



Andhra Pradesh Centre for Financial Systems & Services
6th Floor, C-Block, Anjaneya Towers,
Ibrahimpattanam, Krishna (Dt.), Andhra Pradesh-521456.
Phone: +91 (866) 2884101, Fax: +91 (866) 2884102.

PRE-BID QUERIES RAISED AND ANSWERED

RFP NO.	APCFSS/PPP-PMU-TA/2024/01, dated 02/11/2024
RFP TITLE	SELECTION OF A TRANSACTION ADVISOR (TA) FOR ESTABLISHMENT OF PROJECT MANAGEMENT UNIT (PMU) IN PPP CELL OF FINANCE DEPARTMENT

This is to inform all the bidders that the following queries have been raised and answered during the pre-bid process in respect of the above RfP document.

Sl. No.	RFP Page No.	Clause No.	Query	Response
1.	6	Table of Key Details "Whether Consortium and Sub-contracting Allowed "	It is requested that Consortium shall be allowed in case of Legal Expert.	No Change
2.	6	Schedule of Key Events "Last Date for On-line Submission of Bids "	As the RFP was uploaded on 02nd November 2024 and the last date of bid submission is 07th November 2024, this has given a very less time (4 working days) to respond to the RFP. It is requested to extend the Last Date for Online Submission of bids to 21st November 2024, 17:30 hours.	An Amendment has been made to the provision of RFP; Please refer to the corrigendum.
3.	23	3(C) Technical Evaluation- Sl.No 2	<ul style="list-style-type: none"> 10 marks, if the bidder's experience spans across all 5 sectors /depts. specified in the scope of work. 8 marks, if the bidder's experience spans across 4 sectors / depts. specified in the scope of work. 6 marks, if the bidder's experience spans across 3 sectors / depts. specified in the scope of work. 4 marks, if the bidder's experience spans across 2 sectors / depts. specified in the scope of work. 2 marks, if the bidder's experience spans across 1 sectors / depts. specified in the scope of work. 0 marks, if the bidder's experience does not span to even 1 sector / dept. specified in the scope of work. 	An Amendment has been made appropriately to the provision of RFP; Please refer to the corrigendum.

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4.	24	3(C) Technical Evaluation- Sl.No 3	<p>Number of Transaction Advisory projects executed with a scope of work similar to that outlined in this tender document during the last 5 years (from 2019-20 to 2023-24), under the IIPDF Scheme of Govt. of India for the State Government / Central Government / Public Sector Clients</p> <p>10 Marks: 3.33 marks for each eligible project, subject to a maximum of 10 marks Since IIPDF is a relatively new scheme of Gol, not many projects have been allocated under the same. Dividing the marks for 5 projects shall be restrictive in nature. It is further requested that in case of IIPDF scheme, the ongoing projects shall also be considered for evaluation.</p>	An Amendment has been made appropriately to the provision of RFP; Please refer to the corrigendum.
5.	6	Table of Key Details	Kindly provide an online link for virtual participation in the pre-proposal conference on 5/11/2024 at 05:30 PM	You will be notified if a Pre-Bid Conference is scheduled.
6.	24	3(C) Technical Evaluation - Sl.No 3	<p>We request the Authority to amend this clause as follows: -</p> <p>Number of Transaction Advisory projects executed with a scope of work similar to that outlined in this tender document during the last 5 years (from 2019-20 to 2023-24), under the <u>IIPDF Scheme/or any other scheme</u> of Govt. of India for the State Government / Central Government / Public Sector Clients.</p> <p>10 marks for single eligible project</p>	An Amendment has been made appropriately to the provision of RFP; Please refer to the corrigendum.
7.	24	3(C) Technical Evaluation Sl.No 2	<p>We request the Authority to amend this clause as follows: -</p> <p>Spread of the <u>Transaction Advisory/PMU/Consultancy Projects</u> executed with a scope of work similar to that outlined in this tender across the identified Sectors – in the last 5 years (from 2019-20 to 2023-24) for the State Government / Central Government / Public Sector Clients.</p> <ul style="list-style-type: none"> • 10 marks, if the bidder's experience spans across equal to or more than 3 sectors / depts. specified in the scope of work. • 5 marks, if the bidder's experience spans across equal to or more than 2 sectors / depts. specified in the scope of work. 	An Amendment has been made appropriately to the provision of RFP; Please refer to the corrigendum.

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			<ul style="list-style-type: none"> 0 marks, if the bidder's experience is limited to only 1 sector / dept. specified in the scope of work. 	
8.	22	3(b) (i) (3) Evaluation of Bidder's Eligibility Annual Turnover	We request to consider reducing the average annual turnover to at least Rs.30 crores (Rupees Thirty crores only) for the most recent three financial years available from transaction advisory services. Kindly consider.	No Change
9.	24	3(C) Technical Evaluation Sl.No 3	<p>We are Transaction Advisory Consultants empanelled with DEA, Govt. of India and considering the nature of the project and based on our understanding of the IIPDF (Infrastructure Investment Project Development Fund) scheme, it is a fund-releasing mechanism for Transaction Advisors and is not directly tied to a bidder's experience in executing transaction advisory projects.</p> <p>However, we request that the eligibility criteria be amended that the bidder must have successfully undertaken at least one (1) transaction advisory project under the IIPDF scheme.</p> <p>Request to kindly consider.</p>	No Change
10.	35	Bid Form -1 Technical Bid Cover Letter Point 8 - We hereby state that we have been in the business of IT and IT related services including supply of hardware & consumables, AMC and FM Services in India, at least for the last three (3) years as on 31st March 2024	<p>We are Transaction Advisory Consultants providing consultancy services for Infrastructure Projects. However, we believe that the clause appears to be more relevant to IT suppliers or service providers, rather than transaction advisory consultants.</p> <p>Request to kindly re-examine the clause.</p>	An Amendment has been made appropriately to the provision of RFP; Please refer to the corrigendum.
11.	10	II. Scope of Work	<p>It is submitted that the PPP program involves screening and identification of PPP project prior to preparation of feasibility reports and subsequent transaction. This process of screening and identification can take 6-8 months depending upon nature of project and level of project preparation (<i>like land identification and acquisition, approvals from competent authority, environmental and social considerations, etc.</i>). During this initial period, the PMU would not be able</p>	No Change. SOW has been defined in accordance with the Mandate of the DEA

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			complete the feasibility studies. Therefore, it is requested that time related condition of atleast 3 Feasibility in 6 months shall not be mandated and total number of feasibility reports during the term of the PMU be considered under scope of work.	
12.	10	II. Scope of Work	<p>As stated earlier, any PPP program involves screening and identification of PPP project prior to undertaking PPP transaction.</p> <p>Further the completion of bid process and transaction depends upon the nature of project, status of project preparation (<i>like land acquisition, approvals from competent authority, environmental and social approvals, etc.</i>), which are often beyond the control of both advisor and/or line department.</p> <p>Therefore, it is requested that time related condition of atleast 4 potential projects and 1 project in 6 months shall not be mandated as condition and total number of project during the term of the PMU be considered under scope of work.</p>	No Change. SOW has been defined in accordance with the Mandate of the DEA
13.	10	II. Scope of Work	<p>It is submitted that <u>Detailed Project Reports (DPRs)</u> preparation require surveys and technical consultant/experts which cannot be undertaken by the PMU team.</p> <p>Therefore, it is requested that same shall not be included in the scope of work of PMU.</p>	No Change. SOW has been defined in accordance with the Mandate of the DEA
14.	13	6. SCHEDULE OF PAYMENTS	We request you to consider making payments on monthly basis instead of quarterly basis.	No Change
15.	13	6. SCHEDULE OF PAYMENTS	<p>We understand that the IIPDF has approved 5.0 crs as budget for the transaction advisory and any additional costs will be borne by GoAP.</p> <p>It is not clear how the payment will be released in case of professional fee/payment is higher than 5.0 crores. We request you to consider de-linking payments from the receipt of funds from DEA.</p>	No Change
16.	24	3(C) Technical Evaluation Sl.No 3	<p>It is submitted that in last 5 years many sponsoring agencies both central or state have undertaken PPP advisory in accordance with DEA guidelines through self-financing mode and thus limited central or state PPP transaction have been funded under IIPDF scheme.</p> <p>We request you to consider removing</p>	An Amendment has been made to the provision of RFP; Please refer to the corrigendum.

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			the requirement of advisory projects under the IIPDF scheme.	
17.		Additional clauses	<p>We request your to include the below clauses in the RFP document.</p> <ol style="list-style-type: none"> X`Client agrees that Transaction Advisor ("Bidder") shall not be liable to CLIENT for any losses for an aggregate amount in excess of the fees paid by CLIENT to the Bidder under the contract. CLIENT shall indemnify and hold harmless the Transaction Advisor / Bidder for all losses and claims arising in connection with any third party claim in relation to or pursuant to the contract or the services. CLIENT shall not disclose to any third party the advice, opinions, reports or other work product of the Bidder provided hereunder without the prior express written consent of the Bidder. 	<p>After careful consideration, we have concluded that the incorporation of additional clauses is not required.</p>

Sd/- Gautam Allada, IA&AS
CEO, AP Centre for Financial Systems and Services