

Expression of Interest (EOI) for Selection of a Consultant for preparation of Strategic Vision Document						
Response to Queries						
Sl No:	EOI				Query	Response
	Section	Clause	Page No.	Description		
1	Tentative schedule for bidding procedure	7.4	10	Submission of bid – 17th June 2019	We request the authority to provide at least 7 working days from release of response to queries	Please refer Corrigendum-1 for revised time schedule
2	Format and Signing of bids	7.7.2	11	The intending firms shall also submit the list of such projects, where, due to any disputes litigation/arbitration was invoked and/or the consultancy services were abandoned/suspended by the Consultant(s).	We understand that the consultant can provide a self-certification towards this clause in language similar to the paragraph retaining the sum and substance of the same	Self certification issued by an authorised signatory will only be considered. As per EOI.
3	Payment schedule	7.12.2	13	Submission of draft final document for presentation to the board – 30% Submission of final approved copy – 50%	As substantial amount of work will be completed by preparation of draft final report, we request the authority to consider following payment schedule: Submission of draft final document for presentation to the board – 50% Submission of final approved copy – 30%	Please refer Corrigendum-1 for revised payment schedule
4	Pre-qualification criteria	8.1	15	Bidder should have a cumulative annual turnover of Rs. 100 Crore or above in the last three financial years.	We understand that the bidder should have a turnover of INR 100 crore in each of the last three financial years. Please confirm.	Please refer Corrigendum-1 for revised pre-qualification criteria
5	Pre-qualification criteria	8.1	16	Bidder should have undertaken and completed at least three similar works for government Department/Semi Government or PSU/Quasi Government / Private organization	We understand: 1. Similar works include vision/ strategic plan/ business plan/ corporate plan/ policy formulation works. Please confirm. 2. Similar works awarded by multilateral agencies will be eligible. Please confirm 3. We request the authority to consider ongoing assignments as well	1. Yes 2. Similar works undertaken by the bidder in India or abroad will be considered. However, atleast one work should be from India. 3. The bidder can highlight the ongoing projects during Technical presentation. However, the ongoing projects will not be considered for pre-qualification
6	Experience in preparation of strategic vision document for government organization	8.21	18	Experience of the firm in Preparation of Strategic Vision Document for Government Organizations (Should be furnished in the format mentioned in the annexure and copy of Work Order and Project Completion Certificate should be attached)	We understand: 1. Strategic Vision Document will include strategic plan/ business plan/ corporate plan/ policy formulation works. Please confirm. 2. We request you to consider assignments with PSUs and multilateral agencies as well. 3. With respect to project completion, we request the authority to consider self-certified (by authorized signatory) undertaking of completion, where completion letter from client is not available 4. We request you to consider ongoing projects under this category	1. Yes 2. Assignments with PSUs and multilateral agencies will be considered. However, atleast one work should be from India. 3. As per EOI 4. The bidder can highlight the ongoing projects during Technical presentation. However, the ongoing projects will not be considered for scoring/prequalification.
7	Relevant experience of the firm in similar field	8.21	18	Relevant experience of the firm in similar field	We understand that as proof for experience under this category, we need to provide one project detail (in strategic plan/ business plan/ corporate plan/ policy formulation)	As per EOI
8	Knowledge and expertise in the development and implementation of similar project(s) within the timeline	8.21	18	Knowledge and expertise in the development and implementation of similar project(s) within the timeline	Please clarify: 1. What is meant by "development and implementation" of similar projects? 2. What is meant by "within the timeline"? 3. Do we need to prepare a case study for this section?	As per EOI
9	Evaluation of financial bid	8.22	19	The Technical Score (TS) and the Financial Score (FS) secured by each bidder shall be subjected to the Weightage WT = 0.70 (the weight given to the technical bid); WF = 0.30 (the weight given to the financial bid). The combined technical and financial score (S) for the bidder shall be computed as per the following formula.	As the assignment is of strategic nature, the authority is requested to consider providing higher weightage to technical evaluation at 0.80.	As per EOI

10	Annexure - Declaration	Annexure	22	I/we hereby declare that I/we have not been Blacklisted/debarred by any Central/State Govt Depts/Central/State Govt PSUs, Autonomous and statutory bodies under State/Central Governments.	We understand that the consultant can provide a self-certification in language similar to the paragraph retaining the sum and substance of the same. Please confirm	Self certification issued by an authorised signatory will only be considered. As per EOI.																																								
11	Key personnel	NA	NA	NA	For parity of effort estimation, we request the client to allocate ~30% of marks of technical evaluation to CVs of key personnel. The client may consider the following positions: <ul style="list-style-type: none"> • Team leader (10 years of experience with MBA/ PGDM) • Financial expert (8 years of experience with CA) • Industry expert (5 years of experience with MBA/ PGDM) 	Bidder can provide the credentials of the Team Leader and Team members and optimum size and composition of the team for the timely completion of the assignment during Technical presentation for evaluation																																								
12	Sealing and Marking of Bids	7.8.1	11	The bidder would provide all the information as per this EOI, and KINFRA would evaluate only the bids received in the required format.	Can you clarify if this is an EOI or an RFP? Generally, at EOI stage most of the clients (tender issuing authority) seek technical information from consultants to understand the capabilities of the consultants and number of firms that are interested in carrying out this kind of work. At EOI stage, they shortlist the most relevant and experienced consultants for the next stage. At RFP stage, client (tender issuing authority) seeks specific information including team that will carry out the scope of services. Generally, they evaluate the tender based on – (i) Ability of the firm to carry out by checking if the firm has carried out similar assignments (ii) Ability of the proposed team members – qualification, expertise and experience in carrying out similar projects (iii) Proposed approach & methodology for the current assignment While both the stages can be combined into one single stage of tendering which is carried out to reduce the time taken for selection of consultant. The current EOI document could be strengthened by seeking additional information on the team required for the project, specific expertise for carrying out the scope of services and the duration of the experts. This would give clarity amongst the bidders to submit their bids with the same understanding.	This may be treated as EOI & RFP combined.																																								
13	Payment schedule	7.12.2	13	<p>Payment schedule</p> <table border="1"> <thead> <tr> <th>#</th> <th>Milestones</th> <th>Timeline from award</th> <th>Pmt</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Submission & presentation of methodology</td> <td>15 days</td> <td>10%</td> </tr> <tr> <td>2</td> <td>Interim document</td> <td>30 days</td> <td>10%</td> </tr> <tr> <td>3</td> <td>Draft final report</td> <td>45 days</td> <td>30%</td> </tr> <tr> <td>4</td> <td>Final approved report</td> <td>60 days</td> <td>50%</td> </tr> </tbody> </table>	#	Milestones	Timeline from award	Pmt	1	Submission & presentation of methodology	15 days	10%	2	Interim document	30 days	10%	3	Draft final report	45 days	30%	4	Final approved report	60 days	50%	<p>Request you to consider following payment schedule:</p> <table border="1"> <thead> <tr> <th>#</th> <th>Milestones</th> <th>Timeline</th> <th>Payment</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Mobilization, submission & presentation of methodology</td> <td>15 days</td> <td>20%</td> </tr> <tr> <td>2</td> <td>Interim document</td> <td>30 days</td> <td>20%</td> </tr> <tr> <td>3</td> <td>Draft final report</td> <td>45 days</td> <td>35%</td> </tr> <tr> <td>4</td> <td>Final approved report</td> <td>60 days</td> <td>25%</td> </tr> </tbody> </table> <p>90% of the scope would be carried out by the time consultants are ready to present it to the Board of KINFRA which is at the stage of Draft final report, hence request to consider payment of 25% to be retained for finalizing the report as per the suggestions of the Board. While payment milestones specify the timeline required to be adhered by the consultant, it does not specify number of people involved in carrying out the activities. This may lead to assumptions from the consultants which can lead to varying technical and financial bids. Request client to specify key staff members for carrying out the work.</p>	#	Milestones	Timeline	Payment	1	Mobilization, submission & presentation of methodology	15 days	20%	2	Interim document	30 days	20%	3	Draft final report	45 days	35%	4	Final approved report	60 days	25%	Please refer Corrigendum-1 for revised payment schedule
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14	Liquidated Damages	7.13.1	14	In the event of a delay in completion of work as per the completion Schedule for which the consultant is responsible, the consultant shall pay Liquidated Damages to KINFRA at the rate of half percent (0.5%) per week of delay, subject to a maximum of ten percent (10%) of the consultancy fees.	Request to consider a liquidated damages to be capped at 5% of the total consultancy fees.	As per EOI																											
15	Pre-qualification criteria	8.1	16	Proof for Experience and Expertise in the concerned sector	Request to specify number of key experts required and their positions. Based on our experience of carrying out similar assignments, we think following team could be proposed: <table border="1"> <thead> <tr> <th>#</th> <th>Position</th> <th>Qualification requirement</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Team Leader</td> <td>CA/ICWA having atleast 25 years of experience; specific experience in restructuring infrastructure development companies/ institutions and carrying out similar assignments.</td> </tr> <tr> <td>2</td> <td>Institutional expert</td> <td>CA/ICWA or MBA having atleast 20 years of experience; specific experience in institutional development aspects of state/central government institutions and carrying out similar assignments.</td> </tr> <tr> <td>3</td> <td>Infrastructure Specialist</td> <td>BE/ME/MBA having atleast 20 years of experience; specific experience in infrastructure sector, restructuring of state/central government institutions and carrying out similar assignments.</td> </tr> <tr> <td>4</td> <td>Finance Specialist</td> <td>MBA (Finance) having atleast 10 years of experience; specific experience in Government sector infrastructure development projects, institutional development studies, and carrying out similar assignments.</td> </tr> <tr> <td>5</td> <td>HR specialist</td> <td>MBA having atleast 10 years of experience in human resource assessment of government institutions for restructuring</td> </tr> <tr> <td>6</td> <td>Project Manager</td> <td>MBA having atleast 10 years of experience in managing projects in Kerala.</td> </tr> <tr> <td>7</td> <td>Support staff 1</td> <td>BE/graduate degree with atleast 3 years of experience in carrying out institutional studies/ infrastructure projects</td> </tr> <tr> <td>8</td> <td>Support staff 2</td> <td>BE/graduate degree with atleast 3 years of experience in carrying out institutional studies/ infrastructure projects</td> </tr> </tbody> </table>	#	Position	Qualification requirement	1	Team Leader	CA/ICWA having atleast 25 years of experience; specific experience in restructuring infrastructure development companies/ institutions and carrying out similar assignments.	2	Institutional expert	CA/ICWA or MBA having atleast 20 years of experience; specific experience in institutional development aspects of state/central government institutions and carrying out similar assignments.	3	Infrastructure Specialist	BE/ME/MBA having atleast 20 years of experience; specific experience in infrastructure sector, restructuring of state/central government institutions and carrying out similar assignments.	4	Finance Specialist	MBA (Finance) having atleast 10 years of experience; specific experience in Government sector infrastructure development projects, institutional development studies, and carrying out similar assignments.	5	HR specialist	MBA having atleast 10 years of experience in human resource assessment of government institutions for restructuring	6	Project Manager	MBA having atleast 10 years of experience in managing projects in Kerala.	7	Support staff 1	BE/graduate degree with atleast 3 years of experience in carrying out institutional studies/ infrastructure projects	8	Support staff 2	BE/graduate degree with atleast 3 years of experience in carrying out institutional studies/ infrastructure projects	Bidder can provide the credentials of the Team Leader and Team members and optimum size and composition of the team for the timely completion of the assignment during Technical presentation for evaluation
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16	Pre-qualification criteria	8.1	16	Major area of present activities/services	The present service areas need to be submitted/ The detail of projects being carried out at present need to be mentioned.	This may be submitted during Technical presentation																											
17	General			No reference to liability of the consultant	It is a general practice in the government to include a clause related to liability of the consultants to be capped to the extent of the consultancy fees.	As per EOI																											
18	General			Contract template / format	We request you to kindly share a copy of the contract to be signed for execution of this project.	Please refer Addendum-1																											
19	Scope of Work	5	7	Consultant must review the assets, inflows, outflows, potential income and liabilities, finances, activities, projects and investments of KINFRA. The value delivered/created by KINFRA over the years in strictly commercial terms in order to calculate Internal Rate of Return (IRR) realized from Government funding.	How many assets need to be reviewed? Kindly clarify	All existing assets of KINFRA as per the Audited Balance sheet of KINFRA																											
20	Deliverables	6	8	The following deliverables are desired in the strategic planning process and document...	It is understood that the deliverables listed in this section are part of "Document" mentioned in Clause 7.12.2 (SI No.s 3 & 4) and are not the standalone deliverables.Please clarify	Yes, Deliverables are part of the document																											

21	Definition of Terms & Payment Terms	7.12.1	13	<p>Definition of "Completion of work": It is defined as completion of the work as mentioned in the Scope of Work and approval of the Completion Report submitted by the Consultant by KINFRA</p>	<p>Since all the milestones are time-bound (as in Clause 7.12.2) and linked to the approval of earlier milestones, We propose that such approval on deliverables shall be given by KINFRA within 15 days from the date of submission of deliverable. If no comments are received within 15 days from the date of submission of deliverable to KINFRA, then, the deliverable is deemed to be accepted by KINFRA.</p>	As per EOI
22	Payment Schedule	7.12.2	13	<p>The Payment shall be made on the basis of the delivery milestones as specified in the following table...</p> <ol style="list-style-type: none"> 1. Submission of Presentation & Methodology – 15 days from date of award of work 2. Interim Document Presentation – 30 days from issue of Work Order 3. Submission of draft Final document for presentation to the Board - 45 days from issue of Work Order 4. Submission of Final approved copy – 60 days from issue of Work Order 	<p>Since all the milestones are linked to the approval of previous milestone, the timeline specified in the EOI also includes the time taken by the Client for approving same. For avoidance of ambiguity, it is requested to link the timelines with date of approval of previous deliverable instead of Date of issue of Work Order. The timelines may be modified as below:</p> <ol style="list-style-type: none"> 1. Submission of Presentation & Methodology – 15 days from issue of Work Order 2. Interim Document Presentation – 60 days from approval of Milestone 1 3. Submission of draft Final document for presentation to the Board - 30 days from approval of Milestone 2 4. Submission of Final approved copy – 15 days from approval of Milestone 3 	As per EOI, also see Corrigendum 1 for Payment Schedule
23	Payment Schedule	7.12.2	13	<p>The Payment shall be made on the basis of the delivery milestones as specified in the following table...</p> <ol style="list-style-type: none"> 1. Submission of Presentation & Methodology-10% 2. Interim Document Presentation-10% 3. Submission of draft Final document for presentation to the Board-50% 4. Submission of Final approved copy-30% 	<p>It may be noted that the effort, resource deployment and expenditure incurred by the consultant is mostly upto finalising the draft report. It is requested to consider the following payment schedule.</p> <ol style="list-style-type: none"> 1. Submission of Presentation & Methodology-10% against the Bank Guarantee / Performance Guarantee 2. Interim Document Presentation-20% 3. Submission of draft Final document for presentation to the Board-40% 4. Submission of Final approved copy -30% 	Please refer Corrigendum 1 revised payment schedule
24	Liquidated Damages	7.13	14	<p>7.13.1 In the event of a delay in completion of work as per the completion Schedule for which the consultant is responsible, the consultant shall pay Liquidated Damages to KINFRA at the rate of half percent (0.5%) per week of delay, subject to a maximum of ten percent (10%) of the consultancy fees.</p>	<p>It is to note that the liquidated damages/ penalty clauses should trigger only if the delay/performance issue is determined to be on account of reasons solely attributable to the appointed consultant. Hence it is requested to modify the clause as below:</p> <p>"In the event of a delay in completion of work as per the completion Schedule for which the consultant is solely responsible, the consultant shall pay Liquidated Damages to KINFRA at the rate of half percent (0.5%) per week of delay, subject to a maximum of ten percent (10%) of the consultancy fees".</p>	As per EOI
25	Evaluation of Technical Bid	8.21	18	<p>Evaluation of Technical Bid: Bid Evaluation – Sl. No. 3 "Knowledge and Expertise in the development and</p>	<p>Kindly clarify the criteria for awarding the marks under this section. Also, clarify, whether a project can be considered for awarding marks in both the sub-criteria Sl. No. (1) & Sl. No. (3)? Kindly clarify.</p>	Yes, will be considered
26	Evaluation of Technical Bid	8.21	18	<p>Evaluation of Technical Bid: Sr No. 1 : Experience of the firm in Preparation of Strategic Vision Document for Government Organizations (Should be furnished in the format mentioned in the annexure and copy of Work Order and Project Completion Certificate should be attached)</p>	<p>In case where the Project Completion Certificates are not available, it is requested to consider LoA/Work Order along with Proof of Payment receipt for the last milestone of the assignment</p>	As per EOI

27	Evaluation of Technical Bid	8.21	18	Evaluation of Technical Bid: Presentation – 50 marks (a) Understanding of the Scope of Work (b) Proposed methodology, execution plan and features	We understand that, these aspects would be part of the presentation to be given to KINFRA as part of the Technical Bid evaluation process. Kindly clarify. Further, it is requested to kindly consider a maximum of 25 marks for the presentation.	As per EOI
28	Additional Clause			Liability of the Consultant: Not covered in the EOI.	Kindly note that there is no clause which limits Consultant's liability. Kindly add the following clause accordingly: "Notwithstanding anything contained in the contract, Client agrees that the Consultant shall not be liable to Client, for any losses, claims, damages, liabilities, cost or expenses ("Losses") of any nature whatsoever, for an aggregate amount in excess of the fee paid under the contract for the services provided under the contract, except where such Losses are finally judicially determined to have arisen primarily from fraud or bad faith of the Consultant. In no event shall the Consultant, be liable for any consequential (including loss of profit and loss of data), special, indirect, incidental, punitive, or exemplary loss, damage, or expense relating to the services provided pursuant to this Contract."	As per EOI
29	Tentative schedule for bidding	7.4	10	The tentative schedule for bidding procedure: SL.No. 4. Submission of Bid – 17 June 2019....	We request you to kindly extend the Bid Submission Date upto 1st July, 2019.	Please refer Corrigendum 1 for revised tentative schedule for bidding procedure
30	Pre qualification Criteria	8.1	16	"Bidder should have undertaken and completed at least three similar works for government Department/Semi Department or PSU/Quasi Government/Private Organisation"	These three similar works have to be from India or can be from Abroad as well?	Yes, However atleast one project must be from India
31	Evaluation of Technical Bid	8.21	18	Experience of the firm in Preparation of Strategic Vision Document for Government Organizations (Max. 20 marks for >= 5 projects)	We request you to consider the experience of preparation of city concept plans, smart city proposals etc. also as eligible projects / experiences for qualification and marking along with experience in preparation of strategic vision documents.	As per EOI
32	Evaluation of Technical Bid	8.21	18	Relevant Experience of the firm in similar field (max marks 20)	Please clarify which kind of projects would be considered for marking, apart from projects being considered in point 1 above.	As per EOI
33	Evaluation of Technical Bid	8.21	18	Knowledge and expertise in the development and implementation of similar project(s) within the timeline (10 marks)	Kindly clarify whether the bidder should submit certificate (Work order or Completion Certificate) from client for similar works; or should the bidder provide write-up of completed project to justify expertise of development and implementation on completion within timeline. However, write up is already asked in methodology (25 marks). Hence, we request you to clarify how these 10 marks will be allotted.	As per EOI
34	Evaluation of Technical Bid	8.21	18	Evaluation Criteria Understanding of scope of work : 25 marks Proposed Methodology, execution plan & features : 25 marks	Total marks based on subjective evaluation is 50 out of 100 (for understanding of TOR and Methodology). We feel that this proportion is quite high. We request you to set up the evaluation criteria in such a manner that the proportion of subjective marks in total technical marking is not more than 20% - 25%. For eg. Marks can be given to higher turnover of the company (bidder); or number of projects in infrastructure, management consultancy, financial consultancy, transaction advisory, planning, strategic planning etc.	As per EOI
35	Tentative Schedule for Bidding Procedure	7.4	10	Submission of Bid : 17th June 2019	We kindly request you to extend the bid due date to 10 days from the of issue of clarification to queries or addendum if any.	Please refer Corrigendum 1 for revised tentative schedule for bidding procedure
36	General				Kindly provide details of required expertise (manpower) for the assignment - OR Should bidder provide required expertise based on project scope and deliverables?	Bidder can provide the credentials of the Team Leader and Team members and optimum size and composition of the team for the timely completion of the assignment during Technical presentation for evaluation
37	General				We kindly request to allow Joint Venture / Consortium for submission of bid.	Not Permitted
38	Pre qualification criteria	8.1	16	Bidder should have a cumulative annual turnover of Rs. 100 Crore or above in the last three financial years. The bidder should be in existence in Management Consultancy services for the last 10 years, proof of incorporation should be submitted	To allow for more competition, we request the authority reduce the minimum turnover requirement to average annual turnover of 75 crore in the past three financial years Can the credentials (financial/turnover) of parent company be considered for evaluation?	Please refer Corrigendum 1 regarding pre qualification criteria. Credentials of bidder alone will be considered
39	Pre qualification criteria	8.1	16	Bidder should have undertaken and completed at least three similar works for government Department/Semi Government or PSU/Quasi Government / Private organization	We request the authority to define the type of assignments that can be showcased as "similar work". We suggest following type of assignments should be considered: • Preparation of business plans for public or private company in sectors such as urban, transport, energy, industry etc.	As per EOI

40	Evaluation of Technical Bid	8.21	18	Evaluation criteria: Experience of the firm in Preparation of Strategic Vision Document for Government Organizations (Should be furnished in the format mentioned in the annexure and copy of Work Order and Project Completion Certificate should be attached)	<p>We seek following clarifications:</p> <ul style="list-style-type: none"> • Will the vision documents prepared for city governments be eligible for evaluation? • Can Business plan assignments for government/semi-government agencies be considered for evaluation? We opine that knowledge from such assignments is relevant for the given scope and should be considered for evaluation • We request the authority to consider copy of contract/work order/ agreement or certificate from internal auditor certifying receipt of at least 85% of the assignment fee 	As per EOI															
41	Evaluation of Technical Bid	8.21	18	Knowledge and expertise in the development and implementation of similar project(s) within the timeline	Request the authority to clarify or illustrate what type of assignments would qualify under this category. Also please clarify the specific requirement with respect to timeline	As per EOI															
42	Payment Schedule	7.12.2	13	Payment Schedule	<p>We request the authority to modify the payment schedule. We propose following:</p> <table border="1"> <thead> <tr> <th>Milestone</th> <th>Timeline</th> <th>Payment</th> </tr> </thead> <tbody> <tr> <td>Submission and presentation of methodology (Inception report)</td> <td>15 days from date of award of work</td> <td>20%</td> </tr> <tr> <td>Submission of Interim report and presentation</td> <td>30 days from date of award of work</td> <td>30%</td> </tr> <tr> <td>Submission of draft final Document for presentation to the Board</td> <td>45 days from date of award of work</td> <td>30%</td> </tr> <tr> <td>Submission of final approved copy</td> <td>60 days from date of award of work</td> <td>20%</td> </tr> </tbody> </table>	Milestone	Timeline	Payment	Submission and presentation of methodology (Inception report)	15 days from date of award of work	20%	Submission of Interim report and presentation	30 days from date of award of work	30%	Submission of draft final Document for presentation to the Board	45 days from date of award of work	30%	Submission of final approved copy	60 days from date of award of work	20%	Refer Corrigendum 1 for Revised Payment Schedule
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43	Pre qualification criteria	8.1	16	Team composition	The document does not suggest any team requirement for executing the assignment. We request the authority to specify the team (experts) requirement and expected inputs (man months). This will help participants in developing common understanding.	Bidder can provide the credentials of Team Leader & members during technical presentation for evaluation															
44	Tentative Schedule for Bidding Procedure	7.4	10	Proposal Due Date	We request an extension of at least 2 weeks from the date of issue of response to pre-bid queries	Please refer Corrigendum 1 for revised tentative schedule for bidding procedure															
45	Evaluation of Technical Bid	8.21	18	Evaluation of Technical Bid: Scoring scheme is all follow: Point 1: Experience of the firm in Preparation of Strategic Vision Document for Government Organizations (Should be furnished in the format mentioned in the annexure and copy of Work Order and Project Completion Certificate should be attached)	We request you to please relax the criteria for submission of the completion certificate and also consider the ongoing assignments.	As per EOI. The bidder can highlight the ongoing projects during Technical presentation. However, the ongoing projects will not be considered for prequalification/Scoring.															
46	Evaluation of Technical Bid	8.21	18	Evaluation of Technical Bid: Scoring scheme is all follow: Point 2: Relevant experience of the firm in the similar field: >=20 years= 20 Marks >=15 years= 10 Marks >= 10 years= 5 marks	The proposed criteria limit the participation of the large consulting management firms. We request you to please consider the criteria as follow: a) For >=15 years= 20 marks b) For 10-15 years= 10 marks c) For 10 years= 5 marks	Please refer corrigendum 1 for revised technical evaluation criteria															
47	Evaluation of Technical Bid	8.21	18	Evaluation of Technical Bid: Scoring scheme is all follow: Point 3: Knowledge and expertise in the development and implementation of similar project(s) within the timeline	Request you to please clarify regarding the deployment of the proposed team with the years of experience and education qualification of the team also clarify how the timelines will be evaluated/ validated	Bidder can provide the credentials of the Team Leader and Team members and optimum size and composition of the team for the timely completion of the assignment during Technical presentation for evaluation															

48	Evaluation of Technical Bid	8.21	18	Evaluation of technical bid: Presentation 1. Understanding of scope of the work – 25 Marks 2. Proposed methodology, execution plan and features – 25 Marks	Our Submission We request you to make the break-up of 25 marks each. Example: Methodology – 10 Marks Execution plan – 10 Marks Features – 5 Marks It will give presenter more clarity on what points, he/ she need to focus	As Per EOI
49	Pre-qualification Criteria	8.1	15	Pre-qualification criteria: Bidder should have a cumulative annual turnover of Rs. 100 Crore or above in the last three financial years	Our Submission Request you to clarify whether last three financial years are FY 15-16, FY 16-17 & FY 17-18 or FY 16-17, FY 17-18 & FY 18-19	As per EOI. Financial years are FY 15-16, FY 16-17 & FY 17-18.
50	Tentative Schedule for Bidding Procedure	7.4	10	The timeline for submission is 17th June 2019	We request you to please extend the timeline for at least 2-3 weeks i.e.; 17th June 2019 to 5th July 2019	Please refer Corrigendum 1 for revised tentative schedule for bidding procedure
51	Pre-qualification Criteria	8.1	16	Consortium is not allowed in this project	Given that multiple real estate experts would be required to successfully achieve the objectives of the engagement, would a Consortium be allowed. In the case that Consortiums would not be accepted, and a sub-consultancy would be entered into, request you to kindly consider the experience of the sub-consultant for the eligibility criteria for the EOI	Consortium is not allowed
52	About the Project	4	6	KINFRA now wants to critically review its past performance vis-a-vis its goals and objectives, its resources, strengths, weakness, opportunities, future threats, etc. and formulate a strategy for the next 25 years of its survival and growth with emphasis on the realization of the organization's goals and objectives. With this end in view KINFRA wants to develop a Strategic Vision Document for the next 25 years covering long term, medium term and short term plans.	Given that 'Review of KINFRA's past performance vis-à-vis its goals & objectives' is a key scope, would KINFRA be providing the necessary information to successfully complete the same?	Yes
53	Evaluation of Technical Bid	8.21	18	Experience of the firm in Preparation of Strategic Vision Document for Government Organizations (Should be furnished in the format mentioned in the annexure and copy of Work Order and Project Completion Certificate should be attached)	With regards to the evaluation criteria – "Experience of the firm in Preparation of Strategic Vision Document for Government Organizations", in the scenario where a Work Order or Project Completion Certificate is unavailable, request you to kindly accept a CA Certificate confirming the receipt of payment against the project.	As per EOI
54	General				The EOI document currently does not enumerate the technical qualifications and relevant experience for the personnel to be engaged in the assignment (CVs). Request you to kindly provide the specific requirements with regards to the same.	Bidder can provide the credentials of the Team Leader and Team members and optimum size and composition of the team for the timely completion of the assignment during Technical presentation for evaluation
55	Deliverables	6	8	SWOT Analysis, PESTEL analysis, Scenario planning, Critical success factor analysis, Five Forces analysis, Competitor Benchmarking: Consultant shall submit reports for the same.	With regards to the 'Benchmarking Exercise of Competing States', how many States / Cities would need to be benchmarked? Additionally, for the exercise, review of the State's Industrial Department would be conducted with information available on the public domain	Southern states must be considered for Benchmarking
56	Scope of Work	5	7	Consultant need to study and recommend sectors for investment in the State	With regards to 'Recommendations on sectors for investment', are there any specific sectors that KINFRA is currently focusing on or looking to gain an understanding on	As per EOI
57	Tentative Schedule for Bidding Procedure	7.4	10	Submission of Bid: 17th June 2019	we request KINFRA to further extend the submission date for the bid by 15 days from the current submission date of 17th June, 2019.	Please refer Corrigendum 1 for revised tentative schedule for bidding procedure