



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: 01/06/2018)

RESPONSE TO QUERIES

Notice No. INCAP/ Retainer Consultants/92/2015, dated: 25/06/2018

**Chairman and Managing Director,
Infrastructure Corporation of Andhra Pradesh Limited (INCAP)
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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

(RFP Notice No. INCAP/Retainer Consultants/92/2015, Date: 01.06.2018)

Notice No. INCAP/Retainer consultants/92/2015 Date: 25.06.2018

Response to queries

Sl. No.	Item description	Clarification sought	Reply/Clarifications by INCAP
1.	<p>Page No. 13; 2.1.2. Key Personnel : Engagement Manager: MBA / PGDM / Post Graduate degree from IIM / other reputed institutions with experience in Management Consultancy.</p> <p>Should have been involved in at least 3 PPP project transactions in the infrastructure sector (as defined in Clause 1.1.1) with a Government Agency (State/Central).</p> <p>Should have been involved in at least 2 Retainer Assignment with the Government Agency (State/Central) in the infrastructure sector as described in Clause 1.1.1.</p>	<p>We request the authority to kindly amend this clause as follows:</p> <p>“MBA / PGDM / Post Graduate degree / Diploma with experience in Management Consultancy.</p> <p>Should have been involved in at least 3 PPP project transactions in the infrastructure sector (as defined in Clause 1.1.1) with a Government Agency (State/Central).</p> <p>Should have been involved in at least 2 Project Management Consultant / retainer consultancy assignments / assignments through empanelment with the Government Agency (State/Central) in the infrastructure sector as described in Clause 1.1.1.”</p>	<p>The clarification sought has been examined.</p> <p>RFP clause prevails.</p>
2.	<p>Page No. 13; 2.1.2. Key Personnel : Junior Resources MBA / PGDM / Post Graduate degree from IIM / other reputed institutions with experience in Management Consultancy</p> <p>Should have been involved in at least 2 PPP project transaction in the infrastructure sector (as defined in Clause 1.1.1) with the Government Agency (State/Central).</p> <p>Should have been involved in at least 1 Retainer</p>	<p>We request the authority to kindly amend this clause as follows:</p> <p>MBA / PGDM / Post Graduate degree / diploma with experience in Management Consultancy</p> <p>Should have been involved in at least 2 PPP project transaction in the infrastructure sector (as defined in Clause 1.1.1) with the Government Agency (State/Central).</p> <p>Should have been involved in at least 1 Project Management Consultant / retainer consultancy assignment / assignment through empanelment with the Government Agency (State/Central) in the infrastructure sector as described in</p>	<p>The clarification sought has been examined.</p> <p>RFP clause prevails.</p>

	Assignment with the Government Agency (State/Central) in the infrastructure sector as described in Clause 1.1.1.	Clause 1.1.1.	
3.	Page No. 14; Clause No. 2.2.2 The Applicant shall be a single entity applying for RFP process .	We request the authority to kindly allow Joint Venture / Consortium to participate in this proposal.	The clarification sought has been examined. RFP clause prevails.
4.	Page No. 14; Clause No. 2.2.6 The Applicant should have worked on at least two retainer consultancy assignments with a Government Agency (Central/State) in the Infrastructure sector (Clause 1.1.1) in the last 4 (four) years before PDD. The Applicant must have completed a total of at least 70 (Seventy) man-months of retainer consultancy with a Government Agency (Central/State) in the infrastructure sectors mentioned in the Clause 1.1.1 in the last 4 (four) years before PDD. Applicants without the minimum eligibility shall not be considered for further evaluation.	We request the authority to kindly amend this clause as follows: “The Applicant should have worked on at least two Project Management Consultant / retainer consultancy assignments / assignments through empanelment (ongoing / completed) with a Government Agency (Central/State) in the Infrastructure sector (Clause 1.1.1) in the last 10 (ten) years before PDD. The Applicant must have completed a total of at least 70 (Seventy) man-months of Project Management Consultant / retainer consultancy with a Government Agency (Central/State) in the infrastructure sectors mentioned in the Clause 1.1.1 in the last 10 (ten) years before PDD. Applicants without the minimum eligibility shall not be considered for further evaluation.”	Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.
5.	Page No. 14; Clause No. 2.2.7 Documentary proof of Completion regarding meeting above eligibility criteria must be furnished. Projects without completion certificates will not be considered.	We request the authority to kindly consider ongoing projects also.	The clarification sought has been examined. RFP clause prevails.
6.	Page No. 14; Clause No. 2.2.8 Financial Capacity : The Applicant should have an annual Gross Turnover of not less than Rs. 200 crores (Rupees Two Hundred Crores only) from professional fees in each of the last three financial years.	We request the authority to kindly amend this clause as follows: “The Applicant should have an annual Gross Turnover of not less than Rs. 15 crores (Rupees Fifteen Crores only) from professional fees in each of the last three financial years.”	Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.

7.	<p>Page No. 14; Clause No. 2.2.9</p> <p>Technical Capacity: The Applicant should have worked on at least two eligible retainer consultancy Assignments with a Government Agency (Central/State) in the Infrastructure sector in the last 4 (four) years before PDD.</p>	<p>We request the authority to kindly amend this clause as follows:</p> <p>“The Applicant should have worked on at least two eligible Project Management Consultant / retainer consultancy assignments / assignments through empanelment with a Government Agency (Central/State) in the Infrastructure sector in the last 10 (ten) years before PDD.”</p>	<p>The clarification sought has been examined.</p> <p>RFP clause prevails.</p>
8.	<p>Page No. 20; Clause 3.1 EVALUATION CRITERIA</p> <p>I. Specific Experience of the Firm 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 5 years before PDD: Maximum 5 projects (25 marks, 5 marks x 5 projects)</p> <p>Note: Documentary proof to be submitted: Letter of Award along with Completion Certificate. Projects without completion certificates will not be considered for evaluation.</p>	<p>We request the authority to kindly amend this criteria as follows:</p> <p>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: Maximum 5 projects (25 marks, 5 marks x 5 projects)</p> <p>Note: Documentary proof to be submitted: Letter of Award / Completion Certificate.</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
9.	<p>Page No. 20; Clause 3.1 EVALUATION CRITERIA</p> <p>II. Number of infrastructure projects (as per clause 1.1.1.) awarded involving transaction advisory of PPP projects in the last 5 years before PDD a) One PPP project awarded: 5 marks b) Two PPP Projects awarded: 10 marks c) Three PPP Projects awarded: 15 marks d) Four and above PPP Projects awarded: 20 marks Note: Documentary proof obtained from the client organization to be submitted in respect of PPP projects awarded</p>	<p>We request the authority to kindly amend this criteria as follows:</p> <p>II. Number of infrastructure projects (as per clause 1.1.1.) awarded involving transaction advisory of PPP projects in the last 10 years before PDD a) One PPP project awarded: 5 marks b) Two PPP Projects awarded: 10 marks c) Three PPP Projects awarded: 15 marks d) Four and above PPP Projects awarded: 20 marks Note: Documentary proof obtained from the client organization to be submitted in respect of PPP projects awarded</p>	<p>The clarification sought has been examined.</p> <p>RFP clause prevails.</p>

10.

**Page No. 20; Clause 3.1
EVALUATION CRITERIA**

III. Experience of Key Personnel

The key personnel shall be marked on the basis of qualification and experience in infrastructure sector as below –

Key Personnel	Marks
<p>Engagement Manager – 1 No. Educational qualification – 1 mark Overall experience – 2 marks (10 years) Number of PPP projects in the infrastructure sector – 8 marks (4 projects x 2 marks) Number of Retainer Assignments with the Government Agency (State / Central) in the infrastructure sector (Minimum 2 projects) – 4 marks Experience in AP state in the last 5 years before PDD – 1 mark</p>	16 marks
<p>Junior Resources – 1 No. Educational qualification – 1 mark Overall experience – 1 mark (4 years) Number of PPP projects in the infrastructure sector – 4 marks (Atleast 2 projects) Number of Retainer Assignments with the Government Agency (State / Central) in the infrastructure sector (Minimum 1 project) – 2 marks</p>	8 marks

We request the authority to kindly amend this criteria as follows:

Key Personnel	Marks
<p>Engagement Manager – 1 No. Educational qualification – 1 mark Overall experience – 2 marks (10 years) Number of PPP projects in the infrastructure sector – 8 marks (4 projects x 2 marks) Number of Project Management Consultant / retainer consultancy assignments / assignments through empanelment with the Government Agency (State / Central) in the infrastructure sector (Minimum 2 projects) – 4 marks Experience in in the last 5 years before PDD – 1 mark</p>	16 marks
<p>Junior Resources – 1 No. Educational qualification – 1 mark Overall experience – 1 mark (4 years) Number of PPP projects in the infrastructure sector – 4 marks (Atleast 2 projects) Number of Project Management Consultant / retainer consultancy assignments / assignments through empanelment with the Government Agency (State / Central) in the infrastructure sector (Minimum 1 project) – 2 marks</p>	8 marks

The clarification sought has been examined.

RFP clause prevails.

Also please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.

11.	<p>Page No. 20; Clause 3.1 EVALUATION CRITERIA IV. Retainer consultancy experience of the firm with a Government agency (Central/State)</p> <table border="1" data-bbox="263 280 921 542"> <thead> <tr> <th>Eligible retainer consultancy projects with a Government agency (Central/State) in last 5 years before PDD.</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>One retainer assignment</td> <td>5</td> </tr> <tr> <td>two retainer assignment</td> <td>10</td> </tr> <tr> <td>three retainer assignment</td> <td>15</td> </tr> </tbody> </table> <p>Documentary proof to be submitted: Letter of Award along with Completion Certificate from any Government Agency Government agency (Central/State). Projects without completion certificates will not be considered for evaluation.</p>	Eligible retainer consultancy projects with a Government agency (Central/State) in last 5 years before PDD.	Marks	One retainer assignment	5	two retainer assignment	10	three retainer assignment	15	<p>We request the authority to kindly amend this criteria as follows:</p> <table border="1" data-bbox="1024 245 1835 578"> <thead> <tr> <th>Eligible Consultant / assignments through empanelment with a Government agency (Central/State) in last 10 years before PDD.</th> <th>Project Management / retainer consultancy assignments through empanelment with a Government agency (Central/State) in last 10 years before PDD.</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>One assignment</td> <td></td> <td>5</td> </tr> <tr> <td>Two assignment</td> <td></td> <td>10</td> </tr> <tr> <td>Three assignment</td> <td></td> <td>15</td> </tr> </tbody> </table> <p>Documentary proof to be submitted: Letter of Award / Completion Certificate from any Government Agency Government agency (Central/State)</p>	Eligible Consultant / assignments through empanelment with a Government agency (Central/State) in last 10 years before PDD.	Project Management / retainer consultancy assignments through empanelment with a Government agency (Central/State) in last 10 years before PDD.	Marks	One assignment		5	Two assignment		10	Three assignment		15	<p>The clarification sought has been examined. RFP clause prevails.</p>
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One assignment		5																					
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12.	<p>Page No.22; Clause 3.2 Eligible Retainer Assignments For the purposes of determining Conditions of Eligibility and for evaluating the Applications under this RFP, advisory/ consultancy assignments in respect of retainer assignments with a duration of at least 6 months with Government agency (Central/State) thereof shall be deemed as eligible assignments (the “Eligible Retainer Assignments”).</p>	<p>We request the authority to kindly amend this clause as follows: For the purposes of determining Conditions of Eligibility and for evaluating the Applications under this RFP, advisory/ consultancy assignments in respect of Project Management Consultant / retainer / assignments through empanelment with a duration of at least 6 months with Government agency (Central/State) thereof shall be deemed as eligible assignments (the “Eligible Assignments”).</p>	<p>The clarification sought has been examined. RFP clause prevails.</p>																				
13.	<p>2.2. Minimum Eligibility Criteria for Selection 2.2.8. Financial Capacity: The Applicant should have an annual Gross Turnover of not less than Rs. 200 crores (Rupees Two Hundred Crores only) from professional fees in each of the last three financial years. The Applicant will be required to submit an authenticated copy of the audited annual accounts of each of the three years giving details of Turnover and other financial parameters along with the Proposal. Proposals without audited annual accounts are liable to be rejected.</p>	<p>This tender is for consultancy and not for developer. The purpose of having high Turnover Criteria is not understandable and should be reconsidered. Department of Economic Affairs, Ministry of Finance has formulated detailed guidelines for selection of Consultant wherein it has benchmarked the turnover at Rs 20 crores. Rs. 20 Crores is a reasonable threshold to ensure a fair participation resulting into a competitive bid. In light of the above, we request you to kindly relax the criteria to Rs. 20 – 50 Crores as this can also be in line with the financial criteria of Department of Economic Affairs in selection of consultants</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>																				

14.	<p>Bid Processing Fee (Non-Refundable) 25,000/- (Rupees Twenty five thousand only) In the form of a Demand Draft issued by one of the Nationalized/ Scheduled Banks in India in favour of the Chairman and Managing Director, INCAP Ltd., payable at Vijayawada, Andhra Pradesh</p>	<p>As per MSME Act, if a company is registered under MSME, while making a application for Government tender, a Bidder is exempted from Tender Fee, EM D & Security Deposit. In line with the above, kindly grant an exemption from Non-refundable processing fee for those bidders who have MSME Registration Certificate.</p>	<p>The clarification sought has been examined. RFP clause prevails.</p>
15.	<p>2.2. Minimum Eligibility Criteria for Selection.</p> <p>2.2.6. The Applicant should have worked on at least two retainer consultancy assignments with a Government Agency (Central/State) in the Infrastructure sector (Clause 1.1.1) in the last 4 (four) years before PDD. The Applicant must have completed a total of at least 70 (Seventy) man-months of retainer consultancy with a Government Agency (Central/State) in the infrastructure sectors mentioned in the Clause 1.1.1 in the last 4 (four) years before PDD. Applicants without the minimum eligibility shall not be considered for further evaluation.</p>	<p>Please allow experience in undertaking of "PMU Consultancy Assignments" as a "Retainer Consultancy Assignments" in the last 5 years in the Infrastructure sector. We request you to kindly consider the PPP Infrastructure assignments as Eligible assignments and not only "Retainer Consultancy Assignments"</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
16.	<p>Table on page 1, point 9 and 10</p> <p>Point 9 Mode of selection – QCBS, Technical 80% and Financial 20%</p> <p>Point 10 – 4(a) If Authority decides to appoint two Consultants for provision of said consultancy services, the Applicants with top two combined scores will be selected as Retainer Consultants and in that case the selected Consultant with higher financial bid will be asked to match that of the lower financial bid of the other selected Consultant.</p> <p>Point 10 – 4(b) If Authority decides to appoint only one Consultant for provision of said consultancy services, the Technically Qualified Applicant with lowest financial quote will be selected as retainer Consultant from amongst the Technically Qualified Applicants.</p>	<p>We understand that in case of point 10 – 4(b), if the authority decides to appoint only one consultant, the technically qualified applicant with lowest financial quote will be selected as retainer consultant.</p> <p>This contradicts the point 9, where the section mode is defined as QCBS and technical and financial weightages are defined as 80:20 respectively.</p> <p>We request you to maintain the 80:20 criteria and define the combined evaluation process using the technical and financial scores.</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>

17.	Clause 2.1.2, page 13		<p>The minimum qualification requirements of Key Personnel also appear to be restrictive. The requirement of having worked on at least 2 retainership assignments significantly restricts the pool of eligible personnel and distorts the level playing field. We are of the firm opinion that PPP experience is more and directly relevant rather than retainership mandate experience.</p> <p>In the spirit of fair competition and also to leverage a larger pool of significantly qualified and experienced personnel, we request you to modify the minimum qualification requirements for the Key Personnel as below:</p> <table border="1" data-bbox="1026 609 1841 1128"> <tr> <td data-bbox="1026 609 1284 860">Engagement Manager</td> <td data-bbox="1284 609 1841 860">MBA / PGDM or equivalent with experience in Management Consultancy. Should have been involved in at least 3 PPP project transactions in the infrastructure sector with a Government Agency (Urban local body/State/Central).</td> </tr> <tr> <td data-bbox="1026 860 1284 1128">Junior Resources</td> <td data-bbox="1284 860 1841 1128">MBA / PGDM or equivalent with experience in Management Consultancy Should have been involved in at least 2 PPP project transaction in the infrastructure sector with the Government Agency (Urban local body/State/Central).</td> </tr> </table> <p>In addition we request that Junior resource should not be evaluated; the winning bidder should be asked to submit 2 or 3 best CVs meeting the said requirement; INCAP can then select one of them.</p>	Engagement Manager	MBA / PGDM or equivalent with experience in Management Consultancy. Should have been involved in at least 3 PPP project transactions in the infrastructure sector with a Government Agency (Urban local body/State/Central).	Junior Resources	MBA / PGDM or equivalent with experience in Management Consultancy Should have been involved in at least 2 PPP project transaction in the infrastructure sector with the Government Agency (Urban local body/State/Central).	<p>The projects being handled by INCAP are large and complex when compared to projects undertaken by ULBs which are smaller in scale and simpler. INCAP intends to select consultants with experience of handling large and complex infrastructure PPP projects.</p> <p>Therefore RFP clause prevails.</p>
Engagement Manager	MBA / PGDM or equivalent with experience in Management Consultancy. Should have been involved in at least 3 PPP project transactions in the infrastructure sector with a Government Agency (Urban local body/State/Central).							
Junior Resources	MBA / PGDM or equivalent with experience in Management Consultancy Should have been involved in at least 2 PPP project transaction in the infrastructure sector with the Government Agency (Urban local body/State/Central).							
Engagement Manager	<p>MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy. Should have been involved in at least 3 PPP project transactions in the infrastructure sector (as defined in Clause 1.1.1) with a Government Agency (State/Central). Should have been involved in at least 2 Retainer Assignment with the Government Agency (State/Central) in the infrastructure sector as described in Clause 1.1.1.</p>							
Junior Resources	<p>MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy Should have been involved in at least 2 PPP project transaction in the infrastructure sector (as defined in Clause 1.1.1) with the Government Agency (State/Central). Should have been involved in at least 1 Retainer Assignment with the Government Agency (State/Central) in the infrastructure sector as described in Clause 1.1.1.</p>							

<p>18.</p>	<p>Clause 2.2.6, page 14</p> <p>The Applicant should have worked on at least two retainer consultancy assignments with a Government Agency (Central/State) in the Infrastructure sector (Clause 1.1.1) in the last 4 (four) years before PDD. The Applicant must have completed a total of at least 70 (Seventy) man-months of retainer consultancy with a Government Agency (Central/State) in the infrastructure sectors mentioned in the Clause 1.1.1 in the last 4 (four) years before PDD. Applicants without the minimum eligibility shall not be considered for further evaluation.</p>	<p>We believe that the criteria in its current form is restrictive and does not provide a level playing field for multiple bidders to become eligible for evaluation. In the spirit of fair competition, we request you to modify this criteria as suggested below:</p> <p><i>The Applicant should have worked on at least ONE retainer consultancy assignments with a Government Agency (Central/State/ULB) in the in the last 5 (five) years before PDD. The Applicant must have completed a total of at least 24 (twenty four) man-months of retainer consultancy with a Government Agency(Central/State/ULB)in the infrastructure sector in the last 10 (ten) years before PDD.</i></p> <p><i>The applicant should have worked on at least 2 consultancy assignments in the infrastructure sectors mentioned in the Clause 1.1.1 in undertaking work related to conducting project concept preparation, pre-feasibility studies, assistance in bid process management for ongoing and new projects, drafting of policies, program monitoring, investment facilitation and knowledge sharing.</i></p> <p>We request you to revise the clause as mentioned above without which this criteria remains restrictive and does not provide level playing field in line with public entity procurement guidelines.</p>	<p>(a) The projects being handled by INCAP are large and complex when compared to projects undertaken by ULBs which are smaller in scale and simpler. INCAP intends to select consultants with experience in handling large and complex infrastructure PPP projects.</p> <p>(b) The PPP experience of the Applicant in the recent years is sought to ensure Consultant’s familiarity with the recent trends in PPP in infrastructure sectors, which have changed compared to previous years.</p> <p>(c) Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
<p>19.</p>	<p>Clause 2.2.7, page 14</p> <p>Documentary proof of Completion regarding meeting above eligibility criteria must be furnished. Projects without completion certificates will not be considered.</p>	<p>We request you to remove the requirement of documentary proof of Completion. The consultant may submit contracts / work orders or certificate from Chartered Accountant certifying the receipt of indicated fee in work order etc. as in some cases Client do not issue completion certificates.</p> <p>Also, we request you to consider the ongoing projects where at least 24 man-months of retainer consultancy has been completed.</p> <p>Similarly for work related to conducting project concept preparation, pre-feasibility studies, assistance in bid process management for ongoing and new projects, drafting of</p>	<p>The clarification sought has been examined.</p> <p>RFP clause prevails.</p> <p>Also please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>

		policies, program monitoring, investment facilitation and knowledge sharing in infrastructure sectors mentioned in the Clause 1.1.1., we request you to consider mandate letters, contracts, completion certificates and other documentary evidences.					
20.	<p>Clause 2.2.8, page 14 Financial Capacity: The Applicant should have an annual Gross Turnover of not less than Rs. 200 crores (Rupees Two Hundred Crores only) from professional fees in each of the last three financial years. The Applicant will be required to submit an authenticated copy of the audited annual accounts of each of the three years giving details of Turnover and other financial parameters along with the Proposal. Proposals without audited annual accounts are liable to be rejected.</p>	We request you to change the annual Gross Turnover of not less than Rs. 50 crores from consultancy/advisory business	Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.				
21.	<p>Clause 3.1 page 20 – I, II IV</p> <table border="1" data-bbox="279 748 930 1485"> <thead> <tr> <th data-bbox="279 748 736 862">Evaluation Criteria</th> <th data-bbox="736 748 930 862">Maximum Marks = 100</th> </tr> </thead> <tbody> <tr> <td data-bbox="279 862 736 1485"> <p>I. Specific Experience of the Firm 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 5 years before PDD: Maximum 5 projects (25 marks, 5 marks x 5 projects) Note: Documentary proof to be submitted: Letter of Award along with Completion Certificate. Projects without</p> </td> <td data-bbox="736 862 930 1485">25 Marks</td> </tr> </tbody> </table>	Evaluation Criteria	Maximum Marks = 100	<p>I. Specific Experience of the Firm 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 5 years before PDD: Maximum 5 projects (25 marks, 5 marks x 5 projects) Note: Documentary proof to be submitted: Letter of Award along with Completion Certificate. Projects without</p>	25 Marks	<p>Criteria I & II appear almost similar and same projects can be showcased under both the heads. The desired experience, however can be reflected better if the criteria are devised for following</p> <ol style="list-style-type: none"> i. Firms experience in retainer consultancy assignment with a Government Agency (Central/State) in the infrastructure sector in the last 5 (five) years before PDD ii. Firms experience in consultancy assignments in the infrastructure sectors mentioned in the Clause 1.1.1 in undertaking work related to conducting project concept preparation, pre-feasibility studies, assistance in bid process management for ongoing and new projects, drafting of policies, program monitoring, investment facilitation and knowledge sharing. <p>Also as the desired experience should be in the last 5 years, we request you to consider the ongoing assignments too</p> <p>Considering the above changes suggested, we request you to change the evaluation criteria to reflect the desired experience/ qualification in a more elaborate way to the</p>	Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.
Evaluation Criteria	Maximum Marks = 100						
<p>I. Specific Experience of the Firm 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 5 years before PDD: Maximum 5 projects (25 marks, 5 marks x 5 projects) Note: Documentary proof to be submitted: Letter of Award along with Completion Certificate. Projects without</p>	25 Marks						

	<p>completion certificates will not be considered for evaluation.</p>		<p>following</p>				
<p>II. Number of infrastructure projects (as per clause 1.1.1.) awarded involving transaction advisory of PPP projects in the last 5 years before PDD</p> <p>a) One PPP project awarded: 5 marks b) Two PPP Projects awarded: 10 marks c) Three PPP Projects awarded: 15 marks d) Four and above PPP Projects awarded: 20 marks</p> <p>Note: Documentary proof obtained from the client organization to be submitted in respect of PPP projects awarded</p>	<p>20 Marks</p>	<table border="1"> <thead> <tr> <th data-bbox="1045 168 1642 207">Evaluation criteria</th> <th data-bbox="1642 168 1841 207">Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="1045 207 1642 841"> <p>I. Specific Experience of the Firm</p> <p>Profile of the Applicant firm in consultancy assignments in the infrastructure sectors mentioned in the Clause 1.1.1 in undertaking work related to conducting project concept preparation, pre-feasibility studies, assistance in bid process management for ongoing and new projects, drafting of policies, program monitoring, investment facilitation and knowledge sharing in the last 10 (ten) years before PDD</p> <p>Maximum 5 projects (25 marks, 5 marks x 5 projects)</p> <p>Note: Documentary proof to be submitted: Letter of Award, Completion Certificate.</p> </td> <td data-bbox="1642 207 1841 841"> <p>25 marks</p> </td> </tr> </tbody> </table>	Evaluation criteria	Marks	<p>I. Specific Experience of the Firm</p> <p>Profile of the Applicant firm in consultancy assignments in the infrastructure sectors mentioned in the Clause 1.1.1 in undertaking work related to conducting project concept preparation, pre-feasibility studies, assistance in bid process management for ongoing and new projects, drafting of policies, program monitoring, investment facilitation and knowledge sharing in the last 10 (ten) years before PDD</p> <p>Maximum 5 projects (25 marks, 5 marks x 5 projects)</p> <p>Note: Documentary proof to be submitted: Letter of Award, Completion Certificate.</p>	<p>25 marks</p>	
Evaluation criteria	Marks						
<p>I. Specific Experience of the Firm</p> <p>Profile of the Applicant firm in consultancy assignments in the infrastructure sectors mentioned in the Clause 1.1.1 in undertaking work related to conducting project concept preparation, pre-feasibility studies, assistance in bid process management for ongoing and new projects, drafting of policies, program monitoring, investment facilitation and knowledge sharing in the last 10 (ten) years before PDD</p> <p>Maximum 5 projects (25 marks, 5 marks x 5 projects)</p> <p>Note: Documentary proof to be submitted: Letter of Award, Completion Certificate.</p>	<p>25 marks</p>						
		<p>II. Number of infrastructure projects (as per clause 1.1.1.) awarded involving transaction advisory of PPP projects in the last 10 years before PDD</p> <p>One PPP project awarded: 5 marks Two PPP Projects awarded: 10 marks Three PPP Projects awarded: 15 marks Four and above PPP Projects awarded: 20 marks</p> <p>Note: Documentary proof obtained from the client organization to be submitted in respect of PPP projects awarded. In case Client organisation has not issued a such proof, the Bidder may provide the details Cover Pages of the signed Concession Agreements/Contracts etc.</p>					

22.	<p>3.1 Technical Evaluation- Page 21 of RFP</p> <p>In Technical evaluation criteria of Key Personal - Engagement Manager it is indicated that the candidate needs to have Experience in AP state in the last 5 years before PDD -1 mark</p>	<p>We understand the intent of this criteria is to have understanding of local language, hence request it to modify the Knowledge of Telugu instead on work experience in AP.</p>	<p>The intent is to give additional weightage to Key personnel (with or without the knowledge of Telugu) who have worked and gained experience in projects undertaken by Government agencies in Andhra Pradesh.</p>
23.		<p>Standard Form of Contract There is no contract document attached with the RFP. We request you to share the same so that we can study and highlight any issues we may have on the same.</p>	<p>Please refer to Clause 3.4 of the RFP. Letter of Intent (in lieu of consultancy agreement) which will include the terms and conditions of consultancy, will be issued by INCAP to the selected consultant/s for their acceptance.</p>
24.	<p>Clause 1.4 : Period of Contract (page 9)</p> <p>The period of Contract is for six (06) months initially. The initial period of Contract (6 months) may be extended in two spells of six (06) months each at the discretion of the Authority and in mutual consultation between INCAP and the Consultant, subject to a maximum consultancy period of 18 months (3x6 months=18 months) on the same terms and conditions.</p>	<p>It is understood that the extension of contract is on mutual consultation on the period of extension. It is requested to consider a nominal escalation of 10% of the quoted fee in case of extension beyond initial 6 months period for further extension of maximum 12 months.</p> <p>Please consider.</p>	<p>The clarification sought has been examined.</p> <p>RFP clause prevails.</p>
25.	<p>Clause 1.5.3 (page 9)</p> <p>Between the Applicants with top two combined scores, the Applicant with higher financial bid will be asked to match with the lower financial bid if Authority decides to select two Consultants for provision of said consultancy services. In case the Applicant with higher financial bid does not agree to match with the lower financial bid, the Authority can reject the Applicant and proceed with the Applicant with next highest combined Score. If Authority decides to appoint only one Consultant for provision of said consultancy services, the Technically Qualified Applicant with lowest financial quote will be selected as retainer Consultant from amongst the Technically Qualified Applicants.</p>	<p>As per the Clause 3.3, the selection process is on QCBS based (80:20). In case the authority decides to appoint one (1) consultant, the bidder with highest combined score shall be selected.</p> <p>Please confirm.</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>

26.	<p>Clause 2.1.2 : Key Personnel (page 13)</p> <table border="1" data-bbox="263 168 989 467"> <tr> <td data-bbox="263 168 451 318">Engagement Manager</td> <td data-bbox="451 168 989 318">MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy.</td> </tr> <tr> <td data-bbox="263 318 451 467">Junior Resource</td> <td data-bbox="451 318 989 467">MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy.</td> </tr> </table>	Engagement Manager	MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy.	Junior Resource	MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy.	<p>It is understood that the Key Personnel can be a Post Graduate in any discipline from reputed institution, having relevant experience.</p> <p>Kindly Confirm.</p>	<p>The clarification sought has been examined and it is confirmed that the key personnel shall be a Post-Graduate in Management discipline from IIM/other reputed institutions.</p>
Engagement Manager	MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy.						
Junior Resource	MBA / PGDM / Post Graduate degree from IIM/other reputed institutions with experience in Management Consultancy.						
27.	<p>Clause 2.1.2 (Note 3 in Page 13 & 14) The selected consultant/s is expected to deploy one Engagement Manager and one junior resource to provide retainer consultancy services to Authority. The Selected consultant shall deploy additional resources if required by the authority. Such additional resources will be evaluated against the above qualification criteria or qualification as may be determined by the Authority to suit the requirement. Authority may at its discretion reduce the number of resources, depending on the requirements of the Authority.</p>	<p>In case of authority requiring additional resources deployment, there is no clarity on additional fees to be paid to the consultant. Further, it is understood that the authority may at its discretion reduce the number of additional resources only, depending on the requirement, but not the original two resources.</p> <p>Please Clarify.</p>	<p>The clarification sought has been examined. In case authority requires additional resources deployment by the selected consultant, payment to such Additional Resources will be paid as per the agreed man-day rate for the position.</p> <p>The authority will at its discretion reduce the number of additional resources only, depending on the requirement.</p>				
28.	<p>Clause 2.2.6 (page 14)</p> <p>The Applicant should have worked on at least two retainer consultancy assignments with a Government Agency (Central/State) in the Infrastructure sector (Clause 1.1.1) in the last 4 (four) years before PDD. The Applicant must have completed a total of at least 70 (Seventy) man-months of retainer consultancy with a Government Agency (Central/State) in the infrastructure sectors mentioned in the Clause 1.1.1 in the last 4 (four) years before PDD. Applicants without the minimum eligibility shall not be considered for further evaluation</p>	<p>As per Clause 3.2 (Page 22), the eligible assignment is defined as below:</p> <p>“Advisory/ consultancy assignments in respect of retainer assignments with duration of at least 6 months with Government agency (Central/State) thereof shall be deemed as eligible assignments (the “Eligible Retainer Assignments”)”. Hence, it is understood that 70 man-months of retainer consultancy experience is the aggregate experience for all the eligible assignments of the bidder.</p> <p>Please confirm.</p>	<p>(a) Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p> <p>(b) The clarification sought has been examined. It is clarified that the Applicant must have completed a total of at least 60 (Sixty) man-months of retainer consultancy with a Government Agency (Central/State) in the infrastructure sectors mentioned in the Clause 1.1.1 in the last 4 (four) years before PDD encompassing all retainer assignments irrespective of duration of retainer assignments.</p>				

29.	<p>Clause 3.1 (I) and (II), Page 20</p> <p>(I) Specific Experience of the Firm: 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 5 years before PDD.</p> <p>Note: Documentary proof to be submitted: Letter of Award along with Completion Certificate. Projects without completion certificates will not be considered for evaluation.</p> <p>(II) Number of infrastructure projects (as per clause 1.1.1.) awarded involving transaction advisory of PPP projects in the last 5 years before PDD</p>	<p>Project completion certificates for TA services for PPP projects would only be issued by Client upon completion of the transaction (i.e., selection of developer by issuing LoA).</p> <p>Hence, it is felt that, the experience in infrastructure projects referred at (I) and (II) are one and the same.</p> <p>Please clarify.</p>	<p>(a) The clarification sought has been examined. The intent of the clause 3.1 (I) is to evaluate the experience of Applicant firm in transaction advisory of PPP projects in the last 5 years before PDD and the intent of clause 3.1 (II) is to evaluate the experience of applicant firm in successfully delivering the transaction advisory in PPP projects, hence RFP clause prevails in this regard.</p> <p>(b) Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
30.	<p>Clause 3.3 : Evaluation of Proposals</p> <p>The overall selection of the Applicants will be a Quality-cum-Cost-Based Selection (QCBS) and the following formula will be used for the evaluation of the bids.....</p>	<p>It was also stated in the same clause that, if Authority decides to appoint only one Consultant for provision of said consultancy services, the Technically Qualified Applicant with lowest financial quote will be selected as retainer Consultant from amongst the Technically Qualified Applicants which means that the selection is based on Least Cost Basis in contrary to the QCBS.</p> <p>We request that, the bidder with highest combined score only shall be considered for selection as per the QCBS process defined in the RFP document.</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
31.	<p>General</p> <p>“Terms & Conditions of Agreement”</p>	<p>The RFP document referred to the Terms & Conditions of the Agreement (in Clauses 1.5, 2.10 etc.). However, it is noted that draft Consultancy Agreement is not available with the RFP Document.</p> <p>Kindly provide the draft Agreement.</p>	<p>Please refer to Clause 3.4 of the RFP. Letter of Intent (in lieu of consultancy agreement) which will include the terms and conditions of consultancy, will be issued by INCAP to the selected consultant/s for their acceptance.</p>
32.	<p>2.1.2. Key Personnel (page no. 13)</p> <p>Engagement Manager – Total Experience - 10 years</p>	<p>We request the Authority to reduce the requirement of Total Experience for the Engagement Manager to 6 years</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>

33.	<p>2.1.2. Key Personnel (page no. 13)</p> <p>Junior Resource – Total Experience - 4 years</p>	<p>We request the Authority to reduce the requirement of Total Experience of the Junior Resource to 3 years</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
34.	<p>2.9 (page no. 19)</p> <p>The selected Consultant and its personnel shall not, either during the term or after expiration of this consultancy assignment/proposal, disclose any proprietary or confidential information relating to the services, contract or business or operations of the Authority, without the prior written consent of the Authority. All documents submitted by the Consultant will be treated as confidential, and will not be returned to Consultant.</p>	<p>We request the Authority to include exclusions to disclosure of Confidential Information to include information already available in the public domain, disclosure necessitated by law/order of judicial/administrative authorities, etc.</p>	<p>Please refer to Amendment notice no. INCAP/ Retainer Consultants/92/2015, dated 25/06/2018.</p>
35.	<p>2.10.2 (Page No. 19)</p> <p>The Consultant shall, subject to the limitation specified in Clause 2.10.3, be liable to the Authority for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it.</p>	<p>Please confirm if the liability of the Consultant for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it is capped to the Agreement/Contract value.</p> <p>We request the Authority to limit the liability of the Consultant for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it to the Agreement/Contract value</p>	<p>Please refer to Clause 2.10.3. It is clarified that the Liability is capped to the Agreement value.</p>

Sd/-
Chairman and Managing Director,
INCAP