



**Infrastructure Corporation of Andhra Pradesh Limited
(INCAP)**

REQUEST FOR PROPOSAL (RFP)

For

Selection of Consultant (Sole Firm) for Providing Advisory Services for Development of Industrial Infrastructure, Including CFC's, Tiny Industrial estates, Flatted Factory Complexes Under MSE-CDP, Ministry of MSME in the State of Andhra Pradesh

(RFP Notice No. INCAP/ P/APMSME/Consultant/12/2021, dated: 07/05/2021)

RESPONSE TO QUERIES

Notice No. INCAP/P/ APMSME/Consultant/12/2021, Date: 18-05-2021.

**Vice Chairman and Managing Director,
Infrastructure Corporation of Andhra Pradesh Limited (INCAP)
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SI. No.	Item Description	Clarification Sought	Reply/ Clarification by INCAP
1.	Clause No. 1.2.2, Page No. 8	Where as in S.No (8) of Page No. 2, it is mentioned as “90 days from Proposal Due Date”. Please confirm.	The Bid Processing Fee shall have its validity up to 90 (Ninety) days from the Proposal Due Date (the “Proposal Due Date”)
2.	Clause No. 1.5.4, Page No. 9	It seems that, this is not completely pertaining to the present scope of services under this RFP. We understand that, the extent of retainer services are limited to the scope of services as stated in Section 2.1 of Page 12 & 13 of the RFP. We understand that the term “assistance in bid process management” is limited to the Scope indicated at Clause 2.1 (E) i.e. Selection of Technical Consultant(s) for Detailed Engineering Designs drawings, detailed cost estimates, etc., for various components for tendering works, as per the MSE CDP Scheme requirements. Please clarify.	RFP Clause Prevails
3.	Clause No. 1.5.6, Page No. 9	Kindly share the Draft Agreement.	RFP Clause Prevails

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4.	Clause No. 1.5.8, Page No.10	As per the Financial Proposal, we understand that the Project Manager proposed shall be available at APMSMEDC office only for a period of 4 man-days per month. So, we understand that the clause 1.5.8 (selected Consultant shall work in APMSMEDC office during all APMSMEDC office working days in a month) is applicable only for the proposed Project Consultant. Please clarify.	As per the RFP Document
5.	Clause No. 1.5.9, Page 10	In the cases wherein any change in law/regulation which make the Consultant unable to deliver the services, consultant may be allowed to terminate the contract. Request to consider adding the clause as below: "Consultant may terminate this Agreement by a written notice to the Authority if Consultant determines that a law, regulation or anything having similar import, or a circumstances (including cases where Authority's ownership or constitution has changed), makes Consultant performance of the Contract impermissible or in conflict with independence or professional rules applicable to Consultant." Please Consider.	RFP Clause Prevails

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6.	Clause No. 1.7.1, Page 10	In view of the ongoing Pandemic situation and GoAP decisions from time to time on movement of people, it is requested that, Proposal submission may be accepted through email (Technical & Financial Proposals – Password Protected).	RFP Clause Prevails
7.	Clause No. 2.1 (B) (c) Page No. 12	<p>Please note that, Preliminary Environmental Screening Analysis for a project will be done using the available secondary data and published maps like SOI topo sheets etc.</p> <p>We understand that the role of Retainer consultant in suggesting the way forward for EIA studies will be limited to sharing the NABET accredited consultants list in that category and drafting the Terms of Reference for EIA studies (if required) but not monitoring / reviewing the outcome of the EIA consultant(s). Please confirm</p>	RFP Clause Prevails

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8.	Clause No. 2.1.1 & Note (b) Page No 14	<p>Kindly note that, generally, States submit multiple proposals in various categories under MSE CDP Scheme. Since the scope includes the detailed studies including reconnaissance site visit and data collection, consultations with various stakeholders; handling the multiple proposals which are multi-disciplinary, with one(1) full-time resource i.e. Project Consultant might be difficult keeping the timelines for State Level and GoI steering committee reviews.</p> <p>Hence, in order to meet the initial requirements of INCAP/APMSMEDC and also MSE-CDP requirements, it is requested to consider at least two full time resources i.e., Two (02) Project Consultants to start with along with the Project Manager.</p>	RFP Clause Prevails
9.	Clause No .2.2.2, Page 14	<p>We understand that there is a typo in number of years and it should be read as follows:</p> <p>“Technical Capacity: The Applicant should have Experience of Two (02) Years in carrying out similar Project Advisory Services to at least two (02) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs”. In the above, similar project advisory services means preparation of DPRs and Project Proposals for Infrastructure Development Projects under MSE-CDP Scheme of Ministry of MSME, GOI. Please confirm. We also submit that, the agencies/firms which are</p>	<p>Technical Capacity: The Applicant should have Experience of Four (04) Years in carrying out similar Project Advisory Services to at least Two (02) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSE-CDP Scheme of Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIUS or any other Central Govt scheme.</p>

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		providing the PMU services for any Organization such as SIDBI etc.(for conceptualization and appraisal of proposals & DPRs), under the same MSE-CDP scheme shall not be permitted to submit the bid under this RFP, as there is a conflict (please refer Clause 2.3.1 of Page No. 15 of RFP). Please confirm.	
10.	Clause No. 2.2.2, Page 14	We understand from the RFP that, the role of the retainer consultant is to provide Advisory Services for Development of Industrial Infrastructure, Including CFC's, Tiny Industrial Estates, Flatted Factory Complexes Under MSE-CDP, Ministry of MSME in the State of Andhra Pradesh. As the requirements for preparation of DPR and Project proposal are different from one GOI scheme to another (like MSE CDP scheme requirements are entirely different than MIIUS and ASIDE scheme – which is no longer exists) and the present RFP is only meant for projects under MSE-CDP scheme of GOI, the technical capacity to be limited to MSE-CDP Scheme only. Please confirm.	RFP Clause Prevails

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<p>11.</p>	<p>Clause No. 2.12 & 2.12.2, Page No.19</p>	<p>.....The Consultant shall, subject to the limitation specified in Clause 2.9.3, be liable to the Authority for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it....</p> <p>We could not locate this in the RFP and understand that this is part of Draft Agreement to be enclosed. Please share the draft Agreement.</p>	<p>2.3 clause is added as follows</p> <p>2.3 Cost of Proposal</p> <p>The Applicants shall be responsible for all of the costs associated with the preparation of their Proposals and their participation in the Selection Process including subsequent negotiation, visits to the Authority etc. The Authority will not be responsible or in any way liable for such costs, regardless of the conduct or outcome of the Selection Process.</p>
<p>12.</p>	<p>Clause No. 2.3.2, Page No. 15</p>	<p>It is to submit that there is no clause to limit the Consultant's liability. We request to consider adding the clause as below: "Notwithstanding anything contained in the contract, Authority agrees that the Consultant shall not be liable to Client, for any losses, claims, damages, liabilities, cost or expenses ("Losses") of any nature whatsoever, for an aggregate amount in excess of the fee paid under the contract for the services provided under the contract, except where such Losses are finally judicially determined to have arisen primarily from fraud or bad faith of the Consultant. In no event shall the Consultant, be liable for any consequential (including loss of profit and loss of data), special, indirect, incidental, punitive, or exemplary loss, damage, or expense relating to the services provided pursuant to this Contract."</p> <p>Please Consider</p>	<p align="center">RFP Clause Prevails</p>

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13.	Clause No. 2.11, Page No. 19	We request to consider the amendment of the clause as below: The selected Consultant and its personnel shall not, either during the term or after expiration of this consultancy assignment/ proposal, disclose any proprietary or confidential information relating to the services, contract or business or operations of the Authority, without the prior written consent of the Authority. All documents submitted by the Consultant will be treated as confidential and will not be returned to Consultant. The confidentiality obligations shall survive the termination of this Contract / completion of services for a period of one (1) year. Please Consider	RFP Clause Prevails
14.	Clause No. 3.1, Table (B), Page No. 20	It is understood from 3.1 that, the Authority is giving more emphasis on the technical capabilities and past experience of the agency for undertaking this assignment in line with MSE CDP Scheme of Ministry of MSME, GOI (also please refer Clause 3.2, Page No. 20). Hence, the experience is to be specific and may be modified as below "Experience in preparing Project Proposals and DPRs under MSE CDP Scheme of Ministry of MSME, Government of India for State Governments or its undertakings/ agencies in last 5 years preceding PDD (Both completed & ongoing projects – In case of Ongoing Projects, Projects will only be consider eligible if final DPR is submitted to client) Two marks for each Final DPR". So, in order to fulfill the above, two marks for each DPR may be considered (10 Final DPRs x 2 marks = 20 Marks). In addition, additional weightage may be given for	RFP Clause Prevails

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		DPRs and Project proposals prepared for the MSME Projects in Andhra Pradesh (10 Final DPRs x 2 marks = 20 Marks).	
15.	Clause No. 3.1, Table (D), Page No. 20	Please refer note (b) in Clause 2.1.1: Key Personnel. We understand that, evaluation of this will be done on pro-rata basis.	As per the RFP Document
16.	Appendix-I, Form-6 Page No. 29	We understand that, an Eligible assignment/project means completion of Final DPR under MSE-CDP scheme of Ministry of MSME, GOI for one MSME Industrial Park. Please Confirm.	RFP Clause Prevails
17.	Appendix II Table: Page No. 32	As the time input for Project Manager is only 04 man-days per month, man-month heading is not applicable for this category. Hence, below modification is suggested. “Cost per each Month in Rs.” We understand that, the fee payable to the Consultant will only cover the cost of local travel from his/her residence to APMSMEDC Office in Vijayawada, telephone etc. In order to have clarity on the Financial Proposal, it is requested that, the Out of Pocket Expenses (OPEs) covering the above may be asked as a separate head (Item	RFP Clause Prevails

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(B) in the Table) in the Total Cost per Month (Excluding GST). Please consider.

The Authority (APMSMEDC) shall provide the necessary Office space along with Printing, Broadband and other such facilities for the Project Consultant.

As per the Clause 2.1 (D), Page No. 12 & 13, the retainer consultant to assist the corporation in preparatory exercise for various project review meetings at GoAP, State level Steering Committee Meetings, DC, MSME, GOI and attend along with officials of APMSME Development Corporation where ever required in the above review meetings at time of approvals under new MSE-CDP Scheme.

We request that at this stage, the bidder cannot assess the number of trips/sites visits per month, which are outside the O/o APMSME DC, Vijayawada during the course of the delivery of the assignment. Further, visits (includes meetings, site visits) to/for MSME DI (Vizag)/ SIDBI (or any other vetting agencies, FIs) / DC MSME (New Delhi) / other line Departments are also envisaged during the Retainer Assignment for each proposal.

Hence, all travel and transport and related expenses (except the local conveyance for the two Key Personnel) as mentioned above shall be reimbursed on actuals on a monthly basis along with claim of each monthly invoice (if applicable).

Kindly consider.

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<p>18.</p>	<p>Appendix II Note (4) Page No. 33</p>	<p>Is the agreement will be executed between INCAP and the selected Consultant and payments will be made by INCAP (Or) APMSMEDC? Please confirm. The highlighted text i.e., “.....on making a detailed presentation to the Authority/Government on their efforts made in making the project’s success to bring the projects to bidding stage/award stage” seems not relevant for the current assignment. As the initial period of consultancy services is two years, we request the Authority to consider the following on the retention money. “05% (five percent) of the monthly remuneration will be retained by APMSMEDC from the monthly invoices of the consultants towards satisfactory completion of the retainer consultancy services of the consultancy firms. This 05% (five percent) retained money will be returned to the consultancy firms on submission of consolidated services progress report covering the preceding quarterly period (within 1 month in the subsequent quarter) and on making a detailed presentation to the APMSMEDC.</p>	<p>RFP Clause prevails</p>
<p>19.</p>	<p>General</p>	<p>We understand that the new MSE -CDP scheme is under discussions at DC, MSME, Ministry of MSME, GoI for a likely revision and any revision will have a bearing on the advisory services to be carried out by the retainer consultant. In view of the above, the revised MSE CDP scheme (if any) to be discussed between APMSMEDC and the appointed consultant (at that time) as soon as it is</p>	<p>As per the RFP Document</p>

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		notified by the Ministry for mutual agreements on deployment of additional resources and delivery of assignment.	
20.	Page No. 12, clause 2.1.1	<p>We are requesting the authority to consider at least 3 nos. of resources (full time) including project consultant and part time Project Manager as mentioned in the RFP; 1. Infrastructure Expert (BE- Civil /MBA, 5 years of experience in preparing estimates, layout plan, demand & potential of Industrial Estates and stakeholder consultation) 2. Financial Expert (MBA, Finance, 5 years of experience in financial modelling and appraisal of DPRs) 3. Project Consultant (same as per RFP)</p> <p>The proposed two resources may not be adequate for the captioned scope. A DPR under MSE CDP scheme requires lot of activities such as market assessment, infrastructure assessment, stakeholder consultation, cost estimation etc along with liasioning with SIDBI, central nodal ministry for approval. Hence, one fulltime resource may not be adequate to fulfill all the requirement.</p> <p>We are proposing 4 nos. of resources including project consultant for preparing DPR and get it final approval from MSME, GoI.</p>	RFP Clause Prevails
21.	Page No. 14, clause 2.2.1	The authority may consider last 3 financial years ending FY 2020, as for FY 2021, audited balance sheets may not have been received by many firms due to covid-19 pandemic;	<p>Page no 26 form 3</p> <p>Pursuant to Clause 2.2.1</p>

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		<p>The Authority may amend the clause as below;</p> <p>Financial Capacity: The Applicant should have an decent annual turnover of INR 10.00 Crore or more in each one year of last three (03) years ending FY 2020.</p>	
<p>22.</p>	<p>Page No. 14, clause 2.2.2</p>	<p>The authority may clarify typographical errors as Two (04) Years in carrying out similar Project Advisory Services to at least two (04) State Government or State.</p> <p>The Authority should ideally consider those organizations with experience in preparation of DPRS which have already got final approval from MSME, Govt. of India, in place of preparing DPRs, those are not got approved yet.</p> <p>The Authority may amend the clause as below;</p> <p>Technical Capacity: The Applicant should have Experience of Four (04) Years in carrying out similar Project Advisory Services to at least Four (04) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSE-CDP Scheme and got approval from Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIUS or any other Central Govt. scheme and got final approval from ministry.</p>	<p>The Applicant should have Experience of Four (04) Years in carrying out similar Project Advisory Services to at least Two (02) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSE-CDP Scheme of Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIUS or any other Central Govt scheme</p> <p align="center">RFP Conditions Prevail</p>

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		<p>Preparing DPR for Infrastructure development under MSE-CDP scheme have started since 2008 and scheme was revised in 2013.</p> <p>We are requesting authority to consider those firms, who has prepared DPRs of ID projects under MSE-CDP and GoI has accorded final approval on the same.</p>	
<p>23.</p>	<p>Page No. 20, Clause 3.1</p>	<p>We are requesting authority to consider only DPRs, those got final approval from MSME, Govt. of India or 1st instalment of Central Grant released to the MSE-CDP project.</p> <p>Hence, the authority may consider to amend the clause; Experience in preparing Project Proposals or DPRs for State Governments or its undertakings/ agencies in last 5 years preceding PDD and were accorded final approval with 1st instalment released by MSME, Govt. of India.</p> <p>Five marks for each DPR. Maximum Marks= 40</p> <p>As scope of this RFP is to prepare DPR for ID, CFC, tinny MSME park and FF under MSE-CDP scheme, experience of preparing DPR as well as got approval from ministry is very much important for the authority to execute the work and getting central grant on time.</p> <p>Hence, firms having more experience in getting final approval on DPRs under MSE-CDP should get more weightage with respect not getting final approval.</p>	<p align="center">As per the RFP Document</p>

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24.	Page No. 20, Clause 3.1	<p>We are requesting authority to consider absolute numbers in financial turnover such as Rs. 10 Cr.= 5 marks</p> <p>More than Rs. 10 Cr. and less than Rs. 50 Cr.= 10 marks</p> <p>More than Rs. 50 Cr.= 15 Marks</p> <p>There is no clarity on marks distribution.</p>	RFP Document prevails
25.	Page No. 20, clause 3.1	<p>The marks distribution may kindly be explained as there is no clarity. Further, the total marks for resources have been considered as 35 for two resources, however, we have proposed to consider 3 full time resource and 1 project manage (Part time)</p> <p>We suggest the distribution as follows Project Manager – 15 Marks Infrastructure Expert – 8 Marks Finance Expert – 7 Marks Project Consultant – 5 Marks</p>	RFP Clause Prevails
26.	General	Requesting authority to extend bid submission to at least 14 days from date of publishing of responses to pre-bid queries by the authority due to covid-19 pandemic	<p align="center">1.6 SCHEDULED OF SELCTION PROCESS</p> <p align="center">4. Proposal Due Date 15.00 hours IST on 31.05.2021</p> <p align="center">5. Opening of Technical Proposals 16.00 hours IST on 31.05.2021</p>
27.	General	With regard to the project, kindly give clarity regarding deliverables of the project during the project period.	RFP Clause prevails

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		We need to understand whether there is any target for the consultant regarding number of DPRs to be prepared.	
28.	Page 10; Clause No. 1.6	Considering another wave of pandemic, we request to provide 21 days extension from the current date of submission.	1.6 SCHEDULED OF SELCTION PROCESS 4. Proposal Due Date 15.00 hours IST on 31.05.2021 5. Opening of Technical Proposals 16.00 hours IST on 31.05.2021
29.	Page 14; Clause No. 2.1.1.	We request to amend the clause as: Project Manager Master in Engineering/ Science/ Planning/ MBA with at least 10 years of experience. Should have extensive experience in preparation of Proposals/ DPRs for MSE Projects/ Infrastructure/ Industrial Authority/ dealing with various stakeholders such DICs/ Industrial Authority/MSME-DI/COI/SIDBI/ DCMSME/GoI.	RFP Clause Prevails
30.	Page 14; Clause No. 2.1.1.	We request to amend the clause as: Project Consultant Bachelor's in Engineering/ Planning/ Architecture/ and Master's in Engineering/ Science/ Planning/ MBA or Equivalent with at least 5 years of experience. Should have involved in Preparation of Project Proposals/ DPRs for MSE projects/ Infrastructure/ Industrial Authority.	RFP Clause Prevails

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31.	Page 14; Note; (a)	We request to amend the clause as: Key personnel with higher number of projects experience in MSE proposals/ DPRs under MSE-CDP Scheme/ Infrastructure/ Industrial Authority shall be given preference and additional weightage will be given on pro – rata basis. The key Personal shall be well conversant with English and Hindi language.	RFP Clause Prevails
32.	Page 14; Note; (b)	Please suggest on what basis we will calculate the overall cost of the project. Our submission is to define the required resources for same.	As per the RFP Document
33.	Page 14; 2.2.; 2.2.1	We are expecting that the global turnover be allowed to meet the criteria.	RFP Clause Prevails
34.	Page 14; 2.2.; 2.2.1	We are expecting that the global experience be considered. Technical Capacity: The Applicant should have experience in carrying out similar Project Advisory Services to at least two (04) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSE-CDP Scheme of Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIIUS / Commodity Centre/ Food Parks/ SEZ or any other Central Govt scheme or global.	The Applicant should have Experience of Four (04) Years in carrying out similar Project Advisory Services to at least two (02) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSE-CDP Scheme of Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIIUS or any other Central Govt scheme.

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35.	Page 25; Form 2	<p>We request to amend the clause as;</p> <p>Bidder 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 Bidder, nor engaged in fraudulent misconducts, nor been expelled from any project or agreement nor have had any agreement terminated for breach by such Bidder</p>	RFP Clause Prevails
36.	Page 25; Form 2	<p>We request to amend the clause as;</p> <p>The Bidder/Parent/Subsidiary/affiliates company of Bidder should not have been blacklisted / debarred / termination of contract except for reasons of convenience of client by any Government / Government Board / Corporation / Company / Statutory Body / PSU company / Non- Government/ Government of any sovereign countries/ Private Agencies and Funding Agencies in last 10 years.</p>	RFP Clause Prevails
37.	Page 12, Clause 2.1.1.	<p>The Scope of work defined for consultant includes Data Collation, collection & analysis with Environment Impact Assessment, Infrastructure Assessment & Planning, Market Assessment, Park layout plan development, etc.</p> <p>All the above-mentioned work requires specific expertise for efficient execution. As per RFP, only 1 project consultant has been proposed along with partial deployment of Project Manager. Since, the project require multiple specialization, it is requested to kindly increase</p>	RFP Clause Prevails

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		the number of proposed consultants to 2 along with full time deployment of Project Manager.	
38.	Page No.14, Clause 2.1.1. Note (a)	<p>It is requested to kindly modify the clause for key personnel as per the below mentioned as it will enable the bidders to deploy resources of relevant experience and better skills since selection will be from a larger pool of talent.</p> <p>Key personnel with higher number of projects experience in MSE proposals/ DPRs under MSE-CDP Scheme (especially ID) shall be given preference and additional weightage will be given on pro – rata basis. The key Personnel shall be well conversant with English Language.</p>	RFP Clause Prevails
39.	Page No. 14, Clause 2.2.1	<p>The Scope of Work entails large firms to undertake the assignment to guarantee quality and timely delivery of the services. Request you to please modify the clause as mentioned below to ensure that the bidder with strong capabilities participate.</p> <p>Financial Capacity: The Applicant should have a decent annual turnover of INR 100.00 Crore or more in each year of last three (03) years preceding PDD.</p>	<p>Page no 26 form 3</p> <p>Pursuant to Clause 2.2.1</p>

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40.	Page No. 14, Clause 2.2.	Request you to kindly clarify whether the minimum qualifying experience and projects expected is two or (4)	The Applicant should have Experience of Four (04) Years in carrying out similar Project Advisory Services to at least two (02) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSECDP Scheme of Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIIUS or any other Central Govt scheme.
41.		It is envisioned that the consultants may have wide experience on delivering projects on industrial development especially for MSME with Central Government / State Government and their associated Central / State agencies. In-line with this, request to kindly modify the clause as mentioned below: <ol style="list-style-type: none"> 1. Minimum of at least one (1) year experience each in at least two (2) projects in MSME sector with Central / State Government 2. At least 2 projects with Central / State Government on DPR preparation for any Industrial Development Area such as Industrial Park / Estate / Zone or SEZ 3. At least 2 projects with Central / State Government on for MSME and Cluster Development <ol style="list-style-type: none"> a. 1 project with preparation of DPR / Project Proposals b. 1 project in implementation of MSME Schemes like SFURTI / MSE-CDP/ ASIDE / MIIUS or any other Central Govt. Schemes. 	RFP Clause Prevails

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42.	Page No. 19, Clause No. 2.12.3	The Parties hereto agree that in case of negligence or willful 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, shall not be liable to the Authority.	RFP clause prevails
43.	Page No. 20, Clause No. 3.1	It is envisioned that the project of such high value shall be delivered by firms with vast experience of working with Central Govt, State Govts. and implementation agencies with multiple areas of expertise especially in MSME sector. In-line request to kindly modify the clause as mentioned below: Request to kindly modify the clause as listed in Annexure 1.	RFP Clause Prevails
44.	Page No. 20, Clause No. 3.2	Request you to modify the clause as suggested below: For the purposes of determining Conditions of Eligibility and for evaluating the Applications under this RFP, advisory/ consultancy assignments with Government agency (Central/State) related to development of infrastructure, thereof shall be deemed as eligible assignments (the "Eligible Assignments").	RFP Clause Prevails
45.	Page No. 27, Form 4,	Request you to please also accept the LoE / Work Order / Contract Agreement or any other relevant documents validating the engagement and modify the clause to :	RFP Clause Prevails

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		Provide the Completion Certificates/ Letter of Award / Letter of Engagement / Work Order / Contract Agreement or any other document validating the engagement as per the RFP	
46.	Page No. 29, Form 6	Request you to please also accept the LoE / Work Order / Contract Agreement or any other relevant documents validating the engagement and modify the clause to: Note: To be supported by Work Orders / Completion Certificates / Letter of Engagement / Work Order / Contract Agreement or any other document validating the engagement.	RFP Clause Prevails
47.	Page No. 33, Appendix 2	Since the project requires extensive travel for reconnaissance visit, data collection, consultation with stakeholders, etc., it is requested to kindly allow per diem expenses incurred to achieve project milestones to be billed as per actuals, separately with monthly invoices	RFP Clause Prevails
48.	Page No. 33, Appendix 2	Request you to kindly limit such retentions (10% of the monthly remuneration) to a maximum of 5% of the bidding value. Request you to kindly modify the clause as: A maximum of 5% (five) of the bidding value will be retained by APMSMEDC from the monthly invoices (split	RFP Clause prevails

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equally over the project tenure) of the consultants towards satisfactory completion of the retainer consultancy services of the consultancy firms. This 5% (five) retained money will be returned to the consultancy firms on submission of consolidated services completion report covering entire consultancy period (within four weeks of the expiry of consultancy engagement) and on making a detailed presentation to the Authority/Government on their efforts made in making the project's success to bring the projects to bidding stage/award stage

'Success' is an accomplishment of an aim or purpose. Here, 'Project's success' is subject to interpretation of the reader and is ambiguous in the context of the retention amount clause. In line, it is humbly requested to please clarify / quantify project's success.

For example, if the successful bidder is able to close 9 out of 10 projects, retaining money each month for not being able to take 1 project to bidding / award stage may not be reflective of the effort involved and the quantum of success achieved.

Further, the successful bidder may not be fully responsible to convert the project/s to bidding stage / award stage as it is dependent on multiple external factors. It is requested to kindly clarify if the clause is linked to release of final payment.

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		<p>Request you to please modify the clause as mentioned below:</p> <p>A maximum of 5% (five) of the bidding value will be retained by APMSMEDC from the monthly invoices (split equally over the project tenure) of the consultants towards satisfactory completion of the retainer consultancy services of the consultancy firms. This 5% (five) retained money will be returned to the consultancy firms on submission of consolidated services completion report covering entire consultancy period (within four weeks of the expiry of consultancy engagement)</p>												
49.		<table border="1"> <thead> <tr> <th data-bbox="521 901 864 979">Evaluation Criteria</th> <th data-bbox="864 901 1113 979">Projects</th> <th data-bbox="1113 901 1290 979">Max Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="521 979 864 1230" rowspan="2">Minimum of at least one (1) year experience in MSME sector with Central / State Government</td> <td data-bbox="864 979 1113 1102">2</td> <td data-bbox="1113 979 1290 1102">5</td> </tr> <tr> <td data-bbox="864 1102 1113 1230">4</td> <td data-bbox="1113 1102 1290 1230">10</td> </tr> <tr> <td data-bbox="521 1230 864 1452">Projects with Central / State Government on DPR preparation for any Industrial Development Area such</td> <td data-bbox="864 1230 1113 1452">2</td> <td data-bbox="1113 1230 1290 1452">5</td> </tr> </tbody> </table>	Evaluation Criteria	Projects	Max Marks	Minimum of at least one (1) year experience in MSME sector with Central / State Government	2	5	4	10	Projects with Central / State Government on DPR preparation for any Industrial Development Area such	2	5	RFP Clause Prevails
Evaluation Criteria	Projects	Max Marks												
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		as Industrial Park / Estate / Zone or SEZ	3	10	
		Projects with Central / State Government for MSME and Cluster Development in preparation of DPR	1	5	
		Project in implementation of MSME Schemes like SFURTI / MSE-CDP/ ASIDE / MIUS or any other Central Govt. Schemes	1	5	
		Experience of working in MSME cluster development with implementation agencies like SIDBI, DIC, MSMEDC	1	5	
		Regional experience of at-least one year of projects in industrial development / MSME sector	1	5	

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50.	Clause No. 2.2.2, Page No. 14	<p>The Applicant should have Experience of Two (04) Years in carrying out similar Project Advisory Services to at least two industrial parks, Special Economic Zones in India or abroad</p> <p>Specifying the experience to only MSMEs is highly restrictive. Hence, it is imperative bring in experiences of preparing DPR for large scale industrial parks in India or abroad</p>	<p>The Applicant should have Experience of Four (04) Years in carrying out similar Project Advisory Services to at least Two (02) State Government or State Government Agencies for development of Industrial Infrastructure for MSEs and have extensively involved in preparation of preparing Project Proposals/ DPRs under MSE-CDP Scheme of Ministry of MSME, GOI or preparation of Project Proposals/ DPRs for Tiny Industrial Estates / CFCs in SFURTI / ASIDE / MIIUS or any other Central Govt scheme</p>
51.	Clause No. 2.1.1, Page No. 14	<p>Project Consultant: Bachelor's in Engineering/ Planning/ Architecture/ and Master's in Engineering/ Science/ Planning/ MBA or Equivalent with at least 5 years of experience in preparing DPRs for industrial parks / special economic zones in India or abroad</p> <p>Specifying the experience to only MSMEs is highly restrictive. Hence, it is imperative bring in experiences of the project consultant in preparing DPR for large scale industrial parks in India or abroad.</p>	RFP Clause Prevails
52.	General	<p>Consortium of formation of Joint Venture should be allowed, so that competencies of both technical and management consulting firms can be leveraged for the best possible outcome of the project</p>	RFP Clause prevails

Sd/-
**Vice Chairman & Managing Director,
INCAP**