

**Request for Proposal for Selection of Consultant for Preparation of Master Plan and Design for National Investment & Manufacturing Zone (NIMZ) in Prakasam District, Andhra Pradesh**

All the Bidders are hereby informed that APIIC has shifted its Head Office from Hyderabad to Vijayawada. In light of this, Clause 1.10.1 of the RFP is amended to read as follows:

“1.10.1 All proposals and communication on this tender must now be addressed to the following address

**Chief General Manager (Projects)**

Address : Andhra Pradesh Industrial Infrastructure Corporation  
59A-20/3/2A, 1stFloor, Sri Siva Complex,  
Funtimes Club Road, Teachers Colony,  
Vijayawada -520008”

**RESPONSE TO QUERIES**

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
1	Clause 1.4	The proposal should be accompanied with a Non-Refundable Processing Fee of <b>Rs 25,000/-(Rupees twenty five thousand only)</b> and a refundable Proposal Security of <b>Rs 2,00,000 (Rupees two lakhs only)</b> . The Processing Fee and Proposal Security shall be in the form of a Demand Draft issued by one of the Nationalised / Scheduled Banks in India in favour of the Andhra Pradesh Industrial Infrastructure	<p>Considering the fact the processing fee is a non-refundable amount, we suggest reducing bid processing fee to Rs.5,000/-</p> <p>APIIC is requested to reduce the processing fee to Rs 10,000 and the proposal security to Rs 1,00,000/-</p> <p>We request to reduce the proposal security amount to Rs.1 lac</p> <p>We request to accept the proposal security in the form of Bank Guarantee also.</p>	Request not granted.

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
		Corporation Limited payable at Hyderabad.		
2	Clause 1.8	Proposal Due Date or PDD - 15:00 hours on 26-05-2016	We request you to kindly extend the Bid Submission Date by next 4 weeks after the response of Pre-Bid since the envisaged project is vast and requires substantial time and input to frame a competitive bid.	Proposal Due Date has been extended upto <b>15:00 hours on 15-06-2016</b> . A Corrigendum in this regard was issued on APIIC website on 25-05-2016
			Please provide at least 20 days (15-Jun-2016) for preparation of proposal after issuing the clarification on queries.	
			Considering the delay in issue of responses to pre-bid queries and resultant ambiguity related to qualification criteria, tight timelines, it is requested to extend the last date of submission of proposals for Preparation of Master Plan and Design for National Investment & Manufacturing Zone (NIMZ) in Prakasam District, Andhra Pradesh, by fifteen (15) days.	
			As per the RFP, Proposal Due Date of PDD is 26 <sup>th</sup> May 2016. We hereby request you to extend the date by two more weeks for the original date.	
3	Clause 2.1.1	In case an applicant firm possesses the requisite experience and capabilities required for undertaking the Consultancy, it may participate in the Selection Process either individually (the “Sole Firm”) or as lead member of a consortium of firms (the “Lead Member”) in response to this invitation. The term applicant (the “Applicant”) means the Sole Firm or the Lead	<p>We would like to request you to kindly allow a participatory consortium having three different entities as per field of specialization which will be led by one member.</p> <p>We also request you to consider bid-applicant’s eligibility evaluation based on the consortium’s profile.</p> <p>i) Kindly clarify, if joint proposal from a maximum of (3) three member-consortium will be considered as a valid bid for the project.</p> <p>ii) Kindly clarify if overall professional experience of the consortium to be assessed for respective fields during bid-applicant’s eligibility evaluation?</p>	<p>Number of Consortium members permitted under this tender would be a maximum of 3 (three) firms</p> <p>In case the Applicant is a Lead Member of a consortium of firms, then the conditions of eligibility mentioned at clause 2.2 of the RFP can be cumulatively met by all the Consortium Members. Hence, the evaluation would consider credentials, technical capacity and financial capacity of all consortium members. However, the Lead Member should be a professional firm having a minimum of 8 (eight) years of continuous existence as a legal entity as on 31<sup>st</sup> March, 2015.</p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query	
		Member, as the case may be. The manner in which the Proposal is required to be submitted, evaluated and accepted is explained in this RFP.	<p>Can there be 3 members in a consortium? What is the eligibility Criteria of the Members of the Consortium?</p> <p>We request you to kindly confirm maximum number of members to form consortium to participate in bidding process. We request you to kindly allow at least three members in a consortium including Lead member, Consortium member / Associate.</p>	Credentials, technical capacity and financial capacity of sub-consultants would not be considered.	
4	Clause 2.2.2 (A)	<p><b>Technical Capacity:</b> The Applicant should be a professional firm having a minimum of 10 (ten) years of continuous existence as a legal entity as on 31<sup>st</sup> March, 2015. (Copy of Registration certificate should be enclosed). It is required that the applicant must be a NABET certified, accredited EIA organization. The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment and at least 1 (one) Other Assignment as specified in Clause 2.2.3.</p>	Kindly relax the continuous experience from 10 years to 8 years.	<p>Clause 2.2.2 (A) of RFP is amended to read as follows:  <b>“Technical Capacity:</b> <i>The Applicant should be a professional firm having a minimum <del>10 (ten)</del> 8 (eight) years of continuous existence as a legal entity as on 31<sup>st</sup> March, 2015. (Copy of Registration certificate should be enclosed). It is required that the applicant must be a NABET certified, accredited EIA organization. The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken at least 1 (one) Eligible Assignment and at least 1 (one) Other Assignment as specified in Clause 2.2.3.”</i></p>	
			Request to ease the criteria of having minimum 10 years if continuous existence as a legal entity as on 31 <sup>st</sup> March 2015.  The quality of deliverables and services offered by the applicant depends only on his experience in similar assignments and the experience of personnel associated with the applicant. Hence request to ease the eligibility criteria related to the number of years of continuous existence of the firm.		Can the Consortium Member/Associate member be NABET certified?
			We understand that this clause is applicable for EIA firm which may be submitting the bid in association with the Lead firm. Please confirm.		<p>Bidders can participate in the Selection Process either individually or as a consortium of firms. In case the Bidders is participating individually, then it has to individually meet all the criteria mentioned in Clause 2.2.</p> <p>However, in case the Applicant is a Lead Member of a consortium of firms, then the conditions of eligibility mentioned at Clause 2.2 shall be cumulatively met by all the Consortium Members. In such cases, the Lead Member should have a minimum of 8 (eight) years of</p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query				
				continuous existence as a legal entity as on 31 <sup>st</sup> March, 2015.				
			The RFP requires NABET Certification with EIA accreditation, Is this certification required only for the Environment Specialist or the firm is required to be certified?	The condition of “NABET certified, accredited EIA organization” if for firm.				
			No Architectural firm is applicable for NABET. Kindly relax the criteria. OR Allow our sub-consultant’s NABET certification.	The conditions of eligibility mentioned at clause 2.2 of the RFP can be cumulatively met by all the Consortium Members.				
5	Clause 2.2.2 (B)	<b>Financial Capacity:</b> The Applicant shall have received a minimum of Rs. 50 crore (Rs. Fifty Crore) per annum as professional fees during each of the 3 (three) financial years preceding the PDD. For the avoidance of doubt, professional fees hereunder refer to fees received by the Applicant for providing advisory or consultancy services to its clients.	In case of consortium bidding, request you to confirm, if the total of the professional fee received by all the members of the consortium during the last 3 financial years is considered for qualification purposes?	The Financial Capacity can be cumulatively met by all the Consortium Members.				
			We request you kindly modify the same as “The Applicant shall have received a minimum of Rs. 40 crore (Rs. Forty Crore) per annum as professional fees during each of the 3 (three) Financial years preceding the PDD.	Request not granted.				
			It is hereby requested to keep the <b>minimum turnover as Rs 25 Crores.</b>					
6	Clause 2.2.2 (D)	<b>Conditions of Eligibility</b> for Urban Planner / Urban Design specialist cum Team Leader	The proposed project requires a Key Personnel with an overall exposure on Demand Assessment, Master Planning, and Infrastructure design and cost estimation, environmental clearance. Hence the team leader should have the overall project related experience. Hence we request APIIC to have separate positions for Team Leader and Urban Planner. This approach already followed in earlier bids of APIIC.	Request not granted.				
			<table border="1"> <thead> <tr> <th>S. No</th> <th>Position</th> <th>Edu Qualification</th> <th>Min Exp</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>		S. No	Position	Edu Qualification	Min Exp
S. No	Position	Edu Qualification	Min Exp					

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query										
			<table border="1"> <tr> <td>1</td> <td>Team Leader</td> <td>Post Graduate in any discipline with relevant experience</td> <td>15 years</td> </tr> <tr> <td>2</td> <td>Urban Planning</td> <td>Graduate in Planning with relevant experience</td> <td>8 years</td> </tr> </table> <p>As the project demand multi-disciplinary approach and few of the sectors being specialized, we request allow APIIC to allow Individuals / retainer consultants for Architect and Market study expert.</p>	1	Team Leader	Post Graduate in any discipline with relevant experience	15 years	2	Urban Planning	Graduate in Planning with relevant experience	8 years			
1	Team Leader	Post Graduate in any discipline with relevant experience	15 years											
2	Urban Planning	Graduate in Planning with relevant experience	8 years											
7	Clause 2.2.2 (D)	Conditions of Eligibility for Chief Architect	<p>We understand a professional Architect with relevant experience having UD specialization should be perfect for large scale development projects like NIMZ.</p> <p>Kindly clarify if, the expert having academic degree as M. Arch with Urban Design Specialization, with relevant years of experience, will be considered as eligible personnel under this category?</p> <p>We request to the client also allow Master degree in Architecture or Master Degree in Urban Design for this position.</p>	Request not granted. The key personnel proposed for the position of Chief Architect should hold a Master's Degree in Architecture with more than 08 (eight) years of professional experience.										
8	Clause 2.2.2 (D)	Conditions of Eligibility for Urban Planner / Urban Design specialist cum Team Leader, Chief Architect and Environmental Specialist	<p>We request you to revise the professional qualification of the followings experts:</p> <table border="1"> <thead> <tr> <th>Position</th> <th>Educational Qualifications</th> </tr> </thead> <tbody> <tr> <td>Urban Planner / Urban Design specialist cum Team Leader</td> <td>Relevant Post Graduate Degree in Urban Planning / Post Graduate in Urban Design</td> </tr> </tbody> </table>	Position	Educational Qualifications	Urban Planner / Urban Design specialist cum Team Leader	Relevant Post Graduate Degree in Urban Planning / Post Graduate in Urban Design	<p>Educational Qualifications mentioned at Clause 2.2.2 (D) of RFP is amended to read as follows:</p> <table border="1"> <thead> <tr> <th>Position</th> <th>Educational Qualifications</th> </tr> </thead> <tbody> <tr> <td>Urban Planner / Urban Design specialist cum Team Leader (the "Team Leader")</td> <td>Relevant Post Graduate Degree in Urban Planning / Urban Design <u>or equivalent</u></td> </tr> <tr> <td>Chief Architect</td> <td>Master's Degree in Architecture</td> </tr> </tbody> </table>	Position	Educational Qualifications	Urban Planner / Urban Design specialist cum Team Leader (the "Team Leader")	Relevant Post Graduate Degree in Urban Planning / Urban Design <u>or equivalent</u>	Chief Architect	Master's Degree in Architecture
Position	Educational Qualifications													
Urban Planner / Urban Design specialist cum Team Leader	Relevant Post Graduate Degree in Urban Planning / Post Graduate in Urban Design													
Position	Educational Qualifications													
Urban Planner / Urban Design specialist cum Team Leader (the "Team Leader")	Relevant Post Graduate Degree in Urban Planning / Urban Design <u>or equivalent</u>													
Chief Architect	Master's Degree in Architecture													

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders		Responses to Query	
			<b>Chief Architect</b>	Graduate in Architecture	<b>Market Analyst/ Industry Analyst Expert</b>	MBA or equivalent
			<b>Environmental Specialist</b>	Relevant Post Graduate degree in Environmental engineering/planning/science	<b>Transport Planner / Traffic Engineer</b>	Relevant Post Graduate Degree in Traffic Engineering / Transportation Planning
					<b>Civil Engineer</b>	M. Tech.
					<b>Structural Engineer</b>	M. Tech (Structures)
					<b>Finance Expert</b>	MBA/CA/CFA or equivalent
					<b>Environmental Specialist</b>	Relevant Post Graduate degree in Environmental Engineering / <u>Environmental Planning</u> / <u>Environmental Sciences</u> or equivalent
9	Clause 2.2.2 (D)	<b>Conditions of Eligibility for Key Personnel</b>	<p>This is to facilitate the financial quotation for all bidders with parity.</p> <p>Most RFP documents following QCBS method, specified clearly minimum number of person-month input for each expert as listed or total number of minimum person-month inputs, at least?</p>		Request not granted.	
			<p>Please provide the man months/manning schedule for each expert. This will enable all the firms to bid on a specific number of man-months. The final man-months can be negotiated with the preferred bidder before contract signing.</p>			

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
10	Clause 2.2.3	<b>Eligible Assignments and Other Assignment</b>	<p>Since the scope of the project involves seeking Environmental clearance, it is suggested that the Eligible assignment be only a single rather than two (A and B) as given in the respective section. The Item A can be modified as requested below</p> <p>“For the purposes of satisfying the Conditions of Eligibility and for evaluating the Proposals under this RFP, advisory/ consultancy assignments in respect of <b>preparation of Master Plan(including cost estimates of all the project components) and EIA Study including Environmental Clearance for an industrial park / industrial estate / industrial project/ SEZ having an area of at least 1000 (One Thousand) acre shall be deemed as eligible assignment”</b></p>	Request not granted.
11	Clause 2.14.2 (g)	While submitting the Technical Proposal, the Applicant shall, in particular, ensure that the CVs have been recently signed and dated, by the respective Personnel and countersigned by the Applicant.	It is to request you kindly allow scanned signature of experts on his or her cv as most of the Expert/s are located at different places.	Request not granted.
12	Clause 2.14.6	The proposed team shall include experts and specialists (the “Professional Personnel”) in their respective areas of expertise and managerial / support staff (the “Support Personnel”) such that the Consultant should be able to complete the Consultancy within the specified time schedule. The Key Personnel specified in Clause 2.1.4 shall be	<p>Considering the limited availability of the specialized experts suitable to the assignment, we suggest to consider the CVs of experts who are associated with the firm or have given consent to work on this assignment. Please confirm.</p> <p>We would like to request you to kindly relax the criteria and allow consultants to take freelancers for this assignment.</p>	<p>Clause 2.14.6 of RFP is amended to read as follows:</p> <p><i>“The proposed team shall include experts and specialists (the “Professional Personnel”) in their respective areas of expertise and managerial / support staff (the “Support Personnel”) such that the Consultant should be able to complete the Consultancy within the specified time schedule. The Key Personnel specified in Clause 2.1.4 shall be on the roles of the firm for a minimum period of 1 (one) year. The team shall comprise other competent and experienced professional personnel in the relevant areas of expertise (where applicable) as required for successful</i></p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
		<p>on the roles of the firm for a minimum period of 1 (one) year. The team shall comprise other competent and experienced professional personnel in the relevant areas of expertise (where applicable) as required for successful completion of this Consultancy. The CV of each such professional personnel should be submitted in the format at Form-12 of Appendix-I.</p>		<p><i>completion of this Consultancy. The CV of each such professional personnel should be submitted in the format at Form-12 of Appendix-I."</i></p>
13	Clause 2.24.1	<p>The Selected Applicant may, if necessary, be invited for negotiations. The negotiations shall generally not be for reducing the price of the Proposal, but will be for re-confirming the obligations of the Consultant under this RFP. Issues such as deployment of Key Personnel, understanding of the RFP, methodology and quality of the work plan shall be discussed during negotiations. Those Key Personnel who did not score 70% (seventy per cent) marks as required under Clause 3.1.2 shall be replaced by the Applicant with a better candidate to the satisfaction of APIIC. In case the Selected Applicant fails to reconfirm its</p>	<p>Request you to correct the inconsistency in the minimum percentage of marks to be scored by each key personnel.</p>	<p>Clause 2.24.1 of RFP is amended to read as follows:  <i>"The Selected Applicant may, if necessary, be invited for negotiations. The negotiations shall generally not be for reducing the price of the Proposal, but will be for re-confirming the obligations of the Consultant under this RFP. Issues such as deployment of Key Personnel, understanding of the RFP, methodology and quality of the work plan shall be discussed during negotiations. Those Key Personnel who did not score <del>70% (seventy per cent)</del> 60% (sixty per cent) marks as required under Clause 3.1.2 shall be replaced by the Applicant with a better candidate to the satisfaction of APIIC. In case the Selected Applicant fails to reconfirm its commitment, APIIC reserves the right to designate the next ranked Applicant as the Selected Applicant and invite it for negotiations."</i></p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
		commitment, APIC reserves the right to designate the next ranked Applicant as the Selected Applicant and invite it for negotiations.		
14	Clause 3.1.3	<b>Scoring criteria</b> to be used for evaluation of Technical Proposals	Scoring criteria is mentioned for eligible assignments as defined in 2.2.3. Section 2.2.3 mentions eligible assignment and other assignments. In such situation elaborate on the scoring criteria breakup between eligible assignment and other assignment.	For the purposes of scoring, Eligible Assignment and Other Assignment both would be allotted same number of marks.
15	Clause 3.1.3	<b>Relevant Experience of the Applicant</b>	Please confirm that in absence of completion certificates, Award Letters/ Agreement / Partially completion certificate and other documents will also be considered for evaluation/eligibility.	Kindly refer Clause 2.2.4 of the RFP. The Applicant shall enclose with its Proposal, certificate(s) from its Statutory Auditors stating the fee received in respect of each of the Eligible Assignments and/or Other Assignment specified in the Proposal (as per the format at Form-8 of Appendix-I). In the event that the Applicant does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the annual accounts of the Applicant.
16	Schedule-1, Section 1	<b>General</b>	The area proposed for NIMZ at Prakasam district is to an extent of 14,231 acres. There is no plan/ map included in TOR. We are unable to recognize the exact location to understand the connectivity of NIMZ with surrounding roads & also the existing development. Please provide a legible map in bigger scale.	A cadastral map showing the boundary of the proposed area has been provided in this document.
17	Schedule-1 Section 2	<b>Scope of Work</b>	Do we need to carry out any Traffic Survey to assess the existing traffic density? If yes, then specify the type of traffic survey to be conducted and for how much duration?	Traffic surveys are not required. However, the Consultant shall make appropriate traffic projections in order to plan the roads.

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
			Kindly let us know the details of data available for the assignment.	Prospective Applicants may visit APIIC and procure the details of available data.
			We would also like to confirm that the permissions from the other authorities or to get clearances from other agencies are not in the scope of work of the consultant.	Kindly refer to Section-2 and Section-3 of Schedule-1 of the RFP.
18	Schedule-1, Section 2, Bullet Point at Page 32	Conducting Field Surveys and Investigations (Topographical and Geotechnical)	<ul style="list-style-type: none"> <li>i) We understand the total area for survey should be limited to 14,231 acres. Our understanding is that the appointed consultant will conduct the TS survey based on which the site delineation will be finalized. We need clarification if the total site area stated in the RFP document may vary.</li> <li>ii) Kindly clarify if only TS survey is required for boundary delineation? Are surveys required for external infrastructure beyond the 14,231 Acres of land or the cost of external infrastructure can be obtained based on a preliminary estimate?</li> <li>iii) Kindly clarify if the total subject/project area amounting to 14,231 acres has been acquired by APIIC and land acquisition boundary to be provided to the consultant?</li> <li>iv) Is there any additional requirement/mandate of procurement of latest satellite imagery and geo-referencing of site features, cadastral boundaries?</li> <li>v) Will APIIC provide all the cadastral maps falling within the project boundary? Whether exact site delineation is required and given site area may differ?</li> <li>vi) Kindly state the list of cartographic information as well as documents and maps to be provided by</li> </ul>	<ul style="list-style-type: none"> <li>i) Physical delineation of the site has to be done by the Consultant in coordination with revenue Authorities. Kindly refer to the cadastral map provided in this document. Any additional / supplemental cadastral maps / information that are required shall be obtained from the Revenue Authorities. APIIC shall facilitate coordination concerned government Authorities.</li> <li>ii) All tasks which are required for the preparation of Master Plan is the responsibility of the consultant. However, detailed cost estimates for external infrastructure is not included in the Scope of Work.</li> <li>iii) Approximately 2,000 Acres is in possession of APIIC. Balance land is identified and is under the process of acquisition/alienation.</li> <li>iv) The Consultant shall geo-reference the site boundary and features after conducting the survey. Procurement of satellite imagery is not envisaged. However, the Consultant may procure satellite imagery for its own convenience.</li> <li>v) Physical delineation of the site has to be done by the Consultant in coordination with revenue Authorities. Kindly refer to the cadastral map provided in this document. Any additional / supplemental cadastral maps / information that are required shall be obtained from the Revenue</li> </ul>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
			<p>APIIC to the consultant with respect to the subject area.</p> <p>vii) Kindly clarify that APIIC will facilitate any ground survey to be conducted by the consultant which include adequate safety and security and formal authorization from rural as well as urban local bodies.</p>	<p>Authorities. APIIC shall facilitate coordination concerned government Authorities.</p> <p>vi) For further information the consultants are advised to visit APIIC Head Office in Vijayawada or the Zonal Office in Ongole.</p> <p>vii) APIIC shall facilitate such coordination.</p>
			<p>i) We request you kindly confirm whether the possession of land is with APIIC or not.</p> <p>ii) Does topographical survey have to done for complete 14,231 acres? Kindly confirm.</p> <p>iii) Kindly confirm if topographic survey for alignment of external infrastructure is in the scope of work of consultant or not.</p> <p>iv) It is requested that, APIIC may conduct the Field Surveys &amp; Investigations and provide the data for carrying out the master planning.</p>	<p>i) Approximately 2,000 Acres is in possession of APIIC. Balance land is identified and is under the process of acquisition/alienation.</p> <p>ii) Topographic Survey is required for the entire NIMZ area of 14,231 acres.</p> <p>iii) Survey for the finalized alignment of external infrastructure shall be done by the Consultant.</p> <p>iv) Request not granted.</p>
			Kindly confirm if the cost of fixing the boundary stone will be borne by APIIC or by consultant.	The Cost of fixing the boundary stone will be borne by the consultant.
			Geotechnical Survey / Soil Investigations are subject to design requirement of building and utilities structures. Kindly confirm if the numbers of boreholes can be finalized by the consultant during design or the number mentioned in RFP must be followed.	Number mentioned in Schedule-1 (Terms of Reference) of RFP shall be followed.
			<p>i) Please specify the availability of any kind of base map for the proposed site. Also specify the availability of Land revenue records in soft copy format (GIS format or CAD format) &amp; Satellite Image.</p> <p>ii) Do we need to procure any Satellite Image?</p>	<p>i) Available drawings will be provided. Other required maps will have to be obtained by the consultant, the consultant is advised to visit APIIC Head Office and interact with APIIC to find out the available information.</p> <p>ii) Not envisaged. However, the Consultant may procure Satellite images for its own convenience.</p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
19	Schedule-1, Section 2, Bullet Point at Page 33	<b>Market Study and Demand Assessment</b>	<p>We understand APIIC – project SPV and State Government will provide a wish list of industrial product mix for the subject project.</p> <p>We understand that APIIC will facilitate any required meeting or panel discussion between consultant and state administration regarding industrial positioning or at any stage of the project.</p> <p>We understand market positioning will depend on regional resource mapping including availability of raw materials, industrial value chain, workforce, local and regional investment scenario and all secondary information regarding state as well as national level investment trend to be assessed.</p> <p>We understand the positioning of industrial product mix to be aligned with GOI's NIMZ policies and programmes.</p> <p>i) Please state if any requirement of interview based primary level ground survey/market survey of potential investors at a regional level, to be conducted by the consultant?</p> <p>ii) Kindly clarify that APIIC will provide a relevant vision report or a concept report, previously prepared for NIMZ notification at Prakasam District?</p> <p>iii) Kindly clarify that APIIC will provide all required information on available land bank for phasing and implementation of infrastructure tapping facilities?</p> <p>iv) Kindly clarify that APIIC has envisioned national or international level roadshows to attract investment and if consultant's technical support for such promotional events is required?</p>	<p>The product mix is to be identified by the consultant. APIIC shall facilitate meetings required with GoAP.</p> <p>Following section shall be considered as a part of Section 2 of Schedule-1 (Terms of Reference) of RFP:</p> <p><b>“Financial Feasibility Analysis: The Consultant shall prepare a Financial Model of the project which shall include:</b></p> <p>a) <i>Timeline and Phasing of implementation</i></p> <p>b) <i>Project Cost Estimates</i></p> <p>c) <i>Means of Finance</i></p> <p>d) <i>Financial Workings including Projected Income Statement; Projected Cash Flow Statement; Projected Balance Sheet for the project; Break Even Point (BEP); Payback Period; Debt Equity Ratio; Debt Repayment Schedule; Debt Service Coverage Ratio (DSCR); Financial Viability Indicators like Net Present Value (NPV), Internal Rate of Return (IRR); Sensitivity &amp; Scenario Analysis, etc.”</i></p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
			<p>v) Kindly clarify whether any advisory services required for CAPEX or OPEX formulation and financial modelling for implementation phases?</p> <p>vi) Whether financial modelling and IRR will be considered as a major determining factor for finalization of product mix.</p>	
20	Schedule-1, Section 2, Bullet Point at Page 33	Master / Layout Planning	<p>We understand zoning will include trunk level road network and broad land use classification</p> <p>We understand the masterplan will show sub arterial and collector level road network and provide industrial cluster plan as well as phasing plan</p> <p>We understand that a detailed master plan will include indicative plot divisions as per projected product mix showing sector level road layout and utility tapping points.</p> <p>i) Kindly clarify the detailed cartographic requirement for zoning plan, masterplan and detailed master plan</p> <p>ii) Kindly clarify if there is any requirement for illustrating building footprints, development control guidelines and 3D visualization including a walk through for a roadshow or any promotional programme.</p>	<p>i) The Consultant shall prepare phasing plan, zoning plan, masterplan and detailed master plan and shall submit such deliverables in AutoCAD format.</p> <p>ii) Consultant shall prepare a 3D visualization. However, walk through shall not be required.</p>
			<p>Please specify the format of soft copy for the deliverables of drawings (GIS format or AutoCAD format)?</p>	<p>AutoCAD Format.</p>
			<p>We understand that for the preparation of Master Plan as mentioned in ToR, the required data is available with respective authorities which will be made available to the consultant free of cost by client after the award of contract. Kindly confirm.</p>	<p>All the information available with APIIC shall be shared with the Consultant free of cost.</p> <p>However, non-availability of data does not absolve the Consultant of its responsibilities with respect to quality of deliverables. Consultant would have to undertake its</p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
				own research, surveys and procure the requisite data at its own cost in case not available with APIIC. Prospective Applicants may visit APIIC and procure the details of available data
21	Schedule-1, Section 2, Bullet Point at Page 34	Infrastructure Assessment (Internal/External)	Please clarify whether a Landfill site will be located within site boundary or external disposal will be considered. Kindly provide details of identified sources of external infrastructure and approximate distance from proposed land for NIMZ.	Kindly refer to Schedule-1, Section 2, Bullet Point at Page 34 which is amended to read as follows: “ <b>Infrastructure Assessment</b> (Internal/External) – Road network, water supply, power supply, waste water management, solid waste management, common and social infrastructure, etc. The Consultant shall assess the <u>external infrastructure connectivity</u> needs and propose the measures to improve the <u>connectivity of external infrastructure</u> for the project site for the NIMZ.”
22	Schedule-1, Section 2, Bullet Points at Page 34	Infrastructure Assessment (Internal/External) Detailed Design and Cost estimation for Infrastructure Development (Internal and External Infrastructure)	i) We understand traffic surveys and regional reconnaissance has been conducted as a pre requisite of NIMZ notification and delineation and APIIC will share the information to facilitate the transport augmentation planning. ii) We understand the detailed architectural design of a specific hospital, nursing home, school, college, university, or any other social infrastructural establishment is out of the scope and only thumb rule is based on estimation is expected for the tendering purpose. iii) Kindly clarify if a traffic survey is required for regional surface transport planning and if yes, kindly provide a definitive boundary for loss of region? iv) Kindly clarify if APIIC will provide any baseline infrastructure assessment study for the NIMZ	i) All the information available with APIIC shall be shared with the Consultant. ii) The consultant shall prepare detailed working drawings, designs, bill of quantities and cost estimates for various elements including roads, water supply system, power supply system, storm water drains, waste water management, common and social infrastructure, etc. iii) Traffic Surveys are not required. However, the Consultant shall make appropriate traffic projections in order to plan the roads. iv) All the information available with APIIC shall be shared with the Consultant. v) Detailed design and estimates (as per APSSR & AP Standard Data) of each infrastructure is required. vi) Yes.

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
			<p>subject region which might be prepared previously</p> <p>v) Kindly clarify if detailed design of each infrastructure is required at working drawing level or at tender drawing level? Depth of technical detail will vary</p> <p>vi) Kindly clarify if typical layout/ground coverage and area statement for each category of social infrastructure is expected only?</p>	
23	Schedule-1, Section 2, Bullet Point at Page 34	Detailed Design and Cost estimation for Infrastructure Development (Internal and External Infrastructure)	With this we understand, there is no Architectural detailed working drawings anticipated in the Master Plan. Please confirm.	Detailed working drawings that are required for purposes for cost estimation shall be prepared by the Consultant.
			We request you kindly provide location and boundary map of land proposed for NIMZ.	A cadastral map showing the boundary of the proposed area has been provided in this document.
			<p>i) Please provide clarifications on the scope of work, whether it is limited to designing part or also include good for construction /detailed design submission.</p> <p>ii) Kindly also clarify whether architectural design of facility and common utility buildings are also part of scope of work? If yes kindly let us know tentative built up area for financial quotation.</p> <p>iii) Kindly also clarify if detailed landscape design will be the part of scope of work.</p> <p>iv) Will the design be limited to tender and sanction stage or will it also extend to making good for construction drawings?</p>	<p>i) Good for construction drawings are not envisaged in the scope. However, detailed drawing, design and estimates (as per APSSR &amp; AP Standard Data) of each infrastructure is required for technical sanction by competent authority of APIIC.</p> <p>ii) The consultant shall prepare detailed working drawings, designs, bill of quantities and cost estimates for various elements including roads, water supply system, power supply system, storm water drains, waste water management, common and social infrastructure, etc.</p> <p>i) Yes.</p> <p>ii) Preparation of drawings, design, estimates (as per APSSR &amp; AP Standard Data) required for technical sanction by competent authority of APIIC shall be the responsibility of the Consultant.</p>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
			Kindly confirm if the detailed engineering, BoQ for WTP and CEPT is part of scope of work or the consultant's scope will be limited to concept design, finalizing of technology and tendering for vendor / EPC contractor.	Scope is limited to concept design, finalizing of technology and tendering for vendor / EPC contractor
24	Schedule-1, Section 2, Bullet Point at Page 34	Investment Projections and Employment Potential	We understand that direct employment, indirect employment and natural growth is to be considered for total subject population and calculation.  The direct employment projection will be provided based on actual industrial job generation and indirect employment projection to be considered on a mutually agreed percentage	The approach and methodology for estimating Investment Projections and Employment Potential shall be suggested by the Consultant.
25	Schedule-1, Section 2, Bullet Point at Page 34	Obtaining Environmental Clearance	We understand that based on an EIA report, necessary technical documents and a furnished Form 1, APIIC will directly obtain the Environmental Clearance.  Please clarify if the appointed consultant should only provide technical support to obtain environmental clearance and APIIC will pursue the statutory procedure for the project.	On behalf of APIIC, the Consultant shall obtain the 'Environmental Clearance' (EC) and 'Consent For Establishment' (CFE) as per the EIA Notification 2006 and its subsequent amendments. The Consultant shall render the complete services as specified by MOEF from time to time so that the objective of obtaining EC and CFE for the NIMZ is achieved. The Consultant shall carryout Site Screening, Pre-feasibility Report Environmental Impact Assessment (EIA) and Environmental Management Plan (EMP) studies etc needed for obtaining EC and CFE for the NIMZ from the competent authority.
			We understand that cost of obtaining of Environmental Clearance will be borne by the consultant. Kindly Confirm	Kindly refer Clause 2.15 of the RFP. All the costs associated with the assignment shall be included in the Financial Proposal. These shall normally cover remuneration for all the Personnel (Expatriate and Resident, in the field, office etc), accommodation, air fare, equipment, printing of documents, etc.
			Obtaining Environmental Clearance requires 10.5 months to 12 months, so we request you kindly change project time line accordingly.	Please refer Section 4.1 of Schedule-1 (Terms of Reference) of the RFP. There are no timelines linked

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query								
				with the milestone for Obtaining of Environmental Clearance and Consent to Establish								
26	Schedule-1, Section 4	Deliverable Timelines and Payment Schedule	<p>With reference to detailed scope of work, lot of activities involved during the first deliverable (M1) of the project such as site analysis, data collection, conducting various surveys (Topographic survey, Market survey) &amp; investigations.</p> <p>Hence we requested 10% of total fees as a Mobilization advance. Kindly consider.</p>	<p>Clause 2.27 of the RFP is amended to read as follows:  <i>“After selection, a Letter of Award (the “LOA”) shall be issued, in duplicate, by APIIC to the Selected Applicant and the Selected Applicant shall, within <del>7 (seven)</del> 15 (fifteen) days of the receipt of the LOA, sign and return the duplicate copy of the LOA in acknowledgement thereof. In the event the duplicate copy of the LOA duly signed by the Selected Applicant is not received by the stipulated date, APIIC may, unless it consents to extension of time for submission thereof, cancel the LOA and the next highest ranking Applicant may be considered.”</i></p> <p>Clause 4.1 of RFP is amended to read as follows:  <i>The schedule for completing the Deliverables shall be determined by the maximum number of weeks from the <u>date of acceptance of LoA</u> <del>Effective Date of the Agreement</del> (the “Milestones”). Time schedule for important Deliverables of the Consultancy and the payment schedule linked to the specified. Deliverables are given below:</i></p> <table border="1"> <thead> <tr> <th>Milestone</th> <th>Deliverable</th> <th>Timeline (from Effective Date date of acceptance of LoA)</th> <th>Payment Terms (%age of the agreed Fee)</th> </tr> </thead> <tbody> <tr> <td></td> <td></td> <td></td> <td></td> </tr> </tbody> </table>	Milestone	Deliverable	Timeline (from Effective Date date of acceptance of LoA)	Payment Terms (%age of the agreed Fee)				
			Milestone		Deliverable	Timeline (from Effective Date date of acceptance of LoA)	Payment Terms (%age of the agreed Fee)					
			<p>Based on our understanding of the depth of technical requirements and master planning detail we will propose an extended project duration of 40 weeks. The Timeline has been conceived to ensure the quality and comprehensiveness of the project.</p> <p>Considering all survey requirements, master planning developments, conceptual planning duration, geo-technical investigation on a strategic location, and detailed design for infrastructural components and social facilities, please consider reasonable extension of the timeline.</p> <p>We propose to allow the consultant a cumulative time of 40 weeks for the entire project’s completion. (Excluding any delay due to internal decision making for the final development product mix, final master plan option, infrastructure phasing and obtaining environmental clearance)</p>									
<p>We request you to kindly increase the time by atleast 10 Months.</p>												
<p>We request you kindly revise payment schedule as follows:</p>												

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders			Responses to Query			
			<b>S. No.</b>	<b>Payment Milestones</b>	<b>% of total Professional fees</b>	<i>M0</i>	<i>Mobilization Advance on submission of inception report</i>	<i>2 Weeks</i>	<i>5%</i>
			1	Mobilization on advance (On submission of performance security)	5%	<i>M1</i>	<i>Draft Master Plan including Site Analysis Report, Topographic Survey Report, and Market Study &amp; Demand Assessment Report</i>	<i>8 Weeks</i> <i>10 Weeks</i>	<i>20%</i> <i>15%</i>
			2	On submission of interim report	10%				
			3	On submission of draft integrated master planning report	15%				
			4	On submission and approval of final integrated master planning report	5%	<i>M2</i>	<i>Final Master Plan incorporating comments received from APIIC</i>	<i>10 Weeks</i> <i>14 Weeks</i>	<i>20%</i>
			5	On submission of draft detailed engineering reports for external infrastructure linkages	15%	<i>M3</i>	<i>Geo-technical Soil Investigation Report and Conceptual Building Plans and GAD along with block cost estimates for all the infrastructure elements provided in the Master Plan approved by APIIC. Submission of Form-1 for Environmental Clearance. Submission of Draft Financial Model.</i>	<i>12 Weeks</i> <i>16 Weeks</i>	<i>25%</i>
			6	On submission and approval of final detailed engineering reports for external infrastructure linkages	10%				
			7	On submission of draft detailed engineering reports for internal infrastructure	30%				
			8	On submission and approval of final detailed Engineering reports for internal infrastructure linkages	10%				
			Based on the amount of inputs required in Draft Master Plan Report are the timelines are not sufficient. Surveys mobilization and completion will take time. Also based on the nature of assignment (in PMC type assignment milestone are linked to construction			<i>M4</i>	<i>Detailed working drawings, designs, bill of quantities and cost estimates for all the infrastructure elements provided in the Master Plan</i>	<i>18 Weeks</i> <i>24 Weeks</i>	<i>25%</i>

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query																										
			<p>activity) payment linkage for Milestone 8 is not appropriate.</p> <p>Hence based on these we request APIIC to agree to the following timelines and payment terms:</p> <table border="1"> <thead> <tr> <th>Mile-stone</th> <th>Deliverable</th> <th>Timeline</th> </tr> </thead> <tbody> <tr> <td>M1</td> <td>Draft Master Plan including site analysis, topographic survey, market and demand assessment</td> <td>12 weeks</td> </tr> <tr> <td>M2</td> <td>Final Master Plan</td> <td>14th week</td> </tr> <tr> <td>M3</td> <td>Geotechnical soil investigation &amp; conceptual building plans and GAD for all infrastructure elements as per approved master plan. Submission of Form-1 for EC</td> <td>15th Week</td> </tr> <tr> <td>M4</td> <td>Detailed working drawings, designs, BOQ and cost estimates for all the infrastructure elements as per approved master plan</td> <td>22nd week</td> </tr> <tr> <td>M5</td> <td>Obtaining Environmental clearance (as per the statutory requirements )</td> <td></td> </tr> </tbody> </table>	Mile-stone	Deliverable	Timeline	M1	Draft Master Plan including site analysis, topographic survey, market and demand assessment	12 weeks	M2	Final Master Plan	14th week	M3	Geotechnical soil investigation & conceptual building plans and GAD for all infrastructure elements as per approved master plan. Submission of Form-1 for EC	15th Week	M4	Detailed working drawings, designs, BOQ and cost estimates for all the infrastructure elements as per approved master plan	22nd week	M5	Obtaining Environmental clearance (as per the statutory requirements )		<table border="1"> <tbody> <tr> <td></td> <td><u>approved by APIIC and Final Financial Feasibility Analysis Report</u></td> <td></td> <td></td> </tr> <tr> <td>M5</td> <td>Obtaining of Environmental Clearance and Consent to Establish</td> <td>-</td> <td>10%</td> </tr> </tbody> </table>		<u>approved by APIIC and Final Financial Feasibility Analysis Report</u>			M5	Obtaining of Environmental Clearance and Consent to Establish	-	10%
Mile-stone	Deliverable	Timeline																												
M1	Draft Master Plan including site analysis, topographic survey, market and demand assessment	12 weeks																												
M2	Final Master Plan	14th week																												
M3	Geotechnical soil investigation & conceptual building plans and GAD for all infrastructure elements as per approved master plan. Submission of Form-1 for EC	15th Week																												
M4	Detailed working drawings, designs, BOQ and cost estimates for all the infrastructure elements as per approved master plan	22nd week																												
M5	Obtaining Environmental clearance (as per the statutory requirements )																													
	<u>approved by APIIC and Final Financial Feasibility Analysis Report</u>																													
M5	Obtaining of Environmental Clearance and Consent to Establish	-	10%																											
27	Schedule-1	Others	<p>As per general bidding practices (Indian context), We suggest to add the Clause in Consultancy Agreement:</p> <p>“Notwithstanding anything contained in this agreement, RFP or any other document, the maximum amount of aggregate liability and indemnity of consultant in any event shall not be more than the fee</p>	<p>Request granted. Following section shall be considered as a part of Terms of Reference (ToR):</p> <p><b>“9. Limitation on Liability</b></p> <p><i>Notwithstanding anything contained in the RFP, APIIC agrees that the Consultant shall not be liable to APIIC, for any losses, claims, damages, liabilities, cost or</i></p>																										

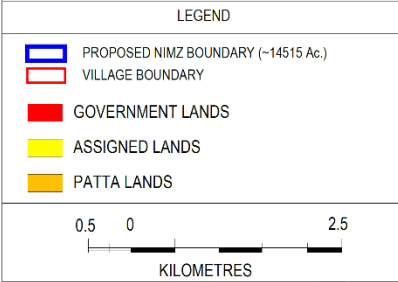
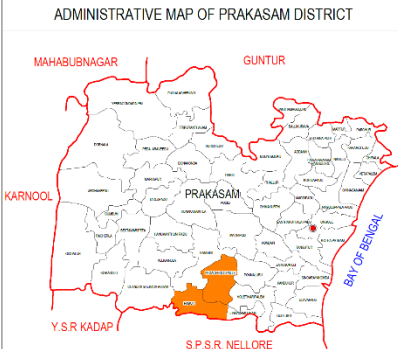
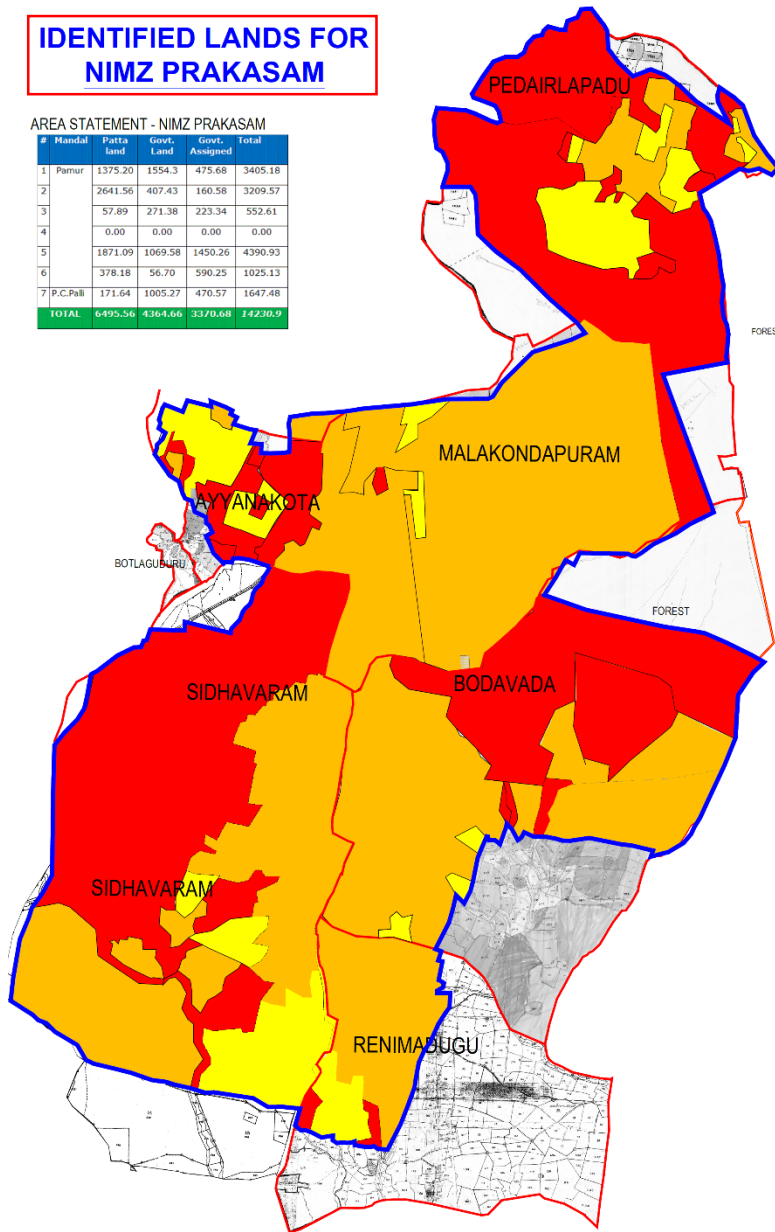
S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
			received by the Consultant till that date under this agreement.”	<i>expenses (“Losses”) of any nature whatsoever, for an aggregate amount in excess of the fee paid under the Consultancy, except where 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 the Consultancy.”</i>
28	Schedule-2, Section 4.4	<p><b>Substitution of Key Personnel</b></p> <p>The Authority expects all the Key Personnel specified in the Proposal to be available during implementation of the Agreement. The Authority will not consider any substitution of Key Personnel except under compelling circumstances beyond the control of the Consultant and the concerned Key Personnel. Such substitution shall be limited to 1 (one) Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. Without prejudice to the foregoing, substitution of the Key Personnel shall be permitted only upon reduction of payment equal to 10% (ten per cent) of the total Agreement Value.</p>	<p>Considering the limited availability of the specialized experts suitable to the assignment, we anticipate that some cases of replacement may emerge due to situations beyond control of the consultants.</p> <p>As per the industry practice, generally in such cases, replacements are permissible with equally or more qualified personnel.</p> <p>We suggest removing the provision of deductions from the total remuneration on the ground of substitution of key personnel.</p>	Request not granted.

S. No.	Reference	Description as per RFP	Query/Request from Prospective Bidders	Responses to Query
29	Schedule-2, Section 4.6	<b>Sub-Consultants</b> Sub-Consultants listed in Annex-3 of this Agreement are hereby approved by the Authority. The Consultant may, with prior written approval of the Authority, engage additional Sub-Consultants or substitute an existing Sub-Consultant. The hiring of Personnel by the Sub-Consultants shall be subject to the same conditions as applicable to Personnel of the Consultant under this Clause 4.	Whether sub consultant's eligibility be considered for lead member.	Not Permitted.
30	Schedule-2, Section 6.3(b)	The Authority shall cause the payment due to the Consultant to be made within 60 (thirty) days after the receipt by the Authority of duly completed bills with necessary particulars.	Request you to correct the inconsistency in the number of days mentioned in words and figures	Section 6.3(b) of Schedule-2 is amended to read as follows: <i>"The Authority shall cause the payment due to the Consultant to be made within 60 (<del>thirty</del> <u>sixty</u>) days after the receipt by the Authority of duly completed bills with necessary particulars."</i>
31	Schedule-2, Section 9.1	<b>Termination of Agreement by the Authority</b>	We suggest that written notice period should be minimum 30 days.	Request not granted.

**IDENTIFIED LANDS FOR NIMZ PRAKASAM**

AREA STATEMENT - NIMZ PRAKASAM

#	Mandal	Patta land	Govt. Land	Govt. Assigned	Total
1	Pamur	1375.20	1554.3	475.68	3405.18
2		2641.56	407.43	160.58	3209.57
3		57.89	271.38	223.34	552.61
4		0.00	0.00	0.00	0.00
5		1871.09	1069.58	1450.26	4390.93
6		378.18	56.70	590.25	1025.13
7	P.C.Pali	171.64	1005.27	470.57	1647.48
<b>TOTAL</b>		<b>6495.56</b>	<b>4364.66</b>	<b>3370.68</b>	<b>14230.9</b>



PROPOSED PRAKASAM NIMZ ON CADASTRAL MAP