

## 'Kannur City Road Improvement Project'

### Request for Proposal for providing Transaction Advisory Services for Development of Kannur City Road Improvement Project under PPP (DBFOT-

### Reply to Pre-bid Queries

Ref: No. 4270/SE-I/KRFB/2021

Pre-bid Meeting Date: 17.08.2021

Venue: KRFB Corporate Office

SN	Reference (Clause/ page)	Query	Request for Clarification	Reply to pre-bid query
1.	<b>Clause 2.1, Page no. 7</b>	<b>2.1 – Scope of Proposal Clause 2.1.1</b> Detailed description of the objectives, scope of services, deliverables and other requirements relating to these transaction advisory services are specified in this RFP. In case a bidding firm possesses the requisite experience and capabilities required for undertaking the service, it shall participate in the Selection Process as sole firm only in response to this invitation. Consortium or sub-consultancy is not permitted. The manner in which the Proposal is required to be submitted, evaluated and accepted is explained in this RFP	The RFP doesn't allow consortium or Sub-Consultancy. We request the authority to allow bidders to have a Sub-Consultant arrangement for key personnel to be positioned as <b>Legal Expert</b> . Consultancy firms cannot undertake legal work and hence this work needs to be sub-contracted to a legal firm. Accordingly, we request the authority to allow subconsultant only for this case.	RFP Prevails
2.	<b>Clause 2.2, Page no. 8</b>	<b>2.2 – Conditions of Eligibility of Applicants</b> <b>2.2.2 (A) – Technical Capacity</b> The Applicant shall have, over the past 5 (five) years preceding the PDD, undertaken Transaction Advisory for a minimum of 3 (three) PPP Projects in the infrastructure sector of which atleast one should be in the Roads sector.	Owing to the pandemic over the last 15 months, limited transactions have been completed. In view of this, bandwidth of 10 years will allow the consultant to showcase past projects. Also, in addition to the existing technical capacity criteria, we request the client to consider Consultants experience in undertaking Transactions Advisory for transactions of more than 10,000 Cr (PPP/EPC) in Road Sector in last 5 years. This would enable better competition and selection of bidder with substantive experience in undertaking transactions for large mandates in the road sector. Given the above, we request the Authority to kindly change the clause as follows: A) The Applicant shall have, over the past <b>10 (ten) years</b> preceding the PDD, undertaken Transaction Advisory for a minimum of 3 (three) PPP Projects in the infrastructure sector of which atleast one should be in the Roads sector. B) The Applicant shall have, over 5 (five) years preceding the PDD, undertaken transactions of more than <b>5,000 Cr (PPP/EPC)</b> in the <b>Road sector</b> .	RFP Prevails

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3.	Clause 2.2, Page no. 8	<p><b>2.2 – Conditions of Eligibility of Applicants</b></p> <p><b>2.2.2 (B) – Financial Capacity</b></p> <p>The annual turnover of the Applicant from its operations in India during each of the three financial years preceding the PDD should be more than Rs 10 crores.</p>	<p>In this regard, for better competition, we suggest Authority to increase the minimum turnover to 100 Cr. Given the above, we request the Authority to kindly change the clause as follows:</p> <p>The annual turnover of the Applicant from its operations in India during each of the three financial years preceding the PDD should be more than <b>Rs 100 crores</b>.</p>	RFP Prevails																																																			
4.	Clause 3.1, Page no. 23	<p><b>3.1 – Evaluation of Technical Proposals Clause 3.1.2</b></p> <p>The scoring criteria to be used for evaluation shall be as follows.</p> <p>3.1.2 The scoring criteria to be used for evaluation shall be as follows.</p> <p>I. Relevant experience (Transaction Advisory for at least 3 PPP projects in Infrastructure, of which at least one shall be in Roads sector during the past five years i.e. after 1.1.2016) 20</p> <p>II. Proposed Approach, Methodology &amp; Work Plan 30</p> <p>III. Key Professional Staff &amp; Qualifications</p> <p>    ✓ Team Leader &amp; Procurement expert 25</p> <p>    ✓ Financial Expert 15</p> <p>    ✓ Legal Expert 10</p>	<p>We understand that 20 marks have been allotted to relevant experience and 30 to Approach &amp; Methodology. Since relevant past experience is a better indicator to assess Bidder's capacity to undertake the said project, we request the client to reconsider the scoring split.</p> <p>Further, we suggest that the marks allotted towards relevant experience be split in accordance with the 2 categories suggested.</p> <p>Given the above, we request the Authority to kindly change the clause as follows:</p> <table border="1"> <thead> <tr> <th>SN.</th> <th>Criteria</th> <th>Scoring</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>Relevant experience</td> <td></td> </tr> <tr> <td></td> <td>A) Transaction Advisory for at least 3 PPP projects in infrastructure, of which at least one shall be in Roads sector during the past 10 years i.e. after 1.1.2011)</td> <td>25</td> </tr> <tr> <td></td> <td>B) Undertaken Transactions of more than 10,000 Cr (PPP/EPC) in Road sector in last 5 years</td> <td>5</td> </tr> <tr> <td>II</td> <td>Proposed Approach, Methodology &amp; Work Plan</td> <td>20</td> </tr> <tr> <td>III</td> <td>Key Professional</td> <td></td> </tr> <tr> <td></td> <td><input type="checkbox"/> Team Leader &amp; Procurement Expert</td> <td>25</td> </tr> <tr> <td></td> <td><input type="checkbox"/> Financial Expert</td> <td>15</td> </tr> <tr> <td></td> <td><input type="checkbox"/> Legal Expert</td> <td>10</td> </tr> </tbody> </table>	SN.	Criteria	Scoring	I	Relevant experience			A) Transaction Advisory for at least 3 PPP projects in infrastructure, of which at least one shall be in Roads sector during the past 10 years i.e. after 1.1.2011)	25		B) Undertaken Transactions of more than 10,000 Cr (PPP/EPC) in Road sector in last 5 years	5	II	Proposed Approach, Methodology & Work Plan	20	III	Key Professional			<input type="checkbox"/> Team Leader & Procurement Expert	25		<input type="checkbox"/> Financial Expert	15		<input type="checkbox"/> Legal Expert	10	<p>Clause 3.1.2 stands modified as</p> <table border="1"> <thead> <tr> <th>SN.</th> <th>Criteria</th> <th>Scoring</th> </tr> </thead> <tbody> <tr> <td>I</td> <td>Relevant experience</td> <td></td> </tr> <tr> <td></td> <td>A) Transaction Advisory for at least 3 PPP projects in infrastructure, of which at least one shall be in Roads sector during the past 10 years i.e. after 1.1.2011)</td> <td>30</td> </tr> <tr> <td></td> <td>Proposed Approach, Methodology &amp; Work Plan</td> <td>20</td> </tr> <tr> <td>II</td> <td>Key Professional</td> <td></td> </tr> <tr> <td></td> <td><input type="checkbox"/> Team Leader &amp; Procurement Expert</td> <td>25</td> </tr> <tr> <td></td> <td><input type="checkbox"/> Financial Expert</td> <td>15</td> </tr> <tr> <td></td> <td><input type="checkbox"/> Legal Expert</td> <td>10</td> </tr> </tbody> </table>	SN.	Criteria	Scoring	I	Relevant experience			A) Transaction Advisory for at least 3 PPP projects in infrastructure, of which at least one shall be in Roads sector during the past 10 years i.e. after 1.1.2011)	30		Proposed Approach, Methodology & Work Plan	20	II	Key Professional			<input type="checkbox"/> Team Leader & Procurement Expert	25		<input type="checkbox"/> Financial Expert	15		<input type="checkbox"/> Legal Expert	10
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5.	Clause 3.1, Page no. 23	<p><b>3.1 – Evaluation of Technical Proposals Clause 3.1.2</b></p>	<p>We understand that 10% of the marks allotted to key personnel will be on the basis of Experience in the region. However, keeping the experience confined to Kerala will limit the experience of Key Personnel to the State.</p>																																																				

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		<p>The number of points to be assigned for each of the above position shall be determined based on the following criteria:</p> <table border="0"> <tr> <td>i. General qualifications</td> <td>30%</td> </tr> <tr> <td>ii. Adequacy of relevant experience</td> <td>60%</td> </tr> <tr> <td>iii. Experience in region</td> <td>10%</td> </tr> </table>	i. General qualifications	30%	ii. Adequacy of relevant experience	60%	iii. Experience in region	10%	<p>Hence, we suggest the Authority to consider Pan India experience with relevant projects and consider "Years with Firm" as a scoring criterion instead.</p> <p>Given the above, we request the Authority to kindly change the clause as follows:</p> <table border="1"> <thead> <tr> <th>S.N.</th> <th>Criteria</th> <th>% of scoring</th> </tr> </thead> <tbody> <tr> <td>i.</td> <td>General Qualification</td> <td>30%</td> </tr> <tr> <td>ii.</td> <td>Adequacy of relevant experience</td> <td>60%</td> </tr> <tr> <td>iii.</td> <td>A least 2 years with the firm</td> <td>10%</td> </tr> </tbody> </table>	S.N.	Criteria	% of scoring	i.	General Qualification	30%	ii.	Adequacy of relevant experience	60%	iii.	A least 2 years with the firm	10%	<p>The clause 3.1.2 (iii) experience in region - 10% stands modified as follows: At least 2 years with the firm - 10%</p>																		
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6.	<p><b>Clause 3.4, Page no. 24</b></p>	<p><b>3.4 – Combined and Final Evaluation Clause 3.4.1</b> The total score shall be obtained by weighting the quality and cost scores and adding them. The proposed weightings for quality are 75 Points and cost shall be 25 Points. The firm obtaining the highest total score shall be invited for negotiations. If 'T' is the total marks scored in Technical Proposal, and 'F' is the marks scored for the Financial Proposal. The final weighted score will be: <math>0.75*T + 0.25*F</math>.</p>	<p>We understand that as per the evaluation criteria, selection of bidder shall be on QCBS with Tech : Fin – 75:25. We would like the authority to relook the QCBS ratio if feasible and suggest to modify it as Tech : Fin – 80:20. This will enable more weightage to firm's experience and capability during the selection process.</p> <p>Accordingly, we request the authority to reconsider the QCBS criteria.</p>	RFP Prevails																																				
7.	<p><b>Clause 3, Page no. 33</b> <b>Clause 4, Page no. 34</b></p>	<p><b>Clause 3 – Deliverables Point A – Inception Report</b> On commencement of the Consultancy, the TA shall prepare and submit an Inception Report (the "Inception Report"). The Inception Report shall be a further elaboration of the TA's submissions towards understanding of the RFP, the methodology to be followed and Work Plan, etc.</p> <p><b>Clause 4.2</b></p> <table border="1"> <thead> <tr> <th>SN.</th> <th>Deliverables/Milestones</th> <th>Timelines from effective date of Agreement (Cumulative)</th> <th>Payment % of total fee</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Financial Viability Analysis, Project Implementation Structure &amp; Financial Model</td> <td>3 Weeks</td> <td>20%</td> </tr> </tbody> </table>	SN.	Deliverables/Milestones	Timelines from effective date of Agreement (Cumulative)	Payment % of total fee	1	Financial Viability Analysis, Project Implementation Structure & Financial Model	3 Weeks	20%	<p>As per Clause 3 - Pt. A, Inception Report also forms a part of the Deliverables and has not been accounted for in Clause 4.2 as a Deliverable/Milestone.</p> <p>In view of the above, following time &amp; payment schedule is suggested:</p> <table border="1"> <thead> <tr> <th>SN.</th> <th>Deliverables/Milestones</th> <th>Timeline from effective date of Agreement (Cumulative)</th> <th>Payment % of total fee</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Inception Report</td> <td>1 Week</td> <td>5%</td> </tr> <tr> <td>2.</td> <td>Financial Viability Analysis, Project Implementation Structure &amp; Financial Model</td> <td>4 Weeks</td> <td>25%</td> </tr> <tr> <td>3.</td> <td>Preparation and submission of bid documents including RFQ, RFP &amp; Draft Concession Agreement, Support agreement</td> <td>5 Weeks</td> <td>30%</td> </tr> <tr> <td>4.</td> <td>Receipt of Bids and Submission of Bid</td> <td>2 months from the date of approval of</td> <td>15%</td> </tr> <tr> <td>5.</td> <td>Signing of Concession Agreement</td> <td>0.5 month from the date of issue of LOA</td> <td>15%</td> </tr> <tr> <td>6.</td> <td>On achievement of Financial Closure by the concessionaire</td> <td>-</td> <td>10%</td> </tr> </tbody> </table>	SN.	Deliverables/Milestones	Timeline from effective date of Agreement (Cumulative)	Payment % of total fee	1	Inception Report	1 Week	5%	2.	Financial Viability Analysis, Project Implementation Structure & Financial Model	4 Weeks	25%	3.	Preparation and submission of bid documents including RFQ, RFP & Draft Concession Agreement, Support agreement	5 Weeks	30%	4.	Receipt of Bids and Submission of Bid	2 months from the date of approval of	15%	5.	Signing of Concession Agreement	0.5 month from the date of issue of LOA	15%	6.	On achievement of Financial Closure by the concessionaire	-	10%	RFP Prevails
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8	1.1.3 Page-4	The road development is planned including land acquisition.	We understand that the land acquisition is completed and the Project Report is ready and hence land acquisition process is not included in the scope of work of the bidder Please clarify	Land acquisition is not the scope of bidder
9	2.1.1 Page-7	Consortium or sub- consultancy is not permitted PI refer scoringcriteria clause 3.12-III sub clause-iii Experience in region has 105weightage in awarding marks	Experience in region 3.12-Key Professional staff &Qualifications 1.Consortium may please be allowed. This will help the bidders to propose and make available key professionals with experience in the region, to carry out the assignment. 2.The bidder may please be allowed to hire/select experts,having experience in the region,to include in the Key professional staff	RFP prevails
10	TOR 1.1.5 Page 31	Preparation of RFP Document	We understand that only one RFP is to be prepared for all the Roads mentioned in the Tender.	Yes
11	2.22.1 Page 21	Negotiations The selected Bidder may,if necessary be invited for negotiations.The negotiations shall generally not be limited to reducing the price of the proposal, but will also be for re-confirming the obligations of the TA under this RFP.Issues such as deployment of Key personnel, understanding of key the RFP, methodology and quality of the work plan shall be discussed during negotiations.	Please clarify whether the Key personnel is to be deployed at KRFB office/site office during the entire period of the contract	RFP prevails.
12	2.22.2	THE authority will examine the CVs of all other Professional Personnel and those not found suitable shall be replaced by the Bidder to the satisfaction of the Authority	Shall we also submit the CVs at the time of submission of Bid, for other selected professional personnel associating with the project, other than the three Key personnel.	The CVs of sub professional staffs shall be submitted after issue of LOA.

13	4.1 Page 33	Time and payment schedule Subject to the provisions of Clause 10 of the TOR, the total duration for the Scope of Services shall be four (4) months, excluding the time taken by the Authority in providing the requisite documents or in conveying its comments and approval on the deliverables. The TA shall deploy the Key Personnel as per the deployment of manpower proposed.	1. The mentioned clause 10 of the TOR is not in the TOR. The TOR has only up to clause 9. 2. The total work period of 4 months seems to be very short. Hence it is requested to increase the period to at least 6 months. 3. Considering the time required for receipt of query and Govt. approvals etc., The total contract period may be fixed as 10 months. 4. Whether to deploy the team at KRFB office or site office.	1. shall be substituted with clause 9 2. No change-RFP prevails. 3. No change-RFP prevails. 4. RFP prevails.
14	Financial capacity, Clause no. 2.2.2(b) Page no. 8	The Annual Turnover of the Applicant from its operations in India during each of the three financial years preceding the PDD should be more than Rs. 10 crores	We request you to kindly consider Average Annual Turnover of last 03 Financial Year.	RFP prevails.
15	Pre – Proposal Conference Clause no. 1.10 Page no. 6	The date, time and venue of Pre-Proposal Conference shall be: Date: 17.08.2021 Time: 11.00 AM Venue: Conference Hall, Corporate Office, Kerala Road Fund Board, TC 27/287, Sports Complex, Chandrasekharan Nair, Stadium, Palayam, Thiruvananthapuram	We request you to kindly allow Online/ Virtual Meeting due to Covid-19 situation in the country.	All restrictions in Kerala have been lifted, hence no change
16	Instructions to Bidders – Scope of Proposal Clause No. 2.1.1 Page No. 7	Consortium or sub - consultancy is not permitted.	We request you to kindly allow Joint Venture to enhance the Qualification of the bidder.	RFP prevails

17	Page#35, Team Leader cum procurement expert, Essential experience	Minimum 3 years as procurement specialist in similar projects and has handled bid process management including preparation of RFQ and RFP, bid marketing.	We kindly request to waiver of the procurement experience in order to ensure an inclusive participation foreligible bidders who have core experience in infrastructure / PPP truncation advisory domain. We are committed to support procurement function given our experience on working on the Govt. mandates and also will deploy a person for assistance on procurement ( if required). This will promote a healthy and competitive bidding	RFP prevails
18	Page # 33, 4.1, Time Schedule & Payment	Total duration for scope of services mentioned is 4 months.	Request you to kindly clarify the duration for scope of services as on page # 49, Work, Schedule, duration of assignment mentioned is 6 months. Hence, requested to provide clarity.	Appendix 6 may be read in conjunction with Article 4.3 .Duration remains as 4 months.
19	Page # 6, 1.10, Pre Proposal Conference	It seems that for Pre- proposal conference, Bidder is request to be present in person on 17 <sup>th</sup> August, 11.00 at Corporate Office, Kerala Road Fund Board in Thiruvananthapuram.	Due to sudden surge in no. of Covid-19 cases in Kerala and be seen as hot spot. It will not be feasible to travel to Kerala in current scenario. Thus, we request to kindly conduct virtual conference for pre- proposal meeting	All restrictions in Kerala have been lifted, hence no change
20		The consultant raised the concern about the Force Majeure		In case of the delay in submission of reports occurred due to the reson which are not attributable to the consultant ,the authority may upon its discretion grand extension

Sd/-  
Chief Executive Officer  
Kerala Road Fund Board  
T.C. 27/284, Sports Complex, Chandrasekharan Nair Stadium,  
Palayam, Thiruvananthapuram - 695033