



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

**REQUEST FOR PROPOSAL (RFP)  
For**

Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool district of Andhra Pradesh

(Notice No. INCAP/P/FTO at Kurnool Airport (TEFR) / 11/2021, Dated: 30.08.2021)

**RESPONSE TO QUERIES**

Notice No. INCAP/P/FTO at Kurnool Airport (TEFR) / 11/2021, Date: 14.09.2021

**Vice Chairman and Managing Director,  
Infrastructure Corporation of Andhra Pradesh Limited (INCAP)  
# RC. No 254/2, 4th Floor, AVSR Bhavan,  
Near My Mart, Chalasani Nagar,  
Penamaluru Mandal, Kanuru,  
Vijayawada - 520007 A.P. India  
Email: [incap@incap.co.in](mailto:incap@incap.co.in), [md@incap.co.in](mailto:md@incap.co.in).  
Web: [www.incap.co.in](http://www.incap.co.in)**

**Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool district of Andhra Pradesh**

**Response to Queries**

SI. No.	Item Description	Clarification Sought	Reply/ Clarification by INCAP
1.	<p><b><u>Page No.38, Clause: 3.1, S No 2c</u></b></p> <p><b>Technical Capacity:</b> a) Bidder should have satisfactorily done at least two (2) similar projects in terms of the broad scope and nature of the work in the last 7 years.</p>	<p>The Conditions of Eligibility of Bidders - Pre-Qualification criteria table asks for 2 projects whereas at Para 3.2.3 under Similar Projects, it is asking for “<b>The Bidder shall have, over the past 07 (Seven) years preceding the PDD, undertaken a minimum of [01 (One)] Eligible Assignments as specified below</b>” which is contradictory.</p>	<p>RfP Clause Prevails</p>
2.	<p><b><u>Page No. 38, Clause : 3.1, S No 2c:</u></b></p> <p><b>Technical Capacity:</b></p> <p>Bidder should have satisfactorily undertaken at least two (1) feasibility study for FTO for public sector companies/ MoD/ central government/ state governments/ private companies in the last 7years</p>	<p>Bidder should have satisfactorily undertaken at least two (1) feasibility study for <b>any aviation project</b> for any public sector companies/ MoD / central government/ state governments/ private companies in the last 7years</p>	<p>RfP Clause Prevails</p>
3.	<p><b><u>Page No. 13, Clause: 1.1.3</u></b></p> <p><b>Quality cum cost basis selection (QCBS) criteria:</b></p> <p>The weightage given to technical and financial scores are in the ratio 70:30</p>	<p>Quality cum cost basis selection (QCBS) criteria. The weightage given to technical and financial scores are in the ratio 80:20</p>	<p>RfP Clause prevails</p>
4.	<p><b><u>Page No:51</u></b></p> <p><b>Scope for the techno-economic feasibility study</b></p> <p>Phase: 1 – Aviation sector landscape assessment (01 months)</p> <p>Phase: 2 – Techno economic feasibility</p>	<p>Scope for the techno-economic feasibility study</p> <p>Phase: 1 – Aviation sector landscape assessment (<b>02 months</b>)</p> <p>Phase: 2 – Techno economic feasibility study (<b>03 Months</b>)</p> <p>Phase 3: Transaction Advisory Services (<b>03 months</b>)</p>	<p>RfP Clause prevails</p>

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	study (02 Months) Phase 3: Transaction Advisory Services (02 months)		
5.	<b><u>Page No. 106, Appendix I Form 7</u></b> A presentation summarizing the above shall be made by the Project Leader to the Authority and the Technical Committee constituted by the Authority in the Authority's office on a date intimated by the Authority.	Request to clarify whether the presentation to be submitted along with the RFP response. Request to clarify whether the presentation will be in person or online.	Since there are no marks for presentation while doing technical evaluation presentation by the firm is not solicited. However their plan of action may be submitted in hard copies and presentation may be ignored.
6.	<b><u>Page No 78, Clause: 4.5: Working hours, overtime, leave, etc.</u></b> The Personnel shall not be entitled to be paid for overtime nor shall take paid sick leave or vacation leave and the Consultant's remuneration be deemed to cover these items. All leave to be allowed to the Personnel is excluded from the man-days of service set forth in the Annex 2. Any taking of leave by any Personnel for a period exceeding 7 (seven) days shall be subject to the prior approval of the Authority and the Consultant shall ensure that any absence on leave will not delay the progress and the quality of services.	We request you to kindly remove the clause since the clause may not be relevant in case of deliverable based projects	RfP Clause Prevails
7.	<b><u>Page No 35 ,Clause 2.25</u></b> <b>Substitution of Key Personnel</b> 2.25.1. The Authority will not consider	Request to clarify which clause will be applicable	Substitution of Key Personnel against clause 4.4 may be read as per clause 2.25

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any substitution of the Key Personnel except under compelling circumstances beyond the control of the consultant and the concerned Key Personnel. Such substitution shall be limited to not more than three Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. Replacement of the Team Leader will not normally be considered and may lead to disqualification of the applicant or termination of the Agreement. Replacement of the on Key Personnel shall be permitted subject to reduction of remuneration equal to 5% (five percent) of the total remuneration specified for the Key Personnel who is proposed to be replaced. In case of second replacement the reduction in remuneration shall be equal to 10% (Ten percent) and for Third & subsequent replacement, such reduction shall be equal to 15% (fifteen percent). If the Consultant finds that any of the personnel had made falls representation regarding his qualification and experience, he may request the employer for replacement of the Personnel. There shall be no reduction in remuneration for such replacement. The replacement shall however be of equal or better score. The Personnel so replaced shall be debarred from future projects for

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<p>2 years.</p> <p><b>2.25.2.</b> The Authority expects all the Key Personnel to be available during implementation of the Agreement. The Authority will not consider substitution of Key Personnel except for reasons of any incapacity or due to health. Such substitution shall ordinarily be limited to one Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority.</p> <p><b>2.25.3.</b> Substitution of the Project Leader will not normally be considered and may lead to disqualification of the Bidder or termination of the Agreement.</p> <p><b><u>Page No. 77, Clause 4.4</u></b></p> <p><b>Substitution of Key Personnel</b></p> <p>The Authority expects all the Key Personnel specified in the Proposal to be available during implementation of the Agreement. The Authority will not consider any substitution of Key Personnel except under compelling circumstances beyond the control of the Consultant and the concerned Key Personnel. Such substitution shall be limited to not more than two Key Personnel subject to equally or better qualified and experienced personnel</p>		
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	<p>being provided to the satisfaction of the Authority. Without prejudice to the foregoing, substitution of one Key Personnel shall be permitted subject to reduction of remuneration equal to 20% (twenty per cent) of the total remuneration specified for the Key Personnel who is proposed to be substituted. In case of a second substitution, such reduction shall be equal to 50% (fifty per cent) of the total remuneration specified for the Key Personnel who is proposed to be substituted.</p>		
<b>8.</b>	<p><b><u>Page No. 42, Clause 3.3:</u></b> <b>Shortlisting of Bidders</b> All the Bidders ranked as aforesaid, shall be short-listed for financial evaluation in the second stage. However, if the number of such pre-qualified Bidders is less than two, the Authority may, in its sole discretion, pre-qualify the Bidder(s) whose technical score is less than 60 marks even if such Bidder(s) do(es) not qualify in terms of Clause 3.2.1; provided that in such an event, the total number of pre-qualified and short-listed Bidders shall not exceed two.</p>	<p>All the Bidders ranked as aforesaid, shall be short-listed for financial evaluation in the second stage. However, if the number of such pre-qualified Bidders is less than two, the Authority may, in its sole discretion, pre-qualify the Bidder(s) whose technical score is less than 70 marks even if such Bidder(s) do(es) not qualify in terms of Clause 3.2.1; provided that in such an event, the total number of pre-qualified and short-listed Bidders shall not exceed two.</p>	<p>RfP Clause Prevails</p>

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<p><b>9.</b></p>	<p><b><u>Page No. 43, Clause 3.5.1:</u></b></p> <p><b>3.5 Combined and Final Evaluation</b></p> <p><b>3.5.1</b> Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows  <math>S = ST \times Tw + SF \times Fw</math></p>	<p>Request to define (ST)</p>	<p>ST: Technical Score evaluated as per clause 3.2.2  SF: Financial Score = Least Financial Bid Amount / Individual Bid Value</p>
<p><b>10.</b></p>	<p><b><u>Page No 54</u></b>  <b>Deliverables and Payment Schedule</b></p> <p>The Consultant shall mobilize its Professional Personnel and Support Personnel with the concurrence of the Authority and shall maintain the time sheets/ attendance sheets of all Personnel in the Project Office. These time sheets/ attendance sheets shall be made available to the Authority as and when asked for and a copy of such record shall be submitted to the Authority at the end of each calendar month.</p>	<p>Request for removal of this clause.</p>	<p>RfP clause prevails</p>
<p><b>11.</b></p>	<p><b><u>Page No 28, Clause 2.14.7</u></b></p> <p>No consortium or sub-contracting is allowed for the aforesaid engagement.  <b>Page No : 60</b>  <b>1. GENERAL</b></p>	<p>Request for clarification whether consortium is allowed or not.</p>	<p>Consortium will be allowed</p>

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	<p><b>1.1 Definitions and Interpretation</b>  <b>k. “Member”</b>, in case the Consultant consists of a consortium of more than one entity, means any of these entities, and “Members” means all of these entities;</p>		
<p><b>12.</b></p>	<p><b><u>Page No 73, Clause 3.4.3:</u></b>  The Parties hereto agree that in case of negligence or wilful misconduct on the part of the Consultant or on the part of any person or firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to damage caused to the Authority’s property, shall not be liable to the Authority:  i. for any indirect or consequential loss or damage; and   ii. for any direct loss or damage that exceeds (a) the Agreement Value set forth in Clause 6.1.2 of this Agreement, or (b) the proceeds the Consultant may be entitled to receive from any insurance maintained by the Consultant to cover such a liability in accordance with Clause 3.5.2, whichever of (a) or (b) is higher.</p>	<p>‘The Parties hereto agree that in case of negligence or wilful misconduct on the part of the Consultant or on the part of any person or firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to any damage caused to the Authority including, damage to Authority’s property and for performance of services by the Consultant, shall not be liable to the Authority:  (i) for any indirect or consequential loss or damage; and   (ii) for any direct loss or damage that exceeds (a) the Agreement Value set forth in Clause 6.1.2 of this Agreement, <del>or (b) the proceeds the Consultant may be entitled to receive from any insurance maintained by the Consultant to cover such a liability,</del> whichever of (a) or (b) is higher.’</p>	<p>RfP Clause Prevails</p>



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13.	<p><b>Page No : 74, Clause 3.4.4:</b> This limitation of liability specified in Clause 3.4.3 shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to 3 (three) times the Agreement Value.</p>	<p>Request for modification:  'This limitation of liability specified in Clause 3.4.3 shall not affect the Consultant's liability, if any, for <del>damage</del> death or injury of <del>to</del> Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to <del>3 (three)</del> 1 (one) times the Agreement Value.'</p>	RfP clause Prevails
14.	<p><b>Page No: 36, Clause: 2.26</b> <b>Indemnity</b> The Consultant shall, subject to the provisions of the Agreement, indemnify the Authority for an amount not exceeding 3 (three) times the value of the Agreement for any direct loss or damage that is caused due to any deficiency in services.</p>	<p>Request for modification:  'The Consultant shall, subject to the provisions of the Agreement, indemnify the Authority, for an amount not exceeding <del>3 (three)</del> 1 (one) times the value of the Agreement, for any direct loss or damage that is caused due to any deficiency in Services.'</p>	RfP clause Prevails
15.	<p><b>Page No :67, Clause 2.9.3:</b> <b>Cessation of rights and obligations</b> Upon termination of this Agreement pursuant to Clauses 2.3 or 2.9 hereof, or upon expiration of this Agreement pursuant to Clause 2.4 hereof, all rights and obligations of the Parties hereunder shall cease, except (i) such rights and obligations as may have accrued on the date of termination or expiration, or which expressly survive such Termination; (ii) the obligation of</p>	<p><b>Request for modification:</b>  'Upon termination of this Agreement pursuant to Clauses 2.3 or 2.9 hereof, or upon expiration of this Agreement pursuant to Clause 2.4 hereof, all rights and obligations of the Parties hereunder shall cease, except (i) such rights and obligations as may have accrued on the date of termination or expiration, or which expressly survive such Termination; (ii) the obligation of confidentiality set forth in Clause 3.3 hereof; <del>(iii) the Consultant's obligation to permit inspection, copying and auditing of such of its accounts and records set forth in Clause 3.6, as relate to the Consultant's Services provided under this Agreement;</del> and (iv) any right or remedy which a Party may have under this</p>	RfP Clause Prevails

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	confidentiality set forth in Clause 3.3 hereof; (iii) the Consultant's obligation to permit inspection, copying and auditing of such of its accounts and records set forth in Clause 3.6, as relate to the Consultant's Services provided under this Agreement; and (iv) any right or remedy which a Party may have under this Agreement or the Applicable Law.	Agreement or the Applicable Law.	
16.	<b><u>Page No 70,Clause 3.2.3:</u></b> <b>Prohibition of conflicting activities</b> b) after the termination of this Agreement, such other activities as may be specified in the Agreement; or	Request for deletion of below mentioned sub-clause:  ' <del>after the termination of this Agreement, such other activities as may be specified in the Agreement; or</del> '	RfP Clause Prevails
17.	<b><u>Page No :75,Clause. 3.6:</u></b> <b>Accounting, inspection and auditing</b> b) Permit the Authority or its designated representative periodically, and up to one year from the expiration or termination of this Agreement, to inspect the same and make copies thereof as well as to have them audited by auditors appointed by the Authority.	Request for modification:  'Permit the Authority or its designated representative periodically, <del>and up to one year from the expiration or termination of this Agreement,</del> to inspect the same and make copies thereof as well as to have them audited by auditors appointed by the Authority.'	RfP Clause Prevails
18.	<b><u>Page No 81,Clause .7.2.1:</u></b> <b>Liquidated Damages for error / variation</b> In case any error or variation is detected	Request for modification:  'In case any error or variation is detected in the reports submitted by the Consultant and such error or variation is the result of	RfP Clause Prevails

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	in the reports submitted by the Consultant and such error or variation is the result of negligence or lack of due diligence on the part of the Consultant, the consequential damages thereof shall be quantified by the Authority in a reasonable manner and recovered from the Consultant by way of deemed liquidated damages, subject to a maximum of 50% (fifty per cent) of the Agreement Value.	negligence or lack of due diligence on the part of the Consultant, the consequential damages thereof shall be quantified by the Authority in a reasonable manner and recovered from the Consultant by way of deemed liquidated damages, subject to a maximum of 50% <del>(fifty per cent)</del> 10% (ten percent) of the Agreement Value.'	
<b>19.</b>	<b><u>Page No.83,Clause .9.4.2:</u></b> There shall be a sole arbitrator who will be the Commissioner of Industries, Government of Andhra Pradesh. The decision of such an Arbitrator is final and binding on both Parties.	We seek that the arbitrator be mutually appointed by both the parties or in accordance with provisions of The Arbitration and Conciliation Act, 1996 including any subsequent amendments thereto.	Request Considered
<b>20.</b>	<b><u>Page No. 3 &amp; 32</u></b> Point 5) Bid Security (Refundable) Rs. 2,00,000/- (Rupees Two Lakh Only) in the form of a Demand Draft issued by one of the Nationalized/ Scheduled Banks in India in favour of the Vice Chairman and Managing Director, INCAP Ltd., payable at Vijayawada or an irrevocable and unconditional bank guarantee in lieu of Demand Draft. The Bid Security shall remain valid up to 3 months. <b><u>Clause .2.20.1:</u></b> The Bidder shall furnish as part of the Proposal, a Bid Security of Rs. 2,00,000	Office Memorandum No. F.9/4/2020-PPD dated 12 November 2020 issued by Ministry of Finance, Department of Expenditure states that “no provisions regarding Bid Security should be kept in the Bid Documents in future and only provision for Bid Security Declaration should be kept in the Bid Documents”. It is requested to remove the requirement of Bid Security accordingly and provide us the format of Bid Security declaration. Remarks: This Office Memorandum can be accessed at <a href="https://doe.gov.in/sites/default/files/Bid%20security%20-%20Earnest%20Money%20Deposit.pdf">https://doe.gov.in/sites/default/files/Bid%20security%20-%20Earnest%20Money%20Deposit.pdf</a>	RfP Clause Prevails

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	<p>(Rupees Two Lakh only in the form of a Demand Draft issued by one of the Nationalized/ Scheduled Banks in India in favour of the Vice Chairman and Managing Director, INCAP Ltd., payable at Vijayawada or an irrevocable and unconditional bank guarantee in lieu of Demand Draft.</p>		
<p><b>21.</b></p>	<p><b><u>Page.80,Clause :7.1.1</u></b>  <b>7.1. Performance Security</b>  7.1.1 The Authority shall retain by way of performance security (the “<b>Performance Security</b>”), 10% (ten per cent) of all the amounts due and payable to the Consultant, to be appropriated against breach of this Agreement or for recovery of liquidated damages as specified in for recovery of liquidated damage or any other dues as specified in Clause 7.2. The balance remaining out of the Performance Security shall be returned to the Consultant at the end of 3 (three) months after the expiry of this Agreement pursuant to Clause 2.4 hereof. For the avoidance of doubt, the parties hereto expressly agree that in addition to appropriation of the amounts withheld hereunder, in the event of any default requiring the appropriation of further amounts comprising the Performance Security, the Authority may recover the same by way of deductions from any</p>	<p>Office Memorandum No. F.9/4/2020-PPD dated 12 November 2020 issued by Ministry of Finance, Department of Expenditure states that “it is decided to reduce Performance Security from existing 5-10% to 3% of the value of the contract for all existing contracts. Further, all tenders/ contracts issued/ concluded till 31.12.2021 should also have the provision of reduced Performance Security”. It is requested to reduce the Performance security to 3% of the agreement value accordingly.  Remarks: This Office Memorandum can be accessed at <a href="https://doe.gov.in/sites/default/files/Performance%20Security.pdf">https://doe.gov.in/sites/default/files/Performance%20Security.pdf</a></p>	<p>RfP Clause Prevails</p>

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	subsequent payments due and payable to the Consultant hereunder, in accordance with the provisions of this Agreement.		
<b>22.</b>	<p><b><u>Page No. 3</u></b></p> <p>4) Proposal Processing Fee (Non Refundable) Rs. 10,000 + 18% GST = 11,800/- (Rupees Eleven Thousand Eight Hundred only) in the form of a Demand Draft issued by one of the Nationalized/ Scheduled Banks in India in favor of the Vice Chairman and Managing Director, INCAP Ltd., payable at Vijayawada. The Proposal Processing Fee shall remain valid for 3 months.</p> <p>5) Bid Security (Refundable) Rs. 2,00,000/- (Rupees Two Lakh Only) in the form of a Demand Draft issued by one of the Nationalized/ Scheduled Banks in India in favour of the Vice Chairman and Managing Director, INCAP Ltd., payable at Vijayawada or an irrevocable and unconditional bank guarantee in lieu of Demand Draft. The Bid Security shall remain valid up to 3 months.</p>	<p>In view of the ongoing pandemic situation, it is requested to allow payment of Proposal Processing Fee and Bid Security through NEFT as well</p>	<p>The Applicant may make payment of the Bid Security /Bid Processing Fee through NEFT/RTGS to INCAP. Provided the Applicant shall enclose the payment receipt along with bid submission.</p> <p><b>Following are the Bank Details: Infrastructure Corporation of Andhra Pradesh Limited Account Number: 52188924158 SBI, Kamayyathopu Branch, IFSC Code: SBIN0021134</b></p>

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<p><b>23.</b></p>	<p><b><u>Page No. 42, Clause: 3.2.3</u></b>  <b>3.2.3. Similar Projects</b>          For the purposes of determining Conditions of Eligibility and for evaluating the Proposals under this RFP, <b>“Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool district of Andhra Pradesh”</b> any of the following Projects shall be deemed as similar projects (the <b>“Similar Projects”</b>):          The Bidder shall have, over the past 07 (Seven) years preceding the PDD, undertaken a minimum of [01 (One)] Eligible Assignments as specified below:          (i) A Techno - Economic Feasibility Study/Detailed Project Report for a Flying Training Organisation/School/Institution.          (OR)          (ii) Any project in Aviation Sector costing not less than Rs. 100 Crores          Provided that the Bidder firm claiming credit for an Eligible Assignment shall have completed such assignment, prior to PDD, and where credit is being claimed by a Key Personnel, she/he should have completed the relevant assignment prior to PDD</p>	<p>It is requested to modify the clause as:</p> <p>(ii) Any project in Aviation Sector <b>with a consultancy fee of not less than Rs 25 lakhs</b> <del>costing not less than Rs. 100 Crores</del></p>	<p>The Bidder shall have, over the past 07 (Seven) years preceding the PDD, undertaken a minimum of [01 (One)] Eligible Assignments as specified below:          (i) A Techno - Economic Feasibility Study/Detailed Project Report for a Flying Training Organisation/School/Institution.          (OR)          (ii) Any project in Aviation Sector <b>with a consultancy fee of not less than Rs 25 lakhs (or) costing not less than Rs. 25 Crores</b>          Provided that the Bidder firm claiming credit for an Eligible Assignment shall have completed such assignment, prior to PDD, and where credit is being claimed by a Key Personnel, she/he should have completed the relevant assignment prior to PDD</p>
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24.	<p><b>Page No. 77, Clause: 4.2</b>  <b>4.2. Deployment of Personnel</b>                  4.2.1 The designations, names and the estimated periods of engagement in carrying out the Services by each of the Consultant’s Personnel are described in Annex-2 of this Agreement. The estimate of Personnel costs and man-day rates are specified in Annex-3 of this Agreement.</p>	<p>We understand that Key Personnel will work from their respective locations and are not to be deployed in the premises of INCAP. Please confirm if our understanding is correct</p>	<p>RfP Clause Prevails</p>																													
25.	<p><b>Page No. 39,40,42, Clause: 3.2.2, 3.2.3</b>  <b>Point 2 in Clause 3.2.2 (Page 39, 40)</b></p> <table border="1" data-bbox="224 826 703 1484"> <tr> <th colspan="4">Technical Capacity of the Bidder – 40 marks</th> </tr> <tr> <td>2A</td> <td rowspan="5">Proven and demonstrable experience in similar projects</td> <td>10</td> <td>Criteria: number of projects</td> <td>Marks</td> </tr> <tr> <td></td> <td></td> <td>Experience of projects executed for central/state governments/PSUs in India in last 07 years</td> <td>2-10</td> </tr> <tr> <td></td> <td></td> <td>10 or more projects</td> <td>10</td> </tr> <tr> <td></td> <td></td> <td>8-9 projects</td> <td>8</td> </tr> <tr> <td></td> <td></td> <td>6-7 projects</td> <td>6</td> </tr> <tr> <td></td> <td></td> <td>4-5 projects</td> <td>4</td> </tr> </table>	Technical Capacity of the Bidder – 40 marks				2A	Proven and demonstrable experience in similar projects	10	Criteria: number of projects	Marks			Experience of projects executed for central/state governments/PSUs in India in last 07 years	2-10			10 or more projects	10			8-9 projects	8			6-7 projects	6			4-5 projects	4	<p>Projects are to be submitted as per the criterion mentioned in 2A, 2B, 2C, 2D or as per the definition of Similar projects mentioned in Clause 3.2.3. Also do you mean to say that “Proven and demonstrable experience in similar projects” mentioned in Point 2 on Page 39 refers to the definition of Similar projects mentioned in Clause 3.2.3 on Page 42. Please clarify.</p>	<p>RfP clause prevails</p>
Technical Capacity of the Bidder – 40 marks																																
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			2-3 projects	2										
2B	10	Bid-advisory/contract management in aerospace, defence and space projects (ongoing/completed) in last 07 Years	4-10	<table border="1"> <tr> <td>5 or more projects</td> <td>10</td> </tr> <tr> <td>4 projects</td> <td>8</td> </tr> <tr> <td>3 projects</td> <td>6</td> </tr> <tr> <td>2 projects</td> <td>4</td> </tr> </table>	5 or more projects	10	4 projects	8	3 projects	6	2 projects	4		
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3 projects	6													
2 projects	4													
2C	10	Experience in undertaking feasibility study, infrastructure assessment, for public sector companies/central government/state governments/private companies in the last 07years	4-10	<table border="1"> <tr> <td>5 or more projects</td> <td>10</td> </tr> <tr> <td>4 projects</td> <td>8</td> </tr> <tr> <td>3 projects</td> <td>6</td> </tr> </table>	5 or more projects	10	4 projects	8	3 projects	6				
5 or more projects	10													
4 projects	8													
3 projects	6													



**Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool district of Andhra Pradesh**

**Response to Queries**

			projects	
			2	4
			projects	
2D		10	Completed/ongoing projects in all three sectors (aviation, defence and space sector) in India	0-10
			All 3 Sectors	1 0
			2 Sectors	6
			1 Sectors	3

and Clause 3.2.3 (Page 42) Similar Projects

For the purposes of determining Conditions of Eligibility and for evaluating the

Proposals under this RFP, “Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool

district of Andhra Pradesh” any of the following Projects shall be deemed as similar projects (the “Similar Projects”):

The Bidder shall have, over the past 07 (Seven) years preceding the PDD, undertaken a minimum of [01 (One)] Eligible Assignments as specified below:

(i) A Techno - Economic Feasibility Study/Detailed Project Report for a Flying

**Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool district of Andhra Pradesh**

**Response to Queries**

	<p>Training Organisation/School/Institution. (OR) (ii) Any project in Aviation Sector costing not less than Rs. 100 Crores Provided that the Bidder firm claiming credit for an Eligible Assignment shall have completed such assignment, prior to PDD, and where credit is being claimed by a Key Personnel, she/he should have completed the relevant assignment prior to PDD</p>		
<b>26.</b>	<p><b>Page No. 39,40, Clause:3.2.2:</b> Technical Capacity of the Bidder: Clause 2A, 2C</p>	<p>Will Ongoing projects qualify in the categories 2A and 2C. Please clarify.</p>	<p>RfP Clause Prevails</p>
<b>27.</b>	<p><b>Page No. 52</b> Terms of Reference- Techno Economic Feasibility study Develop potential business model for the aviation hub covering the aspects of: a. Project scope, structure, and sizing b. Approach and methodology for setting up a flying training organization c. Fee Structure d. Organization structure, team composition, and staffing e. Plan for the conduct of different aviation allied activities f. Demand and supply analysis to analyze revenue generation potential g. Financial appraisal of the project including estimation of revenues, estimation of operating costs, assessment</p>	<p>Is the Business model and Financial model to be prepared specifically for Flying Training Organization or is it to be developed for the complete ecosystem of aviation hub? Since the project involves Feasibility Study/ Demand Assessment of Flying Training Organization (FTO), hence financial model should also be only for FTO. Please clarify.</p>	<p>Only for Flying Training Organizations(FTOs)  RfP Clause Prevails</p>

**Preparation of Techno Economic Feasibility Study Report and Transaction Advisory Services for setting up and operating Flying Training Organization at Kurnool Airport in Kurnool district of Andhra Pradesh**

**Response to Queries**

	<p>of capital costs etc.  h. Financial model for the duration of the lease agreement  i. Financing gap analysis  j. Periodic capital investment  k. Regulatory framework for current regulations  l. Component wise break-up of project cost with clear mention of assumptions and benchmarks  m. Training course structure including timeline, the fee structure of the course, and whether the course will be daytime or night-time  n. Risk allocation matrix for the model, which would involve identifying different kinds of risks involved and its mitigation plan  o. Define payment milestones  p. Prepare a financial model to project the expected returns for the private sector concessionaire.</p>		
<p><b>28.</b></p>	<p>Page No. 2  The firms may submit their proposal(s) to the address as mentioned below and shall be delivered in hard copies no later than 15.00 IST, 22.09.2021. (Proposal Due Date).</p>	<p>We request you to extend the proposal due date to 1.10.2021 such that at least seven days are provided to the bidders to incorporate changes, if any , in the RFP.</p>	<p>RfP Clause Prevails</p>

**Sd/-  
Vice Chairman & Managing Director, INCAP**