

**Andhra Pradesh Industrial Infrastructure  
Corporation Limited**

(A Govt. of Andhra Pradesh Undertaking)



**REQUEST FOR PROPOSAL FOR  
ENGAGEMENT OF A PROFESSIONAL  
CONSULTING AGENCY FOR ESTABLISHING  
AND OPERATIONALISING A PROJECT  
MANAGEMENT UNIT (PMU) FOR THE  
AEROSPACE & DEFENCE SECTOR IN APIIC**

AUGUST 2025

**Andhra Pradesh Industrial Infrastructure Corporation Limited (APIIC)**

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9<sup>th</sup> floor, APIIC Towers, Plot No-1, IT Park, Mangalagiri, Guntur (Dist.), AP-522503



## DISCLAIMER

The information contained in this Request for Proposal document (“**RFP**”) or subsequently provided to Applicants, whether verbally or in documentary or any other form by or on behalf of APIIC or any of its employees or advisers, is provided to Applicants on the terms and conditions set out in this RFP and such other terms and conditions subject to which such information is provided.

This RFP is not an agreement or an offer by APIIC to the prospective Applicants or any other person. The purpose of this RFP is to provide interested parties with information that may be useful to them in the formulation of their Proposals pursuant to this RFP. This RFP includes statements, which reflect various assumptions and assessments arrived at by APIIC in relation to the Consultancy. Such assumptions, assessments and statements do not purport to contain all the information that each Applicant may require. This RFP may not be appropriate for all persons, and it is not possible for APIIC, its employees or advisers to consider the objectives, technical expertise and particular needs of each party who reads or uses this RFP. The assumptions, assessments, statements and information contained in this RFP, may not be complete, accurate, adequate or correct. Each Applicant should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments and information contained in this RFP and obtain independent advice from appropriate sources.

Information provided in this RFP to the Applicants may be on a wide range of matters, some of which may depend upon interpretation of law. The information given is not intended to be an exhaustive account of statutory requirements and should not be regarded as a complete or authoritative statement of law. APIIC accepts no responsibility for the accuracy or otherwise for any interpretation or opinion on the law expressed herein.

APIIC, its employees and advisers make no representation or warranty and shall have no liability to any person including any Applicant under any law, statute, rules or regulations or tort, principles of restitution or unjust enrichment or otherwise for any loss, damages, cost or expense which may arise from or be incurred or suffered on account of anything contained in this RFP or otherwise, including the accuracy, adequacy, correctness, reliability or completeness of the RFP and any assessment, assumption, statement or information contained therein or deemed to form part of this RFP or arising in anyway in this Selection Process.

APIIC also accepts no liability of any nature whether resulting from negligence or otherwise however caused arising from reliance of any Applicant upon the statements contained in this RFP.

APIIC may in its absolute discretion, but without being under any obligation to do so, update, amend or supplement the information, assessment or assumption contained in this RFP.

The issue of this RFP does not imply that APIIC is bound to select an Applicant or to appoint the Selected Applicant, as the case may be, for the Consultancy and APIIC reserves the right to reject all or any of the Proposals without assigning any reasons whatsoever.

The Applicant shall bear all its costs associated with or relating to the preparation and submission of its Proposal including but not limited to preparation, copying, postage, delivery fees, expenses associated with any demonstrations or presentations which may be required by APIIC or any other costs incurred in connection with or relating to its Proposal. All such costs and expenses will remain with the Applicant and APIIC shall not be liable in any

REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL CONSULTING AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT MANAGEMENT UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC manner whatsoever for the same or for any other costs or other expenses incurred by an Applicant in preparation or submission of the Proposal, regardless of the conduct or outcome of the Selection Process.

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## DATA SHEET

1.	<b>Tender Notice No.</b>	<b>2921720</b>
2.	<b>Name of the consultancy assignment</b>	REQUEST FOR PROPOSAL FOR SELECTION OF AN AGENCY FOR SETTING UP OF A PROJECT MANAGEMENT UNIT (PMU)
2.	<b>NIT/RFP Issue Date</b>	28/08/2025
3.	<b>Bid documents downloadable from</b>	Same day as tender notification date
4.	<b>Last date &amp; time for submission of Proposal (Proposal Due Date) (PDD)</b>	15 working days from the date of notification of tender document
5.	<b>Date &amp; time for opening of Technical Proposal</b>	At 5 pm on the day after PDD
6.	<b>Proposal Processing Fee (Non-refundable)</b>	<p>The proposal should be accompanied with a Non-Refundable Processing Fee of <b>₹11,800/- (Rupees Eleven Thousand Eight Hundred only)</b> including GST to be paid through online mode as per bank account details given below:</p> <p>Name : APIIC Ltd  Account No. 013411100003855  Bank Name : Union Bank of India  Branch Name : Mangalagiri  IFSC Code : UBIN0803669</p> <p>Scanned copy of online payment receipt to be submitted along with the proposal.</p>
7.	<b>Security Deposit (EMD) (Refundable)</b>	<p>Rs 1,00,000/- (Rupees One Lakh only)</p> <p>Scanned copy of Proof of EMD should be submitted while submitting the bid.</p> <p>Registered MSMEs with GoI are exempted from the EMD.</p>
8.	<b>Procedure for Proposal submission</b>	<p>Proposals shall be submitted via mail at <a href="mailto:cgm.pers-admin@apiic.in">cgm.pers-admin@apiic.in</a></p> <ol style="list-style-type: none"> <li>1. The participating bidders in the tender should register themselves free of cost on e-procurement platform in the website <a href="https://tender.apecurement.gov.in">https://tender.apecurement.gov.in</a></li> <li>2. Bidders can login to e-procurement platform in Secure mode only by signing with the Digital Certificates</li> </ol>

		<ol style="list-style-type: none"> <li>3. The bidders who are desirous of participating in the tender process shall submit their technical proposal, price bids as per the standard formats available at the Procurement website.</li> <li>4. The bidders should sign, scan and upload the respective documents in technical bid documentation as detailed at Appendix 1 of the RFP including EMD. The bidders shall sign &amp; affix stamp on all the statements, documents certificates uploaded by them, owning responsibility for their correctness/authenticity.</li> </ol>
		<ol style="list-style-type: none"> <li>1. In case of discrepancy between the softcopy Technical Proposal and the hardcopy submitted, the softcopy shall be given precedence and will form the basis of evaluation and final selection.</li> <li>2. Hardcopy of financial bid/proposal shall be submitted. The Financial Proposal shall be submitted and in the prescribed template only.</li> <li>3. Failure to furnish the documents, certificates, will be entitled for rejection of the bid.</li> <li>4. APIIC shall not hold any risk because of postal delay.</li> <li>5. Similarly, if any of the certificates,\ documents, etc., furnished by the Bidder are found to be false / fabricated / bogus, the bidder will be disqualified, blacklisted, action will be initiated as deemed fit and the Bid Security will be forfeited.</li> <li>6. The Department will not hold any risk and responsibility regulating no visibility of the scanned &amp; uploaded documents. The documents that are uploaded online on e-procurement portal will only be considered for Bid Evaluation</li> </ol>

If the bidder is interested in participation, please visit web site <https://tender.apecprocurement.gov.in>

## 1. INTRODUCTION

### 1.1. *Background*

The Government of Andhra Pradesh, through the Andhra Pradesh Industrial Infrastructure Corporation (APIIC), is spearheading efforts to accelerate industrial growth and infrastructure development across the state. APIIC plays a central role in the planning, development, and management of industrial parks and related infrastructure to promote sustainable industrialization, attract investments, and generate employment opportunities.

APIIC has identified over 70 critical infrastructure projects requiring close inter-departmental coordination, integrated planning, and robust performance monitoring especially for the Aerospace & Defence (A&D) sector. The sector is a focus sector for the Government of Andhra Pradesh, proposals of multiple players from this sector have been proposed in State Investment Promotion Committee and State Investment Promotion Board. Potential investors have also sought audience and shown intent to invest in this sector to the Secretary, Industries & Commerce. In view of this the Government has also appointed a Cabinet Level Advisor for the Aerospace and Defence sector. Considering the scale, complexity, and technical nature of these interventions, it is proposed to establish a dedicated Project Management Unit (PMU) for the Aerospace & Defence sector within APIIC to bolster the A&D sector and support the Advisor too. The PMU shall enhance the Corporation's execution capacity and ensure structured delivery of projects in alignment with the priorities of the Government of Andhra Pradesh (GoAP). Given the requirement for highly specialised services—including industrial planning, aerospace and defence cluster development, financial structuring, and monitoring frameworks—the engagement of a professional consulting agency with demonstrable domain expertise and prior experience is considered essential.

The establishment of the PMU aligns with the Government's broader economic objectives to transform Andhra Pradesh into a leading industrial hub. Through the RFP, APIIC invites proposals from qualified consulting firms to deploy a dedicated team of professionals who will assist in planning, monitoring, and executing key development initiatives under APIIC's purview.

### 1.2. *Request for Proposals*

APIIC invites proposals (the “**Proposals**”) for selection of a consultant for Setting up of a Project Management Unit to ensure an integrated planning, prioritising, coordinated implementation, close monitoring, and generate actionable insights on the prioritised projects.

APIIC intends to select the Consultant through an open competitive bidding process in accordance with the procedure set out herein.

### 1.3. *Due diligence by Applicants*

Applicants are encouraged to inform themselves fully about the assignment and the local conditions before submitting the Proposal.

### 1.4. *RFP Document, Processing Fee, Proposal Security & Transaction Fee*

1.4.1 RFP document can be downloaded from the official website web site <http://tender.apecurement.gov.in> and from APIIC web site [www.apiic.in](http://www.apiic.in) from 28-08-2025 onwards.

#### 1.4.2. **Processing Fee :**

The proposal should be accompanied with a Non-Refundable Processing Fee of **₹11,800/- (Rupees Eleven thousand and Eight Hundred only) including GST** to be paid through online mode as per the bank account details given below:

Name: APIIC Ltd	Account No.: 013411100003855	Bank Name:
Union Bank of India	Branch Name: Mangalagiri	IFSC CODE:
UBIN0803669		

Copies of scanned receipt of the online payment towards Processing Fee to be uploaded with the technical proposal online. Failure to furnish the proof of payment towards Processing Fee after opening the technical proposal will entail rejection of the Proposal in e-procurement portal.

#### 1.4.3. Security Deposit

In addition to the Processing Fee, Applicants need to submit a refundable **Security** of ₹1,00,000/- (Indian Rupees One lakh only.) through online via NEFT /Credit/ Debit Card at <http://tender.eprocurement.gov.in>. Registered MSMEs are exempted from the EMD.

Scanned copy of proof of payment of security Deposit should be uploaded on e-procurement website while submitting the bid. The Security Deposit will be refunded to the Applicants other than the Selected Applicant after it signs the Agreement with APIIC and submits the Performance Security to APIIC, if applicable.

### 1.5. *Validity of the Proposal*

The Proposal shall be valid for a period of not less than 90 days from the Proposal Due Date (the “PDD”).

#### 1.6. *Brief description of the Selection Process*

APIIC has adopted a two-stage selection process (collectively the “**Selection Process**”) for evaluating the Proposals comprising Technical and Financial Bids. In the first stage, a technical evaluation will be carried out as specified in Clause 3.1. Based on this technical evaluation, a list of short-listed applicants shall be prepared as specified in Clause 3.2. In the second stage, a financial evaluation will be carried out as specified in Clause 3.3. Proposals will finally be ranked according to their combined technical and financial scores as specified in Clause 3.4. The first ranked Applicant (the “**Selected Applicant**”) shall be awarded the contract.

#### 1.7. *Currency conversion rate and payment*

1.7.1. All payments to the Consultant shall be made in INR in accordance with the provisions of this RFP.

#### 1.8. *Schedule of Selection Process*

APIIC shall endeavor to adhere to the following schedule:

Event Description	Date
Issuance date of the RFP	28.08.2025
Proposal Due Date or PDD	15 working days from the date of notification of tender document
Opening of Technical Proposals	At 5 pm on the day after PDD
Opening of Financial Proposals	To be notified.
Signing of Agreement	To be notified

#### 1.9. *Communications*

1.9.1. All communications should be addressed to:

Chief General Manager (P&A),  
10<sup>th</sup> Floor, APIIC Towers  
Plot No.1, IT Park Layout,  
Mangalagiri, Guntur  
AP – 522503

1.9.2. The Official Website of APIIC is [www.apiic.in](http://www.apiic.in)

1.9.3. All communications, including the envelopes, should contain the following information, to be marked at the top in bold letters:

RFP Notice No. **2921720**

REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL CONSULTING  
AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT MANAGEMENT  
UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC

## 2. INSTRUCTIONS TO APPLICANTS

### A. GENERAL

#### 2.1. Scope of Proposal

2.1.1. Detailed description of the objectives, scope of services, deliverables and other requirements relating to this Consultancy are specified in this RFP. In case an applicant firm possesses the requisite experience and capabilities required for undertaking the Consultancy, it may participate in the Selection Process individually (the “**Sole Firm**”). The term applicant (the “**Applicant**”) means the Sole Firm. The manner in which the Proposal is required to be submitted, evaluated and accepted is explained in this RFP. Consortium / JV are not allowed.

2.1.2. Applicants are advised that the selection of consultant shall be on the basis of an evaluation by APIIC through the Selection Process specified in this RFP. Applicants shall be deemed to have understood and agreed that no explanation or justification for any aspect of the Selection Process will be given and that the APIIC’s decisions are without any right of appeal whatsoever.

2.1.3. The Applicant shall submit its Proposal in the form and manner specified in this Section of the RFP. The Technical proposal shall be submitted in the form as specified in Appendix-I and the Financial Proposal shall be submitted in the form as specified in Appendix-II. Upon selection, the Applicant shall be required to enter into an agreement with the APIIC in the form specified in Schedule-2.

#### 2.1.4. Key Personnel

The Consultancy Team shall consist of following Key Personnel (the “**Key Personnel**”) who shall discharge their respective responsibilities to accomplish the tasks mentioned in scope of services as mentioned in Schedule-I of this RFP.

1. Project Director (Offsite – 25% Effort), Delhi/Vijayawada
2. Team Lead – Aerospace, Defence & Industries Expert (based out of Vijayawada or Hyderabad)
3. Project Manager - Industrial Promotion Expert (Vijayawada)
4. Aerospace & Defence Consultant (Delhi – at AP Bhawan)
5. Monitoring Consultant (Vijayawada)

Client & Consultant may mutually agree to increase or decrease the number of resources based on the project requirement, if required.

2.1.5. Other documents like PAN, GST Registration, IT Returns and Turnover certificates shall be mandatorily uploaded.

## 2.2. Conditions of Eligibility of Applicants

2.2.1. Applicants must read carefully the minimum conditions of eligibility (the “**Conditions of Eligibility**”) provided herein. Proposals of only those Applicants who satisfy the Conditions of Eligibility will be considered for evaluation.

2.2.2. To be eligible for evaluation of its Proposal, the Applicant shall fulfil the following:

- (A) The Applicant should be professional consultancy firm having business of providing consultancy services in India over more than 10 years. (Copy of Registration certificate to be enclosed).
- (B) **Turnover.** The applicant must have an average annual turnover of INR 50 in the last 3 FY and a minimum of INR 100 cr in the last FY (FY 25). Statutory Auditor Certificate may be issued for FY 25, in case on non audited results.
- (C) **Experience in AP** The Applicant must have undertaken at least 5 projects in AP in the last 3 years. Out of this one of the project must be on contract value of over INR 5 crore in a single instance. Ongoing projects will be considered
- (D) **Technical Capacity:** The Applicant must have minimum 10 (Ten) years of experience in the field of **Project / Program Management projects in public and private sector**. The bidder shall **submit 2 (Two) eligible assignments** with a Professional fee above INR 3Cr.
- (E) **Manpower:** The Applicant must have at least 100 staff members FT on the rolls of the company as on date for which a HR deceleration from Head of HR must be provided.
- (F) **Availability of Key Personnel:** The Applicant shall offer and make available all Personnel meeting the requirements specified in Clause 2.1.4.
- (G) **Conditions of Eligibility for Key Personnel**

Sl. No.	Resource Category	Minimum No. of Years of Professional Experience	Profile
1	Project Director (Offsite – 25% Effort)	25	<p>Partners / MD Level. Global and Experience of A&amp;D and Industrial Infrastructure in India and Abroad. AP Experience. Senior professional with leadership experience in managing large-scale industrial and infrastructure advisory projects. Should have worked with central/state governments or large PSUs, with strong expertise in strategic planning, public policy, and inter-agency coordination. Must bring experience in steering multi-disciplinary teams and ensuring high-level stakeholder engagement.</p> <p>Qualification: Postgraduate in Management/ Economics/Engineering or related field</p>

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			Experience: Minimum 20 years in public sector consulting and large-scale project management
2	Team Lead – Aerospace, Defence & Industries Expert	12	<p>Subject matter expert in aerospace, defence, and industrial promotion with demonstrated experience in cluster development, investment promotion, and ecosystem strengthening. Should have led or contributed significantly to defence corridor or industrial infrastructure initiatives at the national/state level.</p> <p>Qualification: Engineer/MBA from reputed institute/Public Policy</p> <p>Experience: Minimum 12 years in aerospace, defence, and industrial ecosystems</p>
3	Project Manager – Industrial Infrastructure Development Expert	8	<p>Professional with experience in investment facilitation, MSME/cluster development, and public-private collaboration. Should be capable of coordinating implementation of industrial promotion initiatives, engaging with government and industry stakeholders, and translating policies into action plans.</p> <p>Qualification: Postgraduate in Infrastructure Management, Urban &amp; Regional Planning, Industrial Development, Public Policy, MBA, Project Management</p> <p>Experience: Minimum 8 years in investment promotion, cluster planning, stakeholder engagement</p>
4	Aerospace & Defence Consultant	6	<p>Professional with sectoral knowledge of aerospace and defence manufacturing ecosystems. Should support policy formulation, infrastructure planning, and industry engagement. Experience in market studies, benchmarking, and ecosystem mapping is desirable.</p> <p>Qualification: Postgraduate in Engineering/ Technology or related field</p> <p>Experience: Minimum 6 years in A&amp;D sector planning and advisory</p>
5	Monitoring Consultant	3	<p>Analyst with proficiency in building and managing MIS dashboards, monitoring frameworks, and KPI tracking tools. Should support project monitoring, reporting systems, and data analysis for performance review.</p> <p>Qualification: Graduate/Postgraduate in IT/Data Analytics/CS</p> <p>Experience: Minimum 3 years in dash boarding, monitoring, and MIS reporting</p>

- 2.2.3. The Applicant shall enclose with its Proposal, Annual Statements during each of the 3 (three) financial years preceding the PDD The Applicant shall enclose with its Proposal, certificate(s) from its Statutory Auditors stating its total revenues from professional fees during each of the past 3 (three) financial years and the Professional fee received in respect of each of the Eligible Assignments specified in the Proposal. 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.
- 2.2.4. The Applicant should submit a Power of Attorney as per the format at Form-4 of Appendix-I; provided, however, that such Power of Attorney would not be required if the Application is signed by a partner or Director (on the Board of Directors) of the Applicant.
- 2.2.5. Any entity which has been barred by the Central Government, any State Government, a statutory authority or a public sector undertaking, as the case may be, from participating in any project, and the bar subsists as on the date of Proposal, would not be eligible to submit a Proposal either by itself or through its Associate.
- 2.2.6. An Applicant or its Associate should have, during the last three years, neither failed to perform on any agreement, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant or its Associate, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Applicant or its Associate.
- 2.2.7. While submitting a Proposal, the Applicant should attach clearly marked and referenced continuation sheets if the space provided in the specified forms in the Appendices is insufficient. Alternatively, Applicants may format the specified forms making due provision for incorporation of the requested information.

### **2.3. Number of Proposals**

No Applicant or its Associate shall submit more than one Application for the Consultancy. An Applicant applying individually or as an Associate shall not be entitled to submit another application.

### **2.4. Cost of Proposal**

The Applicants shall be responsible for all the costs associated with the preparation of their Proposals and their participation in the Selection Process including subsequent negotiation, visits to the APIIC Office, etc. APIIC will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Selection Process.

### **2.5. Acknowledgement by Applicant**

2.5.1. It shall be deemed that by submitting the Proposal, the Applicant has:

- a) made a complete and careful examination of the RFP;

- b) received all relevant information requested from APIIC;
- c) acknowledged and accepted the risk of inadequacy, error or mistake in the information provided in the RFP or furnished by or on behalf of APIIC;
- d) satisfied itself about all matters, things and information, necessary and required for submitting an informed Application and performance of all its obligations thereunder;
- e) acknowledged that it does not have a Conflict of Interest; and
- f) agreed to be bound by the undertaking provided by it under and in terms hereof.

2.5.2. APIIC shall not be liable for any omission, mistake or error on the part of the Applicant in respect of any of the above or on account of any matter or thing arising out of or concerning or relating to RFP or the Selection Process including any error or mistake therein or in any information or data given by APIIC.

## 2.6. Right to reject any or all Proposals

2.6.1. Notwithstanding anything contained in this RFP, APIIC reserves the right to accept or reject any Proposal and to annul the Selection Process and reject all Proposals, at any time without any liability or any obligation for such acceptance, rejection or annulment, and without assigning any reasons thereof.

2.6.2. Without prejudice to the generality of Clause 2.8.1, APIIC reserves the right to reject any Proposal if:

- a) at any time, a material misrepresentation is made or discovered, or
- b) the Applicant does not provide, within the time specified by the APIIC, the supplemental information sought by the APIIC for evaluation of the Proposal.

Misrepresentation/ improper response by the Applicant may lead to the disqualification of the Applicant. If such disqualification / rejection occurs after the Proposals have been opened and the highest ranking Applicant gets disqualified / rejected, then the APIIC reserves the right to consider the next best Applicant, or take any other measure as may be deemed fit in the sole discretion of the APIIC, including annulment of the Selection Process.

## B. DOCUMENTS

### 2.7. Contents of the RFP

2.7.1. This RFP comprises the Disclaimer set forth hereinabove, the contents as listed below and will additionally include any Addendum/ Amendment issued in accordance with Clause 2.8:

#### **Request for Proposal**

- |           |                            |
|-----------|----------------------------|
| Section 1 | Introduction               |
| Section 2 | Instructions to Applicants |
| Section 3 | Criteria for Evaluation    |

Section 4 Fraud and corrupt practices

Section 5 Pre-Proposal Conference

Section 6 Miscellaneous

### **Schedules**

1 Terms of Reference

2 Form of Agreement

Annex – 1: Terms of Reference

Annex – 2: Deployment of Key Personnel

Annex – 3: Cost of Service (s)

Annex - 4: Payment Schedule

Annex – 5: Bank Guarantee for Performance Security

### **Appendices Appendix – I: Technical Proposal**

Form-1: Letter of Proposal

Form-2: Particulars of the Applicant

Form-3: Statement of Legal Capacity

Form-4: Power of Attorney

Form-5: Financial Capacity of Applicant

Form-6: Particulars of Key Personnel

Form-7: Proposed Methodology & Work Plan

Form-8: Abstract of Eligible Assignments of the Applicant

Form-9: Abstract of Eligible Assignments of the Key Personnel

Form-10: Eligible Assignments of Applicant

Form-11: Eligible Assignments of Key Personnel

Form-12: Curriculum Vitae (CV) of Key Personnel

### **Appendix – II: Financial Proposal**

#### **2.8. Amendment of RFP**

2.8.1. At any time prior to the deadline for submission of Proposal, APIIC may, for any reason, whether at its own initiative or in response to clarifications requested by an Applicant, modify the RFP document by the issuance of Addendum/ Amendment and posting it on <http://tender.approvement.gov.in> and [www.apiic.in](http://www.apiic.in).

2.8.2. In order to afford the Applicants a reasonable time for taking an amendment into account, or for any other reason, APIIC may, in its sole discretion, extend the Proposal Due Date.

## C. *PREPARATION AND SUBMISSION OF PROPOSAL*

### 2.9. *Language*

The Proposal with all accompanying documents (the “**Documents**”) and all communications in relation to or concerning the Selection Process shall be in English language and strictly on the forms provided in this RFP. No supporting document or printed literature shall be submitted with the Proposal unless specifically asked for and in case any of these Documents is in another language, it must be accompanied by an accurate translation of the relevant passages in English, in which case, for all purposes of interpretation of the Proposal, the translation in English shall prevail.

### 2.10. *Format and signing of Proposal*

2.10.1. The Applicant shall provide all the information sought under this RFP. APIIC would evaluate only those Proposals that are received in the specified forms and complete in all respects.

2.10.2. The Proposal, and its copy, shall be typed or written in indelible ink and signed by the authorised representative of the Applicant who shall initial each page, in blue ink. All the alterations, omissions, additions, or any other amendments made to the Proposal shall be initialed by the person(s) signing the Proposal. The Proposals must be properly signed by the authorised representative (the “**Authorised Representative**”) as detailed below:

- a) by the proprietor, in case of a proprietary firm; or
- b) by a partner, in case of a partnership firm and/or a limited liability partnership; or
- c) by a duly authorised person holding the Power of Attorney, in case of a Limited Company or a corporation;

2.10.3. Applicants should note the Proposal Due Date, as specified in Clause 1.8, for submission of Proposals. Except as specifically provided in this RFP, no supplementary material will be entertained by APIIC, and that evaluation will be carried out only based on Documents received by the closing time of Proposal Due Date as specified in Clause 1.8. Applicants will ordinarily not be asked to provide additional material information or documents after the date of submission, and unsolicited material if submitted will be summarily rejected. For the avoidance of doubt, APIIC reserves the right to seek clarifications under and in accordance with the provisions of Clause 2.20.

2.10.4. Financial Proposal should be submitted along with the Technical Proposal.

### 2.11. *Technical Proposal*

2.11.1. Applicants shall submit the technical proposal in the formats at Appendix-I (the “**Technical Proposal**”)

2.11.2. While submitting the Technical Proposal, the Applicant shall, in particular, ensure that:

- a) Processing Fee and Proposal Security is provided as per Clause 1.4.
- b) all forms are submitted & uploaded in the prescribed formats and signed by the prescribed signatories;
- c) Power of Attorney, if applicable, is executed as per Applicable Laws;
- d) CVs of all Professional Personnel have been included;
- e) Key Personnel have been proposed only if they meet the Conditions of Eligibility laid down at Clause 2.1.4 of the RFP;
- f) no alternative proposal for any Key Personnel is being made and only one CV for each position has been furnished;
- g) the CVs have been recently signed and dated in blue ink by the respective Personnel and countersigned by the Authorized Representative of the Applicant. Unsigned / countersigned CVs shall be rejected;
- h) the CVs shall contain an undertaking from the respective Key Personnel about his/her availability for the duration specified in the RFP;
- i) Key Personnel proposed have good working knowledge of English language;
- j) Key Personnel would be available for the period indicated in Schedule - I;
- k) no Key Personnel should have attained the age of 60 (sixty) years at the time of submitting the proposal; and
- l) the proposal is responsive in terms of Clause 2.18.3.

2.11.3. Failure to comply with the requirements spelt out in this Clause 2.11 shall make the Proposal liable to be rejected.

2.11.4. If an individual Key Personnel makes a false averment regarding his qualification, experience or other particulars, or his commitment regarding availability for the Project is not fulfilled at any stage after signing of the Agreement. The award of this Consultancy to the Applicant may also be liable to cancellation in such an event.

2.11.5. The Technical Proposal shall not include any financial information relating to the Financial Proposal.

2.11.6. An Applicant may, if it considers necessary, propose suitable Sub-Consultants in specific areas of expertise. 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.

2.11.7. APIIC reserves the right to verify all statements, information and documents, submitted by the Applicant in response to the RFP. Any such verification or the lack of such verification by APIIC to undertake such verification shall not relieve the Applicant of its obligations or liabilities hereunder nor will it affect any rights of APIIC thereunder.

2.11.8. In case it is found during the evaluation or at any time before signing of the Agreement or after its execution and during the period of subsistence thereof, that one or more of the eligibility conditions have not been met by the Applicant or the Applicant has made material misrepresentation or has given any materially incorrect or false information, the Applicant shall be disqualified forthwith if not yet appointed as the Consultant either by issue of the LOA or entering into of the Agreement, and if the Selected Applicant has already been issued the LOA or has entered into the Agreement, as the case may be, the same shall, notwithstanding anything to the contrary contained therein or in this RFP, be liable to be terminated, by a communication in writing by APIIC without the APIIC being liable in any manner whatsoever to the Selected Applicant or Consultant, as the case may be.

In such an event, APIIC shall forfeit and appropriate the Proposal Security as mutually agreed pre-estimated compensation and damages payable to APIIC for, inter alia, time, cost and effort of the APIIC, without prejudice to any other right or remedy that may be available to the APIIC.

## 2.12. Financial Proposal

2.12.1. Applicants shall submit the financial proposal in the format at Appendix-II (the “**Financial Proposal**”) clearly indicating the total cost of the Consultancy in both figures and words, in Indian Rupees, and signed by the Applicant’s Authorized Representative. In the event of any difference between figures and words, the amount indicated in words shall prevail. In the event of a difference between the arithmetic total and the total shown in the Financial Proposal, the lower of the two shall prevail.

2.12.2. While submitting the Financial Proposal, the Applicant shall ensure the following:

- i. 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. The total amount indicated in the Financial Proposal shall be without any condition attached or subject to any assumption and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered nonresponsive and liable to be rejected.

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- ii. The Financial Proposal shall consider all expenses and tax liabilities. Further, all payments shall be subject to deduction of taxes at source as per Applicable Laws.

**2.13. Submission of Proposal**

- 2.13.1 The bidders need to contact the Chief General Manager (Personnel and Administration), APIIC Ltd., Mangalagiri for any information on 'e'-procurement.
- 2.13.2 The bidders need to register on the electronic procurement market place of Government of Andhra Pradesh that is [www.apecprocurement.gov.in](http://www.apecprocurement.gov.in). On registration in the e-procurement market place they will be provided with a user ID and password by the system using which they can submit their proposals on line.
- 2.13.3 While registering on the e-procurement market place, bidders need to scan and upload the required documents as per the RFP requirements on to their profile such uploaded documents need to be attached to the RFP while submitting the Proposals.
- 2.13.4 The Firm shall submit the technical and financial proposal online with all pages numbered serially and by giving an index of submissions. Each page of the submission shall be initialed by the Authorized Signatory of the Firm as per the terms of this RFP. In case the proposal is submitted on the document downloaded from Official Website, the Applicant shall be responsible for its accuracy and correctness as per the version uploaded by APIIC and shall ensure that there are no changes caused in the content of the downloaded document.
- 2.13.5 The Proposal shall be made in the Forms specified in this RFP. Any attachment to such Forms must be provided on separate sheets of paper and only information that is directly relevant should be provided. This may include photocopies of the relevant pages of printed documents. No separate documents like printed annual statements, firm profiles, copy of contracts etc.
- 2.13.6 The Scanned copy of proof of payment of bid processing fee (if not paid online), and proof of payment of Bid security along with original Power of Attorney (POA) and hardcopy of technical proposal should be submitted at the given address of the Department in NIT before opening of technical bids.
- 2.13.7 No hardcopy of Financial Proposal shall be submitted by the Firm. The Financial Proposal shall be submitted online in the prescribed template only.
- 2.13.8 The rates quoted shall be firm throughout the period of the assignment will be entertained.
- 2.13.9 The completed Proposal must be submitted on or before the specified time on PDD. Proposals submitted by fax, telex, telegram or email shall not be entertained.
- 2.13.10 The Proposal shall be made in the Forms specified in this RFP. Any attachment to such Forms must be provided on separate sheets of paper and only information that

is directly relevant should be provided. This may include photocopies of the relevant pages of printed documents. No separate documents like printed annual statements, firm profiles, copy of contracts etc. will be entertained.

#### **2.14. Proposal Due Date**

- 2.14.1. Proposal should be submitted physically at the office of APIIC on or before 1500 hours on the Proposal Due Date specified in Clause 1.8 in the manner and form as detailed in this RFP.
- 2.14.2. APIIC may, in its sole discretion, extend the Proposal Due Date by issuing an Addendum in accordance with Clause 2.8 uniformly for all Applicants.

#### **2.15. Late Proposals**

- 2.15.1. Proposals submitted after the specified time on Proposal Due Date shall not be eligible for consideration and shall be summarily rejected.

#### **2.16. Proposal Security**

- 2.16.1. Applicants need to submit a refundable Proposal Security of ₹ 1,00,000/- (Indian Rupees one lakh only). The Proposal Security will be refunded to the Applicants other than the Selected Applicant after it signs the Agreement with APIIC and submits the Performance Security to APIIC.
- 2.16.2. Proposal Security will be returnable not later than 60 (sixty) days from Proposal Due Date except in case of the two highest ranked Applicants as required in Clause 2.21.1. In the event that the first ranked Applicant commences the assignment as required in Clause 2.26, the second ranked Applicant, who has been kept in reserve, shall be returned its Proposal Security forthwith, but in no case not later than 120 (one hundred and twenty) days from PDD. The Selected Applicant's Proposal Security shall be returned, upon the Applicant signing the Agreement and in accordance with the provisions thereof.
- 2.16.3. Any Proposal not accompanied by the Proposal Security shall be rejected by the APIIC as non-responsive.
- 2.16.4. APIIC shall not be liable to pay any interest on the Proposal Security and the same shall be interest free.
- 2.16.5. The Applicant, by submitting its Application pursuant to this RFP, shall be deemed to have acknowledged that without prejudice to the APIIC's any other right or remedy hereunder or in law or otherwise, the Proposal Security shall be forfeited and appropriated by APIIC as the mutually agreed pre-estimated compensation and damage payable to the APIIC for, inter alia, the time, cost and effort of APIIC in regard to the RFP including the consideration and evaluation of the Proposal under the following conditions:
  - a) If an Applicant submits a non-responsive Proposal;

- b) If an Applicant engages in any of the Prohibited Practices specified in Section 4 of this RFP;
- c) If an Applicant withdraws its Proposal during the period of its validity as specified in this RFP and as extended by the Applicant from time to time;
- d) In the case of the Selected Applicant, if the Applicant fails to reconfirm its commitments during negotiations as required vide Clause 2.21.1;
- e) In the case of a Selected Applicant, if the Applicant fails to sign the Agreement or commence the assignment as specified in Clauses 2.25 and Clause 2.26 respectively; or

#### 2.17. Performance Security

2.17.1. The Applicant, by submitting its Application pursuant to this RFP, shall be deemed to have acknowledged that without prejudice to the APIIC's any other right or remedy hereunder or in law or otherwise, its Performance Security shall be forfeited and appropriated by the APIIC as the mutually agreed pre-estimated compensation and damages payable to APIIC for, inter alia, the time, cost and effort of the APIIC in regard to the RFP, including the consideration and evaluation of the Proposal, under the following conditions:

- a) If an Applicant engages in any of the Prohibited Practices specified in Clause 4.1 of this RFP; and
- b) if the Selected Applicant commits a breach of the Agreement.

2.17.2. An amount equal to 5% (Five per cent) of the Annual Agreement Value shall be deemed to be the Performance Security for the purposes of this Clause 2.17, which may be forfeited and appropriated in accordance with the provisions hereof.

#### D. EVALUATION PROCESS

##### 2.18. Evaluation of Proposals

2.18.1. APIIC shall open the Proposals at 1530 hours on the Proposal Due Date, at the place specified in Clause 1.9.1 and in the presence of the Applicants who choose to attend. All the statements, documents, certificates, Demand Drafts, etc., submitted by the Applicant will be verified, for Technical Proposal's evaluation.

2.18.2. Proposals for which a notice of withdrawal has been submitted in accordance with shall not be opened.

2.18.3. Prior to evaluation of Proposals, APIIC will determine whether each Proposal is responsive to the requirements of the RFP. APIIC may, in its sole discretion, reject any Proposal that is not responsive hereunder. A Proposal shall be considered responsive only if:

- a) the Technical Proposal is received in the form specified at Appendix-I;

- b) the true copy of the Technical proposal is received in Hard Bound form as specified in Clause 2.13.6
- c) it is received by the Proposal Due Date including any extension thereof pursuant to Clause 2.14;
- d) it is accompanied by the Proposal Security as specified in Clause 1.4.3.
- e) it is accompanied by Processing Fee as specified in Clause 1.4.2
- f) it is accompanied by the Power of Attorney as specified in Clause 2.2.4;
- g) it contains all the information (complete in all respects) as requested in the RFP;
- h) it does not contain any condition or qualification; and
- i) it is not non-responsive in terms hereof.

2.18.4. APIIC reserves the right to reject any Proposal which is non-responsive and no request for alteration, modification, substitution or withdrawal shall be entertained by APIIC in respect of such Proposals.

2.18.5. APIIC shall subsequently examine and evaluate Proposals in accordance with the Selection Process specified at Clause 1.6 and the criteria set out in Section 3 of this RFP.

2.18.6. After the technical evaluation, APIIC shall prepare a list of pre-qualified and shortlisted Applicants in terms of Clause 3.2 for opening of their Financial Proposals. The Financial Proposal of only the pre-qualified and shortlisted Applicants shall be and the result will be displayed on <http://tender.eprocurement.gov.in> which can be seen by all the Applicant(s) who participated in the Selection Process. APIIC will not entertain any query or clarification from Applicants who fail to qualify at any stage of the Selection Process. The financial evaluation and final ranking of the Proposals shall be carried out in terms of Clauses 3.3 and 3.4.

2.18.7. Applicants are advised that Selection shall be entirely at the discretion of APIIC. Applicants shall be deemed to have understood and agreed that APIIC shall not be required to provide any explanation or justification in respect of any aspect of the Selection Process or Selection.

2.18.8. Any information contained in the Proposal shall not in any way be construed as binding on APIIC, its agents, successors or assigns, but shall be binding against the Applicant if the Consultancy is subsequently awarded to it.

## 2.19. Confidentiality

Information relating to the examination, clarification, evaluation, and recommendation for the selection of Applicants shall not be disclosed to any person who is not officially concerned with the process or is not a retained professional adviser advising APIIC in relation to matters arising out of or concerning the Selection Process. APIIC shall treat all information, submitted as part of the Proposal, in confidence and shall require all those who have access to such material to treat the same in confidence. APIIC may not divulge any such information unless it is directed to do so by any statutory entity that has the power under law to require its disclosure or is to enforce or assert any right or privilege of the statutory entity and/or APIIC or as may be required by law or in connection with any legal process.

## 2.20. Clarifications

- 2.20.1. To facilitate evaluation of Proposals, APIIC may, at its sole discretion, seek clarifications from any Applicant regarding its Proposal. Such clarification(s) shall be provided within the time specified by APIIC for this purpose. Any request for clarification(s) and all clarification(s) in response thereto shall be in writing.
- 2.20.2. If an Applicant does not provide clarifications sought above within the specified time, its Proposal shall be liable to be rejected. In case the Proposal is not rejected, APIIC may proceed to evaluate the Proposal by construing the particulars requiring clarification to the best of its understanding, and the Applicant shall be barred from subsequently questioning such interpretation of the APIIC.

## *E. APPOINTMENT OF CONSULTANT*

### 2.21. Negotiations

- 2.21.1. 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. A Key Personnel who did not score 70% (seventy per cent) of marks as required under Clause 3.1.3 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.
- 2.21.2. APIIC will examine the CVs of all Professional Personnel and those not found suitable shall be replaced by the Applicant to the satisfaction of the APIIC.

### 2.22. Substitution of Key Personnel

- 2.22.1. APIIC will not normally consider any request of the Selected Applicant for substitution of Key Personnel. However, for any compelling reasons substitution will,

however, be permitted subject to equally or better qualified and experienced personnel being provided to the satisfaction of the APIIC.

#### 2.23. Indemnity

The Consultant shall, subject to the provisions of the Agreement, indemnify APIIC, for an amount not exceeding the value of the Agreement, for any direct loss or damage that is caused due to any deficiency in Services.

#### 2.24. Award of Consultancy

After selection, a Letter of Award (the “**LOA**”) shall be issued, in duplicate, by the APIIC to the Selected Applicant and the Selected Applicant shall, within 7 (seven) 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, the APIIC may, unless it consents to extension of time for submission thereof, appropriate the Proposal Security of such Applicant as mutually agreed genuine pre-estimated loss and damage suffered by the APIIC on account of failure of the Selected Applicant to acknowledge the LOA, and the next highest ranking Applicant may be considered.

#### 2.25. Execution of Agreement

After acknowledgement of the LOA as aforesaid by the Selected Applicant, it shall execute the Agreement within a period of 15 (fifteen) days from the date of issue of LoA. The Selected Applicant shall not be entitled to seek any deviation in the Agreement.

#### 2.26. Commencement of assignment

The Consultant shall commence the Services within 7 (seven) days of the date of the Agreement, or such other date as may be mutually agreed. If the Consultant fails to either sign the Agreement as specified in Clause 2.25 or commence the assignment as specified herein, APIIC may invite the second ranked Applicant for negotiations. In such an event, the Proposal Security of the first ranked Applicant shall be forfeited and appropriated in accordance with the provisions of Clause 2.16

#### 2.27. Proprietary Data

Subject to the provisions of Clause 2.27, all documents and other information provided by the APIIC or submitted by an Applicant to APIIC shall remain or become the property of APIIC. Applicants and the Consultant, as the case may be, are to treat all information as strictly confidential. APIIC will not return any Proposal or any information related thereto. All information collected, analyzed, processed or in whatever manner provided by the Consultant to APIIC in relation to the Consultancy shall be the property of APIIC.

### 3. CRITERIA FOR EVALUATION

#### 3.1. Evaluation of Technical Proposals

3.1.1. In the first stage, the Technical Proposal will be evaluated on the basis of Applicant's experience, its understanding of TOR, proposed methodology, Work Plan and the experience of the Key Personnel. Only those Applicants whose Technical Proposals get a score of 70 (Seventy) marks or more out of 100 (one hundred) shall qualify for further consideration and shall be ranked from highest to the lowest on the basis of their technical score ( $S_T$ ).

3.1.2. QCBS (Quality Cost based Selection) shall be used for the selection of the consultant. The weightage given to the **technical aspect will be 80%** and the weightage to the **cost aspect will be 20%**.

3.1.3. The scoring criteria to be used for evaluation shall be as follows:

Parameter	Maximum Total Technical Score
Financial and Quality Credentials of the bidder	10
Relevant Experience of the firm/bidder	25
Team Composition (CV)	35
Approach and Methodology (Presentation)	30
<b>Total Technical Score</b>	<b>100</b>

#### a) Financial Strength

S. No	Criteria	Marking Criteria	Max. Marks	Documentation Requirements
1a	The bidder Annual Turnover in the last FY *FY 25) is over INR 125 cr	➤ 125 Cr.   2.5 Marks	2.5	Statutory Auditors Certificate for Consulting Services

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1b	Valid Quality Certification (ISO) that can be verified. ISO 9001, ISO14001, ISO 270001 and CMMi L5	All 4 Certificates – 7.5 marks 3 Certificates - 5 marks Else 0	7.5	Copy of the certificate
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**b) Relevant Experience**

S. No	Criteria	Marking Criteria	Max. Marks	Documentation Requirements
1	<b><u>Project Management Consultant manpower strength in India</u></b> The Management Consultant should have a dedicated consulting team with more than 150 consultants/ qualified professionals in Consultancy/ Advisory/ Technology/ Sectoral Consultancy Services working on offering project management services for Consulting Projects in Public and Private.	a. >200 consultants – 5 marks b. 150 – 200 consultants – 3 marks c. < 150 consultants – 2	10	Certificate from Head of bidding entity/HR Head/POA holder
2	<b><u>Project Management / Monitoring Office (PMO) experience in India</u></b> Experience of consulting firm in Investment Promotion/ Export Promotion / Trade Promotion / Industrial Infrastructure Development projects with at least Rs One Crore contract value (10 Marks)	a. 5 projects – 10 Marks b. 3-5 projects – 8 Marks c. 1-2 projects – 5 Marks	10	WO/LOI/NOA Completion certificate with the details required like scope of work, fees of the Consultant & contract period.

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3	<p><b><u>Experience in the state of performing Project Management services</u></b></p> <p>The Bidder should have undertaken consulting project with contract value of over INR 5 cr. in the State of Andhra Pradesh</p>	<p>a. 2 Projects – 5 Marks</p> <p>b. 1 Project – 2 Marks</p>	5	<p>WO/LOI/NOA/ Completion certificate with the details required like scope of work, fees of the Consultant &amp; contract period.</p>
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**c) Team Composition**

<b>S. No.</b>	<b>Team Member (Profile &amp; Role)</b>	<b>No. of Resources</b>	<b>Qualification, Experience Requirement &amp; Marking Criteria</b>	<b>Max. Marks</b>
1	<b>Project Director (Offsite – 25% Effort)</b>	1 (25% Effort)	<p>Qualification: Postgraduate in Management/ Economics/Engineering or related field</p> <p>Experience: Minimum 20 years in public sector consulting and large-scale project management</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> <li>• Qualification – 2 mark</li> <li>• Relevant Experience: <ul style="list-style-type: none"> <li>• ≥25 years – 3 marks</li> <li>• 20–24 years – 2 marks</li> </ul> </li> </ul>	7
2	<b>Team Lead – Aerospace, Defence &amp; Industries Expert</b>	1 (Hyderabad / Vijayawada)	<p>Qualification: Engineer/MBA from reputed institute/Public Policy</p> <p>Experience: Minimum 12 years in aerospace, defence, and industrial ecosystems</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> <li>• Qualification – 1 mark</li> <li>• Relevant Experience: <ul style="list-style-type: none"> <li>• ≥15 years – 5 marks</li> <li>• 12–14 years – 4 marks</li> </ul> </li> </ul>	10
3	<b>Project Manager – Industrial Infrastructure Development Expert (Onsite)</b>	1 (Vijayawada)	<p>Qualification: Postgraduate in Infrastructure Management, Urban &amp; Regional Planning, Industrial Development, Public Policy, MBA, Project Management</p> <p>Experience: Minimum 8 years in investment promotion, cluster planning, stakeholder engagement</p> <p>Marking Criteria:</p> <ul style="list-style-type: none"> <li>• Qualification – 2 mark</li> <li>• Relevant Experience: <ul style="list-style-type: none"> <li>• ≥10 years – 3 marks</li> <li>• 8–9 years – 2 marks</li> </ul> </li> </ul>	7

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4	<b>Aerospace &amp; Defence Consultant</b>	1 (Delhi)	Qualification: Postgraduate in Engineering/ Technology or related field Experience: Minimum 6 years in A&D sector planning and advisory Marking Criteria: • Qualification – 2 mark • Relevant Experience: • ≥8 years – 3 marks • 6–7 years – 2 marks	7
5	<b>Monitoring Consultant</b> (onsite)	1 (Vijayawada)	Qualification: Graduate/Postgraduate in IT/Data Analytics/CS Experience: Minimum 3 years in dash boarding, monitoring, and MIS reporting Marking Criteria: • Qualification – 1 mark • Relevant Experience: • ≥5 years – 2 marks • 3–4 years – 1 marks	4

Further, above estimated resources and level of deployment are indicative and can be increased or decreased based on requirement and mutual discussion.

**Approach & Methodology**

Sl. No.	Approach & Methodology	Maximum Score
1	Understanding of the Scope of Services	5
2	Proposed Approach & methodology including deliverables plan etc.	10
3	Work Plan to be presented including resource deployment	10
4	Case Studies of similar projects where technology based PMO completed in Infrastructure sector in India presented.	5

**3.1.4 Eligible Assignments**

For the purpose of determining the Conditions of Eligibility and for evaluating the Proposals under this RFP, consultancy for assignments in project management services as defined in the Harmonized Master List of Infrastructure Projects in India. Ongoing / completed during the last 05 (five) years preceding the PDD shall be deemed as an eligible assignment (the “**Eligible Assignment**”).

**3.2 Short-listing of Applicants**

Applicants ranked as aforesaid, shall be pre-qualified and short-listed for financial evaluation in the second stage. However, if the number of such pre-qualified Applicants is less than two, APIIC may, in its sole discretion, pre-qualify the Applicant(s) whose technical score is less than 70 (Seventy) points even if such Applicant(s) do(es) not qualify in terms of Clause 3.1.1; provided that in such an event, the total number of short-listed Applicants shall not exceed two.

### *3.3 Evaluation of Financial Proposal*

3.3.1 In the second stage, the financial evaluation will be carried out as per this Clause 3.3. Each Financial Proposal will be assigned a financial score ( $S_F$ ).

3.3.2 For financial evaluation, the total cost indicated in the Financial Proposal, will be considered.

3.3.3 APIIC will determine whether the Financial Proposals are complete, unqualified and unconditional. The cost indicated in the Financial Proposal shall be deemed as final and reflecting the total cost of services. Omissions, if any, in costing any item shall not entitle the firm to be compensated and the liability to fulfil its obligations as per the TOR within the total quoted price shall be that of the Consultant. The lowest Financial Proposal (FM) will be given a financial score ( $S_F$ ) of 100 points. The financial scores of other Proposals will be computed as follows:

$$S_F = 100 \times F_M/F \text{ where } (F = \text{amount of Financial Proposal})$$

### *3.4 Combined and final evaluation*

3.4.1 Proposals will finally be ranked according to their combined technical ( $S_T$ ) and financial ( $S_F$ ) scores as follows:

$$S = S_T \times T_W + S_F \times F_W$$

Where S is the combined score, and  $T_w$  and  $F_w$  are weights assigned to Technical Proposal and Financial Proposal, which shall be 0.80 and 0.20 respectively

3.4.2 The Selected Applicant shall be the first ranked Applicant (having the highest combined score). The second ranked Applicant shall be kept in reserve and may be invited for negotiations in case the first ranked Applicant withdraws or fails to comply with the requirements specified in Clauses 2.26 as the case may be.

## 4. FRAUD AND CORRUPT PRACTICES

- 4.1.1. The Applicants and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Selection Process. Notwithstanding anything to the contrary contained in this RFP, APIIC shall reject a Proposal without being liable in any manner whatsoever to the Applicant, if it determines that the Applicant has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the “**Prohibited Practices**”) in the Selection Process. In such an event, APIIC shall, without prejudice to its any other rights or remedies, forfeit and appropriate the Proposal Security or Performance Security, as the case may be, as mutually agreed genuine pre-estimated compensation and damages payable to APIIC for, inter alia, time, cost and effort of APIIC, in regard to the RFP, including consideration and evaluation of such Applicant’s Proposal.
- 4.1.2. Without prejudice to the rights of APIIC under Clause 4.1.1 hereinabove and the rights and remedies which APIIC may have under the LOA or the Agreement, if an Applicant or Consultant, as the case may be, is found by APIIC to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, or after the issue of the LOA or the execution of the Agreement, such Applicant or Consultant shall not be eligible to participate in any tender or RFP issued by APIIC during a period of 2 (two) years from the date such Applicant or Consultant, as the case may be, is found by the APIIC to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.
- 4.1.3. For the purposes of this Section, the following terms shall have the meaning hereinafter respectively assigned to them:
- (a) “corrupt practice” means (i) the offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of APIIC who is or has been associated in any manner, directly or indirectly with the Selection Process or the LOA or has dealt with matters concerning the Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of APIIC, shall be deemed to constitute influencing the actions of a person connected with the Selection Process); or (ii) save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after the issue of the LOA or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Agreement, who at any time has been or is a legal, financial

or technical consultant/ adviser of APIIC in relation to any matter concerning the Project;

- (b) **“fraudulent practice”** means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process;
- (c) **“coercive practice”** means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person’s participation or action in the Selection Process;
- (d) **“undesirable practice”** means (i) establishing contact with any person connected with or employed or engaged by APIIC with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and
- (e) **“restrictive practice”** means forming a cartel or arriving at any understanding or arrangement among Applicants with the objective of restricting or manipulating a full and fair competition in the Selection Process

## 5. MISCELLANEOUS

- 5.1.1 The Selection Process shall be governed by, and construed in accordance with, the laws of India and the State of Andhra Pradesh and Court at Vijayawada/ Guntur only shall have exclusive jurisdiction over all disputes arising under, pursuant to and/ or in connection with the Selection Process.
- 5.1.2 APIIC, in its sole discretion and without incurring any obligation or liability or assigning any reason, reserves the right, at any time, to:
- 5.1.2.1 suspend, withdraw and/or cancel the Selection Process and/or amend and/or supplement the Selection Process or modify the dates or other terms and conditions relating thereto.
  - 5.1.2.2 consult with any Applicant in order to receive clarification or further information;
  - 5.1.2.3 retain any information and/or evidence submitted to APIIC by, on behalf of, and/or in relation to any Applicant;
  - 5.1.2.4 independently verify, disqualify, reject and/or accept any and all submissions or other information and/or evidence submitted by or on behalf of any Applicant
- 5.1.3 It shall be deemed that by submitting the Proposal, the Applicant agrees and releases APIIC, its employees, agents and advisers, irrevocably, unconditionally, fully and finally from any and all liability for claims, losses, damages, costs, expenses or liabilities in any way related to or arising from the exercise of any rights and/or performance of any obligations hereunder, pursuant hereto and/or in connection herewith and waives any and all rights and/or claims it may have in this respect, whether actual or contingent, whether present or future.
- 5.1.4 All documents and other information supplied by APIIC or submitted by an Applicant shall remain or become, as the case may be, the property of the APIIC. APIIC will not return any submissions made hereunder. Applicants are required to treat all such documents and information as strictly confidential.
- 5.1.5 APIIC reserves the right to make inquiries with any of the clients listed by the Applicants in their previous experience record.

## SCHEDULES

SCHEDULE - I

## TERMS OF REFERENCE (TOR)

### 6. SCHEDULE- I: TERMS OF REFERENCE (ToR)

Andhra Pradesh is one of the most forward-looking states in the country in terms of infrastructure development. Andhra Pradesh Industrial Infrastructure Corporation Limited (the “APIIC”), fully owned by the GoAP, is a progressive organization responsible for development of Industrial Infrastructure in the state of Andhra Pradesh. APIIC is known for creating landmark infrastructure projects in the state, which are fuelling the economic growth in the state.

Government of Andhra Pradesh has identified around 70 key projects that are critical for achieving its growth objectives and close monitoring of these projects is important in order to ensure - on time and within budget completion. To address this requirement, setting up of a Project Management Unit (PMU) is important. PMU will ensure integrated planning, prioritising, coordinated implementation, close monitoring, and generate actionable insights. PMU can be set up by deployment of single view online digital dashboard at a fraction of cost and will allow for remote monitoring.

The detailed stages of services to be rendered are given below.:

#### 6.1 Scope of Services

The Andhra Pradesh Industrial Infrastructure Corporation (APIIC) seeks to onboard a professional consulting firm to establish and operationalize a Project Management Unit (PMU). The PMU will support APIIC in the strategic conceptualization, design, implementation, and monitoring of key initiatives related to:

- Strategic planning and implementation support for identified industrial and infrastructure projects especially in the Aerospace & Defence sector.
- Design, development, and maintenance of a centralised project monitoring dashboard.
- Preparation of concept notes, policy briefs, and background documentation.
- Inter-agency coordination with Government departments, industries, and key stakeholders.

The PMU will work in close coordination with APIIC leadership and other relevant stakeholders to ensure outcome-oriented delivery in alignment with the state’s industrial policy objectives.

#### 1. Identification of Industrial Cluster Types and Master Planning

APIIC is embarking on the development of regionally balanced, sector-specific industrial clusters. The PMU shall support the Corporation in:

- **Cluster Typology and Site Identification:**

Conduct a comprehensive assessment to categorize industrial zones into suitable cluster types (e.g., mega industrial hubs, MSME parks, greenfield clusters,

logistics hubs) based on regional strengths, sectoral demand, and infrastructure availability.

- **Master Planning and Infrastructure Design:**

Facilitate master planning exercises for identified sites, including detailed spatial planning, zoning, utility provisioning, connectivity infrastructure, and environmental safeguards.

- **Development Phasing and Projectization:**

Propose phasing plans for infrastructure development aligned with investment timelines. Convert master plans into executable infrastructure projects with well-defined timelines, deliverables, and cost estimates.

- **Stakeholder Consultations and Approvals:**

Organize multi-stakeholder consultations with industry bodies, local authorities, and investors. Prepare documentation and presentations for securing necessary statutory and policy approvals.

- **Monitoring Framework:**

Establish systems for ongoing progress tracking, cost monitoring, and risk mitigation for master planning and cluster development initiatives.

## **2. Development of Aerospace and Defence Manufacturing Ecosystem**

Recognizing the strategic importance of Aerospace and Defence (A&D) manufacturing for Andhra Pradesh, the PMU shall enable APIIC in the planning and promotion of A&D clusters by:

- **Strategy Development:**

Formulate a comprehensive strategy to position Andhra Pradesh as a competitive destination for A&D manufacturing. Identify core segments (e.g., avionics, propulsion systems, unmanned systems), required ecosystem enablers, and value chain gaps.

- **Infrastructure and Ecosystem Planning:**

Propose and support planning for A&D-specific industrial parks with requisite testing, certification, and logistics infrastructure. Facilitate linkages with R&D institutions, academia, and global OEMs.

- **Policy and Incentive Advisory:**

Benchmark global and national practices to recommend targeted policy instruments and incentives to attract investments in A&D.

- **Investor Outreach and Promotion:**

Support investor targeting, develop promotional material, and facilitate roadshows and investor interactions, in coordination with APIIC and related departments.

- **Implementation Roadmap:**

Prepare a detailed implementation roadmap including timelines, priority actions, and monitoring KPIs for A&D cluster development.

The consulting firm is expected to deploy a multidisciplinary team comprising experts in industrial economics, infrastructure planning, fund management, policy advisory, and sector specialists (with focus on Aerospace and Defence) as mentioned in 2.1.4. The team shall operate from APIIC's premises or a designated project office and work under the supervision of a senior APIIC officer.

### **3. Sectoral Planning and Technical Advisory for Strategic Projects**

#### **1. Development of Sectoral Plans**

The consulting firm shall prioritize the preparation of sector-specific development plans over generic master planning exercises. These sectoral plans shall align with the strategic objectives of the planning authority and focus on targeted interventions to promote growth in key industry sectors.

#### **2. Advisory Support to APIIC Sectoral Teams**

The firm shall provide strategic and technical support to the sectoral advisors appointed by APIIC. This includes providing data-driven insights, sectoral benchmarking, policy inputs, and facilitating effective coordination among relevant stakeholders to enhance sectoral development initiatives.

The consulting firm shall not be responsible for undertaking licensing, permissions, or statutory approval processes. The engagement will be limited to providing technical, planning, and strategic advisory support, with regulatory facilitation to be managed by designated agencies or departments.

### **6.2 DURATION OF THE PROJECT**

6.2.1 Fixed fee One-year Contract. Further extension may be allowed subject to mutual agreement and yearly fee escalation based on CPI index published for Andhra Pradesh.

### **6.3 PAYMENT TERMS**

The Consultant shall raise an invoice on Monthly basis of contract period payable on completion of every month. The invoices shall be specific to the deployment of the resources as mentioned above. All taxes, duties, Cess, or other Government instituted levies to be billed extra as applicable.

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### AGREEMENT FOR PROVIDING SETTING UP OF A CENTRAL PROJECT PORTFOLIO MANAGEMENT UNIT

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## AGREEMENT CONSULTANCY FOR SETTING UP OF A PROJECT MANAGEMENT UNIT

This AGREEMENT (hereinafter called the “**Agreement**”) is made on the \_\_\_\_\_ day of the month of \_\_\_\_\_ 20\_\_, between, on the one hand, the Managing Director, Andhra Pradesh Industrial Infrastructure Corporation Limited having its office at APIIC Towers, Plot No-1, IT Park, Mangalagiri, Guntur, AP-522503 (hereinafter called the “**Authority**” which expression shall include their respective successors and permitted assigns, unless the context otherwise requires) and, on the other hand, \_\_\_\_\_ (hereinafter called the “**Consultant**” which expression shall include their respective successors and permitted assigns).

### WHEREAS

- (A) The Authority vide its Request for Proposal for appointment of Consultant who will be responsible for providing the required consulting services (hereinafter called the “Consultancy”) which will broadly include “SETTING UP OF A PROJECT MANAGEMENT UNIT” (hereinafter called the “Project”); and
- (B) the Consultant submitted its proposals for the aforesaid work, whereby the Consultant represented to the Authority that it had the required professional skills, and in the said proposals the Consultant also agreed to provide the Services to the Authority on the terms and conditions as set forth in the RFP and this Agreement; and
- (C) the Authority, on acceptance of the aforesaid proposals of the Consultant, awarded the Consultancy to the Consultant vide its Letter of Award dated \_\_\_\_\_ (the “**LOA**”); and
- (D) in pursuance of the LOA, the parties have agreed to enter into this Agreement.

NOW, THEREFORE, the parties hereto hereby agree as follows:

## 1 GENERAL

### 1.1 *Definitions and Interpretation*

1.1.1 The words and expressions beginning with capital letters and defined in this Agreement shall, unless the context otherwise requires, have the meaning hereinafter respectively assigned to them:

- (a) “**Agreement**” means this Agreement, together with all the Annexes;
- (b) “**Agreement Value**” shall have the meaning set forth in Clause 6.1;
- (c) “**Applicable Laws**” means the laws and any other instruments having the force of law in India as they may be issued and in force from time to time;
- (d) “**Confidential Information**” shall have the meaning set forth in Clause 3.3;
- (e) “**Conflict of Interest**” shall have the meaning set forth in Clause 3.2 read with the provisions of RFP;
- (f) “**Dispute**” shall have the meaning set forth in Clause 9.2.1;

- (g) **“Effective Date”** means the date on which this Agreement comes into force and effect pursuant to Clause 2.1;
- (h) **“Expatriate Personnel”** means such persons who at the time of being so hired had their domicile outside India;
- (i) **“Government”** means the Government of India;
- (j) **“INR, Re. or Rs.”** means Indian Rupees;
- (k) **“Member”**, in case the Consultant consists of a consortium of more than one entity, means any of these entities, and **“Members”** means all of these entities;
- (l) **“Party”** means the Authority or the Consultant, as the case may be, and **Parties** means both of them;
- (m) **“Personnel”** means persons hired by the Consultant or by any Sub-Consultant as employees or retainers and assigned to the performance of the Services or any part thereof;
- (n) **“Resident Personnel”** means such persons who at the time of being so hired had their domicile inside India;
- (o) **“RFP”** means the Request for Proposal document in response to which the Consultant’s proposal for providing Services was accepted;
- (p) **“Services”** means the work to be performed by the Consultant pursuant to this Agreement, as described in the Terms of Reference hereto;
- (q) **“Sub-Consultant”** means any entity to which the Consultant subcontracts any part of the Services in accordance with the provisions of Clause 4.7; and
- (r) **“Third Party”** means any person or entity other than the Government, the Authority, the Consultant or a Sub-Consultant.

All terms and words not defined herein shall, unless the context otherwise requires, have the meaning assigned to them in the RFP.

1.1.2 The following documents along with all addenda issued thereto shall be deemed to form and be read and construed as integral part of this Agreement and in case of any contradiction between or among them the priority in which a document would prevail over another would be as laid down below beginning from the highest priority to the lowest priority:

- (a) Agreement;
- (b) Annexes of Agreement;
- (c) RFP; and
- (d) Letter of Award

## 1.2 *Relation between the Parties*

Nothing contained herein shall be construed as establishing a relation of master and servant or of agent and principal as between the Authority and the Consultant. The Consultant shall, subject to this Agreement, have complete charge of Personnel

performing the Services and shall be fully responsible for the Services performed by them or on their behalf hereunder.

**1.3** *Rights and obligations*

The mutual rights and obligations of the Authority and the Consultant shall be as set forth in the Agreement, in particular:

- (a) the Consultant shall carry out the Services in accordance with the provisions of the Agreement; and
- (b) the Authority shall make payments to the Consultant in accordance with the provisions of the Agreement.

**1.4** *Governing law and jurisdiction*

This Agreement shall be construed and interpreted in accordance with and governed by the laws of India, and the courts in Andhra Pradesh shall have exclusive jurisdiction over matters arising out of or relating to this Agreement.

**1.5** *Language*

All notices required to be given by one Party to the other Party and all other communications, documentation and proceedings which are in any way relevant to this Agreement shall be in writing and in English language.

**1.6** *Table of contents and headings*

The table of contents, headings or sub-headings in this Agreement are for convenience of reference only and shall not be used in, and shall not affect, the construction or interpretation of this Agreement.

**1.7** *Notices*

Any notice or other communication to be given by any Party to the other Party under or in connection with the matters contemplated by this Agreement shall be in writing and shall:

- (a) in the case of the Consultant, be given by facsimile or e-mail and by letter delivered by hand to the address given and marked for attention of the Consultant's Representative set out below in Clause 1.10 or to such other person as the Consultant may from time to time designate by notice to the Authority; provided that notices or other communications to be given to an address outside Mangalagiri may, if they are subsequently confirmed by sending a copy thereof by registered acknowledgement due, air mail or by courier, be sent by facsimile or e-mail to the number/address as the Consultant may from time to time specify by notice to the Authority;
- (b) in the case of the Authority, be given by facsimile or e-mail and by letter delivered by hand and be addressed to the Authority with a copy delivered to the Authority Representative set out below in Clause 1.10 or to such other person as the Authority may from time to time designate by notice to the Consultant; provided that if the Consultant does not have an office in Mangalagiri it may send such notice by facsimile or e-mail and by registered acknowledgement due, air mail or by courier; and

- (c) any notice or communication by a Party to the other Party, given in accordance herewith, shall be deemed to have been delivered when in the normal course of post it ought to have been delivered and in all other cases, it shall be deemed to have been delivered on the actual date and time of delivery; provided that in the case of facsimile or email, it shall be deemed to have been delivered on the working days following the date of its delivery.

#### 1.8 *Location*

The Services shall be performed at the offices of the Authority in accordance with the provisions of RFP and at such locations as are incidental thereto, including the offices of the Consultant.

#### 1.9 *Authorised Representatives*

1.9.1 Any action required or permitted to be taken, and any document required or permitted to be executed, under this Agreement by the Authority or the Consultant, as the case may be, may be taken or executed by the officials specified in this Clause 1.10.

1.9.2 The Authority may, from time to time, designate one of its officials as the Authority Representative. Unless otherwise notified, the Authority Representative shall be:

##### **Chief General Manager (P&A)**

Andhra Pradesh Industrial Infrastructure Corporation Limited,  
10<sup>th</sup> Floor, APIIC Towers, Plot No-1, IT Park, Mangalagiri, Guntur (Dist.),  
AP-522503

Mobile : 9346392090

Email : [cgm.pers-admin@apiic.in](mailto:cgm.pers-admin@apiic.in)

1.9.3 The Consultant may designate one of its employees as Consultant's Representative. Unless otherwise notified, the Consultant's Representative shall be:

Name : -----

Designation : -----

Address : -----

Tel : -----

Mobile : -----

Fax : -----

E-mail : -----

#### 1.10 *Taxes and duties*

Unless otherwise specified in the Agreement, the Consultant shall pay all such taxes, duties, fees and other impositions as may be levied under the Applicable Laws and the Authority shall perform such duties in regard to the deduction of such taxes as may be lawfully imposed on it.

## 2. COMMENCEMENT, COMPLETION AND TERMINATION OF AGREEMENT

### 2.1 *Effectiveness of Agreement*

This Agreement shall come into force and effect on the date of this Agreement (the “**Effective Date**”).

### 2.2 *Commencement of Services*

The Consultant shall commence the Services within a period of 7 (seven) days from the Effective Date, unless otherwise agreed by the Parties.

### 2.3 *Termination of Agreement for failure to commence Services*

If the Consultant does not commence the Services within the period specified in Clause 2.2 above, the Authority may, by not less than 1 (one) month’ notice to the Consultant, declare this Agreement to be null and void, and in the event of such a declaration, this Agreement shall stand terminated and the Consultant shall be deemed to have accepted such termination.

### 2.4 *Expiration of Agreement*

Unless terminated earlier pursuant to Clauses 2.3 or 2.9 hereof, this Agreement shall, unless extended by the Parties by mutual consent, expire upon the expiry of a period. Upon Expiration/Termination, the Authority shall make payments within 30 days of all amounts due to the Consultant hereunder.

### 2.5 *Entire Agreement*

2.5.1 This Agreement and the Annexes together constitute a complete and exclusive statement of the terms of the agreement between the Parties on the subject hereof, and no amendment or modification hereto shall be valid and effective unless such modification or amendment is agreed to in writing by the Parties and duly executed by persons especially empowered in this behalf by the respective Parties. All prior written or oral understandings, offers or other communications of every kind pertaining to this Agreement are abrogated and withdrawn; provided, however, that the obligations of the Consultant arising out of the provisions of the RFP shall continue to subsist and shall be deemed to form part of this Agreement.

2.5.2 Without prejudice to the generality of the provisions of Clause 2.5.1, on matters not covered by this Agreement, the provisions of RFP shall apply.

### 2.6 *Modification of Agreement*

Modification of the terms and conditions of this Agreement, including any modification of the scope of the Services, may only be made by written agreement between the Parties.

### 2.7 *Force Majeure*

#### 2.7.1 Definition

- (a) For the purposes of this Agreement, “**Force Majeure**” means an event which is beyond the reasonable control of a Party, and which makes a Party’s performance of its obligations hereunder impossible or so impractical as reasonably to be considered impossible in the circumstances, and includes, but is not limited to, war, riots, civil disorder, earthquake, fire, explosion, storm,

flood or other adverse weather conditions, strikes, lockouts or other industrial action (except where such strikes, lockouts or other industrial action are within the power of the Party invoking Force Majeure to prevent), confiscation or any other action by government agencies.

- (b) Force Majeure shall not include (i) any event which is caused by the negligence or intentional action of a Party or such Party's Sub-Consultant or agents or employees, nor (ii) any event which a diligent Party could reasonably have been expected to both (A) take into account at the time of the conclusion of this Agreement, and (B) avoid or overcome in the carrying out of its obligations hereunder.
- (c) Force Majeure shall not include insufficiency of funds or failure to make any payment required hereunder.

#### **2.7.2 No breach of Agreement**

The failure of a Party to fulfil any of its obligations hereunder shall not be considered to be a breach of, or default under, this Agreement insofar as such inability arises from an event of Force Majeure, provided that the Party affected by such an event has taken all reasonable precautions, due care and reasonable alternative measures, all with the objective of carrying out the terms and conditions of this Agreement.

#### **2.7.3 Measures to be taken**

- (a) A Party affected by an event of Force Majeure shall take all reasonable measures to remove such Party's inability to fulfil its obligations hereunder with a minimum of delay.
- (b) A Party affected by an event of Force Majeure shall notify the other Party of such event as soon as possible, and in any event not later than 14 (fourteen) days following the occurrence of such event, providing evidence of the nature and cause of such event, and shall similarly give notice of the restoration of normal conditions as soon as possible.
- (c) The Parties shall take all reasonable measures to minimize the consequences of any event of Force Majeure.

#### **2.7.4 Extension of time**

Any period within which a Party shall, pursuant to this Agreement, complete any action or task, shall be extended for a period equal to the time during which such Party was unable to perform such action as a result of Force Majeure.

#### **2.7.5 Payments**

During the period of its inability to perform the Services as a result of an event of Force Majeure, the Consultant shall be entitled to be reimbursed for additional costs reasonably and necessarily incurred by it during such period for the purposes of the Services and in reactivating the Services after the end of such period.

#### **2.7.6 Consultation**

Not later than 30 (thirty) days after the Consultant has, as the result of an event of Force Majeure, become unable to perform a material portion of the Services, the

Parties shall consult with each other with a view to agreeing on appropriate measures to be taken in the circumstances.

## **2.8**      *Suspension of Agreement*

The Authority may, by written notice of suspension to the Consultant, suspend all payments to the Consultant hereunder if the Consultant shall be in breach of this Agreement or shall fail to perform any of its obligations under this Agreement, including the carrying out of the Services; provided that such notice of suspension (i) shall specify the nature of the breach or failure, and (ii) shall provide an opportunity to the Consultant to remedy such breach or failure within a period not exceeding 15(fifteen) days after receipt by the Consultant of such notice of suspension.

## **2.9**      *Termination of Agreement*

### **2.9.1** By the Authority

The Authority may, by not less than 15 (fifteen) days' written notice of termination to the Consultant, such notice to be given after the occurrence of any of the events specified in this Clause 2.9.1, terminate this Agreement if:

- (a) the Consultant fails to remedy any breach hereof or any failure in the performance of its obligations hereunder, as specified in a notice of suspension pursuant to Clause 2.8 hereinabove, within 15 (fifteen) days of receipt of such notice of suspension or within such further period as the Authority may have subsequently granted in writing;
- (b) the Consultant becomes insolvent or bankrupt or enters into any agreement with its creditors for relief of debt or take advantage of any law for the benefit of debtors or goes into liquidation or receivership whether compulsory or voluntary;
- (c) the Consultant fails to comply with any final decision reached as a result of arbitration proceedings pursuant to Clause 9 hereof;
- (d) the Consultant submits to the Authority a statement which has a material effect on the rights, obligations or interests of the Authority and which the Consultant knows to be false;
- (e) any document, information, data or statement submitted by the Consultant in its Proposals, based on which the Consultant was considered eligible or successful, is found to be false, incorrect or misleading;
- (f) as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than 60 (sixty) days; or
- (g) the Authority, in its sole discretion and for any reason whatsoever, decides to terminate this Agreement.

### **2.9.2** By the Consultant

The Consultant may, by not less than 30 (thirty) days' written notice to the Authority, such notice to be given after the occurrence of any of the events specified in this Clause 2.9.2, terminate this Agreement if:

- (a) the Authority fails to pay any money due to the Consultant pursuant to this Agreement and not subject to dispute pursuant to Clause 9 hereof within 45

(forty-five) days after receiving written notice from the Consultant that such payment is overdue;

- (b) the Authority is in material breach of its obligations pursuant to this Agreement and has not remedied the same within 45 (forty-five) days (or such longer period as the Consultant may have subsequently granted in writing) following the receipt by the Authority of the Consultant's notice specifying such breach;
- (c) as the result of Force Majeure, the Consultant is unable to perform a material portion of the Services for a period of not less than 60 (sixty) days; or
- (d) the Authority fails to comply with any final decision reached as a result of arbitration pursuant to Clause 9 hereof.

#### **2.9.3 Cessation of rights and obligations**

Upon termination of this Agreement pursuant to Clauses 2.3 or 2.9 hereof, or upon expiration of this Agreement pursuant to Clause 2.4 hereof, all rights and obligations of the Parties hereunder shall cease, except (i) such rights and obligations as may have accrued on the date of termination or expiration, or which expressly survives such Termination; (ii) the obligation of confidentiality set forth in Clause 3.3 hereof; and (iii) any right or remedy which a Party may have under this Agreement or the Applicable Laws.

#### **2.9.4 Cessation of Services**

Upon termination of this Agreement by notice of either Party to the other pursuant to Clauses 2.9.1 or 2.9.2 hereof, the Consultant shall, immediately upon dispatch or receipt of such notice, take all necessary steps to bring the Services to a close in a prompt and orderly manner and shall make every reasonable effort to keep expenditures for this purpose to a minimum. With respect to documents prepared by the Consultant and materials furnished by the Authority, the Consultant shall proceed as provided respectively by Clauses 3.8 or 3.9 hereof.

#### **2.9.5 Payment upon Termination**

Upon termination of this Agreement pursuant to Clauses 2.9.1 or 2.9.2 hereof, except in the case of termination pursuant to Sub-clauses (a) through (e) of Clause 2.9.1 hereof, the Authority shall make the payments to the Consultant pursuant to Clause 6 hereof for Services satisfactorily performed prior to the date of termination (after offsetting against these payments any amount that may be due from the Consultant to the Authority).

#### **2.9.6 Disputes about Events of Termination**

If either Party disputes whether an event specified in Clause 2.9.1 or in Clause 2.9.2 hereof has occurred, such Party may, within 30 (thirty) days after receipt of notice of termination from the other Party, refer the matter to arbitration pursuant to Clause 9 hereof, and this Agreement shall not be terminated on account of such event except in accordance with the terms of any resulting arbitral award.

### 3. OBLIGATIONS OF THE CONSULTANT

#### 3.1 *General*

##### 3.1.2 Terms of Reference

The scope of Services to be performed by the Consultant is specified in the Terms of Reference (the “**TOR**”) at Annex-1 of this Agreement. The Consultant shall provide the Deliverables specified therein in conformity with the time schedule stated therein.

##### 3.1.3 Applicable Laws

The Consultant shall perform the Services in accordance with the Applicable Laws and shall take all practicable steps to ensure that any Sub-Consultant, as well as the Personnel and agents of the Consultant and any Sub-Consultant, comply with the Applicable Laws.

#### 3.2 *Conflict of Interest*

3.2.1 The Consultant shall not have a Conflict of Interest and any breach hereof shall constitute a breach of the Agreement.

3.2.2 Consultant not to benefit from commissions, discounts, etc.

The payments to the Consultant pursuant to Clause 6 hereof shall constitute the Consultant's sole payment in connection with this Agreement or the Services and the Consultant shall not accept for its own benefit any trade commission, discount or similar payment in connection with activities pursuant to this Agreement or to the Services or in the discharge of its obligations hereunder, and the Consultant shall use its best efforts to ensure that any Sub-Consultant, as well as the Personnel and agents of either of them, similarly shall not receive any such additional remuneration.

3.2.3 The Consultant and its Personnel shall observe the highest standards of ethics and not have engaged in and shall not hereafter engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the “**Prohibited Practices**”). Notwithstanding anything to the contrary contained in this Agreement, the Authority shall be entitled to terminate this Agreement forthwith by a communication in writing to the Consultant, without being liable in any manner whatsoever to the Consultant, if it determines that the Consultant has, directly or indirectly or through an agent, engaged in any Prohibited Practices in the Selection Process or before or after entering into of this Agreement. In such an event, the Authority shall forfeit and appropriate the Performance Security, if any, as mutually agreed genuine pre-estimated compensation and damages payable to the Authority towards, *inter alia*, time, cost and effort of the Authority, without prejudice to the Authority's any other rights or remedy hereunder or in law.

3.2.4 Without prejudice to the rights of the Authority under Clause 3.2.3 above and the other rights and remedies which the Authority may have under this Agreement, if the Consultant is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any Prohibited Practices, during the Selection Process or before or after the execution of this Agreement, the Consultant shall not be eligible to participate in any tender or RFP issued during a period of 3 (three) years from the date the Consultant is found by the Authority to have directly or indirectly or through an agent, engaged or indulged in any Prohibited Practices.

3.2.5 For the purposes of Clauses 3.2.3 and 3.2.4, the following terms shall have the meaning hereinafter respectively assigned to them:

- (a) **“corrupt practice”** means the offering, giving, receiving or soliciting, directly or indirectly, of anything of value to influence the actions of any person connected with the Selection Process (for removal of doubt, offering of employment or employing or engaging in any manner whatsoever, directly or indirectly, any official of the Authority who is or has been associated in any manner, directly or indirectly with Selection Process or LOA or dealing with matters concerning the Agreement before or after the execution thereof, at any time prior to the expiry of 1 (one) year from the date such official resigns or retires from or otherwise ceases to be in the service of the Authority, shall be deemed to constitute influencing the actions of a person connected with the Selection Process); or (ii) engaging in any manner whatsoever, whether during the Selection Process or after the issue of LOA or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Agreement, who at any time has been or is a legal, financial or technical adviser the Authority in relation to any matter concerning the Project;
- (b) **“fraudulent practice”** means a misrepresentation or omission of facts or suppression of facts or disclosure of incomplete facts, in order to influence the Selection Process;
- (c) **“coercive practice”** means impairing or harming, or threatening to impair or harm, directly or indirectly, any person or property to influence any person’s participation or action in the Selection Process or the exercise of its rights or performance of its obligations by the Authority under this Agreement;
- (d) **“undesirable practice”** means (i) establishing contact with any person connected with or employed or engaged by the Authority with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and
- (e) **“restrictive practice”** means forming a cartel or arriving at any understanding or arrangement among Applicants with the objective of restricting or manipulating a full and fair competition in the Selection Process.

### 3.3 *Confidentiality*

The Consultant, its Sub-Consultants and the Personnel of either of them shall not, either during the term or within 2 (two) years after the expiration or termination of this Agreement disclose any proprietary information, including information relating to reports, data, drawings, design software or other material, whether written or oral, in electronic or magnetic format, and the contents thereof; and any reports, digests or summaries created or derived from any of the foregoing that is provided by the Authority to the Consultant, its Sub-Consultants and the Personnel; any information provided by or relating to the Authority, its technology, technical processes, business affairs or finances or any information relating to the Authority’s employees, officers or other professionals or suppliers, customers, or contractors of the Authority; and any other information which the Consultant is under an obligation to keep confidential in

relation to the Project, the Services or this Agreement ("**Confidential Information**"), without the prior written consent of the Authority.

Notwithstanding the aforesaid, the Consultant, its Sub-Consultants and the Personnel of either of them may disclose Confidential Information to the extent that such Confidential Information:

- (i) was in the public domain prior to its delivery to the Consultant, its SubConsultants and the Personnel of either of them or becomes a part of the public knowledge from a source other than the Consultant, its SubConsultants and the Personnel of either of them;
- (ii) was obtained from a third party with no known duty to maintain its confidentiality;
- (iii) is required to be disclosed by Applicable Laws or judicial or administrative or arbitral process or by any governmental instrumentalities, provided that for any such disclosure, the Consultant, its Sub-Consultants and the Personnel of either of them shall give the Authority, prompt written notice, and use reasonable efforts to ensure that such disclosure is accorded confidential treatment; and
- (iv) is provided to the professional advisers, agents, auditors or representatives of the Consultant or its Sub-Consultants or Personnel of either of them, as is reasonable under the circumstances; provided, however, that the Consultant or its Sub-Consultants or Personnel of either of them, as the case may be, shall require their professional advisers, agents, auditors or its representatives, to undertake in writing to keep such Confidential Information, confidential and shall use its best efforts to ensure compliance with such undertaking.

### **3.4**      *Liability of the Consultant*

3.4.1 The Consultant's liability under this Agreement shall be determined by the Applicable Laws and the provisions hereof.

3.4.2 The Consultant shall, subject to the limitation specified in Clause 3.4.3, be liable to the Authority for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it.

3.4.3 The Parties hereto agree that in case of negligence or wilful misconduct on the part of the Consultant or on the part of any person or firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to damage caused to the Authority's property, shall not be liable to the Authority:

- (i) for any indirect or consequential loss or damage; and
- (ii) for any direct loss or damage that exceeds (a) the Agreement Value set forth in Clause 6.1 of this Agreement.

3.4.4 This limitation of liability specified in Clause 3.4.3 shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to the Agreement Value.

**3.5**     *Accounting, inspection and auditing*

The Consultant shall keep accurate and systematic accounts and records in respect of the Services provided under this Agreement, in accordance with internationally accepted accounting principles and standards such as Indian Accounting Standards, GAAP, etc.

**3.6**     *Consultant's actions requiring the Authority's prior approval*

The Consultant shall obtain the Authority's prior approval in writing before taking any of the following actions:

- (a)     Appointing such members of the professional personnel as are not listed in Annex-2;
- (b)     entering into a subcontract for the performance of any part of the Services, it being understood (i) that the selection of the Sub-consultant and the terms and conditions of the subcontract shall have been approved in writing by the Authority prior to the execution of the subcontract, and (ii) that the Consultant shall remain fully liable for the performance of the Services by the SubConsultant and its Personnel pursuant to this Agreement; or
- (c)     any other action that is specified in this Agreement.

**3.7**     *Documents prepared by the Consultant to be property of the Authority*

3.7.1 All reports and other documents (collectively referred to as “**Consultancy Documents**”) prepared by the Consultant (or by the Sub-Consultants or any Third Party) in performing the Services shall become and remain the property of the Authority, and all intellectual property rights in such Consultancy Documents shall vest with the Authority. Any Consultancy Document, of which the ownership or the intellectual property rights do not vest with the Authority under law, shall automatically stand assigned to the Authority as and when such Consultancy Document is created and the Consultant agrees to execute all papers and to perform such other acts as the Authority may deem necessary to secure its rights herein assigned by the Consultant.

3.7.2 The Consultant shall, not later than termination or expiration of this Agreement, deliver all Consultancy Documents to the Authority, together with a detailed inventory thereof. The Consultant may retain a copy of such Consultancy Documents. The Consultant, its Sub-Consultants or a Third Party shall not use these Consultancy Documents for purposes unrelated to this Agreement without the prior written approval of the Authority.

3.7.3 The Consultant shall hold the Authority harmless and indemnified for any losses, claims, damages, expenses (including all legal expenses), awards, penalties or injuries (collectively referred to as “**Claims**”) which may arise from or due to any unauthorized use of such Consultancy Documents, or due to any breach or failure on part of the Consultant or its Sub-Consultants or a Third Party to perform any of its duties or obligations in relation to securing the aforementioned rights of the Authority.

**3.9**     *Materials furnished by the Authority*

Materials made available to the Consultant by the Authority shall be the property of the Authority and shall be marked accordingly. Upon termination or expiration of this

Agreement, the Consultant shall furnish forthwith to the Authority, an inventory of such materials and shall dispose of such materials in accordance with the instructions of the Authority.

**3.10**     *Providing access to Project Office and Personnel*

The Consultant shall ensure that the Authority, and officials of the Authority having authorization from the Authority, are provided unrestricted access to the office of the Consultant and to all Personnel during office hours. The Authority's official, who has been authorised by the Authority in this behalf, shall have the right to inspect the Services in progress, interact with Personnel of the Consultant and verify the records relating to the Services for his satisfaction.

## **4. CONSULTANT'S PERSONNEL AND SUB-CONSULTANTS**

**4.1**     *General*

The Consultant shall employ and provide such qualified and experienced Personnel as may be required to carry out the Services.

**4.2**     *Deployment of Personnel*

The designations, names and other particulars of each of the Consultant's Key Personnel required in carrying out the Services are described in Annex-2 of this Agreement.

**4.3**     *Approval of Personnel*

4.3.1 The Key Personnel listed in Annex-2 of the Agreement are hereby approved by the Authority. No other Key Personnel shall be engaged without prior approval of the Authority.

4.3.2 If the Consultant hereafter proposes to engage any person as Professional Personnel, it shall submit to the Authority its proposal along with a CV of such person in the form provided at Appendix-I (Form-12) of the RFP. The Authority may approve or reject such proposal within 14 (fourteen) days of receipt thereof. In case the proposal is rejected, the Consultant may propose an alternative person for the Authority's consideration. In the event the Authority does not reject a proposal within 14 (fourteen) days of the date of receipt thereof under this Clause 4.3, it shall be deemed to have been approved by the Authority.

**4.4**     *Substitution of Key Personnel*

The Authority allows for substitution of Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority.

## **5. OBLIGATIONS OF THE AUTHORITY**

**5.1**     **Assistance in clearances etc.**

Unless otherwise specified in the Agreement, the Authority shall make best efforts to ensure that the Government shall:

- (a) provide the Consultant, its Sub-Consultants and Personnel with work permits and such other documents as may be necessary to enable the Consultant, its Sub-Consultants or Personnel to perform the Services;

- (b) facilitate prompt clearance through customs of any property required for the Services; and
- (c) issue to officials, agents and representatives of the Government all such instructions as may be necessary or appropriate for the prompt and effective implementation of the Services.

**5.2**     *Access to land and property*

The Authority warrants that the Consultant shall have, free of charge, unimpeded access to the site of the project in respect of which access is required for the performance of Services; provided that if such access shall not be made available to the Consultant as and when so required, the Parties shall agree on the time extension, as may be appropriate, for the performance of Services.

**5.3**     *Change in Applicable Law*

If, after the date of this Agreement, there is any change in the Applicable Laws with respect to taxes and duties which increases or decreases the cost or expenses incurred by the Consultant in performing the Services, by an amount exceeding 10% (ten per cent) of the Agreement Value specified in Clause 6.1, then the payments otherwise payable to the Consultant under this Agreement shall be increased or decreased accordingly by agreement between the Parties hereto, and corresponding adjustments shall be made to the aforesaid Agreement Value. All service tax and other taxes other than income tax, as may be applicable from time to time, on the payment of the professional fees to the Consultant, shall be borne by the Authority.

**5.4**     *Payment*

In consideration of the Services performed by the Consultant under this Agreement, the Authority shall make to the Consultant such payments and in such manner as is provided in Clause 6 of this Agreement.

## **6. PAYMENT TO THE CONSULTANT**

**6.1**     *Agreement Value*

The payments under this Agreement shall not exceed the agreement value specified herein (the “**Agreement Value**”). The Parties agree that the Agreement Value is Rs. .... (Rs. ....).

**6.2**     *Currency of payment*

All payments shall be made in Indian Rupees. The Consultant shall be free to convert Rupees into any foreign currency as per Applicable Laws.

**6.3**     *Mode of billing and payment*

Billing and payments in respect of the Services shall be made as follows: -

- (a) The Consultant shall be paid for its services as per the Payment Schedule at Annex-4 of this Agreement.
- (b) The Authority shall cause the payment due to the Consultant to be made within 30 (thirty) days after the receipt by the Authority of duly completed bills with necessary particulars (the “**Due Date**”).

- (c) The final payment under this Clause 6.3 shall be made only after the final Deliverable have been submitted by the Consultant. The Services shall be deemed completed by the Authority upon expiry of 30 (thirty) days after receipt of the final Deliverable
- (d) Any amount which the Authority has paid or caused to be paid in excess of the amounts actually payable in accordance with the provisions of this Agreement shall be reimbursed by the Consultant to the Authority within 30 (thirty) days after receipt by the Consultant of notice thereof.
- (e) All payments under this Agreement shall be made to the account of the Consultant as may be notified to the Authority by the Consultant.

## 7. PERFORMANCE SECURITY

### 7.1 *Performance Security*

- 7.1.1 For the purposes of this Agreement, performance security shall be deemed to be an amount equal to 5% (Five per cent) of the Agreement Value (the “**Performance Security**”); provided that the Consultant shall not be required to provide Performance Security in the form of a bank guarantee or cash deposit.

## 8. FAIRNESS AND GOOD FAITH

### 8.1 *Good Faith*

The Parties undertake to act in good faith with respect to each other’s rights under this Agreement and to adopt all reasonable measures to ensure the realisation of the objectives of this Agreement.

### 8.2 *Operation of the Agreement*

The Parties recognise that it is impractical in this Agreement to provide for every contingency which may arise during the life of the Agreement, and the Parties hereby agree that it is their intention that this Agreement shall operate fairly as between them, and without detriment to the interest of either of them, and that, if during the term of this Agreement either Party believes that this Agreement is operating unfairly, the Parties will use their best efforts to agree on such action as may be necessary to remove the cause or causes of such unfairness, but failure to agree on any action pursuant to this Clause 8.2 shall not give rise to a dispute subject to arbitration in accordance with Clause 9 hereof.

## 9. SETTLEMENT OF DISPUTES

### 9.1 *Amicable settlement*

The Parties shall use their best efforts to settle amicably all disputes arising out of or in connection with this Agreement or the interpretation thereof.

### 9.2 *Dispute resolution*

- 9.2.1 Any dispute, difference or controversy of whatever nature howsoever arising under or out of or in relation to this Agreement (including its interpretation) between the Parties, and so notified in writing by either Party to the other Party (the “**Dispute**”) shall, in the first instance, be attempted to be resolved amicably in accordance with the conciliation procedure set forth in Clause 9.3.

9.2.2 The Parties agree to use their best efforts for resolving all Disputes arising under or in respect of this Agreement promptly, equitably and in good faith, and further agree to provide each other with reasonable access during normal business hours to all non-privileged records, information and data pertaining to any Dispute.

### 9.3 *Conciliation*

In the event of any Dispute between the Parties, either Party may call upon Managing Director, Andhra Pradesh Industrial Infrastructure Corporation Limited and the Managing Partner/ Chairman of the Board of Directors of the Consultant or a substitute thereof for amicable settlement, and upon such reference, the said persons shall meet no later than 10 (ten) days from the date of reference to discuss and attempt to amicably resolve the Dispute. If such meeting does not take place within the 10 (ten) day period or the Dispute is not amicably settled within 15 (fifteen) days of the meeting or the Dispute is not resolved as evidenced by the signing of written terms of settlement within 30 (thirty) days of the notice in writing referred to in Clause 9.2.1 or such longer period as may be mutually agreed by the Parties, either Party may refer the Dispute to arbitration in accordance with the provisions of Clause 9.4.

### 9.4 *Arbitration*

9.4.1 Any Dispute which is not resolved amicably by conciliation, as provided in Clause 9.3, shall be finally decided by reference to arbitration by an Arbitral Tribunal appointed in accordance with Clause 9.4.2. Such arbitration shall be held in accordance with the Rules of Arbitration of the International Centre for Alternative Dispute Resolution, Guntur (the “**Rules**”), or such other rules as may be mutually agreed by the Parties, and shall be subject to the provisions of the Arbitration and Conciliation Act, 1996. The venue of such arbitration shall be Mangalagiri and the language of arbitration proceedings shall be English.

9.4.2 The arbitral tribunal shall consist of a sole arbitrator appointed by mutual agreement of the parties. In case of failure of the parties to mutually agree on the name of a sole arbitrator, the arbitral tribunal shall consist of three arbitrators. Each party shall appoint one arbitrator and the two arbitrators so appointed shall jointly appoint the third arbitrator.

9.4.3 The arbitrators shall make a reasoned award (the “**Award**”). Any Award made in any arbitration held pursuant to this Clause 9 shall be final and binding on the Parties as from the date it is made, and the Consultant and the Authority agree and undertake to carry out such Award without delay.

9.4.4 The Consultant and the Authority agree that an Award may be enforced against the Consultant and/or the Authority, as the case may be, and their respective assets wherever situated.

9.4.5 This Agreement and the rights and obligations of the Parties shall remain in full force and effect, pending the Award in any arbitration proceedings hereunder.

**IN WITNESS WHEREOF, the Parties hereto have caused this Agreement to be signed  
in their respective names as of the day and year first above written.**

SIGNED, SEALED AND DELIVERED  
DELIVERED

SIGNED, SEALED AND

For and on behalf of

For and on behalf of

Consultant:

Authority:

(Signature)

(Signature)

(Name)

(Name)

(Designation)

(Designation)

(Address)

(Address)

(Fax No.)

(Fax No.)

In the presence of:

1.

2.

## **Annex -1: Terms of Reference**

*(Reproduce as per Schedule-1 of RFP)*

## **Annex-2: Deployment of Key Personnel**

*(Refer Clause 4.2)*

*(Reproduce as per Form-6 of Appendix-I)*

### Annex-3: Cost of Services (s)

*(Refer Clause 6.1)*

*(Reproduce as per Appendix-II)*

## Annex-4: Payment Schedule

*(Refer Clause 6.3)*

*(Reproduce as per Schedule-1 of RFP)*

## Annex-5: Bank Guarantee for Performance Security

(Refer Clause 7)

To

Chief General Manager (P&A)  
Andhra Pradesh Industrial Infrastructure Corporation Limited,  
APIIC Towers, Plot No-1,  
IT Park, Mangalagiri,  
Guntur (Dist), AP-522503

In consideration the Chief Engineer(North), Andhra Pradesh Industrial Infrastructure Corporation Limited having its office at APIIC Towers, Plot No-1, IT Park, Mangalagiri, Guntur(Dist), AP-522503 (hereinafter referred as the “**Authority**”, which expression shall, unless repugnant to the context or meaning thereof, include its successors, administrators and assigns) having awarded to M/s ....., having its office at ..... (hereinafter referred as the “**Consultant**” which expression shall, unless repugnant to the context or meaning thereof, include its successors, administrators, executors and assigns), vide the Authority’s Agreement no. .... dated ..... valued at Rs. .... (Rupees .....), (hereinafter referred to as the “**Agreement**”) a consultancy services for “.....”, and the Consultant having agreed to furnish a

Bank Guarantee amounting to Rs..... (Rupees ..... ) to the Authority for performance of the said Agreement.

1. We, ..... (hereinafter referred to as the “**Bank**”) at the request of the Consultant do hereby undertake to pay to the Authority an amount not exceeding Rs. .... (Rupees ..... ) against any loss or damage caused to or suffered or would be caused to or suffered by the Authority by reason of any breach by the said Consultant of any of the terms or conditions contained in the said Agreement.
2. We, ..... (indicate the name of the Bank) do hereby undertake to pay the amounts due and payable under this Guarantee without any demur, merely on a demand from the Authority stating that the amount/claimed is due by way of loss or damage caused to or would be caused to or suffered by the Authority by reason of breach by the said Consultant of any of the terms or conditions contained in the said Agreement or by reason of the Consultant’s failure to perform the said Agreement. Any such demand made on the bank shall be conclusive as regards the amount due and payable by the Bank under this Guarantee. However, our liability under this Guarantee shall be restricted to an amount not exceeding Rs. .... (Rupees .....).
3. We, ..... (indicate the name of Bank) undertake to pay to the Authority any money so demanded notwithstanding any dispute or disputes raised by the Consultant in any suit or proceeding pending before any court or tribunal relating thereto, our liability under this present being absolute and unequivocal. The payment so made by us under this bond shall be a valid discharge of our liability for payment thereunder and the Consultant shall have no claim against us for making such payment.
4. We, ..... (indicate the name of Bank) further agree that the Guarantee herein contained shall remain in full force and effect during the period that would be taken for

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the performance of the said Agreement and that it shall continue to be enforceable till all the dues of the Authority under or by virtue of the said Agreement have been fully paid and its claims satisfied or discharged or till the Authority certifies that the terms and conditions of the said Agreement have been fully and properly carried out by the said Consultant and accordingly discharges this Guarantee. Unless a demand or claim under this Guarantee is made on us in writing on or before a period of 1 (one) year from the date of this Guarantee, we shall be discharged from all liability under this Guarantee thereafter.

5. We, ..... (indicate the name of Bank) further agree with the Authority that the Authority shall have the fullest liberty without our consent and without affecting in any manner our obligations hereunder to vary any of the terms and conditions of the said Agreement or to extend time of performance by the said Consultant from time to time or to postpone for any time or from time to time any of the powers exercisable by the Authority against the said Consultant and to forbear or enforce any of the terms and conditions relating to the said Agreement and we shall not be relieved from our liability by reason of any such variation, or extension being granted to the said Consultant or for any forbearance, act or omission on the part of the Authority or any indulgence by the Authority to the said Consultant or any such matter or thing whatsoever which under the law relating to sureties would, but for this provision, have the effect of so relieving us.
6. This Guarantee will not be discharged due to the change in the constitution of the Bank or the Consultant(s).
7. We, ..... (indicate the name of Bank) lastly undertake not to revoke this Guarantee during its currency except with the previous consent of the Authority in writing.
- 8 For the avoidance of doubt, the Bank's liability under this Guarantee shall be restricted to Rs. \*\*\* crore (Rupees \*\*\*\*\* crore) only. The Bank shall be liable to pay the said amount or any part thereof only if the Authority serves a written claim on the Bank in accordance with paragraph 2 hereof, on or before ..... (indicate the date falling 60 days after the final deliverable).

For .....

(Name of Bank)

Dated, the ..... day of ..... 20

(Signature, name and designation of the authorised signatory) Seal of the Bank: NOTES:

- (i) The Bank Guarantee should contain the name, designation of the officer(s) signing the Guarantee.
- (ii) The address, telephone no. and other details of the Head Office of the Bank as well as of issuing Branch should be mentioned on the covering letter of issuing Branch.

## APPENDICES

## 8. APPENDIX-I: TECHNICAL PROPOSAL

### *Form-1: Letter of Proposal*

*(On Applicant's letter head)*

(Date and Reference)

To,

The Chief General manager (P&A)  
Andhra Pradesh Industrial Infrastructure Corporation Limited,  
APIIC Towers, Plot No-1,  
IT Park, Mangalagiri,  
Guntur (Dist.), AP-522503

**Sub: REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL CONSULTING AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT MANAGEMENT UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC**

Dear Sir,

1. With reference to your RFP Document dated during \_\_\_\_\_ 2022, We, having examined all relevant documents and understood their contents, hereby submit our Proposal for REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL CONSULTING AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT MANAGEMENT UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC. The proposal is unconditional and unqualified.
2. All information provided in the Proposal and in the Appendices is true and correct and all documents accompanying such Proposal are true copies of their respective originals
3. This statement is made for the express purpose of appointment as the Consultant for the aforesaid Project.
4. We shall make available to the APIIC any additional information it may deem necessary or require for supplementing or authenticating the Proposal.
5. We acknowledge the right of the APIIC to reject our application without assigning any reason or otherwise and hereby waive our right to challenge the same on any account whatsoever.
6. We certify that in the last three years, we or any of our Associates have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award against the Applicant, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.
7. We declare that:
  - (a) We have examined and have no reservations to the RFP Documents, including any Addendum issued by the APIIC;

- (b) We do not have any conflict of interest in accordance with Clause 2.3 of the RFP Document;
  - (c) We have not directly or indirectly or through an agent engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as defined in Clause 4.3 of the RFP document, in respect of any tender or request for proposal issued by or any agreement entered into with the APIIC or any other public sector enterprise or any government, Central or State; and
  - (d) We hereby certify that we have taken steps to ensure that in conformity with the provisions of Section 4 of the RFP, no person acting for us or on our behalf will engage in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice.
- 8. We understand that you may cancel the Selection Process at any time and that you are neither bound to accept any Proposal that you may receive nor to select the Consultant, without incurring any liability to the Applicants in accordance with Clause 2.8 of the RFP document.
  - 9. We certify that in regard to matters other than security and integrity of the country, we or any of our Associates have not been convicted by a Court of Law or indicted or adverse orders passed by a regulatory authority which would cast a doubt on our ability to undertake the Consultancy for the Project or which relates to a grave offence that outrages the moral sense of the community.
  - 10. We further certify that in regard to matters relating to security and integrity of the country, we have not been charge-sheeted by any agency of the Government or convicted by a Court of Law for any offence committed by us or by any of our Associates.
  - 11. We further certify that no investigation by a regulatory authority is pending either against us or against our Associates or against our CEO or any of our Directors/ Managers/ employees.
  - 12. We hereby irrevocably waive any right or remedy which we may have at any stage at law or howsoever otherwise arising to challenge or question any decision taken by the APIIC in connection with the selection of Consultant or in connection with the Selection Process itself in respect of the above mentioned Project.
  - 13. The Proposal Security of Rs. 1,00,000 (Rupees One lakh only) to be submitted in favour of **Andhra Pradesh Industrial Infrastructure Corporation Limited** along with the proposal. Registered MSMEs are exempted from the proposal security.
  - 14. We agree and understand that the proposal is subject to the provisions of the RFP document. In no case, shall we have any claim or right of whatsoever nature if the Consultancy for the Project is not awarded to us or our proposal is not opened or rejected.
  - 15. We agree to keep this offer valid for 90 (ninety) days from the Proposal Due Date specified in the RFP.
  - 16. A Power of Attorney in favour of the authorised signatory to sign and submit this Proposal and documents is attached herewith in Form-4.

**REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL CONSULTING AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT MANAGEMENT UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC**

17. In the event of our firm being selected as the Consultant, we agree to enter into an Agreement in accordance with the form at Schedule II of the RFP. We agree not to seek any changes in the aforesaid form and agree to abide by the same.
18. We have studied RFP and all other documents carefully. We understand that except to the extent as expressly set forth in the Agreement, we shall have no claim, right or title arising out of any documents or information provided to us by APIIC or in respect of any matter arising out of or concerning or relating to the Selection Process including the award of Consultancy.
19. The Financial Proposal is being submitted in a separate cover. This Technical Proposal read with the Financial Proposal shall constitute the Application which shall be binding on us.
20. A non-refundable processing fee of Rs. 11,800 (Rupees Eleven Thousand Eight Hundred only) in the form of Demand Draft in favour of APIIC Limited along with the proposal.
21. We agree and undertake to abide by all the terms and conditions of the RFP Document. In witness thereof, I/we submit this Proposal under and in accordance with the terms of the RFP Document.

Yours faithfully,

(Signature, name and designation of the authorised signatory)

(Name and seal of the Applicant)

*Form 2: Particulars of the Applicant*

1.1	<b>Title of Consultancy:</b>
1.2	<b>Title of Project:</b>
1.3	<b>State whether applying as Sole Firm or Consortium:</b>
1.4	<p><b>State the following:</b></p> <p>Name of Firm:</p> <p>Legal status (e.g. incorporated private company, unincorporated business, partnership etc.):</p> <p>Country of incorporation:</p> <p>Registered address :</p> <p>Year of Incorporation:</p> <p>Year of commencement of business:</p> <p>Brief description of the Company including details of its main lines of business:</p> <p><b>Name, designation, address and phone numbers of Authorized Signatory of the Applicant:</b></p> <p>Name:</p> <p>Designation:</p> <p>Company:</p> <p>Address:</p> <p>Phone No.:</p> <p>Fax No.:</p> <p>E-mail address:</p>
1.5	<p><b>If the Applicant is Lead Member of a consortium, state the following for each of the other Member Firms:</b></p> <p>(i) Name of Firm:</p> <p>(ii) Legal Status and country of incorporation:</p> <p>(iii) Registered address and principal place of business:</p>

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1.6	Does the Applicant's firm/ company (or any member of the consortium) combine functions as a consultant or adviser along with the functions as a contractor?	Yes/No
17	If yes, does the Applicant (and other Member of the Applicant's consortium) agree to limit the Applicant's role only to that of a consultant/ adviser to APIIC and to disqualify themselves, their Associates/ affiliates, subsidiaries and/or parent organization subsequently from work on this Project in any other capacity?	Yes/No
	<p align="center">(Signature, name and designation of the authorised signatory)</p> <p align="center">For and on behalf of .....</p>	

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*Form 3: Statement of Legal Capacity*

*(To be forwarded on the letter head of the Applicant)*

(Date and Reference)

To,

Chief General Manager (P&A)  
Andhra Pradesh Industrial Infrastructure Corporation Limited,  
APIIC Towers, Plot No-1,  
IT Park, Mangalagiri,  
Guntur (Dist), AP-522503

**Sub: REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL  
CONSULTING AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT  
MANAGEMENT UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC**

We hereby confirm that we, the Applicant satisfy the terms and conditions laid down in the RFP document.

We have agreed that ..... (insert individual's name) will act as our Authorised Representative on our behalf and has been duly authorized to submit our Proposal.

Further, the authorised signatory is vested with requisite powers to furnish such proposal and all other documents, information or communication and authenticate the same.

Yours faithfully,

(Signature, name and designation of the authorised signatory)

For and on behalf of.....

*\*Please strike out whichever is not applicable*

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*Form 4: Power of Attorney*

Know all men by these presents, We, ..... (name of Firm and address of the registered office) do hereby constitute, nominate, appoint and authorise Mr / Ms..... son/daughter/wife and presently residing at ....., who is presently employed with/ retained by us and holding the position of ..... as our true and lawful attorney (hereinafter referred to as the "Authorised Representative") to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Proposal for REQUEST FOR PROPOSAL FOR ENGAGEMENT OF A PROFESSIONAL CONSULTING AGENCY FOR ESTABLISHING AND OPERATIONALISING A PROJECT MANAGEMENT UNIT (PMU) FOR THE AEROSPACE & DEFENCE SECTOR IN APIIC, to be developed by Andhra Pradesh Industrial Infrastructure Corporation Limited (the "**Authority**") including but not limited to signing and submission of all applications, proposals and other documents and writings, participating in meetings/conferences and providing information/ responses to the Authority, representing us in all matters before the Authority, signing and execution of all contracts and undertakings consequent to acceptance of our proposal and generally dealing with the Authority in all matters in connection with or relating to or arising out of our Proposal for the said Project and/or upon award thereof to us till the entering into of the Agreement with the Authority.

AND, we do hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Authorised Representative pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorised Representative in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, .....THE ABOVE-NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ..... DAY OF ....., 2022

For.....

(Signature, name, designation and address)

Witnesses:

1.

2.

Notarised

Accepted

.....

(Signature, name, designation and address of the Attorney)

Notes:

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*The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.*

***The Power of Attorney should be executed on a non-judicial stamp paper of Rs. 100 (Rupees one hundred) and duly notarised by a notary public.***

*Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution/power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.*

*For a Power of Attorney executed and issued overseas, the document will also have to be legalized by the Indian Embassy and notarized in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed the Hague Legislation Convention, 1961 are not required to be legalized by the Indian Embassy if it carries a conforming Apostille certificate.*

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*Form-5: Financial Capacity of Applicant*

<b>SNo</b>	<b>Description</b>	<b>FY 2021-2022</b>	<b>FY 2022-2023</b>	<b>FY 2023-2024</b>
<b>1.</b>	Bidder Revenue (in INR Lakh)			
<b>2.</b>	Bidder Revenue from Consultancy/ Advisory/ Technology Services (in INR Lakh)			
	Mandatory Supporting Documents: Audited financial statements/ Certificate from Company Secretary/ Chartered Accountant for the Last three financial years			

Note: Bidder must quote supporting document name, Section and page no. while referring all the financial details entered in this form. While entering net profit they must quote the Annual Report for the year (as supporting document name), Section and Page no. for quick reference during evaluation.

Place:

Bidder's signature and seal.

Date :

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*Form 6: Particulars of Key Personnel*

S. No.	Designation of Key Personnel	Name	Educational Qualification	Length of Professional Experience	Present Employment		No. of Eligible Assignments <sup>#</sup>
					Name of Firm	Employed Since	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1.	Project Director (Offsite – 25% Time)						
2.	Team Lead – Aerospace, Defence & Industries						
3.	Project Manager – Industrial Promotion						
4.	Aerospace & Defence Consultant						
5.	MIS & Monitoring Consultant						

*Form 7: Proposed Methodology and Work Plan*

The proposed methodology and work plan shall be described as follows:

1. Understanding of TOR (not more than three pages)

The Applicant shall clearly state its understanding of the TOR and also highlight its important aspects. The Applicant may supplement various requirements of the TOR and also make precise suggestions if it considers this would bring more clarity and assist in achieving the Objectives laid down in the TOR.

2. Methodology and Work Plan (not more than 15 pages)

The Applicant will submit its methodology for carrying out this assignment, outlining its approach toward achieving the Objectives laid down in the TOR. The Applicant will submit a brief write up on its proposed team and organization of personnel explaining how different areas of expertise needed for this assignment have been fully covered by its proposal. The Applicant should specify the sequence and locations of important activities and provide a quality assurance plan for carrying out the Consultancy Services.

Note: Marks will be deducted for writing lengthy and out of context responses.

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*Form 8: Abstract of Eligible Assignments of the Applicant<sup>1</sup>*

*(Refer Clause 3.1.3 of RFP)*

<b>S. No.</b>	<b>Name of Project<sup>#</sup></b>	<b>Name of Client</b>	<b>Start Date</b>	<b>End Date</b>	<b>Estimated capital cost of Project (in INR Crore)</b>	<b>Professional fee<sup>2</sup> received by the Applicant (in INR Lakh)<sup>£</sup></b>	<b>Consultancy service provided</b>
(1) <sup>3</sup>	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1							
2							
3							
4							
5							
6							

1. The Applicant should provide details of only those projects that have been undertaken by it under its own name.

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*Form 9: Eligible Assignments of Applicant*

*(Refer Clause 3.1.3 of RFP)*

1.	Name of Applicant	
2.	Name of the Project	
3.	Description of services performed by the Applicant firm (Please ensure that it is clearly indicated whether Architecture Design or Project Monitoring services were provided)	
4.	Name of Client and Address (indicate whether public or private)	
5.	Name, telephone no. and fax no. of the client representative	
6.	Estimated capital cost of Project (in INR Crore):	
7.	Payment received by the Applicant as professional fees (in Rs. Lakh)	
8.	Start date of the services (month/year):	
9.	Finish date of the services (month/year):	
10.	Brief Description of the Project:	
<p>It is certified that the aforesaid information is true and correct to the best of my knowledge and belief.</p> <p align="right">(Signature and name of Authorized Signatory)</p>		

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*Notes:*

- 1. Use separate sheet for each Eligible Assignment. The documentary evidence in support of the information furnished for Eligible Assignment should be submitted by the Applicant.*
- 2. The Applicant may attach separate sheets to provide brief particulars of other relevant experience of the Applicant.*
- 3. Exchange rate for conversion of US \$ shall be as per Clause 1.7.1*

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*Form 10: Eligible Assignments of Key Personnel*

*(Refer Clause 3.1.3 of RFP)*

1.	Name of Key Personnel	
2.	Designation of the Key Personnel	
3.	Name of the Project	
4.	Name of the Consulting Firm where employed	
5.	Description of services performed by the Key Personnel (including designation)	
6.	Name of Client and Address (indicate whether public or private)	
7.	Name, telephone no. and fax no. of the client's representative	
8.	Estimated capital cost of Project (in Rs Crore or US\$ million):	
9.	Start date of the services (month/year):	
10.	Finish date of the services (month/year):	
11.	Brief Description of the Project:	

**Notes:**

- 1. Use separate sheet for each Eligible Assignment.*
- 2. The Applicant may attach separate sheets to provide brief particulars of other relevant experience of the Key Personnel.*
- 3. Exchange rate for conversion of US \$ shall be as per Clause 1.7.1*

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*Form 11: Curriculum Vitae (CV) of Key Personnel*

1. Proposed Position:
2. Name of Personnel:
3. Date of Birth:
4. Nationality:
5. Educational Qualifications:
6. Employment Record:

(Starting with present position, list in reverse order every employment held.)

7. List of Eligible Assignments on which the Personnel has worked

Name of Project	Description of Responsibilities
-----------------	---------------------------------

Certification:

- 1 I am willing to work on the Project and I will be available for entire duration of the Project assignment as required.
- 2 I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes my qualifications, my experience and me.

(Signature and name of the Key Personnel)

Place.....

(Signature and name of the authorised signatory of the Applicant)

Notes:

1. Use separate form for each Professional Personnel.
2. The names and chronology of assignments included here should conform to the project-wise details submitted in Form-9 of Appendix-I.
3. Each page of the CV shall be signed in ink and dated by both the Personnel concerned and by the Authorised Representative of the Applicant firm along with the seal of the firm. Photocopies will not be considered for evaluation.

## 9. Appendix-II: Financial Proposal

(On Applicant's letter head)

(Date and Reference)

To,

Chief General Manager (P&A)  
Andhra Pradesh Industrial Infrastructure Corporation Limited,  
APIIC Towers, Plot No-1,  
IT Park, Mangalagiri,  
Guntur (Dist), AP-522503

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We the undersigned, offer to provide the consulting services for the work cited under subject in accordance with your Request of Proposal dated \_\_\_\_\_ 2022, and our Proposal (Technical and Financial Proposal).

Our financial proposal is for Rs. \_\_\_\_\_ (Rupees ----- only) inclusive of all incidental & overhead charges and applicable taxes excluding GST for performance of all the tasks mentioned in Schedule I of this RFP.

We agree that this offer shall remain valid for a period of 90 (ninety) days from the Proposal Due Date or such further period as may be mutually agreed upon.

We understand that you are not bound to accept any proposal you receive.

Yours faithfully,

(Signature, name and designation of the authorised signatory)

*Note: The Financial Proposal is to be submitted strictly as per forms given in the RFP.*

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**Detailed Financial Proposal Break Up Sheet:**

**A. Manpower Cost Summary (24 Months Engagement)**

Sl. No.	Resource Category	No. of Resources	Effort per Resource (Person-Months)	Monthly Rate (INR)	Total Cost (INR)
1	Project Director (Offsite – 25% Time)	1	6		
2	Team Lead – Aerospace, Defence & Industries	1	24		
3	Project Manager – Industrial Promotion	1	24		
4	Aerospace & Defence Consultant	1	24		
5	Policy & Investment Facilitation Consultant	1	24		
6	MIS & Monitoring Consultant	1	24		
	<b>Subtotal – Manpower Cost</b>				<b>INR _____</b>

**B. Out-of-Pocket Expenses (if applicable)**

Description	Estimated Cost (INR)
Travel, Boarding & Lodging (if any)	
Communication & Miscellaneous	
<b>Subtotal – Out-of-Pocket</b>	<b>INR _____</b>

**C. Taxes**

Description	Amount (INR)
GST (at applicable rate)	
<b>Total Taxes</b>	<b>INR _____</b>

**D. Grand Total (INR):**

(Manpower Cost + Out-of-Pocket + Taxes)  
INR \_\_\_\_\_