

Expression of Interest (EOI) for Selection of a consultant to conduct Techno-Commercial Feasibility Study for Multi Modal Logistics Parks in four districts in Kerala

Response to Queries

| Sl No: | Page no: | Relevant clause | Description | Query | Response |
|--------|----------|--|---|--|--|
| 1 | 6, 9, 18 | Pg. 6, Tender Notice & Pg. 9, e-Government Procurement (e-GP) – Notice Inviting Expression of Interest (EOI), Clause No. 5 & 6 & Pg.18, PRE-QUALIFICATION CRITERIA | Tender Notice Bid Fee (Non- refundable) Rs. 5,950/- (inclusive of all applicable taxes) EMD Rs 50,000/- (inclusive of all applicable taxes) & e-Government Procurement (e-GP) – Notice Inviting Expression of Interest (EOI) 5. Non–refundable tender fee of Rs.5,950/- (inclusive of all applicable taxes) shall be remitted through online payment mechanism for e-procurement system of Govt. of Kerala. 6. Earnest Money Deposit (EMD) amounting to Rs 50,000.00 (Rupees Fifty Thousand only inclusive of all applicable taxes) to be remitted online through e-GP site by the bidder. | As per MSME Act, if a Company is registered under MSME, while making application for Government Tender, bidder is exempted from Tender Fee, EMD & Security Deposit. In line with the above, kindly grant an exemption / relax the criteria for payment of EMD and Tender Document/ Bid Fee for those bidders who are registered under MSME and have valid MSME Registration Certificate. Request to kindly consider. | No exemption from Tender fee and EMD. As per EOI. |
| 2 | 7 | Pg. 7, e-Government Procurement (e-GP) – Notice Inviting Expression of Interest (EOI), Clause No. 1, ii. | ii. Bidder should have an annual turnover of Rs. 75 Crore or above in each of the last three financial years. | To allow more participation from experienced For and bidders, request to please relax/modify the criteria - Bidder shall have a minimum Annual Turnover of at least INR 50 Crore as professional fees during each of the 3 (three) financial years preceding the Proposal Due Date. | As per EOI |
| 3 | 8,17 | Pg. 8, e-Government Procurement (e-GP) – Notice Inviting Expression of Interest (EOI), Clause No. 1, iii. Pg.17, PRE-QUALIFICATION CRITERIA, pt. no. 3 | iii. Bidder should have undertaken and completed at least three similar works for government Department/ Semi Government or PSU/Quasi Government / Private organization. (Proof of the same i.e. Work order and completion certificate should be attached along with Technical bid) | The definition of similar works is not mentioned in the EOI, request to please modify/add the clause as follows – “iii. Bidder should have undertaken and completed at least three similar works for government Department/ Semi Government or PSU/Quasi Government /Private organization. (Proof of the same i.e. Work order and completion certificate should be attached along with Technical bid) Similar works includes Consultancy services for preparation of Techno-Economic Feasibility study/ DPR/ Transaction advisory services for Development of Multi-modal Transport Hub/ Logistics Hub/ Cargo Terminal/Freight Terminals/ Industrial park/Bus Terminals/Railway Station/Metro Station/ Multi Level Parking/Urban Infrastructure/ Transport Infrastructure related projects”. | Bidder should have undertaken and completed atleast three Techno-commercial feasibility studies for government Department/ Semi Government or PSU/Quasi Government /Private organization |
| 4 | 8 | Pg. 8, e-Government Procurement (e-GP) – Notice Inviting Expression of Interest (EOI), Clause No. 1, v. | v. Consortium is not allowed in this project | As a Competitive bidding process, request to please relax the criteria and allow Consortium in this EOI of at least 2 firms to participate who can combine their Technical & Financial Capacity to meet the Eligibility and Qualification Criteria for selection. Sir/Madam, above relaxation will help KINFRA in bringing experience and more competitive bidders in tender process. | As per EOI |

| 5 | 19 | Pg. 19, EVALUATION OF TECHNICAL BID | <table border="1"> <thead> <tr> <th colspan="3">Bid Evaluation</th> </tr> <tr> <th>Sl.No</th> <th>Evaluation Criteria</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Experience of the firm in Preparation of Multimodal Logistics Parks (minimum One)</td> <td>10</td> </tr> <tr> <td>2</td> <td>Experience of the firm in doing strategic projects in Kerala or similar studies in Kerala (Study related to Industries/ Transportation would be considered) Maximum 5 projects – 5 marks for each project</td> <td>25</td> </tr> <tr> <td>3</td> <td>Knowledge and expertise in the development and implementation of projects related to Industries department within the timeline – 2 projects</td> <td>15</td> </tr> </tbody> </table> | Bid Evaluation | | | Sl.No | Evaluation Criteria | Maximum Marks | 1 | Experience of the firm in Preparation of Multimodal Logistics Parks (minimum One) | 10 | 2 | Experience of the firm in doing strategic projects in Kerala or similar studies in Kerala (Study related to Industries/ Transportation would be considered) Maximum 5 projects – 5 marks for each project | 25 | 3 | Knowledge and expertise in the development and implementation of projects related to Industries department within the timeline – 2 projects | 15 | <table border="1"> <thead> <tr> <th colspan="3">Bid Evaluation</th> </tr> <tr> <th>Sl. No</th> <th>Evaluation Criteria</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Experience of the firm in Consultancy services for preparation of Techno-Economic Feasibility study/ DPR/ Transaction advisory services for of Similar works as defined in Pre-Qualification Criteria (Maximum 5 projects – 5 marks for each project)</td> <td>25</td> </tr> <tr> <td>2</td> <td>Experience of the firm in doing strategic projects in Kerala / adjoining states (work related to industries / infrastructure development) Maximum 2 projects – 5 marks for each project</td> <td>10</td> </tr> <tr> <td>3</td> <td>Knowledge and expertise in the development and implementation of projects related to Industries department within the timeline – 2 projects</td> <td>15</td> </tr> </tbody> </table> | Bid Evaluation | | | Sl. No | Evaluation Criteria | Maximum Marks | 1 | Experience of the firm in Consultancy services for preparation of Techno-Economic Feasibility study/ DPR/ Transaction advisory services for of Similar works as defined in Pre-Qualification Criteria (Maximum 5 projects – 5 marks for each project) | 25 | 2 | Experience of the firm in doing strategic projects in Kerala / adjoining states (work related to industries / infrastructure development) Maximum 2 projects – 5 marks for each project | 10 | 3 | Knowledge and expertise in the development and implementation of projects related to Industries department within the timeline – 2 projects | 15 | As per EOI |
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| 6 | 6,7 | Pg. 6, Tender Notice & Pg. 7, e-Government Procurement (e-GP) – Notice Inviting Expression of Interest (EOI) | Last Date - 18/11/2020 before 5:00PM Last date of submission of EOI document, EMD, EOI Document Fee & Other documents as specified - 18/11/2020 before 5:00 pm | We request for the last date of online submission of EOI to be extended at least 01 week from the date of response to queries please. | As per EOI. No change in last date for online bid submission. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7 | 8 | 1. Bidders who fulfil the following requirements shall be eligible to apply. | iii. Bidder should have undertaken and completed at least three similar works for government Department/ Semi Government or PSU/Quasi Government / Private organization. (Proof of the same i.e. Work order and completion certificate should be attached along with Technical bid) | Considering the nature of Government projects, completion certificates are usually delayed. Hence, we request you to consider Work order or Completion certificate. Alternatively Chartered Auditor's certificate stating receipt of complete payments can also be considered. | Work order can be submitted as proof | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 8 | 9 | 16. The bid submitted shall become invalid and e-Tender processing fee shall not be refunded if | c) All bidders shall submit hard copies of certificates as proof of eligibility criteria. If any discrepancy is noticed between the documents as uploaded at the time of submission of bid and hard copies as submitted physically by the bidder in the office of bid opening authority. | In light of the current Covid-19 situation request you to kindly soft copy of certificates as proof of eligibility criteria. Also, since this is an e-tender bid submission we understand that physical submission of hard copy of bid is not required in this case. Please clarify. | Please refer Corrigendum-1 uploaded in e-GP website | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 9 | 15 | Scope of services | Study the existing warehouse capacity and demand in Kerala with a broad location / spatial analysis. | We assume that the requisite land related information for location/spatial analysis would be furnished by KINFRA. As per our understanding no Master Planning is to be undertaken as part of this study. Please confirm. | The consultant shall conduct district profiling and suggest a potential location in all four districts (Thiruvananthapuram, Ernakulam, Kozhikode and Kannur) | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 10 | 15 | Scope of services | Conduct an industry workshop to assess the requirements for an MMLP | In light with the current Covid19 situation, we assume that this workshop would be conducted via Video conferencing. Please confirm. | Yes | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 11 | 19,20 | Evaluation of Technical Bid | The bidders scoring minimum 70 marks out of 100 as Technical Score (TS) in the Technical Evaluation shall be declared as the Technically Qualified bidder. The Financial bids shall be considered only of the Technically Qualified bidders. | We request you to consider selection based both on the quality of the proposal and on the cost of the services to be provided through Quality and cost-Based Selection [QCBS] method with 80% weightage to technical scores and 20% weightage to financial scores. | As per EOI | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 12 | 20 | Evaluation of Technical Bid | Knowledge and expertise in the development and implementation of projects related to Industries department within the timeline – 2 projects | We request you to make this clause as follows: Knowledge and expertise in the development and implementation of projects related to Industries department (preferably Kerala) within the timeline – 2 projects | As per EOI | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

| 13 | 16 | Deliverables and Payment Schedule | <p>The milestones and timelines of the assignment are given in the table below. The Key Deliverables and payment schedule, as percentage of the Agreement Value, linked to the specified deliverables are given below:</p> <table border="1"> <thead> <tr> <th>Sj No.</th> <th>Milestone</th> <th>Timeline (in days)</th> <th>Payment (% of total fee)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Inception report - Detailing of the entire assignment in tasks, sub-tasks and other elements. Present the approach and methodology to handle the engagement scope.</td> <td>30 days from the date of issue of Work order</td> <td>20% Payment on Approval of Report</td> </tr> <tr> <td>2</td> <td>Draft Final Report</td> <td>40 days from the date of issue of Work order</td> <td>30% Payment on Approval of Report</td> </tr> <tr> <td>3</td> <td>Final Report</td> <td>45 days from the date of issue of Work order</td> <td>50% Payment on Approval of Final Report</td> </tr> </tbody> </table> | Sj No. | Milestone | Timeline (in days) | Payment (% of total fee) | 1 | Inception report - Detailing of the entire assignment in tasks, sub-tasks and other elements. Present the approach and methodology to handle the engagement scope. | 30 days from the date of issue of Work order | 20% Payment on Approval of Report | 2 | Draft Final Report | 40 days from the date of issue of Work order | 30% Payment on Approval of Report | 3 | Final Report | 45 days from the date of issue of Work order | 50% Payment on Approval of Final Report | <p>Request you to consider below Payment (% of total fee) for the 3 milestones mentioned</p> <ol style="list-style-type: none"> 1. Inception report –20% 2. Draft Final Report –40% 3. Final Report – 40% | As per EOI |
|--------|--|--|---|---|---|--------------------|--------------------------|---|--|--|-----------------------------------|---|--------------------|--|-----------------------------------|---|--------------|--|---|--|------------|
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| 1 | Inception report - Detailing of the entire assignment in tasks, sub-tasks and other elements. Present the approach and methodology to handle the engagement scope. | 30 days from the date of issue of Work order | 20% Payment on Approval of Report | | | | | | | | | | | | | | | | | | |
| 2 | Draft Final Report | 40 days from the date of issue of Work order | 30% Payment on Approval of Report | | | | | | | | | | | | | | | | | | |
| 3 | Final Report | 45 days from the date of issue of Work order | 50% Payment on Approval of Final Report | | | | | | | | | | | | | | | | | | |
| 14 | 21 | General | | <p>Kindly reconfirm if this is a single stage procurement viz. EOI cum proposal (technical and financial) and bidder is required to submit its technical and financial bid along with EOI only. In case yes, kindly provide the required formats for Technical bid. While the EOI documents provides formats, under Annexures, towards sought for bidder's eligibility against pre-qualification requirements (under clause 1), no such formats are provided for technical bid covering bidder's Credentials, cvs of experts etc. - as required on Page 21 of EOI Document.</p> | As per EOI | | | | | | | | | | | | | | | | |
| 15 | 6,7 | General | | <p>We would also like to submit that the document provides only 2 weeks for bid submission. This is grossly inadequate for a project of this scope and size. There is an extensive amount of efforts required in reviewing the scope and preparing the technical bids for such a large projects spanning 4 districts. Also, in wake of upcoming Diwali holidays, we humbly request to extend the submission deadline by atleast 3 weeks i.e till Dec 9, 2020</p> | As per EOI.No change in last date for online bid submission. | | | | | | | | | | | | | | | | |
| 16 | 11 | Important Information | 2. Last date of submission of Bid Online: 18-11-2020 at 5.00 pm | <p>We request the Authority to consider increase in timeline for last date of submission to at least two weeks from the time of response to the queries. This shall give us enough time to prepare documentation in line with the responses</p> | As per EOI.No change in last date for online bid submission. | | | | | | | | | | | | | | | | |
| 17 | 11 | Important Information | 6. Earnest Money Deposit: Rs 50,000 (Inclusive of all taxes) | <p>We request the Authority to reduce the EMD amount to INR 10,000 for the EOI and specify the time for return of the EMD amount of unsuccessful bidders.</p> | As per EOI | | | | | | | | | | | | | | | | |
| 18 | 17 | Pre-Qualification Criteria | Bidder should have undertaken and completed at least three Techno Commercial feasibility studies for government department/Semi Government or PSU/Quasi Government / Private organization (Proof of the same i.e. Work order and completion certificate should be attached along with Technical bid) | <p>We request the Authority to consider Statutory Certificate / CA Certificate authorizing complete payment to the Bidder for the project as Completion Certificate for the eligible projects.</p> | Work order can be submitted as proof | | | | | | | | | | | | | | | | |
| 19 | 20 | Evaluation of Technical Bid | 1. Experience of the firm in Preparation of Multimodal Logistics Parks (minimum One) | <p>Would the Preparation of Multimodal Logistic Parks constitute Techno-Commercial Feasibility Study nature / scope of work for the projects under this category – Request Authority to clarify.</p> | Yes,Bidder should have experience in preparation of Techno- commercial Feasibility study of logistics parks (minimum One) | | | | | | | | | | | | | | | | |

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|----|----|-----------------------------|---|---|---|
| 20 | 20 | Evaluation of Technical Bid | 2. Experience of the firm in doing strategic projects in Kerala or similar studies in Kerala (Study related to Industries/Transportation would be considered) Maximum 5 projects – 5 marks for each project | We request the Authority to clarify that "Industry" related to strategic projects in real estate (landside development studies for transport projects such as airports, railways) shall be eligible for consideration as project experience of the bidder. For Eg. If the bidder has done projects in Kerala in the landside development study for airport would that qualify under the eligibility experience criteria. The sector would be transport and the study would be in Kerala but related to real estate development assessment. Request Authority to clarify. | Studies related to strategic projects in real estate for real estate development will be considered |
| 21 | 20 | Evaluation of Technical Bid | 3. Knowledge and expertise in the development and implementation of projects related to Industries department within the timeline – 2 projects | We request the Authority to clarify nature / type of projects falling under this category. Also request to elaborate on the Industries Department category (Which industries). | Techno- commercial Feasibility study of Industrial parks/ Industrial estates |