

**Sub.: Query list based on Minutes of the Pre-Bid Conference held with agencies and Comments received on the RFP document for Techno-economic feasibility study with Detailed Project Report (DPR) of Multimodal logistics park at Kanpur (Uttar Pradesh) along the Eastern Corridor of Dedicated Freight Corridor held on 1<sup>st</sup> February 2011 at DFCCIL office, New Delhi.**

**List of Participants**

1. Shri Shailendra Jha, Group General Manager (Business Development), DFCCIL
2. Shri S. K. Pathak, General Manager, Co-ord. Eastern Corridor, DFCCIL
3. Shri Bharat Salhotra, General Manger (Finance & IT), DFCCIL
4. Shri V. K. Pandey, Dy. General Manager (Op & BD), DFCCIL
5. Shri R. K. Ojha, Asst. Manager (Business Development), DFCCIL
6. Shri Dhiaj Jaiswal, Asst. Manager, Tata Consulting Engineering
7. Ms. Ruchika Chawla, Manager, Meghraj Capital Advisory,
8. Ms. Ankita Kothari, Manager, Jones Lang Lasalle
9. Shri A. A. Khandelwal, Associate Director, Scott Wilson India Ltd.
10. Shri Abhishek Sharma, Manager, Deloitte
11. Shri Amit Jain, Director, Grant Thornton
12. Ms. Ruparna Saigol, Analyst, Grant Thornton
13. Ms. Preeti Pati, Manager, Vajauts solution
14. Ms. Priyamvada Zutshi, Consultant, Consulting Engineering Services (India) Private Limited
15. Shri Ajay Batra, Adm. Exec., Sai Consulting Engineers Pvt. Ltd.
16. Shri John Triplett, Director Rail Asia, CHZM Hill,
17. Shri A. S. Choudhury, Sr. Engineer, Consulting Engineering Services (India) Private Limited
18. Shri Abhinav Sinha, Associates, Ernst & Young India
19. Shri Ajay Jain, Civil Engineer, DC Developments Consultant
20. Shri Mohit Sinha, Dy. Manager, Feedback Ventures Pvt. Ltd.
21. Shri Atul Tayade, AVP, IDFC Ltd.
22. Shri R. K. Bansal, Advisor, IL&FS Infrastructure Dev. Corp.
23. Shri Sharat Mishra, Advisor, Deloitte
24. Shri Amit Mangotra, AVP, Dhnovest Advisory
25. Shri V. B. Sharma, Consultant, ACTO

**Queries raised / Comments received by consultants during Pre-bid  
conference on 1<sup>st</sup> February 2011 on the RFP document**

1. Refer Clause 2.3 (ix) on page 19:- the submission of Draft report under Clause 2.3 (v) and in the deliverables & payment schedule format under 2.3 (ix) suggest different dates. It may be confirmed that the Submission of Draft Report is within a period of 150 days from the date of approval of the Inception Report.

**Response:- Corrigendum/Addendum-2 against Clause 2.3 (iv), (v), (vi) and (ix) KD-3:-**

**2.3 (iv):-** Submission of Interim Report within a period of 90 days from the date of approval of Inception Report. (Approval time of Inception Report is 10 working days). Payment will release after approval of Interim Report.

**2.3 (v):-** Submission of Draft Report within a period of 60 [Excluding approval time of Interim report] days (covering entire scope of work) from the date of approval of Interim Report. Payment will release after approval of Draft Report.

**2.3 (vi):-** Submission of Final Report within a period of 30 days [Excluding approval time of Draft Report] from the date of issue of comments on Draft Report in writing by DFCCIL. (Time taken for issue of comments is 30 working days). Payment will release after approval of Final Report.

**2.3.(viii):-** 90% of the payments for each milestone will be released after approval of each KD report, while the balance 10% will be released after the approval of KD4 report by DFCCIL.

**2.3 (ix) KD-3:-** Submission of Draft Report within a period of 60 days [Excluding approval time of Inception report] (covering entire scope of work) from the date of approval of Interim Report.

2. Clause: 2.3(v) of page 18 & clause 2.3 (ix) of page 19: Time period for approval of Inception Report and DFR may be specified.

**Response:- (a) Inception Report - Within 10 days (b) DFR – Within 30 working days.**

3. Clause 2.3 on page 19: Deliverables & Payment Schedule: Since majority of the work would be completed by stage KD-3, and surveys will be initiated soon after Inception, it is suggested that the payment schedule may be modified as follows:

Mobilisation (10%)-- At the time of signing of Contract  
KDI--10%  
KD-2--35%  
KD-3--35%  
KD-4--10%

**Response:- It is a small project of consultancy contract and we expect that company have financial bandwidth. KD-1, Inception Report is due within 14 days of signing of agreement and payment (10%) will release after approval of KD-1.**

4. As mentioned in 2.3 (ii) on page 18 -Exact role of Secretary/manpower support (to be provided by the Consultant) in DFCCIL office may be clarified.

**Response:- Corrigendum/Addendum -2:**

**Para 2.3 (ii) DELETED**

5. Team composition under Cl 2.4 on page 19 may include the position of 1) Architect 2) Transport Planner.

**Response:- Cannot be considered**

6. As mentioned in 3.11.1 clause No.(6) on page 26, “substitution of a Key personnel would call for reduction of remuneration @20% of the remuneration agreed for the original Key Personnel”. This has also been mentioned in Clause 5.1.3 on page 34. It is suggested that this condition may be waived.

**Response:- Cannot be considered**

7. Page 52:- The given formats (FIN 1 & 2) of page 52 for the preparation of financial proposal cover only remuneration. Formats may be provided for other expenses including reimbursable/ miscellaneous expenses

**Response:- Corrigendum/Addendum-2:-**

**(a) Out of Pocket expenses is inserted in Format FIN-1. Original Bills related to Hotel stay/Transport (Air travel, Taxi Bills) are required for reimbursement. (Figures shown by bidders in FIN-3 will be an upper limit and under no condition this figure will exceed).**

**(b) A new format “FIN-3” is inserted for OPE (Out of Pocket Expenses).**

8. Page-11:- While Clause 4.2.4 on page 32 suggests a minimum technical score of 70%, cl 4.3 on page 33 specifies a qualifying score of 60%. This may be clarified.

**Response:- Corrigendum/Addendum-2:-**

**Clause 4.3.1 is replaced with “Financial proposals of Applicants who have obtained minimum 70% in the Technical Proposal will be opened and evaluated”.**

9. Page-10:- There appears a mismatch between the title of the study (Techno-Economic feasibility study with DPR) and the scope of work at page 10. We understand that methodology as given under scope of work in the RFP is to be followed. Kindly confirm

**Response:- Yes, Approach & Methodology given in RFP is to be followed. Agreed.**

10. Page-8, Para 1.5 talks of ‘ A two stage selection process’. Only one stage has been mentioned viz. RFP Stage.

**Response:- Corrigendum/Addendum-2 against Para 1.5 – A single stage selection process is being followed to select preferred applicant for the Project consultancy services.**

11. Page-10, Para 2.2.1( i ) mentions ‘ Evaluation of locations/sites identified for setting up MMLP’

**Response:- The site has not yet been selected and it shall be the responsibility of the consultant to suggest suitable site/sites.**

12. Page 18 & 19 Clause 2.3(v) & 2.3 (ix):- There are four Deliverables - Inception Report, Interim Report, Draft Report and Final Report. Interim Report is to be submitted within 90 Days of approval of Inception Report and the Draft Report is to be submitted within 150 days of the approval of the Inception Report i.e. within additional 60 days of the submission of the Interim

Report. This means that no approval of the Interim report is required and submission of the Draft Report is not related to approval of the Interim Report.

In KD 3 Submission of Draft report - time period mentioned is 150 days from the signing of the Agreement whereas time period mentioned at Page 18 for submission of Draft Report is 150 days from the submission of Inception Report.

**Response:- No, approval of Interim Report is within 10 working days from the date of submission and Submission of the Draft report is within 60 days (Excluding approval time of Interim Report) after approval of the Interim Report.**

13. Para 3.1 (3), 3.1 (4), 3.1 (5) of page 21, 3.8 of page 24, 3.8.2, 3.8.3 & 3.8.4 of page 25, 3.11.2 (1) of page 27 and 3.12.11 of page 29:- The terms 'Short-listed Applicants' have been used at a number of places in the Tender document. As per Para 3.1 (3) only Shortlisted Applicants are invited to submit their Bid. But the process or requirement for short listing has not been described.

Further inviting Bids from short listed applicants makes it a limited tender. On the other hand it appears from the general tenor of the tender papers that it is an open tender.

May kindly clarify whether there is a stage for Short Listing of Bidders? If so the short listing criteria need to be specified.

**Response:- Corrigendum/Addendum-2:- "Short-listed" word is deleted from Para 3.1 (3), 3.1 (4), 3.1 (5) of page 21, 3.8 of page 24, 3.8.2, 3.8.3 & 3.8.4 of page 25, 3.11.2 (1) of page 27 and 3.12.11 of page 29.**

14. Page-28, Para 3.11.2 (6) - the term ' Professional Personnel ' needs to be defined.

Further, this Para puts an unlimited liability on the Consultant which would make it difficult to estimate the cost involved. A time limit on this requirement should be placed.

In order to take care of the need for consultant's services after the acceptance of the Final report, an alternative provision may be made to the effect that after the acceptance of Final Report, if required by DFCCIL, further assistance will be provided by the Consultant at pre-agreed man day cost. However, since the time period for such assistance is uncertain at the Bidding stage, the cost thereof cannot be quantified beforehand. Hence, it should not be included in financial evaluation.  
(M/s IL&FS India Ltd.)

**Response:- Corrigendum/Addendum -2: -**

**Para 3.11.2 (6) Professional Personnel replaced with "Team Leader"**

15. Page-31, Para 4.2.3.1:- The minimum qualification mentioned in Civil engineering discipline is Masters in Civil Engineering. It is felt that a Masters degree is really not required for this project. A Graduation Degree in Civil engineering or equivalent would be adequate.

**Response:- Corrigendum/Addendum-2:- Para 4.3.2.1 (3) and (4):-**

**The minimum qualification mentioned in Civil engineering discipline is Bachelor in Civil Engineering for Survey & Development of site specialist and Bachelor in Civil Engineering/Urban Planning for Infrastructure Expert/Urban Planner.**

16. Page 45, TECH 5 – Description of Approach, Methodology and Work Plan for Performing the Assignment.

Para 1 requires that ' The methodology for each head of the proposed Terms of Reference must be described. Terms of Reference are given in two paras – Para 2.2.2 and 2.2.4. Further, even in

Para 2.2.2 not all sub-paras need a methodology to be defined e.g. paras 2.2.2.5, 2.2.2.6 and 2.2.2.7.

**Response:- Corrigendum/Addendum -2: -**

- (i) Para 2.2.4 is replaced with 2.2.2
- (ii) Para 2.2.2 is replaced with 2.2.3
- (iii) Para 2.2.2.1 is replaced with 2.2.3.1
- (iv) Para 2.2.2.2 is replaced with 2.2.3.2
- (v) Para 2.2.2.3 is replaced with 2.2.3.3
- (vi) Para 2.2.2.4 is replaced with 2.2.3.4
- (vii) Para 2.2.2.5 is replaced with 2.2.3.5
- (viii) Para 2.2.2.6 is replaced with 2.2.3.6
- (ix) Para 2.2.2.7 is replaced with 2.2.3.7
- (x) Para 2.2.3 is replaced with 2.2.4

17. Page 22, Para 3.4:- Kindly provide us with draft Bank Guarantee format towards EMD.

**Response:- Corrigendum/Addendum-2:- Para 3.4**

**A Bid Guarantee in the form of a Banker's Cheque or Demand Draft in favour of DFCCIL issued from Scheduled/Nationalised Bank, payable at New Delhi**

18. Page 19, Para 2.3:- We request you to consider making an advance payment of 10% since external agencies will be involved in carrying out the studies and upfront payments will have to be made to these agencies. Accordingly, the payment schedule may be modified.

**Response:- Cannot be modified**

19. Page 20, Para 4.2.3.1:- We request you to split this position into two positions as it will be difficult to obtain single person having both these expertise.

**Response:- Not Agreed**

20. Page 42, Form Tech-2:- Kindly refer 'Projects cited in Tech-n'. Please indicate which form is tech-n referring to in the RFP? Kindly clarify.

**Response:- Corrigendum/Addendum-2:- "Projects cited in Tech-n is deleted"**

21. Page 22, Para 3.4:- We request for a reduction of this bid security amount to Rupees One lakh Fifty Thousand only (Rs. 1,50,000.00 )

**Response:- Cannot be considered**

22. Page-31, Para 4.2.3.1:- Request lessening of the number of years of experience of the Team Leader to 10 years

**Response:- Cannot be considered**

23. Page-31, Para 4.2.3.1:- Request lessening of the number of years of experience of the Industry Analyst to 10 years.

**Response:- Cannot be considered**

24. Page 31, Para 4.2.3.1:- Kindly modify this to B.E. or B.Tech in Civil Engineering/ Masters in Urban Planning/ B.E. or B.Tech. along with MBA, with appropriate experience in Integrated Development

Projects like Logistics Parks, FTWZ, SEZ, Industrial Estates, Infrastructure Project experience including Township, Housing, Municipal Infrastructure etc. etc.

**Response:- Cannot be considered**

25. Page-18, Para 2.3:- Since we feel this clause will add unnecessary cost to the assignment, we request for a waiver of this requirement. Instead, we suggest that a proper reporting mechanism can be institutionalized in a manner to meet the objectives without loading additional cost. If the aforesaid waiver cannot be granted: please confirm - this man power can be a junior level (in terms of experience) individual.

**Response:- Corrigendum/Addendum -2: Para 2.3 (ii) DELETED**

26. Page 26, Para 3.11.1:- We understand the consultant can associate with external experts - Both with Individuals and also with firms, by way of sub consultancy. Please confirm.

**Response:- Sub contract is not allowed**

27. Page-49, Tech-8:- We believe, this means indicating the annual turnover – that is, the payments received by the consultant on account of professional fees. Kindly confirm.

**Yes, Annual Turnover of leading firm only**

28. Page 11 section 2.2.2.2- How many samples does DFCCIL visualise for each of the primary survey types;

- (i) Classified traffic volume survey – for seven (7) days
- (ii) Origin-destination survey – minimum Ten (10) OD pairs need to be sample for all commodities
- (iii) Retail market survey – Minimum Thirty (30) Retail Outlets to be sampled
- (iv) Freight forwarders Survey – Minimum Ten (10) Freight Forwarders to be examined.

29. Page 11 section 2.2.2.2 (ii)- How many samples does DFCC visualise for survey of truck owners, dealers, distributors, wholesale and retail traders, commercial office spaces, warehouses, fuel stations, lodging and boarding facilities etc.

**Response:- As many as practical to meet the expectations of industry level - Subject to minimum 200 samples..**

30. Page 11,section 2.2.2.2(ii)- In case the Master Plans of Government of UP Kanpur Industrial Area, namely BIG 2020 has already proposed a MMLP / Logistic Hub, how important would it be to stick to that?

**Value judgment on importance can't be stated at present.**

31. Page 13 & 14 section 2.2.2.4- Conceptual master plan of the proposed MMLP takes into considers a lot of details which are actually considered for a complete Master Plan. Can the level of details be brought down by some extent?

**Response:- Not agreed**

32. IPage 15, section 2.2.4.(i)- is the Consultant's role restricted to identifying specific locations for projects, with the actual land identification being done by DFCCIL or any other Govt. agency?

**Response:- Consultant will need to identify and evaluate a minimum of three sites along the alignment of DFCC. Out of these the most optimum site will need to be recommended by the consultant based on objective criteria.**

33. Page 16, section 2.2.4(iv)- Please detail out on the level of details required for the general arrangement drawings.

**Response:- Sketch of Plan**

34. Page 16, section 2.2.(vii)- Incorporating details of IT support plan in the terminal operations plan at this stage would be very schematic.

**Response:- Agreed**

35. Page 18, Section: 2.3 (ii) - Is it absolutely necessary for the consultants to have a dedicated manpower DFCCIL office in Delhi till finalisation of report? Will this be relaxed if the consultant is already having a dedicated office in Delhi?

**Response:- Corrigendum/Addendum -2: Para 2.3 (ii) DELETED**

36. Page 34, Section: 5.1.3:- Although the consultant would consider substitutions of key personnel as the last resort, reduction of remuneration @ 20% of the remuneration agreed is unacceptable.

**Response:- Not agreed**