

**List Of Empanelled Consultants For Market Assessment Study and Preparation of Business Plan for Development of Industrial Parks in Andhra Pradesh**

Sl. No.	Name of the Agency	Address of the Agency	Name of the Contact Person	Mobile No	Email ID
1	M/s. Deloitte Touche Tohmatsu India	M/s. Deloitte Touche Tohmatsu India 7 <sup>th</sup> Floor, Building No. 10-B, DLF Cyber City Complex, DLF City, Phase –II, Gurgaon-122002, Haryana,India	Mr. Sudeep Kumar Sinha	91 (124) 679 2889	<a href="mailto:sksinha@deloitte.com">sksinha@deloitte.com</a>
2	M/s. CRISIL Risk and Infrastructure	M/s. CRISIL Risk and Infrastructure Solutions Limited, India. CRISIL House, Central Avenue ,Hiranindani Business Park, Powai, Mumbai – 400076, India	Mr. Abhay Kantak	+91(22)3342 1897 +91 9820416720	<a href="mailto:tenders@crisil.com">tenders@crisil.com</a> <a href="mailto:Abhay.kantak@crisil.com">Abhay.kantak@crisil.com</a>
3	M/s. CBRE South Asia Pvt. Ltd.	M/s. CBRE South Asia Pvt. Ltd. 6 <sup>th</sup> &7 <sup>th</sup> floor ,DLF Square Building ,Jacaranda Marg ,DLF phase II Gurgaon-122002, Indi	Mr. Sourav Hazra	+91 9899803325	<a href="mailto:Sourav.hazra@cbre.com">Sourav.hazra@cbre.com</a>

**Sd/-**  
**CHIEF ENGINEER (S),**  
**APIIC Ltd., Mangalagiri**

**Note:**

- 1) It is directed to obtain financial quote from the Empanelled Vendors for the Scope of the Work
- 2) The period of Empanelment is valid upto 2 years (i.e. from 02/06/2022 to 01/06/2024). Moreover, it is rolling mode of empanelling, hence the list will be updated on periodical basis
- 3) The vendors has to furnish all deliverables within a stipulated time. On receiving the requisite deliverables only, the payment as agreed will be released to the Agency.
- 4) Any discrepancy in presenting the data, the Agency will be held responsible in all aspects
- 5) APIIC is the sole owner of the data and owns all the rights in this regard. Any misutilization of the data by the Agencies, APIIC will initiate penal action under Data Privacy Act

## A) SCOPE

The market potential for the proposed Industrial Park (IP) to be assessed by the consultant by studying the available data and economic status of the project area, the future developments proposed in the vicinity of the project area, the average space profiles for the respective industries that are likely to invest in the project area. Existing industrial base shall be studied along with the natural resource potential of the region. The market assessment shall cover the following tasks:

- Reconnaissance Site Visit: Based on the site boundary details (such as coordinates, maps etc.,) provided by APIIC, reconnaissance site visit will be conducted by the consultant to understand the proposed project location and its locational advantages.
- A macroeconomic review of the region to assess regional and locational strengths and constraints and analyzing the investment climate with respect to existing resources and potential sectors that would influence the successful development of the proposed project.
- Review of prevailing policy framework for Industrial promotion in the State.
- Conduct consultations with focus Industry Groups/Associations in the project region to understand the spatial, infrastructure and environmental needs of the Project.
- Identify the target industry sectors for the IP and assess the likely space demand (short, medium and long term – as applicable) along with suggested range of plot sizes for various target industrial sectors.
- Suggest the broad product mix along with phasing (if any) covering industrial plotting, common facilities and social infrastructure, which will form the basis for developing site master plan later on by APIIC.
- Projections on likely investments, turnover, export potential and employment potential from the project.
- Prepare preliminary conceptual master plan with Zoning based on sectors identified and arrive at the indicative cost estimates for both external and internal infrastructure development.
- In consultation with APIIC and using the standard templates/processes of APIIC, carry out broad assessment of land allotment rate (per acre or per square meter basis) based on preliminary project cost (line estimates) and market analysis.
- Preparation of broad Business Plan and financial model for setting up of Industrial Park for assessing the initial viability of the project and broad development strategy.
- Exploring the means of financing the project and preparation of bankable financial model on need basis.

## B) Indicative Deliverable Timelines and Indicative Payment Schedule

The schedule for completing the Deliverables shall be determined by the maximum number of weeks from the Effective Date of the Agreement (the “Milestones”). Time schedule for important Deliverables of the Consultancy and the payment schedule linked to the specified Deliverables are given below:

<b>Milestone</b>	<b>Deliverable</b>	<b>Indicative Timeline (from Effective Date)</b>	<b>Payment Terms (% of Total Fee)</b>
M1	Inception report to APIIC – Project Methodology, work plan & schedule of sub- activities, along with the preliminary list of stakeholders to be consulted for market assessment study	02 (Two) Weeks	10%
M2	Draft Report on Market Assessment Study, to APIIC	06 (Six) Weeks after approval of Inception Report	35%
M3	Final Report on Market Assessment Study after incorporating comments from APIIC, to APIIC	02 (Two) Weeks from date of receipt of comments from APIIC on Draft Report	15%
M4	Draft Business Plan Report & Broad Development Strategy	04 (Four) Weeks after approval of Market Assessment Report	25%
M5	Final Business Plan Report & Broad Development Strategy after incorporating comments from APIIC	02 (Two) Weeks from date of receipt of comments from APIIC on Draft Report	15%

Timelines mentioned above are indicative. Effective date is defined as the date of execution of project specific agreement/contract with APIIC by the Consultant. However, exact timelines based on the Terms of Reference (TOR) document for specific projects will be indicated while inviting the financial proposals for each project.

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