

**Response to Queries : RfP for Selection of Consultant for Preparation of Master Plan and DPR for SIPCOT Industrial Parks**  
**- Package 1 (Manapparai & Theni), Package 2 (Tindivanam & Dharmapuri)**

<b>S No</b>	<b>Clause description</b>	<b>Query by Consultant</b>	<b>Clarification by SIPCOT</b>
1	Clause 2.3 - Key Personnel	Is the consultant expected to provide 2 people for each of the mentioned positions for each Package (For eg; 2 Market Analysts for Package 1 and 2 Market Analysts for Package 2 = 4 Market Analysts in total?) Request if this clause be revised to provide more clarity.	Each package to be taken as a separate RfP and separate submission has to made. Hence for each package, 9 CVs are required in total.
2	Clause 3.1 (c) - Technical Capacity: The Applicant (in case of consortium, combined experience) should have, over the past 10 (Ten) years preceding the date of submission of proposal for this RFP, undertaken a minimum of 5 (five) Eligible Assignments which are completed. These assignments should have commenced and completed during the above-mentioned eligible time period.	Request if clause be modified accordingly: The Applicant (in case of consortium, combined experience) should have, over the past 10 (Ten) years preceding the date of submission of proposal for this RFP, undertaken a minimum of 5 (five) Eligible Assignments which are completed. These assignments should have been completed during the above-mentioned eligible time period.	Accepted. Kindly refer corrigendum

3	<p>Clause 3.1.1 -Evaluation Master Plan/Detailed Feasibility Report for eligible assignments</p> <ul style="list-style-type: none"> <li>• 2 projects – 15 marks;</li> <li>• Every extra project 2.5 marks each subject to a cap of 7.5 marks</li> </ul> <p>Detailed Project Report (includes detailed engineering design and cost estimates) for eligible assignments</p> <ul style="list-style-type: none"> <li>• 2 projects – 15 marks</li> <li>• Every extra project 2.5 marks each subject to a cap of 7.5 marks</li> </ul>	<p>We suggest that the authority may consider project under Market assessment and Business Plan preparation for eligible projects and create a third category of projects for evaluation within the allotted 45 Marks for Relevant Experience of Applicants. The marking may be thus split equally between projects under three types of services:</p> <p>a) Master Plan/ Detailed Feasibility Report b) Detailed Project Report c) Market assessment and Business Plan Report</p>	RfP conditions prevail.																								
4	<p>Clause 21- Project Deliverables, Timeline &amp; Payment</p> <table border="1" data-bbox="331 756 911 1378"> <thead> <tr> <th>Sl. No.</th> <th>Project Milestone</th> <th>Timeline in days</th> <th>Payment Terms</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Submission of Inception Report: Detailed Approach &amp; Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues</td> <td>T (Letter of Award) + 2 Weeks</td> <td>10%</td> </tr> <tr> <td>2.</td> <td>Submission of Interim Report : Should contain findings on Site Survey and</td> <td>T+6 weeks</td> <td>20%</td> </tr> </tbody> </table>	Sl. No.	Project Milestone	Timeline in days	Payment Terms	1.	Submission of Inception Report: Detailed Approach & Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues	T (Letter of Award) + 2 Weeks	10%	2.	Submission of Interim Report : Should contain findings on Site Survey and	T+6 weeks	20%	<table border="1" data-bbox="934 724 1603 1378"> <thead> <tr> <th>Sl. No.</th> <th>Project Milestone</th> <th>Timeline in days</th> <th>Payment Terms</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Submission of Inception Report: Detailed Approach &amp; Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues</td> <td>T (Letter of Award) + 2 Weeks</td> <td>10%</td> </tr> <tr> <td>2.</td> <td>Submission of Interim Report \: Should contain findings on Site Survey and Analysis, Market Study and Demand Assessment, Identification of Potential Sectors, Investment Potential, Plot sizing requirements, Product</td> <td>T+6 weeks</td> <td>30%</td> </tr> </tbody> </table>	Sl. No.	Project Milestone	Timeline in days	Payment Terms	1.	Submission of Inception Report: Detailed Approach & Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues	T (Letter of Award) + 2 Weeks	10%	2.	Submission of Interim Report \: Should contain findings on Site Survey and Analysis, Market Study and Demand Assessment, Identification of Potential Sectors, Investment Potential, Plot sizing requirements, Product	T+6 weeks	30%	RfP conditions prevail.
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	Submission of Draft Master Plan & Draft DPR : Should contain details on conceptual layout plans, preliminary engineering drawings and block cost estimates, preliminary project structuring, business plan and implementation strategy	Within 6 weeks from approval of Interim report	30%		3.	Submission of Draft Master Plan & Draft DPR : Should contain details on conceptual layout plans, preliminary engineering drawings and block cost estimates, preliminary project structuring, business plan and implementation strategy	Within 8 weeks from approval of Interim report	40%
	Submission of Final Master Plan and Detailed Project Report :	Within 6 weeks from	40%		4.	Submission of Final Master Plan and Detailed Project Report: Should contain details on Final master plan, Finalized engineering drawings, BOQs, Detailed Estimates, Final Project Structuring Model and Implementation Strategy	Within 8 weeks from approval of Draft Master Plan and DPR	20%

	Should contain details on Final master plan, Finalized engineering drawings, BOQs, Detailed Estimates, Final Project Structuring Model and Implementation Strategy	approval of Draft Master Plan and DPR		
5	Clause 24- Termination - SIPCOT reserves right to terminate of the contract at any time during the validity period on account of non-fulfillment of contract on any count. This will be in addition to SIPCOTs right to allot the contract to another tenderer at the risk and cost of the Applicant.	To uphold the principles of natural justice, we request client to notify us and give us a rectification period of at least 30 days, prior to invoking this clause. We also request client to give us the right to terminate the contract in case client breaches any of its material obligations under the contract, provided a notice for such breach is given to client along with a rectification period of 30 days.	Agreed. The same will be amended in the final agreement with the selected bidder.	

6	<p>Clause 26- Arbitration - In case of any dispute in the proposal, including interpretation if any on the clauses of the bid or the agreement to be executed, the matter shall be referred by SIPCOT/ Applicant to an arbitrator who shall be selected by the Applicant from the panel of arbitrators approved by SIPCOT the same within 15 days, from the date of receipt of the letter from the SIPCOT along with the panel. If there is no reply from the Applicant within 15 days, SIPCOT shall choose any of the arbitrators from the panel of arbitrators referred to above. The remuneration for the arbitrator and other expenses shall be shared equally by SIPCOT and the Applicant</p>	<p>In order to uphold the principles of natural justice (Nemo judex in causa sua - no one should be judge in ones own case) and the provisions of the Arbitration and Conciliation Act, we request that the arbitrator(s) be appointed with mutual consent of both the parties. Alternatively, a panel of three arbitrators may be set up in which one arbitrator is appointed by Consultant, one by the client and the two arbitrators appoint third arbitrator.</p>	<p>RfP conditions prevail</p>
7	<p>Confidentiality clause not in RFP</p>	<p>Consultant may disclose confidential information: (a) to its employees, directors, officers and subcontractors, on a need to know basis, as required for performance of services, provided such employees, directors, officers and subcontractors are bound by confidentiality obligations; (b) where required by applicable law or regulation or for regulatory and compliance (both internal and external) purposes.</p>	<p>Suitable clause to be included in the service agreement with the selected bidder</p>

8	Indemnity and liability not capped	<p>We request you to at least make them subject to overall cumulative liability cap of total contract value and subject to final determination of court/ arbitrator. We will be providing services and deliverables to you under the contract. We accept no liability to anyone, other than you, in connection with our services, unless otherwise agreed by us in writing. You agree to reimburse us for any liability (including legal costs) that we incur in connection with any claim by anyone else in relation to the services. Please confirm our understanding is correct.</p> <p>Client is requested to limit consultant's liability to 1X of the total contract value. It is the normal industry practice. Client may consider including the following language:</p> <p>Purchaser/Client agrees that Consultants total liability for all claims connected with the services or this agreement (including but not limited to negligence), whether in contract, tort, statute, indemnities or otherwise, is limited to one time the professional fees paid / payable for the services. Purchaser/Client agrees that Consultant will not be liable for (i) loss or corruption of data from your systems, (ii) loss of profit, goodwill, business opportunity, anticipated savings or benefits or (iii) indirect or consequential loss.</p>	Suitable clause to be included in the service agreement with the selected bidder
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9	Intellectual property rights not in RFP	<p>We request that we be allowed to retain ownership of our pre-existing IPRs, else we might be not be able to use these in providing services to you in order to protect our ownership in them. We request you to kindly include the below clause.</p> <p>Notwithstanding anything to the contrary in this agreement, Consultant will retain the ownership of its pre-existing intellectual property rights (including any enhancement or modification thereto) even if such IPRs are used for creating deliverables, are incorporated in the deliverables, etc. To the extent such pre-existing IPRs are included/incorporated in the deliverables, upon receipt of all due and payable payment in full, the Consultant shall grant a non-exclusive, perpetual and fully paid up license to the Purchaser/Client to use such pre-existing IPRs for use of deliverables for the purpose for which such deliverables are meant for client's internal business operations</p>	<p>All deliverables submitted, and the documents collected (unless already owned by other departments/ Gov't agencies) for this project will be owned by SIPCOT and the consultant will have to take necessary permission from SIPCOT to use it for other purposes.</p> <p>Suitable clause to be included in the service agreement with the selected bidder</p>
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10	Clause 3.1(c) - Technical Capacity of Eligibility Criteria:	<p>From above clause, we understand that the “Eligible Assignments” means “Advisory / consultancy assignments awarded for the government, public sector / private entity in preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study / DPR / DFR for SEZ / Industrial park / industrial growth centre having a project area of at least 500 acres during the last ten years preceding proposal due date”.</p> <p>However, in addition to the above, we kindly request you to consider other similar Completed Advisory / consultancy assignments for the government, public sector / private entity in preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study / DPR / DFR for Factories, Workshops, Universities having a project area of at least 300 acres during the last ten years preceding proposal due date. Please Confirm.</p>	RfP conditions prevail
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11	General:	<p>With reference to the Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012-</p> <ul style="list-style-type: none"><li>• Every Central Ministry /Department / PSUs shall set an annual target for 20% procurement from MSE Sector.</li><li>• Overall procurement goal of minimum 20% has become mandatory from 1st April 2015.</li><li>• Tender sets free of cost and exemption from payment of earnest money to registered MSEs.</li><li>• MSEs quoting price within price band L-1 + 15%, when L1 is from someone other than MSE, shall be allowed to supply at least 20% of tendered value at L-1 subject to lowering of price by MSEs to L-1.</li></ul> <p>Considering the above, most of the Central / State governing departments have included the above policy guidelines on their Procurement Procedures. Hence, we kindly request to include the Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012 towards the subject project's Procurement Procedures. Please Confirm. In addition to the above, please clarify, whether it is sufficient to have any one of the Partner in Joint Venture is registered with MSE or both the Partners in Joint Venture have to be registered with Micro and Small Enterprises (MSEs) at the time of bidding.</p>	Not accepted. Does not qualify for service contracts.
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12	Clause 2.4- Conditions of eligibility for key personnel	<p>With an intent of submitting a competitive offer, we request you to consider Bachelors degree as minimum eligibility criteria for all the key personnel. Kindly clarify on the number of key personnel for the following positions:  Market Analysts  Architects  Civil Engineer  Financial Analyst  Will the required personnel for each of the above position be deputed one each for each package summing to 2 personnel totally or should it be construed as 2 for a single package?</p>	RfP conditions prevail. Pls refer S No 1.																								
13	<p>Clause 21- Project Deliverables, Timeline &amp; Payment –</p> <table border="1" data-bbox="331 815 911 1375"> <thead> <tr> <th>Sl. No.</th> <th>Project Milestone</th> <th>Timeline in days</th> <th>Payment Terms</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Submission of Inception Report: Detailed Approach &amp; Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues</td> <td>T (Letter of Award) + 2 Weeks</td> <td>10%</td> </tr> <tr> <td>2.</td> <td>Submission of Interim Report : Should contain</td> <td>T+6 weeks</td> <td>20%</td> </tr> </tbody> </table>	Sl. No.	Project Milestone	Timeline in days	Payment Terms	1.	Submission of Inception Report: Detailed Approach & Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues	T (Letter of Award) + 2 Weeks	10%	2.	Submission of Interim Report : Should contain	T+6 weeks	20%	<p>We appreciate the fashion in which the milestones have been articulated by SIPCOT. However, considering the quantum of work involved in the first milestone, it is imperative that we have to do an extensive data collection exercise to comply with the inception report requiring involvement of more resources. Hence, in this regard, we request you to consider the following payment terms:</p> <table border="1" data-bbox="934 1002 1603 1375"> <thead> <tr> <th>Sl. No.</th> <th>Project Milestone</th> <th>Timeline in days</th> <th>Payment Terms</th> </tr> </thead> <tbody> <tr> <td>1.</td> <td>Submission of Inception Report: Detailed Approach &amp; Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues</td> <td>T (Letter of Award) + 2 Weeks</td> <td>15%</td> </tr> <tr> <td>2.</td> <td>Submission of Interim Report :</td> <td>T+6</td> <td>25%</td> </tr> </tbody> </table>	Sl. No.	Project Milestone	Timeline in days	Payment Terms	1.	Submission of Inception Report: Detailed Approach & Methodology, Workplan, Site Related Data Collection and Review, Identification of any critical issues	T (Letter of Award) + 2 Weeks	15%	2.	Submission of Interim Report :	T+6	25%	RfP conditions prevail.
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	Detailed Project Report : Should contain details on Final master plan, Finalized engineering drawings, BOQs, Detailed Estimates, Final Project Structuring Model and Implementation Strategy	from approval of Draft Master Plan and DPR		
14	Clause 12 - EMD - The proposal should be accompanied by an EMD to the value of INR 2,00,000 in the form of a demand draft only drawn on any indian nationalized/ Scheduled Commercial Bank in favor of SIPCOT Ltd...	We request you to consider accepting bank guarantee instead of Demand Draft.	RfP conditions prevail.	
15	2.4 Key Personnel - 2. Market Analyst - MBA or equivalent	We request you to consider the below as the qualification criteria for the said expert: Market Analyst: Master's in real estate development or MBA in Marketing, to ensure that the expert has experience in the field and is well familiar with the Industrial growth and Market scenario	Kindly refer corrigendum	
16	2.4 Key Personnel - 5. Financial Analyst - Minimum 10 years of experience. Should have undertaken financial analysis for Industrial area projects with at-least one project of size 500 acres	We request you to consider the revision to this criteria as below: Minimum 10 years of experience. Should have undertaken financial analysis for Industrial area projects	Kindly refer corrigendum	

17	c) Technical Capacity - Preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study/ DPR/ DFR for SEZ / Industrial park / industrial growth centre having a project area of at least 500 acres	We request you to also consider Logistic Parks/ Warehousing Industries as eligible assignments. We humbly request you to consider completed as well as on-going projects	RfP conditions prevail. On going projects will not be considered for evaluation.
18	3.1.1 Evaluation of Technical Proposal- Master Plan/ DFR and DPR for eligible assignments · 2 projects – 15 marks; · Every extra project 2.5 marks each subject to cap of 7.5 marks	We humbly request you to consider the following · 2 projects of extent 500 acres – 15 marks; · Every extra project of extent 150 acres - 2.5 marks each subject to a cap of 7.5 marks	RfP conditions prevail
19	Clause 2.2 - Project Milestone Submission of Inception Report : 10% Submission of Interim Report: 20% Submission of Draft Master Plan & Draft DPR: 30% Submission of Final Master Plan and Detailed Project Report: 40%	We request you to consider change as below · Submission of Inception Report: 15% · Submission of Interim Report: 25% · Submission of Draft Master Plan & Draft DPR: 40% · Submission of Final Master Plan and Detailed Project Report: 20%	RfP conditions prevail.
20	Clause 3.1 (b)	With reference to the above subject, we would request that in case of consortium (please refer to clause 3.1 (b)), junior partner existence in business should be reduced to 1 year. We believe that if Lead Partner is strong and meets all qualification criteria including being in business for 10 years, that reduces the risks to the government fully.	RfP conditions prevail.

21	<p>Section 3, Clause 3.1 (c) - Technical Capacity: The Applicant (in case of consortium, combined experience) should have, over the past 10 (Ten) years preceding the date of submission of proposal for this RFP, undertaken a minimum of 5 (five) Eligible Assignments which are completed. These assignments should have commenced and completed during the above-mentioned eligible time period.</p>	<p>We request you to relax this to state that applicant must have at least 5 eligible assignments either completed or ongoing.</p>	<p>RfP conditions prevail. On-going assignments are not considered for evaluation.</p>
22	<p>Section 3, Clause 3.1.1 Evaluation of Technical Proposal- Detailed Project Report (includes detailed engineering design and cost estimates) for eligible assignments</p> <ul style="list-style-type: none"> <li>• 2 projects – 15 marks</li> <li>• Every extra project 2.5 marks each subject to a cap of 7.5 marks</li> </ul>	<p>Please consider preparation of Preliminary Design Report (PDR) in addition to DPR as many contracts are now being awarded on EPC/ DB mode which do not require preparation of DPR by Consultants.</p>	<p>RfP conditions prevail.</p>
23	<p>21 Project Deliverables, Timeline &amp; Payment Terms - Submission of Draft Master Plan &amp; Draft DPR: Should contain details on conceptual layout plans, preliminary engineering drawings and block cost estimates, preliminary project structuring, business plan and implementation strategy</p> <ul style="list-style-type: none"> <li>• Within 6 weeks from approval of Interim report</li> </ul>	<p>The time allocated (6 weeks) is insufficient as Consultant has to prepare minimum three concepts; take approval of preferred concept, prepare preliminary engineering drawings, estimates, financial analysis, business plan etc. Furthermore, concept plan will be informed by outcome of stage 2: market and demand analysis for finalization of product mix. Therefore we request that this be changed to 6 weeks from approval of stage 2 instead of inception report.</p>	<p>The clause mentions 6 weeks from approval of interim report</p>

24	An Applicant can choose to bid for one or more packages, provided he satisfies the conditions set forth in this RFP	We understand that the consultant can bid for two packages if he satisfies the eligibility conditions as stated in the RFP. Further, he can employ the same team and bid for two packages.	If the applicant employs the same team and if the applicant wins both the packages, then the applicant can only be selected as the preferred bidder for one package based on SIPCOT's discretion. The applicant should ideally employ a different team for both packages.
25	Clause 2.3 Key Personnel - The Applicant's team shall consist of the following key personnel (the "Key Personnel") who shall discharge their respective responsibilities as specified below	We understand that the team proposed in the RFP shall suffice to complete the work for both the packages. Please clarify	Not correct. Pls refer S No 1.
26	Key Personnel – Note - At least 50% of the Key personnel should be permanent employees of the firm	We request the client to amend the clause and allow experts contracted by the applicant for completing the assignment. The applicant shall furnish his / her consent to the client.  Further, the expert engaged by an applicant shall not give his consent to other applicant.	RfP conditions prevail.

27	<p>Technical Capacity: The Applicant (in case of consortium, combined experience) should have, over the past 10 (Ten) years preceding the date of submission of proposal for this RFP, undertaken a minimum of 5 (five) Eligible Assignments which are completed. These assignments should have commenced and completed during the above-mentioned eligible time period.</p> <p>Eligible Assignments include : Advisory/ consultancy assignments awarded by the government, public sector / private entity in preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study/ DPR/ DFR for SEZ / Industrial park / industrial growth center having a project area of at least 500 acres during the last ten years preceding proposal due date, shall be deemed as eligible assignment (the "Eligible Assignment").</p>	<p>We request the client to consider the applicants experience for 3 different cities as 3 different projects under one completion certificate.</p> <p>Since the cumulative experience is 5 projects of 500 acres i.e 2500 acres i.e. 10 sq km in area in total, we request the client to consider applicants reference where the applicant has worked on a project which is more than 10 sq. km area in the last 10 years.</p>	<p>In such a scenario, the applicant should have the details of the three industrial parks, each above 500 acres, mentioned in the completion certificate. The same completion certificate can then be used as supporting document for all the three industrial parks.</p> <p>The second request for cumulative area is not accepted.</p>
28	<p>3. Qualification Criteria Note: Point I - The Single Applicant/ any one of the Consortium Partner should have full-fledged permanent office in Chennai. The Applicant should furnish Chennai Office Address (or) the Applicant should give an undertaking to setup office at Chennai within 15 days from the date of issue of Letter of Award, if selected.</p>	<p>We request the client to let the applicant submit his / her deliverables from his Head Office. However, an office shall be set up in Chennai for day to day coordination purposes and the key personnel shall be visiting the client as and when required by the client for meeting purposes. Moreover, since the project duration is for 18 weeks, Placing all the key professionals at Chennai will not be possible.</p>	<p>All Key Personnel need not be present at the project location as per the RFP</p>
29	<p>Clause no 2.2 Point no.2 - Site Analysis, Field surveys and Investigations etc</p>	<p>Site analysis – please elaborate the scope of work</p>	<p>Refer corrigendum</p>



30	Point No.2 - Field survey	Please mention the Grid and any bench mark pillar to be under our scope	Refer corrigendum
31	Point No.2 - Investigations : Geo technical investigation	Majority of the internal infrastructure to be developed in the park includes only internal roads, water supply lines, storm water drains, sewerage, etc. which do not require bore holes.	<p>Majority of the internal infrastructure to be developed in the park includes only internal roads, water supply lines, storm water drains, sewerage, etc. which do not require bore holes.</p> <p>Only in case of specific buildings and load bearing structure like OHTs, bore hole investigation is required. Therefore, a fixed number of bore holes cannot be decided at this stage.</p> <p>Consultants shall estimate the efforts based on their judgement of the site and previous experience in undertaking similar industrial park projects.</p>
32	Point No.5 - Given in RFP- Study of Internal & External Infrastructure (Roads, Water, Sewerage, Storm Water, Power, Solid Waste Management)	<p>Is external electrification is part of bidder scope.</p> <p>What type of detailing is required- Schematic or good for construction stage.</p>	<p>Study of demand/requirement for all external linkages including electricity shall be carried out by the Consultant.</p> <p>Clear schematics indicating all the external linkages shall be provided.</p> <p>Detailed drawings not required. Block cost estimates and schematics shall be prepared for external infrastructure linkages</p>

33	<p>Clause 3.1 c - Eligible Assignments include : Advisory/ consultancy assignments awarded by the government, public sector / private entity in preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study/ DPR/ DFR for SEZ / Industrial park / industrial growth center having a project area of at least 500 acres during the last ten years preceding proposal due date, shall be deemed as eligible assignment (the “Eligible Assignment”).</p>	<p>Eligible Assignments include : Advisory/ consultancy assignments awarded by the government, public sector / private entity in preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study/ DPR/ DFR for SEZ /Industrial park / industrial growth center / Reputed Institutes having a project area of at least 500 acres during the last ten years preceding proposal due date, shall be deemed as eligible assignment (the “Eligible Assignment”). Institutional projects shall also be considered for eligibility and evaluation</p>	RfP conditions prevail
34	<p>3.1.1 Evaluation of Technical Proposal Relevant Experience of Applicant - 45 marks  Master Plan/Detailed Feasibility Report for eligible assignments  • 2 projects – 15 marks;  • Every extra project 2.5 marks each subject to a cap of 7.5 marks  Detailed Project Report (includes detailed engineering design and cost estimates) for eligible assignments  • 2 projects – 15 marks  • Every extra project 2.5 marks each subject to a cap of 7.5 marks</p>	<p>Relevant Experience of Applicant 20 marks  Master Plan/Detailed Feasibility Report for eligible assignments  • 2 projects – 5 marks;  • Every extra project 2.5 marks each subject to a cap of 5 marks  Detailed Project Report (includes detailed engineering design and cost estimates) for eligible assignments  • 2 projects – 5 marks  • Every extra project 2.5 marks each subject to a cap of 5 marks</p>	RfP conditions prevail

35	It is a two-stage evaluation procedure. The Technical Proposal will be evaluated on the basis of Applicant's experience, its understanding of TOR, proposed methodology and Work Plan, and the experience of Key Personnel. The Applicants will be invited to make presentation on the above.	We understand only shortlisted bidders will be invited to make presentation. Please confirm	Yes. Bidders who qualify the minimum technical and financial eligibility as per the RfP conditions will be called for the presentation.
36		Please provide site coordinates for project location.	Project location has been mentioned in the RFP. FMB sketches will be given to the selected bidder.
37		Please provide survey plan/ site layout in cad format.	Consultant has to prepare CAD maps as clearly mentioned in the Scope of Work.  SIPCOT shall provide the FMB sketches of the sites from which the Consultant has to prepare the layout maps.
38		Please share the area program and projects detailed requirement for more understanding of the projects	Area statement has been given in the RFP
39		What is the estimated project cost / Fee for this work	The project cost will depend on the outcome of this study.
40	Key Experts	Whether the experience in abroad can also be considered.	Accepted
41	Technical Eligibility	Whether abroad projects shall be considered in PQ.	Accepted
42	NIT Clause No.4 - Bid Processing of Rs.20000/- for each package	If Company is registered under MSME while making application for Government Tender, bidder is exempted from Processing fee, Tender fee, EMD & security deposit. In line of above, please give exemption from Processing Fee for those bidders who have MSME Registration Certificate.	Not applicable

43	<p>12 Earnest Money Deposit and Bid Processing Fee - The Proposal should be accompanied by an Earnest Money Deposit (EMD) to the value of INT 2,00,000 (for each package as per NIT) in the form of a Demand Draft only drawn on any Indian Nationalized. Schedule Commercial Bank in favour of "SIPCOT Ltd". Payable at Chennai.</p>	<p>If Company is registered under MSME while making application for Government Tender, bidder is exempted from Tender fee, EMD &amp; security deposit. In line of above, please give exemption from Processing Fee for those bidders who have MSME Registration Certificate.</p>	Not applicable
44	<p>Clause 3 Qualification Criteria - Eligible Assignments include: Advisory/consultancy assignments awarded by the government, public sector/private entity in preparation of Master Plans/Development Plans or Techno-Economic Feasibility Study/DPR/DFR for SEZ/Industrial park/Industrial Growth Centre having a project area of at least 500 acres during the last ten years preceding proposal due date, shall be deemed as eligible assignment (the "Eligible Assignment</p>	<p>The threshold of 500 acres restricts fair competition. This clause may please be read as. "Advisory/consultancy assignments awarded by the government, public sector/private entity in preparation of Master Plans/Development Plans or Techno-Economic Feasibility Study /DPR/DFR for SEZ/Industrial Park/Industrial growth center during the last ten years proceeding proposal due date, shall be deemed as eligible assignment (the" Eligible Assignment"). The above suggested amendment shall ensure maximum participation in best values to SIPCOT.</p>	RfP conditions prevail.

45	<p>3.1.1 Evaluation of Technical Proposal - Master Plan/Detailed Feasibility Report for eligible assignments</p> <ul style="list-style-type: none"> <li>• 2 projects – 15 marks</li> <li>• Every extra project 2.5 marks each subject to a cap of 7.5 marks.</li> </ul> <p>Detailed Project Report (includes detailed Engineering design and cost estimates) for eligible assignments.</p> <ul style="list-style-type: none"> <li>• 2 projects – 15 marks</li> <li>• Every extra project 2.5 marks each subject to a cap of 7.5 marks</li> </ul>	As per Eligibility Criteria only 5 assignments are required but as per Marking Evaluation table 10 assignments are require. Kindly modify accordingly.	<p>Minimum 5 projects are required to be eligible for technical evaluation.</p> <p>Scoring considers higher marks for additional projects.</p>
46	<p>2.4 Conditions of Eligibility for Key Personnel - All Key Personnel should have worked/working for one large industrial project of minimum 500 acres (that included preparation of master plan, detailed engineering design, detailed drawings and cost estimates for internal infrastructure and utilities of an Industrial Park/SEZ/Industrial Growth Centres).</p>	Similar experience of Key Personnel should be sufficient, as project area may not the right criteria for qualification of Key Personnel. The clause may kindly be read as “All Key Personal should have worked in at least one Eligible Assignment or similar Assignment.	RfP conditions prevail.
47	<p>Broad scope of Services for the Consultant Section 2, Sub Section 2.2- Collection and review of available data - land records, environment clearance and pre-feasibility documents</p>	Please advise if SIPCOT will be providing land records, environment clearance or selected consultant will have to get from some other sources. If so, which are the sources and their readiness	Shall be provided by SIPCOT wherever applicable.

48	<p>Broad scope of Services for the Consultant Section 2, Sub Section 2.4 - Condition of Eligibility of Key personnel: To have worked on Large Industrial Area of 500 acres</p> <ul style="list-style-type: none"> <li>· Team Leader</li> <li>· Market Analyst</li> <li>· Architect</li> <li>· Civil Engineer</li> </ul>	<p>500 acres for each team member makes it quite restrictive. Further work of the respective team members will remain the same irrespective of area. We request you to kindly reduce the same to 50 acres enable wider participation</p>	Kindly refer corrigendum
49	<p>Broad scope of Services for the Consultant Section 2, Sub Section 2.4 - Condition of Eligibility of Key personnel: To have worked on Large Industrial Area of 500 acres - 50 % of the key personnel should be permanent employees of the firm.</p>	<p>Key personnel contracted solely for the assignment will be also considered towards confirming the eligibility criteria. May kindly confirm.</p>	<p>Only firm's experience shall be considered for eligibility. Key Personnel shall be considered only for Evaluation (marking)</p>
50	<p>Qualification Criteria: Eligibility criteria Section 3, Sub Section 3.1 (c) - Undertaken a minimum of 5 (five) Eligible Assignments which are completed . These assignments should have commenced and completed in this period. Eligible Assignments include: Advisory/ consultancy assignments awarded by the government, public sector / private entity in preparation of Master Plans / Development Plans or Techno-Economic Feasibility Study/ DPR/ DFR for SEZ / Industrial park / industrial growth center having a project area of at least 500 acres during the last ten years preceding proposal due date, shall be deemed as eligible assignment (the "Eligible Assignment").</p>	<p>Condition for eligibility is restrictive. For commencing and completing the in last 10 years for 500 acres each. We request to kindly change this to 5 (five) eligible assignments of 50 (Fifty) acres each. This will lead to a wider participation.</p>	RfP conditions prevail.

51	Qualification Criteria: Eligibility criteria Section 3, Sub Section 3.1 (d) - At least one of the projects should be successfully implemented.	Implementation is sole decision of client and depends on lot many factors. This condition may be deleted.	We expect the applicant to showcase at least one among 5 projects that have been successfully implemented.
52	Qualification Criteria: Eligibility criteria Section 3, Sub Section 3.1 (d)- Note: Completion Certificate	Completion certificate issuance depends on the client. We request to kindly waive this clause. A payment collected receipt from Chartered Accountant should be equally helpful. May please confirm.	Please refer Annexure IV (B) "Note: The claimed experience should be supported by project completion certificates issued by the concerned authorities/clients or self-certification certified by the Statutory Auditor towards documentary evidence. Only completed projects will be considered for evaluation."
53	Qualification Criteria: Eligibility criteria Section 3, Sub Section 3.1.1- Eligible assignments for · Feasibility Report · DPR	For Feasibility & Detailed Design: May kindly comprehend 50 acres as eligible projects. Consultant who has worked on 50 acres plots will also be able to complete higher size Industrial Parks as envisaged for SIPCOT's requirement	RfP conditions prevail.
54	Project Deliverables, Timeline & Payment terms Section 21 - Payment stream	We request to kindly consider a Payment of Mobilisation Advance as 10%. Submission of master plan may be accordingly reduced to 30 % from existing 40%	RfP conditions prevail.
55	Service Level Agreement Section 20 - Agreement format	We request SIPCOT to kindly share agreement format that will be shared between SIPCOT & Successful bidder for our review	To be shared with the successful bidder.