1.1.1.) involving transaction advisory of PPP projects in the last 10 years before PDD”</i></p>	The clarification sought has been examined. RFP clause prevails. No amendment proposed.
3.	Clause 3.1, page 19 of the RFP, Evaluation criteria (II. Number of infrastructure projects(as per clause 1.1.1))	<p><i>We propose following modification:</i></p> <p><i>Number of infrastructure projects (as per clause 1.1.1.) awarded involving transaction advisory of PPP projects in the last 10 years before PDD</i></p> <p><i>One PPP project awarded: 5 marks</i></p> <p><i>Two PPP Projects awarded: 10 marks</i></p> <p><i>Three PPP Projects awarded: 15 marks</i></p> <p><i>Four and above PPP Projects awarded: 20 marks</i></p>	The clarification sought has been examined. RFP clause prevails. No amendment proposed.
4.	Clause 2.1.2, page 12 of the RFP, Key Personnel, (position Engagement Manager)	<p>We feel that the clause is restricting competition. Only relevant PPP transaction advisory experience should be evaluated.</p> <p>Since any PPP project will involve transactions with government (Center/state/ULB) authorities, we feel that clause <i>“Should have been involved in at least 2 Retainer Assignment with the Government Agency (State/Central)”</i> does not add any incremental value to the experience to be evaluated. We therefore request the authority to <b>modify the clause suitably</b></p>	The clarification sought has been examined. RFP clause prevails. No amendment proposed.

5.	Clause 2.1.2, page 12 of the RFP, Key Personnel (Position Junior Resources)	<p>We suggest that CVs of support staff should not be considered for evaluation. Successful bidder may be asked to submit CVs of Junior staff at the time of appointment. The authority will evaluate and confirm the CVs before mobilization.</p> <p>Further, We feel that the clause is restricting competition. Only relevant PPP transaction experience should be evaluated. Since any PPP project will involve transactions with government (Center/state/ULB) authorities, we feel that clause “<i>Should have been involved in at least 2 Retainer Assignment with the Government Agency (State/Central)</i>” does not add any incremental value to the experience to be evaluated. We therefore request the authority to <b>modify suitably</b></p> <p>In addition, we suggest that minimum qualification of the junior resource should include any other PG (including Urban Planning) with relevant experience</p>	The clarification sought has been examined. RFP clause prevails. No amendment proposed.
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**Sd/-  
Vice Chairman and Managing Director,  
INCAP**