

PRE-BID QUERY DASHBOARD FOR EMPANELMENT OF CONSULTANCY FIRMS

S. No	Name of the Firm & Address	Clause No/Existing Clause	Suggestion from the Firm	Substituted/Updated Clause or Comments of CPPGG
1	2	3	4	5
1	Ingenious Infraconsulting (P) LTD, 58 Rajpur Road Near: IT Park, Dehradun	1.1.5 B Urban (Municipal) Infrastructure including Water supply, Treatment & Distribution, Drainage & Sewerage and Solid Waste Management	The definition of Urban Infrastructure appears quite restrictive. We suggest to include housing, parking lots, urban transport, city road improvement, bus stands, urban parks/theme parks, mobility plans etc under the definition.	Urban (Municipal) Infrastructure including Water supply, Treatment & Distribution, Drainage & Sewerage and Solid Waste Management, Housing, Parking Lots, Urban Transport, City Road improvement, Bus Stands, Urban parks/Theme parks, Mobility plans, etc.
		1.1.13 –The Applicant shall be a single entity and no Consortium shall be allowed	We request to 1. Kindly allow for consortium. 2. The consortium could be allowed in such a manner that gives emphasis in consulting by newer and smaller entity and less emphasis on revenue criteria. 3. The empanelment initiative should give preference to firms registered in Uttarakhand to promote local entrepreneur in consultancy having done relevant assignment. 4. Ideally have two categories of empanelment, where in one category (for prospective assignment with less fee values) may have provisions suited for wider participation from newer and smaller local consulting/advisory entities. Since there is precedence of Uttarakhand government G. O. of engaging a set of locally based consulting entities on nomination basis till the fee value of Rs 25 lakh, so the categorization	No change

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			<p>could use this as criteria for creating two set of consultants.</p> <p>5. Since it is difficult for newer firms to be directly considered for Govt assignments so, previous experience as sub-consult/associate/consortium member for a Govt. assignments should be considered for category I and for the non-lead partner of the consortium.</p>	
		<p><u>5.2 A-</u> A1- Consultancy Service in the given Sector A2- Pre-Feasibility Project Report in the given Sector A3-Detailed Project Report in the given Sector</p>	The criteria A1 is vague, creates duplicity, conflict and overlaps with A2 and A3. In the presence of A2 and A3, A1 becomes non-relevant.	No change
		<p><u>5.2 A5</u> -Key professional staff qualifications and competence for the assignment.</p> <p>Masters and PhD, publication etc : 3 Marks</p>	The criteria could ideally treat Master and PhD separately in terms of marks. So that someone with Masters and not having done PhD could be eligible for some marks in evaluation.	Key professional staff qualifications and competence for the assignment: Masters: 2 Marks PhD, Publication etc: 3 Marks
		<p><u>Appendix 4-</u> 2. Client Certificate must be provided for experience, wherein it should be clearly stated that the Bidder was involved in the process of project structuring and bid process management till the date of signing of the</p>	The requirement of Client Certificate should be removed and work order/agreement with the client should be accepted.	No change

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		Concession Agreement of preparation detailed project/Pre-Feasibility study report		
		<u>Appendix 4-</u> 3. Applicants are advised to give details of only the completed transaction advisory services of the projects handled by them. The Consultancy Firm will be ranked on the basis of cumulative number of completed projects handled by them.	<p>Clause 5.2, note 2 states –Only completed assignments will be considered. Completion of the assignments under A-1 & A-2 should be during last seven financial years. On-going projects may be allowed provided they are alive and a certificate is obtained to that effect from the client or supported by Invoices raised not before 12 months from Bid due date with payment receipt.</p> <p>Since ongoing projects are acceptable with a condition, therefore additional condition of completed transaction advisory should be removed. We suggest that the condition of receipt of payment should be removed.</p>	No change
2	Delhi Integrated Multi-Modal Transit System LTD.	<u>1.1.5 B</u> – Urban (Municipal) Infrastructure including Water supply, Treatment & Distribution, Drainage & Sewerage and Solid Waste Management	The definition of Urban Infrastructure appears quite restrictive. We suggest to include housing, parking lot, urban transport, city road improvement, bus stands, urban parks/theme parks, mobility plans etc under the definition.	Urban (Municipal) Infrastructure including Water supply, Treatment & Distribution, Drainage & Sewerage and Solid Waste Management, Housing, Parking Lots, Urban Transport, City Road improvement, Bus Stands, Urban parks/Theme parks, Mobility plans, etc.
		<u>1.1.13</u> -The Applicant shall be a single entity and no	We suggest a consortium of 4 members should be allowed to bid.	No change

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		Consortium shall be allowed		
		3.1 (ii) In addition, the prospective Consultancy Firm shall have at least Minimum average (last 3 financial years) revenue of Rs. 2 Cr from advisory services in the given sector and total Advisory Services turnover average (last 3 financial years) of minimum Rs. 10 Crores, as on March 31, 2018	It is difficult to segregate sector specific income from the advisory income therefore we suggest to remove “revenue of Rs. 2 Cr from advisory services in the given sector”	No change
		5.2_A – A1 – Consultancy Services in the given Sector A2- Pre-Feasibility Project Report in the given Sector A3- Detailed Project Report in the given Sector	All the three criteria are overlapping, we suggest to rationalise it. At least Pre-Feasibility Project and DPR projects could be clubbed.	No change
		5.2 A 4 Experience of EAP- 7 or more projects in the given sector : 15 marks	7 EAP projects is a large number, we suggest to reduce it to 3 for maximum marks.	No change
		5.2 A5 Key professional staff qualifications and competence for the assignment: Masters and PhD, publication etc: 3 Marks Experience in preparation of	PhD, publication etc generally do not add value to the consulting experience Therefore these could be removed. Experience in preparation of proposal for EAP, EOI Preparation generally do not add value to the consulting experience Therefore these could be removed.	Key professional staff qualifications and competence for the assignment: Masters: 2 Marks PhD, Publication etc: 3 Marks

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		proposal for EAP, EOI Preparation, Bid Management, Concession Agreement formulation etc. (20%) for any Government		
		<u>Appendix 4</u> <u>Not</u> 2- Client Certificate must be provided for experience, wherein it should be clearly stated that the Bidder was involved in the process of project structuring and bid process management till the date of signing of the Concession Agreement or preparation detailed project/pre-Feasibility study report	Experience in preparation of proposal for EAP, EOI Preparation generally do not add value to the consulting experience Therefore these could be removed.	No change
		<u>Appendix 4</u> <u>Not</u> 3. Applicants are advised to give details of only the completed transaction advisory services of the projects handled by them. The consultancy Firm will be ranked on the basis of cumulative number of completed projects handled by them	Clause 5.2, note no 2 states- “Only completed assignments will be considered Completion of the assignments under A-1 & A-2 should be during last seven financial years. On going projects may be allowed provided they are alive and a certificate is obtained to that effect from the client of supported by invoices raised not before 12 months from bid due date with payment receipt”	No change

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			<p>Since ongoing projects are acceptable with a condition, therefore additional condition of completed transaction advisory should be removed. We suggest that the condition of receipt of payment should be removed.</p> <p>Further the format is for Consultancy Services project. Per-Feasibility report and Detailed Project Report projects which may or may not have transaction advisory services as a part of scope therefore they should also be evaluated.</p>	
3	SMS Envocare Limited	Para 3.11.1(d) processing fee R. 10,000/	Shall we have to pay one DD of R. 10,000 or for each sector separate processing fee of R. 10,000	Only one DD of R 10,000/- of any bank drawn in favour of “ Centre for Public Policy and Good Governance ” as a processing fees has to be submitted for all applied sector by a consultancy firm
			Can on person CV be Utilized for more than one sector	No
4	Darashaw & Company Pvt. Ltd., Mumbai	<u>Clause 3.1 Essential Qualifications</u> In addition, the prospective Consultancy Firm shall have at least Minimum average (last 3 financial years) revenue of Rs. 2 Cr from advisory services in the given sector and total Advisory Services turnover average (last 3	We Request the authorities to consider the average annual turnover of Rs. 20 Cr. from consultancy business in past 3 years.	“In addition, the prospective Consultancy Firm shall have at least minimum average (last 3 financial years) revenue of Rs. 10 Cr from Advisory Services in the given sector and total Advisory Services turnover average (last 3 financial years) of minimum Rs. 20 Crores, as on March 31, 2018

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		financial years) of minimum Rs. 10 Crores, as on March 31, 2018.		
		<u>Clause no. 3.3 No of Bidder, page no 10</u> The Applicant shall be a single entity and no Consortium shall be allowed.	As per the referred clause no 3.3 and Appendix 6. Kindly clarify whether JV consortium is permitted or Not.	No change
		<u>Appendix 6: iii.</u> Average Annual Turnover Statement and Revenue from Advisory services in the given sector in India of the Bidder for the last three financial years ending 31st March 2018 duly certified by the Statutory Auditor/Practicing Chartered Accountant. <i>In case the Bidder is a Consortium, for the purpose of evaluation on financial parameters, financial parameters of all the members shall be furnished</i> in separate sheet for consideration.		No change
		<u>Clause no 3.11 d page no 13</u> Separate sealed envelope containing Processing Fee (non-refundable) of Rs. 10,000/- (Rupees ten thousand only) in the form of	We understand that <i>Only one DD</i> of Rs. 10,000/- (Rupees ten thousand only) as a processing fee has to be submitted for All applied Sectors by a Consultancy Firm? Also clarify the bank, scheduled or	Only one DD of R 10,000/- of any bank drawn in favour of “ Centre for Public Policy and Good Governance ” as a processing fees has to be submitted for all applied sector by a consultancy firm

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		D/D.	Nationalized?	
		<u>General Queries</u>	We request you to please extend the date of submission for at least 15 days from the issuance of the	Agreed. Last date of submission will be on 15th day from the issuance of the pre-bid response.
		<u>Clause No. 5.2 (A5)</u> <u>Page no 19</u> <u>Key professional staff qualifications and competence for the assignment:</u> <u>(format of specimen CV enclosed in Appendix 5)</u> Total weight: 100% (7 CVs will be assessed for following positions and average mark will be awarded) • 4 CVs for general experts i.e • Legal, • Financial, • PPP design, • Engineering person • 3 CVs for domain experts for each of the sector	We request you to kindly provide the <i>details of qualification, experience and Job description</i> for each position.	Having at least 5 year experience with Masters qualification in relevant sector/ field.
		<u>Clause 5.2 Marking (A-1)</u> Consultancy Services in the	We request you to Kindly clarify the financial year of the assignment A-1 and A-2. Is it seven or ten years?	10 years.

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		<p>given Sector: The applicant shall have, over the last 10 (ten) financial years preceding the Application Due Date, provided Advisory Services in the relevant sector (refer Clause-1.1.5) to Central / State Government agencies / UTs in India</p>		
		<p><u>Clause 5.2 Marking (A-2)</u> Pre- Feasibility Project Report in the given Sector, the applicant shall have, over the last 10 (Ten) financial years preceding the Application Due Date Prepared Pre- Feasibility Report in the sector</p>		
		<p><u>Note (1) page 20</u> Only completed assignments will be considered. Completion of the assignments under A-1 & A-2 should be during last seven financial years. On-going projects may be allowed provided they are alive and a certificate is obtained to that effect from the client or supported by Invoices raised not before 12 months from</p>		

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		Bid due date with payment receipt.		
		<u>Clause 5.2 Marking (A-1)</u> Consultancy Services in the given Sector: The applicant shall have, over the last 10 (ten) financial years preceding the Application Due Date, provided Advisory Services in the relevant sector (refer Clause-1.1.5) to Central / State Government agencies / UTs in India	Request you to kindly elaborate the term advisory services.	Consultancy agency has given any advisory service to the client regarding the policy intervention or in form individual basis
5	Vision EIS Consulting Pvt. Ltd., Noida.	<u>1.1.13</u> The Applicant shall be a single entity and no Consortium shall be allowed.	We would request you to allow Consortium.	No change
		<u>3.1 Essential Qualification</u> (i) Bidders shall have at least completed advisory services for ten (10) different Government assignment, out of which	Please consider bidder's experience in providing consulting services too in this category	Agreed
		<u>3.1 Essential Qualification</u> (ii) Bidders shall have at least completed advisory services for	Request you to consider turnover figures from consulting services in this category	No change

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		ten (10) different Government assignment, out of which		
		<u>9; Proposal Data Sheet</u> Proposal Due Date 21st June, 2019	We would like to request you kindly extend the submission date at least 7 days.	Last date of submission will be on 15th day from the issuance of the pre-bid response.
6	Price water house Coopers Private Limited, Gurgaon.	3.1 Essential Qualifications	<p>“In addition, the prospective Consultancy Firm shall have at least Minimum average (last 3 financial years) revenue of Rs. 2 Cr from advisory services in the given sector and total Advisory Services turnover average (last 3 financial years) of minimum Rs. 10 Crores, as on March 31, 2018.”</p> <p>Request you to Increase minimum annual turnover requirement from Indian operations in advisory/consultancy services in the last 3 financial years to INR 200 crores. This will enable a more mature and experienced set of bidders to appear for the project, without skewing results too much in favour of smaller bidders with lower cost of operations.</p>	“In addition, the prospective Consultancy Firm shall have at least minimum average (last 3 financial years) revenue of Rs. 10 Cr from Advisory Services in the given sector and total Advisory Services turnover average (last 3 financial years) of minimum Rs. 20 Crores, as on March 31, 2018

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			Also, given an increase in turnover requirement for minimum qualification, kindly make a commensurate increase in required turnover in the scoring criteria as well	
		9 Proposal Data Sheet	Last date for bid submission is June 21, 2019 In order to prepare a sound and quality proposal, request you to kindly fix the date for bid submission to atleast 2 weeks from the date of responding to queries	Last date of submission will be on 15th day from the issuance of the pre-bid response.
		3.9.3 Format and signing of proposal	“by the partner holding the Power of Attorney, in case of a partnership firm” “A copy of the Power of Attorney certified under the hands of a partner or director of the Consultancy Firm or a notary public on the specified form, shall accompany the Proposal.” Kindly allow submission of a Board Resolution in place of a Power of Attorney	“By the partner holding the Power of Attorney, in case of a partnership firm” “A copy of the Power of Attorney certified under the hands of a partner or director of the Consultancy Firm or a notary public on the specified form, or a Board Resolution shall accompany the Proposal in case of company.”
		1.1.5	D. Horticulture	D. Horticulture & Allied fields

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			Request to consider revising the Sector for D) Horticulture to Horticulture & Allied fields such as Agriculture. This will facilitate in including projects with overlapping sectors.	
		3.1 Essential Qualifications 5.2 Marking	<p>“i. Bidders shall have at least completed advisory services for ten (10) different Government assignment”</p> <p>For the desired scope of work, having relevant international and private experience is critical from the point of benchmarking and best practices. Experience of working across various geographies and with private clients helps bring in additional insights which can add value to Uttarakhand’s development.</p> <p>Hence, kindly allow submission of relevant experience with international and private clients, performed by the Indian Entity</p>	“i. Bidders shall have at least completed advisory services for ten (10) different Government, Private (National & International) assignment”
		5.2 Marking	Regarding sections A-1, A-2, A-3, A-4	No change

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			<p>Kindly reduce the number of projects required for maximum marks as follows:</p> <p>Criteria A1: More than 10 projects: 20 Marks (Maximum marks)</p> <p>Criteria A2: 4 or more Projects: 10 Marks (2 Projects should have value not less than INR 25 crore) Maximum Marks</p> <p>Criteria A3: 4 or more projects: 10 Marks (2 Projects should have value not less than INR 25 crore) Maximum Marks</p> <p>Criteria A4: 4 or more projects: 10 Marks (Maximum marks)</p> <p>This will provide us with a fair assessment of the organizations submitting their responses to EoI</p> <p>Also, given a reduction in project requirements for scoring, kindly make a commensurate reduction in projects required for minimum qualification as well</p>	
		5.2 Marking	“A-2: Pre- Feasibility Project Report in	“A-2: Pre-Feasibility Project Report, or

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			<p>the given Sector, the applicant shall have, over the last 10 (ten) financial years preceding the Application Due Date prepared Pre- Feasibility Report in the sector it has applied for in India (see Note-5) (Projects should have value not less than Rs 25 crores)”</p> <p>Based on the detailed scope of work as per sub-point “vii” of the “Terms of Reference” (page 23 of EoI document), kindly modify this clause as:</p> <p>“Pre- Feasibility Project Report, Investment Banking Report, Techno-Economic Feasibility Report, in the given Sector, the applicant shall have, over the last 10 (ten) financial years preceding the Application Due Date prepared Pre- Feasibility Report, Investment Banking Report, Techno-Economic Feasibility Report, in the sector it has applied for in India (see Note-5) (Projects should have value not less than Rs 25 crores)”</p>	<p>Investment Banking Report, or Techno-Economic Feasibility Report, in the given Sector, the applicant shall have, over the last 10 (ten) financial years preceding the Application Due Date prepared Pre-Feasibility Report in the sector it has applied for in India (see Note-5) (Projects should value not less than R. 25 Crores).”</p>
		5.2 Marking	A-5 Legal expert	A-5 Legal Expert- Engineering person (Civil or Infra Engineers)

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			<p>Consulting firms like ours are barred from practicing law or offering legal services.</p> <p>Moreover, due to the vast scope and variability in the projects which will be undertaken, the Legal expert showcased in the EoI might not be the right fit for the actual engagement</p> <p>Also, coming from a third party, the same person might not be available for working on the project when tenders are floated.</p> <p>Lastly, the marks allocation given shall not be fit for legal expert.</p> <p>Keeping that in mind, we request you to keep on-boarding of a Legal expert outside the purview of the bidder's responsibilities.</p>	
		5.2 Marking	<p>A-5 Engineering Person</p> <p>Request you to allow a JV/sub-contracting/Consortium for bringing on board the Engineering person, since the</p>	No change

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			desired technical expertise would lie in specialist firms pertaining to the industry.	
		5.2 Note	<p>“Only completed assignments will be considered. Completion of the assignments under A-1 &A-2 should be during last seven financial years. On-going projects may be allowed provided they are alive and a certificate is obtained to that effect from the client or supported by Invoices raised not before 12 months from Bid due date with payment receipt.”</p> <p>For on-going projects: Client Certificate or Invoices raised not before 12 months from Bid due date with payment receipt or CA certificate certifying the fees received against the project, to prove completion or ongoing project</p>	<p>“Only completed assignment will be considered. Completion of the assignment under A-1 & A-2 should be during last seven financial years. For on-going projects: Client Certificate Or Invoices raised not before 12 months from Bid due date with payment receipt Or CA certificate certifying the fees received against the project, to prove completion or on-going project</p>
		Appendix 4: Experience of Consultancy Service	“2. Client Certificate must be provided for experience, wherein it should be clearly stated that the Bidder was	“2. Client Certificate Or Invoices raised not before 12 months

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			<p>involved in the process of project structuring and bid process management till the date of signing of the Concession Agreement or preparation detailed project/Pre-Feasibility study report.”</p> <p>“3. Applicants are advised to give details of only the completed transaction advisory services of the projects handled by them. The Consultancy Firm will be ranked on the basis of cumulative number of completed projects handled by them.”</p> <p>Not all projects required for this EoI are related to transaction advisory. Also, not all projects get a certificate from the client at the end. For ongoing and completed projects, kindly allow submission of: Client Certificate or Invoices raised not before 12 months from Bid due date with payment receipt or</p>	<p>from Bid due date with payment receipt Or CA certificate certifying the fees received against the project, to prove completion or on-going project must be provided for experience, wherein it should be clearly stated that the Bidder was involved in the presses of project structuring and bid process management till the date of signing of the Concession Agreement or preparation detailed project/Pre-Feasibility study report.”</p> <p>“3. Applicants are advised to give details of only the completed transaction advisory services of the project handled by them. The Consultancy Firm will be ranked of the basis of cumulative number of completed projects handled by them.”</p>

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			CA certificate certifying the fees received against the project, to prove completion or ongoing project	
7	Infrastructure Development Corporation (Karnataka) Limited	3. General terms and conditions for evaluation: Should have experience of handling at least 2 (two) Multi-lateral/Bi-lateral funded Projects/Assignments.	For showing experience of handling multilateral/ bilateral funded project/assignment: 1. Whether the contract for services needs to be awarded to the firm (or) 2. Contract awarded to any individual specialist through the firm will also be considered for experience. Please clarify	
		3.3 No of Bidder The Applicant shall be a single entity and no Consortium shall be allowed. Average Annual Turnover Statement and Revenue from Advisory services in the given sector in India of the Bidder for the last three financial years ending 31 st March 2018 duly certified by the Statutory Auditor/Practicing Chartered Accountant. In case the Bidder is a Consortium, for the purpose of evaluation on financial parameters, financial parameters of all the members shall be furnished in separate sheet for Consideration.	Participation through consortium is contradictory in the bid document. Please clarify whether participation through consortium is allowed.	No

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		A-5 Key professional staff qualifications and competence for the assignment: (format of specimen CV enclosed in Appendix 5)	1. How weightages for individual CVs will be assigned? Please clarify (Sub-criteria mentioned in the ToR may not be applicable for all the proposed CVs) 2. For Engineering CV, is there any specific branch or any engineer will suffice the requirement? Please clarify	