

Prebid Queries- Comprehensive Consultancy service

Sr. No.	Section No. Clause, Sub Clause No. and Page No. of Tender	Tender Clause Description	Query / Suggestion / Clarification sought	IWAI's Response
Section 2. Instructions To Consultants and Data Sheet				
01.	Clause No. 2.2, Page No. 20	Financial Proposal to be submitted together with Technical Proposal	We understand that this submission instruction is for electronic submission only and no hard copy submission required.	No hard copy of Bid are required to be submitted.
02.	Clause No. 17.7 & 17.9, Page No. 24	The Proposals must be uploaded on the e-procurement portal no later than: Date: 09.09.2021 Time: 15:00 Hrs	The Authority is requested to extend the submission due date by at least 3 weeks (especially after responses to pre-bid queries are published). Such extension will afford us necessary time to incorporate necessary changes along with for putting together most effective project team along with arranging and compiling all critical documents required to be submitted with the application.	Date of submission, if extended, shall be informed on CPP Portal.
03.	Clause No. 19.1, Page 24	Date: 09.09.2021 Time: 15:00 Hrs IST	We request IWAI to provide minimum 2 weeks' time to submit the proposal document from the release of reply to prebid queries. It helps the new bidders to prepare comprehensive proposal document.	Refer response of Sl.No.2 above.

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04.	Clause No. 21.1, Page No 25	The Client's evaluation committee shall evaluate the Technical Proposals on the basis of their responsiveness to the Terms of Reference and the RFP, applying the evaluation criteria, sub-criteria, and point system specified in the Data Sheet. Each responsive Proposal will be given a technical score. A Proposal shall be rejected at this stage if it does not respond to important aspects of the RFP or if it fails to achieve the minimum technical score indicated in the Data Sheet.	we request you to include "DPR completed projects" under Consultants relevant project experience as because the present project is also a DPR project, not a detailed engineering project.	Refer Clause 21.1 Part B (i) a) of Data Sheet, it is clarified that similar/related work shall include DPR for IWT sector, water resources, ports, logistics, infrastructure, etc.
05.	Clause No. 21.1, Page 25	Technical Evaluation: Part A: Mandatory Criteria: 1. Consultant should be engaged in conducting similar activities for the past 5 years	Given the COVID-19 pandemic scenario over the last 15 months, there have been limited engagements in the transportation and logistics infrastructure sector. Accordingly, we request the Authority to consider experience of last 10 years.	No change, tender conditions prevail
06.	Clause No. 21.1, Page 25	Technical Evaluation: Part A: Mandatory Criteria: 2. Consultant should have a minimum average annual financial turnover of INR 2.16 Crore during the last 5 years	We request the Authority to raise this requirement of minimum average annual financial turnover to 100 Crores during the last 5 years.	No change, tender conditions prevail

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07.	Clause No. 21.1, Page No. 25	Consultant should have a minimum average annual financial turnover of INR 2.16 Crore during the last 5 years	Looking at the magnitude of work in TOR a financially sound Consultant is required to deliver a quality service and accordingly we suggest increasing the minimum average financial turnover criteria to INR 25 crores for the Bidder in the last five years.	No change, tender conditions prevail
08.	Clause No. 21.1, Page No. 25	Technical Evaluation: Part A: Mandatory Criteria: 3. Consultant should have completed 3 such studies of similar / related work during the last 5 years.	As requested for the point 05, we request the Authority to consider experience of last 10 years. Additionally, we request Authority to kindly consider projects in development of transport infrastructure such as Ports, Airports, Railways, Highways in the category of similar/ related works executed.	No change in respect of experience period.
09.	Clause No. 21.1, Page 26	Technical Evaluation: Part B: Evaluation Criteria: (i) Specific experience of the Consultant (as a firm) relevant to the Assignment: a) a minimum of 3 completed projects during last 5 years of similar nature to be submitted, with atleast 2 Projects of 2 requirements out of 4 i.e. (1) Detailed engineering studies / (2) morphological study / (3) Traffic potential / (4) Rapid E&SIA studies or combination thereof. Each project shall be awarded 5 marks. [15]	As requested for the point 05 we request the Authority to consider experience of last 10 years. Additionally, we request the Authority to clarify on whether the firm's Experience with Private Clients shall be considered for Technical evaluation.	a) No change in respect of experience period. Refer Clause 21.1 Part B (i) a) of the RFP. The Clause is self-explanatory.

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Sr. No.	Section No. Clause, Sub Clause No. and Page No. of Tender	Tender Clause Description	Query / Suggestion / Clarification sought	IWAI's Response
10.	Clause No. 21.1, Page 26	<p>Evaluation Criteria:</p> <p>(i) Specific experience of the Consultant (as a firm) relevant to the Assignment [15]</p> <p>(ii) Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference (TORs):[40]</p> <p>a) Approach and methodology (15)</p> <p>b) Work Plan (15)</p> <p>c) Organization and staffing (10)</p> <p>iii) Key Experts' qualifications and competence for the Assignment [45]</p>	<p>We request the Authority to consider the following suggestions for the evaluation criteria:</p> <p>(i) Specific experience of the Consultant (as a firm) relevant to the Assignment – 30 points</p> <p>(ii) Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference (TORs) – 25 points</p> <p>a) Approach and methodology (15)</p> <p>b) Work Plan (5)</p> <p>c) Organization and staffing (5)</p> <p>iii) Key Experts' qualifications and competence for the Assignment – 45 points</p>	No change, tender conditions prevail
11.	Clause No. 21.1, Page No. 26	<p>Specific experience of the Consultant (as a firm) relevant to the Assignment:</p> <p>a) a minimum of 3 completed projects during last 5 years of similar nature to be submitted, with atleast 2 Projects of 2 requirements out of 4 i.e. (1) Detailed engineering studies / (2) morphological study / (3) Traffic potential / (4) Rapid E&SIA studies or combination thereof</p>	<p>It is understood that an assignment related to Detailed engineering studies / (2) morphological study / (3) Traffic potential / (4) Rapid E&SIA studies performed for any sector shall be considered as relevant assignment for this tender. Request you to please clarify.</p>	Refer response of Sl. No. 04 above.

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Sr. No.	Section No. Clause, Sub Clause No. and Page No. of Tender	Tender Clause Description	Query / Suggestion / Clarification sought	IWAI's Response
12.	Clause No. 21.1, Page No. 26	<p>(ii) Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference (TORs): [40]</p> <p>a) Approach and methodology (15)</p> <p>b) Work Plan (15)</p> <p>c) Organization and staffing (10)</p>	<p>In order to augment the significance of appropriate Approach and Methodology, it is requested that the scoring pattern may be modified as follows:</p> <p>Adequacy and quality of the proposed methodology, and work plan in responding to the Terms of Reference (TORs): [40]</p> <p>a) Approach and methodology (25)</p> <p>b) Work Plan (10)</p> <p>c) Organization and staffing (5)</p>	No change, tender conditions prevail
13.	Clause No. 27.1, Page 28	<p>QCBS: The lowest evaluated Financial Proposal (Fm) is given the maximum financial score (Sf) of 100. The formula for determining the financial scores (Sf) of all other Proposals is calculated as following: $Sf = 100 \times Fm / F$, in which "Sf" is the financial score, "Fm" is the lowest price, and "F" the price of the proposal under consideration. The weights given to the Technical (T) and Financial (P) Proposals are: T = 75% P = 25%</p>	<p>We request the Authority to consider the following weightage for Technical and Financial Proposals: Technical proposal (T) = 80% Financial Proposal (P) = 20%</p>	<p>The Clause 27.1 may be reads as QCBS: The lowest evaluated Financial Proposal (Fm) is given the maximum financial score (Sf) of 100. The formula for determining the financial scores (Sf) of all other Proposals is calculated as following: $Sf = 100 \times Fm / F$, in which "Sf" is the financial score, "Fm" is the lowest price, and "F" the price of the proposal under consideration. The weights given to the Technical (T) and Financial (P) Proposals are: T = 80%</p>

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		Proposals are ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) as following: $S = St \times T\% + Sf \times P\%$.		P = 20% Proposals are ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) as following: $S = St \times T\% + Sf \times P\%$.
14.	Clause No. 27.1, Page No. 28	The weights given to the Technical (T) and Financial (P) Proposals are: T = 75, and P = 25	We request you to please consider weights for Technical and Financial proposal; - T = 80, and P = 20	Refer response at Sl. No. 13 above.
15.	Clause No. 27.1, Page No. 28-29	28-29 The weights given to the Technical (T) and Financial (P) Proposals are: T = 75% P = 25% Proposals are ranked according to their combined technical (St) and financial (Sf) scores using the weights (T = the weight given to the Technical Proposal; P = the weight given to the Financial Proposal; T + P = 1) as following: $S = St \times T\% + Sf \times P\%$.	It is requested that the weight assigned to technical score may be increased to 80%. An increased weight of technical score shall enhance the focus on selection of a (more) technically experience player which is expected to further enhance quality of project delivery. The same has also been a standard industry practice for most Consultancy tenders.	Refer response at Sl. No. 13 above.
Section 7. Terms of Reference				

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16.	Clause No. 4.2 (i), Page No 65	Preliminary meetings with Client's field offices, IWT Directorates, State Government departments, District Administration, CWC & other statutory bodies	Please specify the minimum number of such meetings and their location as it will have financial implications on bidder's quote.	Number of meetings shall be assessed by the bidder and cost shall be indicated in the Reimbursable expense in FIN 4 of RFP at the time of bidding.
17.	Clause No. 4.3 (ii) Page No. 66	identify existing goods and passenger movement belonging to the PIA by different modes of transport (also taking into account new clusters such as mandis, trading centres, tourist spots etc. coming up in the next five (5) to ten (10) years). For this, primary traffic surveys will be carried out through solicitation of public input and stakeholder opinions from concerned local authorities i.e. Gram Panchayat, sub-division administration, district level etc. The details for goods movement such as goods type / category, quantity, shipment size, seasonality, mode of transport used and origin-destination (O-D) pairs etc., and for passenger movement such as type / category (local commuters / tourists), number, seasonality, mode of transport used and O-D pairs etc. shall also be presented in the Report. Methodology and planning for this traffic survey will be presented in the Inception Report in sufficient details;	It is requested that during the solicitation of public input and stakeholder opinions from concerned local authorities i.e. Gram Panchayat, sub-division administration, district level etc., the relevant IWAI representative (especially regional office representatives) may please accompany the team.	IWAI may extend support by deputing its representative.

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18.	Clause No. 4.4 (v) (c), Page No. 70	The jetties with the above infrastructural facilities at the respective locations shall be designed in such a way that total cost of each jetty will not exceed to INR 2.00 cr. Similarly in the case of the modernisation of the existing jetties (being maintained by the Client) the total development cost will not exceed to INR 1.50 cr.	Based on the cost capping for development of Jetty and associated infrastructure, we understand that the intention is to develop small passenger jetties only with minimum passenger amenities and associated infrastructure at various countryside locations. Please clarify and confirm.	Clause 4.4 (v) of ToR is self-explanatory.
19.	Clause No. 4.4 (ix) (b), Page No. 73	Any additional hydrographic survey required for preparation of this DPR with regard to morphological study, channel identification & routing, siltation pattern study etc. shall be conducted the Consultant duly engaging professional survey agency subject to the requirement (if at all it is necessary), and at the discretion of EIC	Please clarify whether the cost towards these surveys is reimbursable, if these are required to be carried out as part of the project requirements	a) The TOR Clause 4.4 (ix) (b) may be referred in this regard. a) The additional hydrographic survey need shall be quantified by the bidder as per the work requirement. The cost shall be included in Reimbursable expense FIN 4 of the RFP.

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20.	Clause 4.4, (ix) b), Page 73	Any additional hydrographic survey required for preparation of this DPR with regard to morphological study, channel identification & routing, siltation pattern study etc. shall be conducted the Consultant duly engaging professional survey agency subject to the requirement (if at all it is necessary), and at the discretion of EIC.	We understand that all Hydrographic survey for the entire NW-1 is available with the client and will be made available to us. As per TOR, page 73, Cl IX. B), additional hydrographic Survey need to be quantified for bidding purpose and the rate should be taken for min. 500 line kilometer considering 42 new proposed sites and additional rate per line kilometer may be taken as a part of price BOQ as a separate BOQ item for level playing field amongst all the proposed bidders.	a) Refer TOR Clause 4.4 (ix) (b), the available Hydrographic surveys with the clients are mentioned in the TOR Clause 4.4 (ix) (a). b) The additional hydrographic survey need shall be quantified by the bidder as per the work requirement. The cost shall be included in Reimbursable expense FIN 4 of the RFP.
21.			We understand that the number of proposed new sites is 42 in different states. Kindly indicate approximate square meter of area to be covered under topographic survey in each of these sites.	Refer TOR Clause 4.4 (x), the identification of survey area is the responsibility of the bidder and the same shall be worked out by the bidder under ToR and the cost shall be projected in Reimbursable expense FIN 4 of the RFP.
22.			We understand that geotechnical Investigation need to be done for 42 sites and each site required 4 bore holes. This means that consultants have to priced for 42x4= 168 boreholes. Tentative founding level may be indicated for bidding purpose.	a) The Clause 4.5 regarding Geo-Technical Investigations is self-explanatory. b) No Change, Tender conditions prevail.

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23.			<p>In Jharkhand there is only one proposed site. However, in the Schedule of Payment, page no 94, apart from combined payment for traffic and inception report for all the states, payment term clearly shows 12% exclusive payment for Jharkhand State. In case Jharkhand State proposed site is technically not feasible. Will IWAI deduct 12% from consultant's fee? It may be noted that the effort and cash flow of the consultant is not directly proportional to the deliverable milestone for the particular state. IWAI may suggest a different payment milestone taking into account of consultants effort and cash flow for survey etc.</p>	<p>a) GCC and SCC attached as an Amendment-2. b) The Schedule of payments is given under SCC Clause 41.2. 'Schedule of Payments'. c) Tender conditions prevail.</p>
24.	<p>Clause No. 4.4 (x) Page No. 73</p>	<p>Topographic Surveys</p>	<p>The Number of new jetty locations and / or proposed expansion of existing floating jetty sites and extent of survey areas cannot be fixed before-hand and the same will be known only after the feasibility assessment study during the first phase of services, for the sake of transparency and evaluation of the Bids on equal footing, it is requested to include this scope under reimbursable item.</p>	<p>a) Refer TOR Clause 4.4 (x). b) The survey area shall be worked out by the bidder and cost shall be projected in Reimbursable expense FIN 4 of the RFP.</p>

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25.	Clause No. 4.7 (ii) Page No. 76	assess the environmental impacts due to development works/ projects/ sub-projects proposed in the DPR and suggest suitable Environment Management Plan (EMP) to mitigate the adverse impacts, if any, including its cost. Only rapid EIA / EMP study is envisaged for which one season data shall be sufficient:	The number of jetty locations and/or proposed expansion of existing floating jetty sites will be known only after the feasibility assessment. Hence for the sake of transparency and evaluation of the Bids on equal footing, it is requested to include this Rapid EIA/EMP study scope too under reimbursable item.	a) Refer TOR Clause 4.7. d) The cost may be indicated in Reimbursable expense FIN 4 of the RFP.
26.	Clause No. 4.7 (v), Page no. 76	Environmental Clearance	We understand that IWAI will be borne the cost of Environmental clearances for construction of proposed new jetties and any other allied infrastructure projects/ sub-projects. Please confirm.	a) Refer TOR Clause 4.7 (v), the role is clearly defined. b) No change, Tender conditions prevail.
27.	Clause No. 4.9 (i) Page No. 77	Potential economic development and increase in employment opportunities in the region/ hinterland of NW-1 due to development of IWT sector. The economic potential of the region along NW-1 shall be assessed. Economic Performance Index (EPI) of the districts along NW-1 shall be assessed and provided along with effect of IWT growth on EPI;	It is requested that the definition and expected assessment mechanism of "Economics Performance Index" may be clarified.	The consultant shall work out the methodology for assessing the Economics Performance Index based on the expected outcome parameter of the project.
28.	Clause No. 4.15, Page No. 78	Regulatory, Fiscal, Procedural issues and Public Private Partnership (PPP) Based on information collected during the course of preparation of this DPR and the proposed projects/ sub-projects, the Consultant shall:	It is requested that the scope of fiscal, financial, regulatory, taxation issues and procedural bottlenecks may please be clarified. It is understood that these aspects shall be developed on a best effort basis through secondary research.	Refer TOR clause 4.15 wherein the task to be done is clearly indicated.

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		<p>i. identify institutional, financial, regulatory, taxation issues and procedural bottlenecks including concerns (safety, security) that hinder growth of the IWT sector and propose solutions required for effective and optimum development of the sector; and</p> <p>clarify and formulate the expected role of the private sector in the development of Project(s) with regard to dredging, bandalling, jetty construction & management, shipyard and repair facility etc.</p>		
29.	Clause 6 (i), Page No. 79	The total duration of the Consultancy services shall be eight (8) months from the Effective Date, including twenty-one (21) days' time assumed to be taken by the Client in conveying its comments on the Reports at each stage of the Key Deliverables.	In light of various surveys and investigations, field works for various locations in UP, Bihar & Jharkhand, we request you to review the timelines holistically.	No change, tender conditions prevail

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Sr. No.	Section No. Clause, Sub Clause No. and Page No. of Tender	Tender Clause Description				Query / Suggestion / Clarification sought	IWAI's Response
30.	Clause No. 8(2) Page No. 83	Dy. Team Leader / Terminal Planner	1	Minimum Qualification B. Tech / B.E. in Civil Engineering & Preferred Qualification Post Graduation (Master's Degree / PGD) in relevant field	Minimum experience of ten (10) years out of which minimum seven (7) years of experience in Port & Harbor/ IWT Terminal Planning, Port & Harbor/ IWT infrastructure planning and development of physical activities for operations	It is requested that the minimum educational qualification requirement (for graduation) for the Dy. Team Leader may be relaxed to B.Tech/ B.E. in any discipline including Architecture. This may be beneficial in the following respects: - Qualification/ Expertise in Civil Engineering is a pre-condition for the positions of Structural Engineer and Geotechnical Expert; presence of such experts are expected to comprehensively ensure that considerations of Civil Engineering are incorporated. - Since the Terminal Planner is also serving as the Dy. Team Leader, personnel with graduation in other disciplines, having necessary work experience may also be able to contribute to effective and successful implementation of the project.	a) The clause may be read as "Minimum Qualification B. Tech / B.E. in Civil Engineering/B. Arch. Preferred Qualification Post Graduation (Master's Degree / PGD) in relevant field"
31.	Clause No. 8, Page No. 84	Procurement Expert: • Minimum Qualification: Graduate in any field • Preferred Qualification: Master's Degree in Law or any other related field				As a practice in India, most business schools award PGDM. We request the Authority to also include PG or Equivalent as educational criteria. Below is our recommendation:	a) Clause 8 at page no.84 of ToR is self-explanatory. b) No change, tender conditions prevail.

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		<ul style="list-style-type: none"> • Minimum experience of seven (7) years out of which minimum five (5) years of experience in managing procurement of various goods / consultancy / works contracts in the infrastructure sector. Should also have relevant experience of working on working on multilateral funded (World Bank, ADB, JICA etc.) projects 	<ul style="list-style-type: none"> • Master's Degree in Law / PGDM or Equivalent from a recognized University or Institution 	
32.	Clause No. 8, Page No. 85	Serial No. 08 Serial No. 08(11) Environment Expert Minimum Qualification Graduate in Environmental Engineering / Master's in Environmental Science Preferred Qualification Post-Graduation (Master's Degree / PGD) in relevant field	Kindly consider Graduate in any field having master or PGD in environmental sciences/ environmental engineering.	No change, tender conditions prevail
33.	Contract for consultant's service: Page 95, Cl No 10	The Consultant will be responsible for taking out any appropriate insurance coverage.	Contract for consultant's service: Page 95, Cl No 10: Please specify the Insurance limit (Value), duration (months) and type (Professional Indemnity/Third Party liability) of Insurance to be taken by consultants so that the bidders should be under the same level playing field for bidding.	a) Refer Clause 24 of GCC and 24.1 of SCC. b) Tender conditions prevail.

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34.	Contract for consultant's service: Page 96, Cl No 14	<p>The Client may terminate this Contract with at least ten (10) working days prior written notice to the Consultant after the occurrence of any of the events specified in paragraphs (a) through (d) of this Clause:</p> <p>(a) If the Consultant does not remedy a failure in the performance of its obligations under the Contract within seven (7) working days after being notified, or within any further period as the Client may have subsequently approved in writing;</p> <p>(b) If the Consultant becomes insolvent or bankrupt;</p> <p>(c) If the Consultant, in the judgment of the Client or the Bank, has engaged in corrupt, fraudulent, collusive, coercive, or obstructive practices (as defined in the prevailing Bank's sanctions procedures) in competing for or in performing the Contract.</p> <p>(d) If the Client, in its sole discretion and for any reason whatsoever, decides to terminate this Contract.</p>	<p>Contract for consultant's service: Page 96, Cl No 14: In case the contract is terminated by the Client without the fault of consultant, the payment terms should be assessed considering the progress report submitted by the consultant and duly accepted by the client and NOT as per the deliverable schedule completed.</p>	<p>a) Refer Clause 19 of GCC. b) Tender conditions prevail.</p>
35.	Contract for consultant's service		<p>Contract for consultant's service: The RFP is silent about the Force Majeure, Pandemic, Consequent Extension of Contract time and impact in price may kindly be included.</p>	<p>a) Refer Clause 17 of GCC. b) Tender conditions prevail.</p>

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36.			We request you to give at least 15 working days or 3 weeks to submit our bid after uploading of the pre-bid replies and addendum to the RFP.	Refer response of Sl.No.2 above.
37.	B. Schedule of Payments at Page no. 94	-	It is requested that a Mobilization Advance (to be paid after signing of contract) of 5% may please be included in schedule of payments.	a) No change, b) Refer SCC clause 41.2.