

**Response to queries raised in pre-bid meeting held on 14.03.2016 at 1200 hours for
Tender for
"For Engagement of Consultancy Services for Preparation of Technical Economic Feasibility Report for Development of Sunderbans Inland
Waterways"**

| S No. | Page No. | Clause/ Section | As per Terms of Reference/RFP document | Clarification Sought by the consultants | IWAI clarifications |
|-------|------------|---------------------------------------|--|--|--|
| 1. | Page 62-64 | Component 2, clause 1.1 | | Is hydrography survey and topography survey required for the assignment? | The clause is self-explanatory. The clause stands. |
| 2. | 11 and 13 | 5.0 Submission of bid, 5.1 5.3 (g) | 5.1: ".....However, successful bidder is required to submit proof of registration of JV/consortium after issue of letter of intent." 5.3: (g) The members of a Consortium shall incorporate a special purpose vehicle as Consultant under the provisions of Companies Act, 1956, (as their wholly owned subsidiary) to execute the Project, if awarded to the Consortium; | It is requested that the condition of registering the JV/Consortium under Indian Companies Act forming an SPV be relaxed. | Conditions of RFP shall prevail. |
| 3. | 11 | 5.0 Submission of Bid, 5.2 | For the purpose of this clause, the most experienced lead partner will be the one defined. | Please clarify | The clause 5.2 a. shall be read as: "There shall be a Joint Venture Agreement / Memorandum of Understanding specific for the contract between the constituent firms, indicating clearly, amongst other things, the proposed distribution of responsibilities both financial as well as technical for execution of the work amongst them." |
| 4. | 11 | 5.0 Submission of bid, 5.2, 5.3 (c) | The lead partner has to be an Indian Company and shall have minimum 51% equity participation. Shares of other partners shall be within rest 49% with a minimum share not less than 15% for any of the partners forming JV. | Since the contract amount is expected to be very low, it is requested to kindly relax this clause | Conditions of RFP shall prevail. |
| 5. | 19 | 5 - Bidders Experience (i) | (i) Three similar works each costing not less than Rs. 18 Lakhs; or, (ii) Two similar works each costing not less than Rs. 27 Lakhs.; or (iii) One similar work costing not less than Rs. 36 Lakhs. | We understand that the cost refers to the project consultancy fee. Kindly clarify. Also, it is requested to remove this condition as it appears it has binding for all partners of JV. Also the project fee has not much significance of delivery of projects if the consultant has completion certificates. | Conditions of RFP shall prevail. |

| S No. | Page No. | Clause/Section | As per Terms of Reference/RFP document | Clarification Sought by the consultants | IWAI clarifications | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
|----------------|---|-------------------------------|--|---|----------------------------------|--------------|---|--|-----|---|--|-----|---|-------------------------------|-----|---|----------------|------|--------------|---|------------------|----|---|------------------|-----|---|---|-----|----|--|-----|---|--|-----|---|-------------------------------|----|----------------------------------|
| 6. | 24 | 13.0 Financial Bid Evaluation | 13.1 The award of work shall be done to lowest bidder amongst qualifying consultants shortlisted after Technical Evaluation. | It is requested to include QCBS process giving some weightage to technical score as well in award of works. It may be 70:30 or 60:40. | Conditions of RFP shall prevail. | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 7. | 50 | Clause 34: Payment on Account | <table border="1"> <thead> <tr> <th>Payment Stages</th> <th>Item</th> <th>Payment as %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority</td> <td>45%</td> </tr> <tr> <td>2</td> <td>On submission of Final Technical Economic & Financial Feasibility Report</td> <td>45%</td> </tr> <tr> <td>3</td> <td>On acceptance of final report</td> <td>10%</td> </tr> </tbody> </table> | Payment Stages | Item | Payment as % | 1 | On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority | 45% | 2 | On submission of Final Technical Economic & Financial Feasibility Report | 45% | 3 | On acceptance of final report | 10% | <p>It is requested that the payment terms be modified as follows:</p> <table border="1"> <thead> <tr> <th>Payment Stages</th> <th>Item</th> <th>Payment as %</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Mobilisation Fee</td> <td>5%</td> </tr> <tr> <td>2</td> <td>Inception Report</td> <td>10%</td> </tr> <tr> <td>3</td> <td>On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority – Traffic and Techno Economic and Market Analysis i.e. Component 1</td> <td>30%</td> </tr> <tr> <td>4.</td> <td>On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority – Component 2</td> <td>30%</td> </tr> <tr> <td>5</td> <td>On submission of Final Technical Economic & Financial Feasibility Report</td> <td>20%</td> </tr> <tr> <td>6</td> <td>On acceptance of final report</td> <td>5%</td> </tr> </tbody> </table> | Payment Stages | Item | Payment as % | 1 | Mobilisation Fee | 5% | 2 | Inception Report | 10% | 3 | On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority – Traffic and Techno Economic and Market Analysis i.e. Component 1 | 30% | 4. | On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority – Component 2 | 30% | 5 | On submission of Final Technical Economic & Financial Feasibility Report | 20% | 6 | On acceptance of final report | 5% | Conditions of RFP shall prevail. |
| Payment Stages | Item | Payment as % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority | 45% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2 | On submission of Final Technical Economic & Financial Feasibility Report | 45% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3 | On acceptance of final report | 10% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| Payment Stages | Item | Payment as % | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 1 | Mobilisation Fee | 5% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 2 | Inception Report | 10% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 3 | On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority – Traffic and Techno Economic and Market Analysis i.e. Component 1 | 30% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 4. | On submission of Draft Technical Economic & Financial Feasibility Report and presentation of report to authority – Component 2 | 30% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 5 | On submission of Final Technical Economic & Financial Feasibility Report | 20% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
| 6 | On acceptance of final report | 5% | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |

(Handwritten signature and scribbles)

| S No. | Page No. | Clause/Section | As per Terms of Reference/RFP document | Clarification Sought by the consultants | IWAI clarifications |
|-------|----------|---|---|--|--|
| 8. | 60 | Activities of Component 1 (1) Market Analysis | a) Assessment of waterway potential future market capture | We understand from the document that the focus only on inland freight and commodity transport. It is suggested that passenger transport may also be included. Please clarify. | Passenger transport is also to be assessed. |
| 9. | 60-62 | Activities of Component 1 | The standards given in Annexures | We understand that the standards given in annexures are for reference only and the consultant in discussion with IWAI may adapt or modify to achieve optimal and realistic results. Kindly confirm. | (i) Conditions of RFP shall prevail. (ii) Reports to be submitted as per Annexures provided in the RFP. |
| 10. | 62 | Component 2. technical Investigation | 1. Navigability Report and Technical Specifications of the Waterways ".....Classify waterways forming the route based on the PIANC guidelines and IWAI regulation on Classification of Waterways." | PIANC recommends that all its documents are only guidance document and should not be presented as official standards and/or as certifications. Hence in case of a conflict, IWAI regulations would be superior and should overrule any other guidelines. Please confirm. | The guiding framework will be IWAI Acts and regulations. However, consultant will also review PIANC and other international guidelines for best practices. |
| 11. | | General | Location of Study Area and understanding | It is requested that any available relevant reports on the study area such as pre/feasibility reports may please be shared with the consultants. | Available reports would be shared with successful bidder on submission of undertaking. |
| 12. | 73 | 7. Reports | Times period of the study is 8 weeks | It is requested that the time period for the study be made 24 weeks exclusive of any weather or local climatic or political interference since the magnitude of the study is significant. | Conditions of RFP shall prevail. |
| 13. | | General | | Kindly clarify if JV/consortium is required with individual experts. It is requested that a letter of association with the individual expert may be allowed. | JV/consortium and letter of association with Individual experts is not allowed. |
| 14. | 4 | Terms and Conditions (5) | Last date of submission of tender : 04.04.2016 up to 1500 hours | It is requested that the proposal submission date be extended to 24 April 2016 owing to a number of public holidays up to 4 th April 2016. | Last date of submission of tender would be two weeks from the date of uploading of pre-bid minutes. |

Ajay Kumar Gupta
CAO (I/c)

M.K.Saha
Director (P&C)

Cdr. P.K.Srivastava
Hy. Chief