


Name of work - Empanelment of consultants for Market Assessment Study and Preparation of Business Plan for Development of Industrial Parks in Andhra Pradesh.

T.No. 53/CE/APIIC/2021-22 DT: 02.03.2022

		Response to Bidder's queries	
Sl. No.	Description of Item	As per RFP	Clarifications / modifications Required
1	2.1 Scope of Proposal, 2.1.1	Consortiums or JV is not permitted.	Given the wide scope of work, we would like to request you to kindly allow consortium of joint venture of firms to participate in this tender. This will allow each partner to contribute as per their area of expertise and deliver quality output throughout the engagement.
2	CRITERIA EVALUATION, 3.1.2 (3)	FOR Financial Capacity <ul style="list-style-type: none"> • 5 (five) marks for average professional fees above INR 200 Crores per annum (last 3 FYs). • 10 (ten) marks for average professional fees above INR 300 Crores per annum (last 3 FYs). 	The Authority is requested to revise the scoring criteria of financial capacity to Rs 50 Crores for full marks. Based on our experience, a turnover of Rs 50 Crore or above is sufficient to identify credible consulting firms in India. The Authority is requested to modify the clause as: 10 (ten) marks for average professional fees above INR 50 crore.
3	3 CRITERIA EVALUATION, 3.1.2 (1)	FOR Relevant Experience of the Applicant <ul style="list-style-type: none"> • Up to 2 (two) Eligible Assignments =6(six) marks • 5 (five) Eligible Assignments =15(fifteen) marks • 8 (eight) Eligible Assignments =24(twenty-four) marks • 10 (ten) or more Eligible Assignments =30 (thirty) marks Each eligible assignment will be awarded 3 marks.	The Authority is requested to revise the scoring criteria of Relevant Experience of the Applicant to 5 projects for full marks to ensure participation from MSMEs/Start-Ups as well. The Authority is requested to modify the clause as: Each eligible assignment will be awarded 6 marks up to maximum 5 projects.
4	2.2.2 (B) Conditions of Applicants, Page No.8	(B) Financial Capacity: The Applicant shall have received an average of Rs. 50 crore (Rs. Fifty Crore) per annum as professional fees during the last 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.	As per eligibility Criteria Turnover is require Rs. 50 Cr. But as per marking Table there is no marking for Rs. 50 Cr. And More than 300 Cr. is require for full marks. We request you to kindly modify the clause accordingly and full marks will be given to Rs. 50 Cr. as a eligibility criteria. Department of Economic Affairs, Ministry of Finance, Govt. of India vide RFQ dated 31.05.2010 has formulated detailed guidelines for selection of Consultant wherein, it has benchmarked the Turnover at Rs 20 crores only. (Copy attached) Rs. 20 Crores is a reasonable threshold to ensure a fair participation resulting into a competitive bid In light of the above, we request you to kindly relax the criteria to Rs. 50 Crores as this can also be in line with the financial criteria set by the Department of Economic Affairs for selection of consultants.
5	2.2.2 (A) Conditions of Eligibility of Applicants, Page NO.8	(A) Technical Capacity: The Applicant should be a professional firm or 100% Indian subsidiary of international firm having a minimum of 10 (Ten) years of continuous existence as a legal entity as on 31st March, 2021. (Copy of Registration certificate should be enclosed). The Applicant shall have, over the past 10 (ten) years preceding the PDD, undertaken atleast 1 (one) Eligible Assignment as specified in Clause 2.2.3.	Please refer to the eligible assignment definition given in the Clause 2.2.3 in the RFP which covers industrial park / industrial estate / SEZ / Industrial Corridors/Economic Corridor / Industrial Zones or Clusters


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