

Annexure 13
Format for Query Submission

Queries - Selection of Consultant for providing Advisory Support/Project Management Unit to GIDB						
S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
1	RFQ cum RFP	2.22.4	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	Program Management Unit Experience - Minimum two completed and two on-going infrastructure projects in working as Program Management Unit for minimum two years with Central Government/ State Government Agencies	We request the authority to kindly consider “Minimum one completed and two on-going infrastructure projects in working as Financial Consultant, consultancy works for minimum three years with Central Government/ State Government Agencies”	As per RFQ cum RFP
2	RFQ cum RFP	2.22.4	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	The Project/Assignment Fee shall be at least 20 Lakhs. A project (with same engagement agreement, including extensions) will be considered in only one of the category	We request the authority to kindly consider “The Project/Assignment Fee shall be at least 14 Lakhs. A project (with same engagement agreement, including extensions) will be considered in only one of the category	As per RFQ cum RFP
3	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Average Annual Turnover of Company/ Firm/ Consortium from Consultancy* for Previous 3 Audited Financial Years – Minimum Value Rs. 50 Crore	We request the authority to kindly consider “Average Annual Turnover of Company/ Firm/ Consortium from Consultancy* for Previous 3 Audited Financial Years – Minimum Value Rs. 20 Crore”	As per RFQ cum RFP
4	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Net worth of Applicant firm/ Lead Member from Consultancy during last Audited Financial Years [FY 2022-23] – Minimum Value Rs. 25 Crore	Net worth of Applicant firm/ Lead Member from Consultancy during last Audited Financial Years [FY 2022-23] – Minimum Value Rs. 10 Crore	As per RFQ cum RFP
5	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Net worth of Applicant firm/ Lead Member from Consultancy during last Audited Financial Years [FY 2022-23] Rs. 25 Crores	We kindly request that the net worth requirement be reduced to INR 2.5 crore, as the current requirement is too high compared to the turnover.	As per RFQ cum RFP
6	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Note- Point no 3 3- The Project/Assignment Fee shall be at least 20 Lakhs. A project (with same engagement agreement, including extensions) will be considered in only one of the category.	We kindly request you to consider reducing the minimum assignment fee to ₹10 Lakhs.	As per RFQ cum RFP

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7	RFQ cum RFP	Annexure 8	Time Schedule for Professional Personnel	Position: Finance cum PPP expert Infrastructure expert Senior experts	We request clarification on the CV requirements, as the Finance cum PPP Expert and Infrastructure Expert are specified in multiple criteria, but Annexure-8 also mentions a Senior Expert. Kindly confirm if the Senior Expert's CV is required.	As per RFQ cum RFP
8	RFQ cum RFP	1.4	Submission of Technical Bid Submission	Technical Bid Submission: 01.10.2024 17:00 hrs	We request authority to extend the deadline of submission of Technical Bid by 2 weeks.	Corrigendum 2: Clause 1.4: Last Date of Submission of RFQ cum RFP (a) Submission of Financial Bid (online): 07 October 2024 (b) Submission of Technical Bid (Hard Copy): 08 October 2024 Opening of Technical Bids: 08 October 2024
9	RFQ cum RFP	3.4	Period of Assignment and Payment Terms	The assignment period of Program Management Consultant shall be for an initial period of one year. Based on the performance of the PMC, the agreement can be extended for another one year <u>based on the mutually negotiated terms and conditions.. "</u>	We request authority to make below changes in the clause 3.4: The assignment period of Program Management Consultant shall be for an initial period of one year. Based on the performance of the PMC, the agreement can be extended for another one year with <u>fees revised in accordance with WPI inflation".</u>	As per RFQ cum RFP

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10	RFQ cum RFP	3.3	Project Team	These two members shall be deployed at GIDB office on all working days of the State Government and shall undertake the work as per the scope.	<p>We request authority to include below clause in the RFQ cum RFP document for entitled days of leave for team member stationed at GIDB office:</p> <p>The team members deployed by the consultant at the authority's office shall be entitled to a total of 15 days of leave per year, which includes sick leave and other personal leave. In the event of taking leave, the team member must inform and obtain prior approval from the GIDB office. Any leave beyond this limit must also be approved by the authority, and the consultant shall ensure that project timelines are not affected by such absences.</p>	As per RFQ cum RFP
11	Draft Contract	2.2	Project Manager	The Consultant shall ensure that at all times during the fieldwork the Project Manager, acceptable to the Authority, shall take charge of the operations of the Personnel in the field. The Project Manager shall be responsible for liaison in the field between the Consultant and the Authority.;	Please clarify that one of the two experts deployed at GIDB office can be designated as "Project Manager".	Yes
12	RFQ cum RFP	3.3	Project Team	<p>The bid evaluation shall be done based on the profiles of following key personnel:</p> <ol style="list-style-type: none"> 1. Finance cum PPP Expert 2. Infrastructure Expert <p>These two members shall be deployed at GIDB office on all working days of the State Government and shall undertake the work as per the scope.</p> <p>The work prepared by these two team members shall be reviewed by the senior experts at regular intervals.</p>	Please clarify that one of the two experts deployed at GIDB office can be designated as "Project Manager".	Yes

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13	RFQ cum RFP	2.22.4	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	Minimum two completed and two on-going infrastructure projects in working as <u>Program Management Unit</u> for minimum two years with Central Government/ State Government Agencies.	We amend the clause as below: Minimum two completed and/or two on-going infrastructure projects in working as <u>Program /Project Management Unit</u> for minimum two years with Central Government/ State Government Agencies.	As per RFQ cum RFP
14	RFQ cum RFP	New Clause to be added	Anti -Bribery and Corruption		We request the authority to include this new clause. Anti -Bribery and Corruption: "Each party represents, warrants, and undertakes that: <i>a. It has not and shall not offer, promise, give, encourage, solicit, receive or otherwise engage in acts of bribery or corruption in relation to this agreement (including without limitation any facilitation payment), or to obtain or retain business or any advantage in business for any member of its group, and has and shall ensure to the fullest extent possible that its employees and agents and others under its direction or control and directly involved in providing services under the agreement do not do so. For the purposes of this clause it does not matter if the bribery or corruption is (i) direct or through a third party; (ii) of a public official or a private sector person; (iii) financial or in some other form; or (iv) relates to past, present, or future performance or non-performance of a function or activity whether in an official capacity or not, and it does not matter whether or not the person being bribed is to perform the function or activity to which the bribe relates, or is the person who is to benefit from the bribe. For the purposes of this clause, a "person" is any individual,</i>	As per RFQ cum RFP

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15	RFQ cum RFP	New Clause to be added	Economic and Trade Sanctions:		<p>We request the authority to include this new clause. As of the date of this Agreement the Client warrants that, (a) neither Client nor any of its subsidiaries, or any director or corporate officer of any of the foregoing entities, is the subject of any economic or trade sanctions or restrictive measures issued by the United Nations, United States or European Union ("Sanctions"), (b) the Client is not 50% or more owned or controlled, directly or indirectly, individually or collectively, by one or more persons or entities that is or are the subject of Sanctions, and (c) to the best of Client's knowledge, no entity 50% or more owned or controlled by a direct or indirect parent of the Client, is the subject of Sanctions. For purposes of clause (c) in this section, "parent" is a person or entity owning or controlling, directly or indirectly, 50% or more of the Client. For so long as this Agreement is in effect, the Client will promptly notify the Consultant if any of these circumstances change, upon occurrence of which, the Consultant shall have the right to terminate the Agreement immediately in whole or in part for reasons of the Client's breach.</p>	As per RFQ cum RFP
16	RFQ cum RFP	New Clause to be added	Non-Exclusivity:		<p>We request the authority to include this new clause. The Client acknowledges that the Consultant or its associates may have other commercial transactions with the Client, other parties reviewed for the Client or referred in the agreement (if any) and the services provided under the agreement shall be on a non-exclusive basis.</p>	As per RFQ cum RFP

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17	RFQ cum RFP	New Clause to be added	Non-Conformity		<p>We request the authority to include this new clause.</p> <p>Client may notify the Consultant in writing within 10 calendar days of consultant providing the Deliverables to the Client any substantial non-conformity of the Deliverables vis-à-vis the Requirements. Upon receiving Client's notification, the Consultant shall rectify the non-conformity verified by it and resubmit the Deliverables to the Client within 15 calendar days. The Deliverables shall be considered "accepted" upon such re-delivery or the expiry of 10 calendar days as stated above, whichever is earlier.</p>	As per RFQ cum RFP
18	RFQ cum RFP	New Clause to be added	Limitation of Liability Clause		<p>We request the authority to include this new clause.</p> <p>"In no event will Consultant be liable for any consequential, incidental, indirect, punitive or special losses or damages (including loss of profits, data, anticipated savings, business or goodwill), regardless of whether such liability is based on breach of contract, tort, strict liability, breach of warranties, failure of essential purpose or otherwise, and even if advised of the likelihood of such damages.</p> <p>The total aggregate liability of consultant, whether in contract, tort (including negligence) or otherwise, under or in connection with this agreement, shall in no circumstances exceed a sum equal to the fees paid or payable by the Client under this agreement.</p>	As per RFQ cum RFP

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19	RFQ cum RFP	2.22.5	Net worth of Applicant firm/ Lead member	Net worth of Applicant firm/ Lead Member from Consultancy during last Audited Financial Years [FY 2022-23]	We believe that a positive net worth is sufficient for evaluation purposes, as it ensures financial stability without being overly restrictive. This would allow us to attract a wider range of qualified participants without compromising the project's financial integrity. Considering this is a consultancy assignment, we kindly suggest revising the requirement for a specific net worth of 25 Cr. A positive net worth should suffice to ensure financial stability, without limiting the pool of qualified participants.	As per RFQ cum RFP
20	RFQ cum RFP	3.3	Finance cum PPP expert	Post Graduate degree in Finance having more than five years of relevant experience (after Post Graduation) in work related to PPP projects.	Qualification requirement can be changed to post-graduate with relevant experience as experience helps a professional bring value add. And this will give GIDB a wider range of professionals / experts to choose from.	As per RFQ cum RFP
21	RFQ cum RFP	2.11.5	The technical proposal	Higher rating will be given to nominated experts from the consulting firm and associated consulting firms, if any, who are regular full-time employees. The Authority defines a regular full-time employee to be a person who has been employed continuously by the Consultant or one of its Associates, for more than twelve (12) months prior to the date of submission of the Proposal.	We believe that the focus should be on the quality and expertise of the professionals rather than their employment status. By allowing highly qualified and experienced professionals, regardless of full-time employment status, the project can benefit from a broader talent pool, ensuring the best possible outcome. Expertise and experience should be the key criteria for evaluation.	As per RFQ cum RFP
22	RFQ cum RFP	3.9 (ix)	Responsibilities of the Consultant	ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. Onsite deployment of team is not required, however, team members shall be available for presentations and meetings	The clause appears to be contradicting the deployment clause 3.3, page 36. Requesting the Authority to kindly clarify the clause or define 'on-site', if it bears alternate meaning.	Corrigendum 1: ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. The team shall be deployed onsite throughout the assignment

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23	RFQ cum RFP	4.10.1	Commencement of Assignment	The Consultant shall commence the Services at the Project site within 7 (seven) days of the date of the Agreement, or such other date as may be mutually agreed.	We propose extending the commencement period to 15 days from the date of the Agreement, rather than seven days. This adjustment would allow adequate time for proper preparation and coordination, ensuring that all resources and personnel are fully aligned for a successful start to the project.	As per RFQ cum RFP
24	RFQ cum RFP	iv	Eligibility criteria-General Instructions	Completion Certificate, or A Certificate from Chartered Accountant/ Auditor having Unique Document Identification Number (UDIN) confirming the receipt of full payment from the Client);	We request you to allow projects with 70% billing received to qualify under this criterion, enabling new and emerging organizations to participate.	As per RFQ cum RFP
25	RFQ cum RFP	1	2.22.5. Pre – qualification/ Eligibility criteria for the applicants - Financial Strength- General Instructions	ii) The Consultancy does not include IT Implementation, Audit (namely, Internal Audit, IS Audit, IT Audit), Statutory Audit and Taxation Services to its Clients.	We request you to include Statutory Audit and Taxation Services as a part of consultancy assignments.	As per RFQ cum RFP
26	RFQ cum RFP	2	2.22.5. Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Net worth of Applicant firm/ Lead Member from Consultancy during last Audited Financial Years [FY 2022-23] – Minimum value-Rs. 25 Crores	Emerging organizations find it challenging to meet the net worth requirement of over 25 Cr, especially due to the financial impact of the 2019-21 pandemic. Many smaller firms are still in the process of recovering from their losses, although we are pleased to have successfully bounced back. However, we kindly request that the net worth requirement be reduced to 10 Cr.	As per RFQ cum RFP
27	RFQ cum RFP	2.2	In case of Consortium	The Team Leader shall be from the Lead Member of the Consortium.	we understand the intent behind this requirement, we believe that flexibility in selecting the Team Leader could benefit the overall success of the project. Allowing a Team Leader from any member of the consortium—not just the Lead Member— ensures that the most qualified and experienced individual leads the team, regardless of their affiliation. This approach prioritizes expertise and project-specific skills over formal roles within the consortium.	As per RFQ cum RFP

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28	RFQ cum RFP	2.4	Bid Processing Fees	The consultants would be required to pay INR 10,000/- (Rupees Ten Thousand only) as bid processing fees in the form of demand draft in favour of Gujarat Infrastructure Development Board payable at Gandhinagar.	<p>As per the Procurement Policy for MSEs Order, 2012 notified under section 11 of MSMED Act, 2006 https://msme.gov.in/public-procurementpolicy-micro-and-small-enterprises-mses-order-2012), registered MSMEs are exempted from submitting the Tender Cost and EMD (refer Exemption of MSMEs to submit Bidder Fee and EMD at https://msme.gov.in/sites/default/files/Sc_hvol1-151214.pdf-sri.pdf)".</p> <p>In this regard, as AFC is a registered MSME we request you to kindly confirm the exemption of Tender Fee & EMD for MSMEs.</p>	As per RFQ cum RFP
29	RFQ cum RFP	2.2	Bid security	The Bidder shall furnish as part of its bid, a Bid Security of Rs. 1,00,000/- (Rupees One Lakh only) in the form of a demand draft issued by one of the nationalised/ Scheduled banks in India drawn in favour of - Gujarat Infrastructure Development Board payable at Gandhinagar (the "Bid Security"), must be submitted along with the Proposal.	<p>As per the Procurement Policy for MSEs Order, 2012 notified under section 11 of MSMED Act, 2006 https://msme.gov.in/public-procurementpolicy-micro-and-small-enterprises-mses-order-2012), registered MSMEs are exempted from submitting the Tender Cost and EMD (refer Exemption of MSMEs to submit Bidder Fee and EMD at https://msme.gov.in/sites/default/files/Sc_hvol1-151214.pdf-sri.pdf)".</p> <p>In this regard, as AFC is a registered MSME we request you to kindly confirm the exemption of Tender Fee & EMD for MSMEs.</p>	As per RFQ cum RFP

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30	RFQ cum RFP	2.22.5	Pre – qualification/Eligibility criteria for the applicants - Financial Strength	Average Annual Turnover of Company/Firm/ Consortium from Consultancy* for Previous 3 Audited Financial Years	<p>As per Page #33 criteria 2.22.5. Pre – qualification/Eligibility criteria for the applicants - Financial Strength</p> <p>Average Annual Turnover of Company/ Firm/Consortium from Consultancy* for Previous 3 Audited Financial Years should have Minimum of Rs. 50 Crore.</p> <p>but as per Annexure 1 (C) Format for Pre-Qualification Proposal (Financial Strength)</p> <p>* Note: Point 2: - 2. In case of a consortium, above form has to be submitted for each consortium member and Minimum Eligibility Criteria for revenue should be satisfied by the Member-in charge.</p> <p>As per our understand you'll be considering the Average Annual Turnover of Company/ Firm/Consortium from Consultancy* for Previous 3 Audited Financial Years should have Minimum Value Rs. 50 Crore, not of Member-in charge.</p>	As per RFQ cum RFP
31	RFQ cum RFP	2.22.4	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	Program Management Unit Experience: Minimum two completed and two on-going infrastructure projects in working as Program Management Unit for minimum two years with Central Government/ State Government Agencies	<p>We request the authority to kindly relax the criteria for the duration of the PMU assignment. We propose the following modified clause:</p> <p>Minimum two completed projects for minimum 1 year and two on-going infrastructure projects in working as Program Management Unit with Central Government/ State Government Agencies</p>	As per RFQ cum RFP

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32	RFQ cum RFP	4.3.2	Sr.no.1 Technical Capacity:	Category A: Program management unit experience - 3 mark per project - maximum score 10 marks	We wish to bring to the authority's notice that in this criteria, the total in case of 3 projects will be 9 marks and not 10 marks. We request the authority to rectify the marking to total 10 marks.	As per RFQ cum RFP
33	RFQ cum RFP	4.3.5	C. Weightage of Technical and Financial bid	The score of technical proposals would be given 70% weightage and that of the financial proposals would be given 30% weightage. The weighted total score of both the Technical and Financial proposals shall be used to rank the Consultants. The first ranked consultant may then be called for negotiations.	We request the authority to kindly modify the QCBS criteria. We propose the following modified clause: The score of technical proposals would be given 80% weightage and that of the financial proposals would be given 20% weightage. The weighted total score of both the Technical and Financial proposals shall be used to rank the Consultants. The first ranked consultant may then be called for negotiations.	As per RFQ cum RFP
34	RFQ cum RFP	1.4	Schedule of Bidding process	(a) Submission of Financial Bid (online): 30.09.2024	We request to provide at least 21 days from the date of issuance of Pre-bid query responses/ addendum to the RFQ cum RFP	Corrigendum 2: Clause 1.4: Last Date of Submission of RFQ cum RFP (a) Submission of Financial Bid (online): 07 October 2024 (b) Submission of Technical Bid (Hard Copy): 08 October 2024 Opening of Technical Bids: 08 October 2024
35	RFQ cum RFP	2.1.4	Power of Attorney	The Bidder should submit a Power of Attorney as per the format at Annexure - 2, authorising the signatory of the Bid to commit the Bidder.	We request you to clarify whether board resolution will suffice and will be considered for authorising signatory	Yes, will be considered

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36	RFQ cum RFP	2.1	Format & signing of bids	2.10.2 The Bid shall be typed or written in indelible ink and signed by the authorised signatory of the Bidder who shall also initial each page, in blue ink.	We request you to consider digital signature for signing the bid and modify the clause as follows: 'The Bid shall be typed or written in indelible ink and signed by the authorised signatory of the Bidder who shall also initial each page, in blue ink or digital signature. All the alterations, omissions, additions or any other amendments made to the Bid shall be initialled by the person(s) signing the Bid.'	As per RFQ cum RFP
37	RFQ cum RFP	2.11.5	Envelope B - The Technical Proposal	ix). Higher rating will be given to nominated experts from the consulting firm and associated consulting firms, if any, who are regular full-time employees. The Authority defines a regular full-time employee to be a person who has been employed continuously by the Consultant or one of its Associates, for more than twelve (12) months prior to the date of submission of the Proposal.	We request you to modify the clause as follows: 'Higher rating will be given to nominated experts from the consulting firm and associated consulting firms, if any, who are regular full-time employees as on date of bid submission. '	As per RFQ cum RFP
38	RFQ cum RFP	2.11.5	Envelope B - The Technical Proposal	ix). Higher rating will be given to nominated experts from the consulting firm and associated consulting firms, if any, who are regular full-time employees. The Authority defines a regular full-time employee to be a person who has been employed continuously by the Consultant or one of its Associates, for more than twelve (12) months prior to the date of submission of the Proposal.	We request you to kindly elaborate the rating system and methodology to be adopted.	As per RFQ cum RFP
39	RFQ cum RFP	2.21.3	Performance Security	The Selected Bidder shall provide Performance Security within 15 (fifteen) days of Letter of Award from the Authority.	Request you to please extend the time limit to thirty (30) days.	As per RFQ cum RFP
40	RFQ cum RFP	2.21.8	Performance Security	The Performance Security deposit shall be paid in time and if it is paid after fifteen (15) days from the date of issuance of LOA then the penalty of 0.065% per day of the amount of security deposit shall be recovered from the bidder while receiving the security deposit.	Request you to please extend the time limit to thirty (30) days.	As per RFQ cum RFP

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41	RFQ cum RFP	2.22.4	Pre-qualification / Eligibility criteria for the applicants - Technical Strength: Minimum Desired Experience in last 10 years for any of the Indian States/ UTs/ Central Ministries/ Multilateral agencies	Public Private Partnership Related Work - At least two projects pertaining to giving bid advisory services (end to end: bid documents drafting, bid evaluation, concession agreement negotiation) on PPP related work to the Government offices.	Kindly clarify the project completion date to be considered in bracket of last 10 years for minimum desired experience	Yes
42	RFQ cum RFP	2.22.4.	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	Public Private Partnership Related Work: At least two projects pertaining to giving bid advisory services (end to end: bid documents drafting, bid evaluation, concession agreement negotiation) on PPP related work to the Government offices.	We understand that both ongoing or completed projects will be considered, Please clarify	Yes, both ongoing and completed projects will be considered.
43	RFQ cum RFP	2.22.4.	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	Financial Analysis: At least two projects pertaining to giving bid advisory services (end to end: bid documents drafting, bid evaluation, concession agreement negotiation) on PPP related work to the Government offices.	We understand that both ongoing or completed projects will be considered. Please clarify	Yes, both ongoing and completed projects will be considered.
44	RFQ cum RFP	2.22.4.	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	General Instructions: At least for Completed Projects: i) Work Order, or ii) Agreement, AND iii) Completion Certificate, or iv) A Certificate from Chartered Accountant/ Auditor having Unique Document Identification Number (UDIN) confirming the receipt of full payment from the Client);	Request you to please consider the following documents acceptable for completed projects: 1. Work Order OR 2. Agreement AND 3. Completion Certificate	As per RFQ cum RFP
45	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Average Annual Turnover of Company/ Firm/ Consortium from Consultancy* for Previous 3 Audited Financial Years: Rs 50 Crore	Understanding the high importance of this assignment, we request to increase average annual turnover criteria to Rs 100 Crore	As per RFQ cum RFP
46	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	General instructions: If audited financial sheets for FY 2022-23 are not available, in that case, the bidder has to submit un-audited/ Provisional financial sheets for FY 2022-23 certified by the chartered accountant. Failure to do so would be considered as a non-responsive bid.	As per our Organisation's guidelines, sharing of provisional financial statements is not permissible. Therefore, we request to consider FY 2022-23 financial statements in case of unavailability of FY 2021-22 audited financial sheets	As per RFQ cum RFP

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47	RFQ cum RFP	3.3	Project Team	Post Graduate degree in Finance having more than five years of relevant experience (after Post Graduation) in work related to PPP projects.	We request you to consider cumulative experience of more than 5 years of relevant PPP projects and post graduation in MBA. ☐	As per RFQ cum RFP
48	RFQ cum RFP	3.3	Project Team	Post Graduate degree in Finance having more than five years of relevant experience (after Post Graduation) in work related to PPP projects.	Post Graduate degree in MBA or urban planning having more than five years of relevant experience (after Post Graduation) in work related to PPP projects.	As per RFQ cum RFP
49	RFQ cum RFP	3.3	Project Team	The bid evaluation shall be done based on the profiles of following key personnel: 1) Finance cum PPP Expert 2) Infrastructure Expert	Since the scope of work entails assessing investment opportunities and Provide research and advisory assistance etc., it is requested to add following expert as part of proposed team: BE or B.Tech with MBA with more than 15 years of relevant experience in Investment promotion, Policy formulation & implementation and Research works.	As per RFQ cum RFP
50	RFQ cum RFP	3.7	Property of the Authority	All data collected, financial models developed with all linking sheets for this assignment would be the property of the Authority and to be submitted to the Authority in soft copies and in hard copies, in whichever form it is available as and when required by the Authority and along with the final report.	This shall exclude any pre-existing intellectual property rights of the consultant that are used for performance of the services.	As per RFQ cum RFP
51	RFQ cum RFP	3.9	Property of the Authority	ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. Onsite deployment of team is not required, however, team members shall be available for presentations and meetings;	Kindly confirm whether the team is mandated to be deployed at Client Office as mentioned under 3.3 Project Team or will work remotely	Corrigendum 1: ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. The team shall be deployed onsite throughout the assignment
52	RFQ cum RFP	4.3.2	Technical Evaluation	The projects submitted for Technical Qualification shall be different from the projects submitted in the Pre-qualification Evaluation.	We request you to kindly amend this clause as: 'The projects submitted for Technical Qualification may be same as the projects submitted in the Pre-qualification Evaluation.'	As per RFQ cum RFP

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53	RFQ cum RFP	4.3.2	A. Technical Evaluation	3. Experience of Key Professionals	We request to mention scoring breakup for Key Personnel	As per RFQ cum RFP
54	RFQ cum RFP	4.3.2	A. Technical Evaluation	Notes: 2. The projects submitted for Technical Qualification shall be different from the projects submitted in the Pre-qualification Evaluation.	We request to remove this clause	As per RFQ cum RFP
55	RFQ cum RFP	4.5.1	Availability of Personnel	The Authority will not consider substitutions of Personnel other than reasons such as death or medical incapacity.	Kindly consider the provisions for substitutions of Personnel under normal circumstances, considering the substitution made shall be equivalent or better than resource proposed previously	As per RFQ cum RFP
56	RFQ cum RFP	4.5.2	In the event, the Bidder substitutes Project Team other than reasons such as death or medical incapacity or if it is established that Personnel were offered in the Bid without confirming their availability, the Bidder shall be disqualified.	In the event, the Bidder substitutes Project Team other than reasons such as death or medical incapacity or if it is established that Personnel were offered in the Bid without confirming their availability, the Bidder shall be disqualified.	Though the firm at all times endeavours to maintain the same staff throughout the project duration, the decision by the individual staff members at certain instances are beyond the control of the firm. We, therefore, request you to remove the disqualification clause.	As per RFQ cum RFP
57	RFQ cum RFP	4.10.1	Commencement of assignment	The Consultant shall commence the Services at the Project site within 7 (seven) days of the date of the Agreement, or such other date as may be mutually agreed.	Request for Project commencement from 2 weeks from agreement signing to mobilize team effectively	As per RFQ cum RFP
58	RFQ cum RFP	Annexure 1 (A)	Format for Pre-Qualification Proposal (General Information)	6) If 100% owned subsidiary incorporated in India, whether the applicant has an undertaking from the parent company that they will provide financial / technical support to subsidiary for Forest & Environment's consultancy work , if awarded based on this document. [Refer: Annexure 1 (G), 1(H)]	Request to clarify technical support required to be provided to subsidiary for Forest & Environment's consultancy work,	Clarification: 6) If 100% owned subsidiary incorporated in India, whether the applicant has an undertaking from the parent company that they will provide financial / technical support to GIDB, if awarded based on this document. [Refer: Annexure 1 (G), 1(H)]
59	RFQ cum RFP	Annexure 1 (A)	Format for Pre-Qualification Proposal (General Information)	8) Have your company/ firm suffered bankruptcy/ insolvency in the last five years? (Please support with undertaking) [Refer: Annexure 1 (D)]	Please modify the clause as: Have your company/ firm suffered bankruptcy/ insolvency in the last five years to the best of your knowledge? (Please support with undertaking)	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
60	RFQ cum RFP	Annexure 1 (A)	Format for Pre-Qualification Proposal (General Information)	9) Is your company/ firm currently blacklisted by any government (Central, State, ULBs)/ funding agencies (World Bank, ADB, JBIC, DFID, etc.)/ Public Sector Undertaking? (Please support with undertaking) [Refer: Annexure 1 (E)]	Please modify the clause as: To the best of your knowledge, is your company/ firm currently blacklisted by any government (Central, State, ULBs)/ funding agencies (World Bank, ADB, JBIC, DFID, etc.)/ Public Sector Undertaking for the work performed by you? (Please support with undertaking)	As per RFQ cum RFP
61	RFQ cum RFP	7	Liquidated Damages for late submission	7.1 Performance Security 7.1.1 The Authority shall retain by way of performance security (the "Performance Security"), 3% (Three per cent) of all the amounts due and payable to the Consultant, to be appropriated against breach of this Agreement or for recovery of liquidated damages as specified in Clause 7.2.	Since our work is heavily dependent on receiving timely inputs from the Client, and various stakeholder departments, request to please remove this clause.	As per RFQ cum RFP
62	RFQ cum RFP	17	Indemnity	The Consultant shall indemnify the Authority and every members, officers and employees of the Authority, against all actions, proceedings, claims, demands, costs and expenses whatsoever arising out of or, in connection with various matters and against all actions, proceedings, claims, demands, costs and expenses whatsoever arising out of any negligent act or omission or failure by consultants in the performance of Consultant's obligation under this Agreement.	Request to please delete this clause since as per our policies, we do not provide any indemnities.	As per RFQ cum RFP
63	RFQ cum RFP	-	-	-	Request you to please add following clauses: The Authority shall indemnify and hold harmless the Consultant for all losses and claims arising in connection with any third party claim in relation to or pursuant to the contract or the services.	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
64	RFQ cum RFP	-	-	-	<p>Request you to please add following clauses:</p> <p>The Authority shall not disclose to any third party the advice, opinions, reports or other work product of the Consultant provided hereunder without the prior express written consent of the Consultant.</p>	As per RFQ cum RFP
65	RFQ cum RFP	-	-	-	<p>Request you to please add following clauses:</p> <p>The Authority shall be solely responsible for, among other things: (i) making all management decisions and performing all management functions; (ii) designating one or more individuals who possess suitable skill, knowledge, and/or experience, preferably within senior management to oversee the services; (iii) evaluating the adequacy and results of the services; (iv) accepting responsibility for the results of the services; and (v) establishing and maintaining internal controls, including, without limitation, monitoring ongoing activities.</p>	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
66	RFQ cum RFP	-	-	-	<p>Request you to please add following clauses:</p> <p>The Consultant may terminate this contract by a written notice to the Authority if the Consultant determines that a law, regulation or anything having a similar import, or a circumstance (including cases where the Authority's ownership or constitution has changed), makes the Consultant 's performance of the contract impermissible or in conflict with independence or professional rules applicable to the Consultant . Upon termination, the Authority agrees to pay the Consultant for all services performed up to the effective date of termination.</p>	As per RFQ cum RFP
67	RFQ cum RFP	-	Reimbursement of Out of Pocket Expenses	-	<p>Considering the nature of the assignment, it may require travelling and coordination for data collection and conducting meetings with stakeholders. In this regard, we seek clarity on expenses and whether such expenses will be reimbursed by the client as per actuals?</p>	As per RFQ cum RFP
68	RFQ cum RFP	2.11.5	Envelope B - The Technical Proposal	<p>Higher rating will be given to nominated experts from the consulting firm and associated consulting firms, if any, who are regular full-time employees. The Authority defines a regular full-time employee to be a person who has been employed continuously by the Consultant or one of its Associates, for more than twelve (12) months prior to the date of submission of the Proposal.</p>	<p>We kindly request the authority to consider the removal of this requirement mandating resources who are Full Time Employees (FTE). Instead, we propose allowing the flexibility to on-board resources from the open market. This modification would enable us to deploy resources and subject matter experts (SMEs) that are better suited and more compatible with the department's needs and project execution requirements.</p>	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
69	RFQ cum RFP	2.20.5	Bid security	The Bid Security of the unsuccessful bidders would be returned back within one month of issuance of LOA to the successful bidder. The Bid Security of the successful bidder would be returned at the end of 3 (three) months after the expiry of this Agreement in accordance with the provisions thereof.	The Bid Security of the unsuccessful bidders would be returned back within one month of issuance of LOA to the successful bidder. The Bid Security of the successful bidder would be returned after submission of performance security.	As per RFQ cum RFP
70	RFQ cum RFP	2.21.3	Performance Security	The Selected Bidder shall provide Performance Security within 15 (fifteen) days of Letter of Award from the Authority.	The selected bidder shall provide Performance Security within 15 (fifteen) working days of letter of award from the authority.	As per RFQ cum RFP
71	RFQ cum RFP	2.21.8	Performance Security	The Performance Security deposit shall be paid in time and if it is paid after fifteen (15) days from the date of issuance of LOA then the penalty of 0.065% per day of the amount of security deposit shall be recovered from the bidder while receiving the security deposit.	The Performance Security deposit shall be paid in time and if it is paid after fifteen (15) working days from the date of issuance of LOA then the penalty of 0.065% per day of the amount of security deposit shall be recovered from the bidder while receiving the security deposit.	As per RFQ cum RFP
72	RFQ cum RFP	2.22.4	Eligibility criteria- PMU Experience	Minimum two completed and two on-going infrastructure projects in working as Program Management Unit for minimum two years with Central Government/ State Government Agencies.	Minimum two completed and two on-going infrastructure projects in working as Program Management Unit/Project Management Consultancy/ Project implementation unit / equivalent projects for minimum one year with Central Government/ State Government Agencies/ PSUs/ ULBs/SPVs	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
73	RFQ cum RFP	2.22.5	Pre-qualification / Eligibility criteria- Financial strength	Average Annual Turnover of Company/ Firm/ Consortium from Consultancy* for Previous 3 Audited Financial Years - Minimum Value Rs. 50 crore	<p>Given the importance of the project (PMU to GIDB), a financially strong bidder should be preferred. Hence, we Request the authority to Modify the clause as below .</p> <p>Average annual turnover of the firm for last 3 financial years 2020-21, 2021-22, 2022-23 – Maximum 10 Marks:</p> <p>Turnover <100 crore – 3 marks 100 – 250 crore – 6 marks 250 - 500 crore – 8 marks >500 crore – 10 marks.</p> <p>As per clause 4.3.2 sr.no. 3 Marks allotted for two staff is higher, we request authority to reduce the marks of staff from 40 to 30 and allot 10 Marks for the scoring criteria of Turnover.</p>	As per RFQ cum RFP
74	RFQ cum RFP	3.1	Terms of reference	<ul style="list-style-type: none"> · Advise on Concession agreements which detail the risk allocation in a public private partnership. · Providing legal framework for selection of Developers through international competitive bidding and challenge route. 	<p>“Notwithstanding anything to the contrary, kindly note that we do not provide any legal services directly or indirectly since we are not permitted to provide the same. Our scope is limited to technical/commercial aspect and our services will not include provision of any legal services or legal advice. No work performed by our employees shall be construed as legal service/legal advice.”</p>	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
75	RFQ cum RFP	3.2	Scope of work	<ul style="list-style-type: none"> · Preparation of PPP database and implementation of PPP institutional framework. · Support in reviewing concession agreements and preparing review reports. · Compilation of investment opportunities in various infrastructure sectors and preparing sector based policy interventions for the State. · Sectoral research and benchmarking for best practices by undertaking study of practices and learnings from other states/ private sector pertaining to infrastructure sectors. · Compilation/preparation of standard bid documents/MCAs/Toolkits for different sectors. · Revamping content for GIDB website and its regular update. · Preparation of Bidding documents (RFP) and assisting in bid process management and evaluation process. Support in pre-bid management and response preparation · Designing Capacity Building Programs on PPP and other relevant topics for the GoG Officers. 	Since scope is exhaustive, we request to increase the team size to at least 3 members to ensure effective and efficient delivery.	As per RFQ cum RFP
76	RFQ cum RFP	3.2	Scope of Work	Organizational restructuring/benchmarking of GIDB and future roadmap	This is an open ended scope and the desired skill sets to be deployed to deliver the said scope shall be different from the project team, proposed team members will not possess the requisite qualification and experience, and it requires Subject Matter Expert (SME) for undertaking the task. We request authority to allow SMEs as additional resources at additional payment at time of such task to be undertaken.	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
77	RFQ cum RFP	3.3	Project Team	Finance cum PPP Expert - Post Graduate degree in Finance having more than five years of relevant experience (after Post Graduation) in work related to PPP projects.	Finance cum PPP Expert - Post Graduate degree in Finance or equivalent having more than five years of relevant experience (after Post Graduation) in work related to PPP projects.	As per RFQ cum RFP
78	RFQ cum RFP	3.9	Responsibilities of the consultant	iv) The Consultant shall bear data collection expense, out of pocket expenses for meetings, consultations and other relevant for carrying out the assignment, except categorically specified;	Authority is requested to delete this clause as bidder do not have sufficient clarity on quantum of data to be procured, frequency of travel, etc. It is suggested that the clause be kept under the responsibilities of the authority.	As per RFQ cum RFP
79	RFQ cum RFP	3.3	Project Team	These two members shall be deployed at GIDB office on all working days of the State Government and shall undertake the work as per the scope.	We request Authority to provide clarity on whether it is onsite or offsite deployment of the manpower	Corrigendum 1: ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. The team shall be deployed onsite throughout the assignment
80	RFQ cum RFP	3.9	Responsibilities of the Consultant	ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. Onsite deployment of team is not required, however, team members shall be available for presentations and meetings;	We request Authority to provide clarity on whether it is onsite or offsite deployment of the manpower	Corrigendum 1: ix) The Consultant shall ensure that its manpower/ Project Team proposed shall be available on all working days of Government of Gujarat (including working Saturdays) whenever required. The team shall be deployed onsite throughout the assignment
81	RFQ cum RFP	4.3.2	Technical Evaluation	1. Finance cum PPP Expert- 20 marks 2. Infrastructure Expert- 20 marks	Please provide break up of 20 marks each for Finance cum PPP Expert and Infrastructure Expert to avoid subjective evaluation	As per RFQ cum RFP
82	RFQ cum RFP	4.3.5	Weightage of Technical and Financial Bid	The score of technical proposals would be given 70% weightage and that of the financial proposals would be given 30% weightage. The weighted total score of both the Technical and Financial proposals shall be used to rank the Consultants. The first ranked consultant may then be called for negotiations.	As it is a prestigious project which involves various state departments, we request GIDB to have evaluation weightage as 80:20 instead of 70:30 for Technical and Financial score enabling a higher qualitative and technical evaluation.	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
83	RFQ cum RFP	1a & b		<p>Projects/ Firm's eligible project experience without the proof of experience as mentioned below will not be considered for evaluation:</p> <p>a. At least for Completed Projects:</p> <p>i. Work Order, or</p> <p>ii. Agreement, AND</p> <p>iii. Completion Certificate, or</p> <p>iv. A Certificate from Chartered Accountant/ Auditor having Unique Document Identification Number (UDIN) confirming the receipt of full payment from the Client);</p> <p>b. At least for On-going Projects:</p> <p>i. Work Order, or</p> <p>ii. Agreement AND</p> <p>iii. Statutory Audited Statement of last two Payment received, or</p> <p>iv. A Certificate from Chartered Accountant/ Auditor having Unique Document Identification Number (UDIN) confirming the receipt of payment from the Client).</p>	To support the commencement of the projects, in addition to the work order or contract, we request that the Letter of Intent (LoI) or Letter of Award (LoA) to be considered as well.	As per RFQ cum RFP
84	RFQ cum RFP	7.2.1	Liquidated Damages for late submission	<p>In case the above reports are not submitted within the period stipulated as above due to reasons attributable to the Consultant, the consultants will be liable to pay at the discretion of the client, a liquidated damages to the client of 0.5% per week on the contract price subject to maximum of 10% reckoned on the Total Price of the Services. Fraction of a week will be considered as a full week for the purpose of liquidated damages calculations.</p>	<p>In case the above reports are not submitted within the period stipulated as above due to reasons attributable to the Consultant, the consultants will be liable to pay at the discretion of the client, a liquidated damages to the client of 0.5% per week amount payable against relevant deliverables (excluding the delay in providing the data, time taken for receiving/providing inputs/decision/action by the client) subject to maximum of 10% reckoned on the Total Price of the relevant deliverables. Fraction of a week will be considered as a full week for the purpose of liquidated damages calculations.</p>	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
85	RFQ cum RFP	1.4	Schedule of the bidding process	Presentation by bidders	Since there is separate presentation to be made, we request authority to kindly allow direct presentation instead of A&M document	As per RFQ cum RFP
86	RFQ cum RFP	2.7	Request For Qualification cum Request for Proposal Document	Approach Paper on Methodology and Work Plan for Performing the Assignment	Since there is separate presentation to be made, we request authority to kindly allow direct presentation instead of A&M document	As per RFQ cum RFP
87	RFQ cum RFP	2.11.5	Envelope B - The Technical Proposal	General approach and methodology and work and staffing schedule (maximum 20 pages inclusive of charts and graphs) in the format of Annexure 5.	Since there is separate presentation to be made, we request authority to kindly allow direct presentation instead of A&M document	As per RFQ cum RFP
88	RFQ cum RFP		General		We request authority to extend the last date of submission by at least three working weeks from the release of Pre-Bid clarifications to help us compile most competitive bid as per provisions of RFP & pre-bid clarifications.	Corrigendum 2: Clause 1.4: Last Date of Submission of RFQ cum RFP (a) Submission of Financial Bid (online): 07 October 2024 (b) Submission of Technical Bid (Hard Copy): 08 October 2024 Opening of Technical Bids: 08 October 2024

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
89	RFQ cum RFP	2.22.4	Pre – qualification / Eligibility criteria for the applicants - Technical Strength	<p>Category: Minimum Desired Experience in last 10 years for any of the Indian States/ UTs/ Central Ministries/ Multilateral agencies</p> <p>- Program Management Unit Experience: Minimum two completed and two on-going infrastructure projects in working as Program Management Unit for minimum two years with Central Government/ State Government Agencies.</p> <p>- Public Private Partnership Related Work: At least two projects pertaining to giving bid advisory services (end to end: bid documents drafting, bid evaluation, concession agreement negotiation) on PPP related work to the Government offices.</p> <p>- Financial Analysis: At least one project containing work related to conducting financial feasibility, financial analysis for various PPP infrastructure projects.</p> <p>Note: 1. Detailed Engineering Projects, Engineering Design based projects shall not be considered. 2. The projects awarded by Industry Associations or private organizations will not be considered. 3. The Project/Assignment Fee shall be at least</p>	<p>1. For the DPR project whose contract for civil work is to be prepared for PPP mode, financial analysis is under scope of DPR consultants, hence we request the authority to kindly consider the project of detailed engineering projects, and engineering design of government projects and waived off the requirement of project / assignment fee.</p> <p>2. In case of consortium, we understand the Pre – qualification / Eligibility criteria should meet by jointly by both the consortium members.</p>	As per RFQ cum RFP

S.N.	Refer Document (RFQ cum RFP)	Clause No.	Subject	As per Bidding document	Clarification sought	Clarifications to be given by the Authority
90	RFQ cum RFP	2.22.5	Pre – qualification/ Eligibility criteria for the applicants - Financial Strength	Financial Capacity: Minimum Value - Average Annual Turnover of Company/ Firm/ Consortium from Consultancy* for Previous 3 Audited Financial Years: Rs 50 Crore - Net worth of Applicant firm/ Lead Member from Consultancy during last Audited Financial Years [FY 2022-23]: Rs 25 Crore - Net worth of all Consortium Members from Consultancy during last Audited Financial Years [FY 2022-23]: Positive Net Worth	1. Considering the nature of assignment and project requirement, we respectfully request the authority to consider revising the average annual turnover requirement as ₹10 Crore instead of 50 crore. 2. As per the Financial Capacity Table, the net worth requirement for the Applicant Firm / Lead Member is set at 50% of the average annual turnover of the applicant firm / company / consortium for the previous three audited financial years. This threshold appears to be on the higher side, kindly relax the same.	As per RFQ cum RFP