

---IECC – Reply to Queries			
Sl. No.	Clause	Query	Answer
1	<p><b>Clause 7 Pre-Qualification Criteria (Minimum Eligibility)</b></p> <p><b>Point 2</b></p> <p><b>(Page No. 9):</b> Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with Project cost above Rs 100 Cr</p>	<p>We request the authority to kindly amend this clause to as follows:</p> <p>“Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with project cost above <b>Rs.10 Crores,</b>”</p> <p>Alternatively, we request the authority to kindly amend this clause to as follows:</p> <p>“Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects / <b>Transaction Advisory in Infrastructure Projects</b> (at least 2 Projects) with project cost above Rs.100 Crores”.</p>	<p>This eligibility criteria is modified as under;</p> <p>“Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with Project cost of Rs 50 Crores and above”.</p> <p>Similar projects means projects of similar nature including Hotels, Exhibition Centres, Convention Centres, Public utilities, Industrial parks, IT Parks, Special Economic Zones, Development of logistics infrastructure etc.</p>
2	<p><b>Clause 7 Pre-Qualification Criteria (Minimum Eligibility)</b></p> <p><b>Point 2</b></p> <p><b>(Page No. 9):</b> Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with project cost above Rs.100 Crores, [Signed, dated and sealed copies of work orders <b>and the work completion certificate/client certificate shall be submitted.</b> Projects mentioned without supporting documents will not be considered].</p>	<p>We request the authority to kindly consider <b>ongoing assignments</b> also for this criteria for which consultants shall submit the copies of <b>work orders / letter of awards.</b></p>	<p>The scope of the work in the present bid should be completed by the proposed bidder for the incomplete or ongoing projects.</p>
3	<b>Joint Venture /</b>	We request the authority to	Only single entity is

	<b>Consortium</b>	kindly allow Joint Venture / Consortium to participate in this project.	eligible.
<b>4</b>	<b>Joint Venture / Consortium</b>	Can we bid as a consortium allowed? Or only Single Entity is eligible? Please confirm.	Pl ref reply to the query at SI.No.3.
<b>5</b>	<b>Clause 4: Scope of Work</b>	Considering the overall land space as 15 acre for First & Second Phase - Is the consultant expected to conduct master planning, overall land use pattern, architecture, structural design etc. It is not clearly specified in the Scope of Work. Please confirm.	This is not included in the Scope of Work, but the Consultant has to advise on the adequacy or otherwise of the facilities provided in the proposed IECC, based on market demand as assessed by the consultant
<b>6</b>	<b>Clause 7 Pre-Qualification Criteria (Minimum Eligibility) Point 3 (Page No. 9):</b> Annual Profit in each of the preceding 3 years starting from 2014-2015 till 2016-17[The Bidder shall provide copies of Audited Statement of Accounts and Balance Sheets. In case audited balance sheet is not available for the year 2016-17, Chartered Accountant certified balance sheet shall be provided].	What is the Annual profit that is expected in each of the preceding 3 years?? (As part of the minimum eligibility) Please confirm.	Minimum amount of profit is not stipulated.
<b>7</b>	<b>Clause 4: Scope of Work Market Analysis (Point B) (Page No: 5):</b> Analyse the Hotel market (current and projected) in Ernakulam for its size and ability to support the Convention facility.	Analyse the Hotel market (current and projected) in Ernakulam for its size and ability to support the Convention facility. What does this mean?	May be read as 'Analyze the hotel facilities (current and projected) in Ernakulam for its size and ability to support the IECC'.

<p><b>8</b></p>	<p><b>Clause 4: Scope of Work Feasibility Study (Point D) (Page No: 6)</b> Optimum size of the Exhibition space and Convention Centre.</p>	<p>Optimum size of the Exhibition space and Convention Centre. Is this in terms of data or the area measurement of convention centre?</p>	<p>Optimum size may be recommended based on data and area in consonance with the reply to the query at sl.no.5</p>
<p><b>9</b></p>	<p><b>Conflict of interest</b></p>	<p>We request you to kindly consider applying this clause to only the team members being proposed as part of the assignment</p>	<p>Conflict of interest is not envisaged in this study. Conduct of Market analysis and feasibility study will not be deemed as a conflict of interest for the purpose of participation in other activities under this project.</p>
<p><b>10</b></p>	<p><b>Clause 8: Selection process</b></p>	<p>Kindly clarify the evaluation criteria with respect to the technical and financial proposals for this assignment.</p> <p>In this regard, to ensure the quality of the bids, we request you to kindly consider a quality and cost based selection (QCBS) process with a weightage of Technical proposal (80%) Financial proposal (20%).</p> <p>Also kindly consider the following scoring framework for the Technical proposals :</p> <ul style="list-style-type: none"> <li>• Proposed approach to the tasks and methodology (50%)</li> <li>• Key personnel proposed for the assignment (40%)</li> <li>• Project experience of the consultant / firm (10%)</li> </ul>	<p>Refer clause-8 for selection process.</p> <p>No modification in the RFP criteria in this regard is proposed.</p>
<p><b>11</b></p>	<p><b>Clause 7.2:</b> Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2</p>	<p>Kindly clarify "similar projects"</p> <p>Request to consider experience over the last 10 years in conducting market survey/demand assessment/preparation of</p>	<p>PI refer reply to the query at Sl.No.1.</p>

	Projects) with project cost above Rs.100 Crores,	feasibility report/DPR in projects in sectors including exhibition and convention centres, real estate, urban development, special economic zone, logistics park, industrial park., IT park, mixed land use urban development and industry zones	
12	<b>Clause 7.2:</b> [Signed, dated and sealed copies of work orders and the work completion certificate/client certificate shall be submitted. Projects mentioned without supporting documents will not be considered].	Request to consider either work orders <b>OR</b> the work completion certificate/ client certificate as supporting documents	As per RFP. In the absence of any of these supporting documents, Bidder may give an undertaking to that effect and KINFRA reserves the right to independently verify the same before deciding on the qualification or otherwise of the bidder.
13	<b>Clause 8: Selection process</b>	Kindly provide details on the expected team and positions. This would enable us to put forward the right team expected for the assignment by KINFRA  WE also request to provide the expected person-month inputs for the engagement. If the consultant proposes own team/composition, the same may not be uniform across the prospective bidders which may impact the financial quote for the project	The Bidder may deploy adequate personnel for satisfactory completion of the study and furnish their recommendations thereon. However it is up to the bidder to decide on the number of personnel/man-hours for this purpose.
14	<b>Clause 5. DELIVERABLES &amp; TIMELINE</b>  1. One soft copy and two hard copies of the preliminary Market Analysis report within 20 days of issue of Letter of Award.  2. One soft copy and two hard copies of the Draft Report on Market Analysis,	Considering the scope of work of the assignment, request to revise the timelines as per the following:  1. One soft copy and two hard copies of the preliminary Market Analysis report within <b>30</b> days of issue of Letter of Award.  2. One soft copy and two hard copies of the Draft Report on Market Analysis, Demand	As per RFP.

	<p>Demand assessment and feasibility study within 30 days of issue of letter of award.</p> <p>3. One soft copy and two hard copies of the Final Report on Market Analysis, Demand Assessment and Feasibility Study within 45 days of issue of letter of award.</p>	<p>assessment and feasibility study within <b>60</b> days of issue of letter of award.</p> <p>3. One soft copy and two hard copies of the Final Report on Market Analysis, Demand Assessment and Feasibility Study within <b>90</b> days of issue of letter of award.</p>	
<b>15</b>	<b>Clause 5: DELIVERABLES &amp; TIMELINE</b>	<p>Although the consultant shall strive to adhere to the specified timelines, failure to provide services in accordance with the terms and conditions of the RFP document may also occur due to reasons beyond the control of the consultant. Kindly clarify.</p>	<p>Kindly refer force majeure clause on page-9 of the RFP</p>
<b>16</b>	<p><b>Clause 9: Payment schedule</b></p> <ul style="list-style-type: none"> <li>• 20% on submission of preliminary Market Analysis report within 20 days of issue of Letter of Award (item 1 of deliverables).</li> <li>• 50% of Total Fee on submission of Draft Report and on verification and acceptance of the same by KINFRA (item 2 of deliverables).</li> <li>• 30% on submission of Final Report (FR) and on verification and acceptance of the same by KINFRA (item 3 of deliverables).</li> </ul>	<p>As per the terms of reference, it is envisaged that most of the activities will be undertaken in initial phases of the engagement. However, the payment schedule is not aligned to the quantum of work in the initial phases.</p> <p>As bulk of payments are towards the end of the assignment, we request to revise the payment schedule as follows;</p> <ul style="list-style-type: none"> <li>• 40% on submission of preliminary market analysis report within 20 days of issue of letter of award (item-1 of deliverables)</li> <li>• 50% of total fee on submission of draft report and on verification and acceptance of the same by KINFRA (item-2 of deliverables)</li> <li>• 10% on submission of final report (FR) and on verification and acceptance of the same by</li> </ul>	<p>The revised payment schedule is given below:</p> <ul style="list-style-type: none"> <li>• 20% of Total Fee as mobilization advance against Bank Guarantee for equal amount from a Commercial Bank valid for a period of 3 months, on issue of Letter of Award and execution of agreement.</li> <li>• 20% of Total Fee on submission of preliminary Market Analysis report within 20 days of issue of Letter of Award.</li> <li>• 40% of Total Fee on submission of Draft Report within</li> </ul>

		<p>KINFRA (item-3 of deliverables)</p> <p>Also kindly consider a mobilisation advance of 10% which may be adjusted in the subsequent payments</p>	<p>30 days of issue of Letter of Award.</p> <ul style="list-style-type: none"> <li>• 20% of Total Fee on submission of Final Report (FR) after incorporating the modifications and suggestions from KINFRA in the Final Report, within 45 days of issue of Letter of Award and acceptance of the same by KINFRA.</li> </ul>
<b>17</b>	<p><b>3. SCHEDULE OF SELECTION PROCESS</b></p> <p>Due date for receipt of bids (proposal due date) : 12 March, 2018</p>	<p>Request to extend the proposal due date to at least 20 days post publication of the reply to pre-bid queries</p>	<p>As per RFP</p>
<b>18</b>		<p>Is the Design and Drawings of the proposed IECC already prepared by KINFRA ? If so, will KINFRA share the design and drawings with the selected bidder? Does the scope involve suggesting the right product mix for the proposed IECC?</p>	<p>Schematic drawings prepared for the project will be shared with the consultant.</p> <p>Please refer to the replies to the queries at Sl. No 5 and Sl. No 8.</p>
<b>19</b>		<p>Is there a format for issuing Power of Attorney in the name of Authorized Signatory?</p>	<p>The power of Attorney should be authorised through Board resolution/appropriate authorization by the partnership firm/ by the proprietor.</p>
<b>20</b>		<p>For selection of Consultant it is mentioned that the shortlisted bidders will have to make a technical presentation and the technical presentation shall include broadly 1. Proposed approach to the task and methodology, 2. Experience and Quality of Personnel and 3.</p>	<p>As per RFP. The presentation will be evaluated in totality.</p>

		Capacity. Is there any weightage for the above mentioned three broad heads of technical presentation?	
21	<p><b>Clause 7.2 :</b> Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with project cost above Rs.100 Crores, &amp; <b>Annexure A (2)</b></p>	<p>We refer to the RFP document that you have floated for selection of consultant for Market Analysis and Feasibility Study of International Exhibition cum Convention Centre (IECC), Kochi wherein we have observed a minute discrepancy regarding pre-qualifying criteria/ eligibility of prospective bidders. On page no.9, sl. no.7.2 it is written:</p> <p><b>" Experience in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with project cost above Rs.100 Crores, [Signed, dated and sealed copies of work orders and the work completion certificate/client certificate shall be submitted. Projects mentioned without supporting documents will not be considered"</b></p> <p>Whereas in Annexure, Technical bid format, S.no. 2 it is written: <b>"Experience as Consultant in the preparation of Feasibility Report/DPR in at least two fully implemented projects of similar nature with project cost of Rs.100 Crore and above."</b></p> <p>We request you to clarify the same and if the second criteria prevails, we again request you to reduce the number of fully implemented projects from 2 (two) to 1(one).</p>	<p>Point No. 2 in Annexure A may be read as "Experience as Consultant in conducting market survey/demand assessment/preparation of Feasibility Report/DPR in similar projects (at least 2 Projects) with project cost of Rs.50 Crores and above".</p>