

REPLY TO THE QUERIES OF BIDDERS FOR SETTING UP A PROJECT MONITORING AND IMPLEMENTATION UNIT (PMIU) IN THE DIRECTORATE OF PORTS AND INLAND WATER TRANSPORT, GOVERNMENT OF ODISHA

Sl. No.	Clause	Query	Response of the Authority
(1)	(2)	(3)	(4)
Queries/clarification sought for by PricewaterhouseCoopers Private limited			
01.	8.(c) (i) (Minimum Qualifications for the Bidder/ Eligibility Criteria) National / International reputed consulting firm registered under the Societies Act / Companies Act/Limited Liabilities Partnership Act.	Request you to consider the following to allow the experienced bidders: 1.Bidder must be operational since Last 10 Years in India.	No Change Contemplated
02.	8. (c) (ii) The Annual turnover of the Consulting firm/ Company / Institution during preceding three financial years should be more than Rs.50.00 (Fifty) Crore. A copy of the certificate of incorporation and the audited financial statements of the preceding three years must be submitted along with the proposal.	The Annual turnover of the Consulting firm/ Company / Institution during preceding three financial years should be more than Rs. 100.00 (Fifty) Crore from consulting services from India operations. A copy of the certificate of incorporation and the audited financial statements of the preceding three years must be submitted along with the proposal	No Change Contemplated
03.	8. (c) (iii) Bidder should have undertaken minimum five assignments related to State Government /Central Government / Public Sector Undertakings programs and/or schemes in the country in the last five years. Documentary evidence in form of signed agreements should be submitted.	Request you to consider the following to ensure the experienced consulting firms in the government domain are allowed to bid: Bidder should have undertaken minimum five assignments related to State Government /Central Government / Public Sector Undertakings programs and/or schemes in the country with consulting fee of more than 1 cr. (One crore) in the last five years. Documentary evidence in form of signed agreements should be submitted.	No Change Contemplated

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04.	8 (b) Selection Criteria i. The selection of the Consultant shall be based on the Technical Qualification and Lowest Price (L ₁) Quoted by the Bidder	Selection of Vendor on QCBS method is more reliable in terms selection of suitable firm and quality delivery of the project. We will request you to adopt QCBS (80:20) method for selecting Bidder for the project.	No Change Contemplated
05.	03. Key Personnel for the PMIU: Consultant (Technical) Should be a Graduate Civil Engineer having minimum 3 years experience in Port/ Railway/ Infrastructure Sector	Looking at the scope of the work and no. of infrastructure projects to be monitored by the proposed PMIU, one resource with Civil background may not be adequate for the scope. We request to increase the resource requirement to Two .	No Change Contemplated
06.	03. Key Personnel for the PMIU: Consultant (Administrative) Should be a MBA Graduate with minimum 3 years experience in Contract Management	The services expected from this profile is about procurement and bid process management, as we understand, this activity requires more experience for effective delivery of the assigned task and hence the experience may be revised to 5 years .	No Change Contemplated
07.	General- Financial Bid Format	We request to allow the financial format to be submitted with breakup of resource costs per month and a provision should also be kept to increase the resources basis the requirement and referring to the man-month cost quoted by the bidder .	No Change Contemplated
08.	05. The contract of the PMIU will be for a period of 2 (Two) years and can be extended depending upon the work on the same terms and conditions	You request to amend this clause to make PMIU more sustainable: The contract of the PMIU will be for a period of 2 (Two) years and can be extended depending upon the work on the mutual agreed terms and conditions including increase in cost or restructuring of the team .	No Change Contemplated

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Queries/clarification sought for by KPMG, MUMBAI.			
09.	02. Objective and Scope of Proposal	Work will be related only to Port & Railways or Road sector will also be included, specific sector experience may be essential for monitoring specific projects	No Change Contemplated
10.	03. Key Personnel for the PMIU: Consultant (Administrative) Should be a MBA Graduate with minimum 3 years experience in Contract Management	a) Consultant Administration - Is it mandatory to have government sector experience? b) Will MBA equivalent be considered in place of MBA with specialization in Project Management?	No Change Contemplated
11.	08. Tender Methodology (a) v. The Criteria for evaluating the Technical Bids would be as follows – 2.Relevant experience in Project/Program Management in Govt.: (30 Marks) Program/project management unit project experience in government sector in India in last 7 years with value (maximum 5 projects to be considered for evaluation): >= work order value with 5 crores = 6 marks for each project >= work order value with 3 crores = 4 marks for each project >= work order value with 1 crore = 2 marks for each project	If the above can be changed to: 2. Relevant experience in Project/Program Management in Govt.: (30 Marks) Program/project management unit project experience in government/Private sector in India in last 7 years with value (maximum 5 projects to be considered for evaluation): >= work order value with 3 crores = 6 marks for each project >= work order value with 1 crores = 4 marks for each project >= work order value with 50 Lakhs = 2 marks for each project	No Change Contemplated

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12.	<p>08. (c) Minimum Qualifications for the Bidder/ Eligibility Criteria (iii) Bidder should have undertaken minimum five assignments related to State Government /Central Government / Public Sector Undertakings programs and/or schemes in the country in the last five years. Documentary evidence in form of signed agreements should be submitted.</p>	<p>a) Will client certificates for ongoing engagements be considered, as many of these are long term engagements? b) Will private sector client credentials be considered?</p>	No Change Contemplated
13.	<p>08. (c) Minimum Qualifications for the Bidder/ Eligibility Criteria (iv) Bidder should have undertaken minimum 2 assignments for Port/ Railway/ Infrastructure Sector in the last 5 years. Documentary evidences in the form of signed agreement with completion certificate should be submitted.</p>	<p>a) Will client certificates for ongoing engagements be considered? Many of these are typically long term engagements. b) Will private sector client credentials be considered?</p>	No Change Contemplated
14.	<p>08. (b) Selection Criteria</p>	<p>Can the criteria be changed to QCBS (80:20) considering the complexity and quality of services expected out of the engagement. QCBS (80:20) has been followed by most of the government PMOs recently</p>	No Change Contemplated

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15.	<p>08. (c) Minimum Qualifications for the Bidder/ Eligibility Criteria (ii) The Annual turnover of the Consulting firm/ Company / Institution during preceding three financial years should be more than Rs.50.00 (Fifty) Crore. A copy of the certificate of incorporation and the audited financial statements of the preceding three years must be submitted along with the proposal.</p>	Can the financial criteria be changed to a minimum of INR 100 Cr in last three financial years?	No Change Contemplated
16.	<p>08. (c) Minimum Qualifications for the Bidder/ Eligibility Criteria (v) Consortiums/ Tie-ups of two or more firms are NOT permitted to bid in the project.</p>	Will a sub-contractor in individual capacity be allowed?	No Change Contemplated
17.	<p>12. Contract Period Contract will be initially valid for a period of two years from the date of deployment of the personnel in Commerce & Transport Department /Directorate of Ports and Inland Water Transport, Odisha, Bhubaneswar and may be renewed depending upon the work. There will be conflict of interest of this assignment with any other assignment or transaction contracted with Commerce & Transport Department /Directorate of Ports and Inland Water Transport, Odisha, Bhubaneswar.</p>	Can this requirement be curtailed to only the engagement team?	No Change Contemplated

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18.	General	Can a clause on Limited Liability be included? We note that there is no express limitation on consultant's liability under the RFP. In accordance with standard industry practice, we assume that our aggregate liability for direct damages under this RFP shall be limited to one time the fees paid to us. Please confirm	This will be finalized after due consultation with Government during signing of Agreement
Queries/clarification sought for by Ernst & Young LLP, New Delhi			
19.	2.2. Scope of Work (vi) Planning, monitoring implementation, verification of assets/ accounts/ auditing of all port projects.	We understand that the subject assignment is for Project Monitoring and Implementation. Verification of assets/ accounts/ auditing is a separate role altogether and would necessitate different skill sets which are not envisaged in the key resources proposed for the assignment. Hence request you for waiver of “ verification of assets/ accounts/ auditing of all port projects ” from the scope.	No Change Contemplated
20.	03. Key Personnel for the PMIU: Consultant (Technical) Should be a Graduate Civil Engineer having minimum 3 years experience in Port/ Railway/ Infrastructure Sector	We understand the said team member will be responsible to manage all the technical aspects relating to any project. However, Port Projects are also being planned and managed by personnel from Mechanical and Electrical discipline as majority of Port/Railway Operations related activities come under their purview. Hence, request you kindly include B.Tech (Mechanical)/ B.Tech (Electrical) having relevant experience in Port /Railway and Infrastructure sector.	No Change Contemplated

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Queries/clarification sought for by A.T. Kearney Limited, Mumbai			
21.	03. Key Personnel for the PMIU:	Please advise if the consulting firm may use sub-contracted personnel for any of the key personnel roles, particularly Consultant (Technical) or Consultant (Administrative)	No Change Contemplated
22.	23. Other Information (v) The last date of submission of bid document is 09.05.2017 upto 05.00 P.M. No Bids should be entertained after receipt of due date and time.	To ensure adequate duration for the submission of the proposal after the receipt of clarifications, we would like to request that the closing bid submission to 2 weeks after the issuance of clarifications.	Addendum to be made extending the date of submission and opening of the RFP to one more week.
Queries/clarification sought for by CRISIL Risk & Infrastructure Solutions Limited, Mumbai			
23.	03. Key Personnel for the PMIU: Team Leader- Must have MBA with 7 years experience.	We understand that for such large scale PMU engagement, the Team Leader shall play a pivotal role. We request the authority to kindly modify the subject clause to the following: “Must have an MBA./ M Tech./ Masters in Engineering with 7 years experience”	No Change Contemplated
24.	6.3. Replacement Clause (i) Replacement of resources shall generally not be allowed before completion of the minimum period of one year. The replacement of agreed personnel by the bidder will be allowed within the mandatory period i.e., one year only in case the personnel leave the organization by submitting resignation with the present employer.	We request that Authority to kindly allow replacement of the personnel in case of reasons beyond the reasonable control of the Consultant Organization like termination of employment of the personnel	No Change Contemplated

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25.	13. Agreement: The selected firm has to sign an agreement with the Director, Ports and Inland Water Transport, Odisha, Bhubaneswar, Govt. of Odisha	We request the Authority to kindly provide us a copy of the subject agreement for our reference and review	Agreement will be provided to the selected Agencies after finalization of RFP
26.	14. Right to Termination (a) Commerce & Transport Department /Directorate of Ports and Inland Water Transport, Odisha, Bhubaneswar reserves the right to terminate the Agreement, if it is of the opinion that the performance of the consultant is not satisfactory at any point of time during the period of the contract.	The subject project requires the personnel for full-time. In view of the above, we believe that the deployment of senior professional from overseas would not be cost effective.	No Change Contemplated
27.	General (No Clause in RFP regarding liability of the Consultant)	We request the authority to kindly include the following clause in the RFP “Notwithstanding anything to the contrary, the aggregate maximum liability of the Consultant shall not exceed the payment received by the Consultant under this Contract.	No Change Contemplated
28.	Request for extension	In view of the detailed submissions and requirements of the RFP, we request the authority to kindly extend the Proposal Due Date by at least 2 weeks from the date of issuance of pre-bid clarifications. This shall enable us to submit the best proposal for the assignment	Addendum to be made extending the date of submission and opening of the RFP to one more week.