

## GUJARAT INTERNATIONAL FINANCE TEC-CITY COMPANY LTD

**PROJECT: CONSULTANCY SERVICES FOR PREPARATION OF DETAILED FEASIBILITY REPORT (DFR) FOR MULTI LEVEL PARKING COMPLEX**

**Prebid meeting held on Nov 21, 2011 at 11:00 Hrs at the Corporate Office of GIFTCL, Ahmedabad**

### REPLIES TO THE CLARIFICATIONS/ QUERIES

S. No.	Clause/ Section	Tender Description	Request for Clarification	Response by Client to the clarification/ query
1	Section – 1; Letter of Invitation, Page 7, 6 <sup>th</sup> Point	“The Bidder, either individually or jointly (Consortium and or Joint Venture) shall .....	Kindly clarify how many ‘Member firms’ are allowed, if the applicant is bidding in ‘Consortium’	Refer Addendum-1, Sr. No. 1.
2	Section -2; Instruction to Bidders, Section 2.1 (2.1.3), Page No. 8	“Most of the building.....private developers in conformity of master plan & guidelines ..... Only essential building	Kindly clarify whether the proposed MLP-II, shall be developed by private developers/ private investment, primarily; or it is being treated as ‘essential building’, proposed for development by GIFTCL, primarily?	The implementation structure will be decided based on DFR by Appointed Consultant.
3	Section – 2, 2.14 (2.14.3), Award of Contract, Page No. 16	‘The client shall provide specific approval ..... undertaking various stages of the scope of work as per ToR through separate notice for commencement’	We understand from Section 3.6. Scope of Work, Page No. 28, that scope of work involves 2 stages – a) DFR preparation; b) Assistance in Bid Process. Further, as per Section 2.6.3. Financial Proposal, Point 1, Page No 13, we understand that interested & competent bidders are being instructed to ‘Quote’ the entire consultancy fees in lump sum amount. Kindly clarify, explicitly, whether Bidder which score highest marks, under QCBS system, is entitled to get mandate for delivering services for Stage 1 & Stage 2, and in turn are would receive the ‘total lump fees quoted’, after delivering quality &	Refer Addendum-1, Sr. No. 4.

			timely consultancy services? Or, GIFTCL office wants the prospective Bidder to 'Quote' separately' for Stage 1 & Stage 2, if at all separate notice for commencement is required from your esteemed office?	
4	Section – 2; 2.7 (2.7.2.), Evaluation of Technical Proposals, Page No. 13	“....technically qualified may be required to deliver a detailed presentation....”	Kindly clarify the 'Technical Marks' for the 'technically qualified bidders' shall be declared, publically, before inviting them for 'a detailed presentation', and before opening of the 'Financial Proposals?'	Refer Addendum-1, Sr. No. 2.
5	Section 3.6. Scope of Work; (1i) Financial Feasibility, Page No. 32	'The objective of the financial feasibility shall be to establish the commercial viability...." "Page No 28, Stage 1: 'This stage includes....., detailed feasibility from technical and commercial aspects...."	As we understand from the 'highlighted relevant section of the RFP', that 'financial feasibility' is an integral part of the total scope of work for 'Preparation of the DFR'. At the same time, while referring 'Section 3.5, Assignment Brief, Page No 27, the consultant shall demonstrate the ....", does not mention anything on financial/ commercial viability, if the MLP II is being proposed for development through 'Private developer' or under the category 'essential building'. Also, section 1.5, data sheet (3) nothing has been mentioned about the need for 'Financial Expert, as KEY PERSONNEL, where the prospective bidder can score marks on technical evaluation. Similarly if the Stage 2 of the scope of Work, 'Assistance in Bid Process' is a part of the 'total consultancy deliverable', nothing has been mentioned about the need for 'Legal Expert, as Key Personnel. Kindly clarify how the prospective bidders can meet the expectation of GIFTCL office, while delivering the above mentioned aspects of 'scope of work', without the 'financial' and 'legal expert', as KEY PERSONNEL.	Please Refer Data sheet clause 1.5
6	Section 1.5.1.2 (1) (a) under DATA Sheet, Page No. 19	'....combination of ramp and automatic car parking'	Kindly specify, explicitly, for claiming the eligibility for acquired 'project experience', what is the Definition of 'Automated Parking System' and 'Semi Automatic Parking System'? From Section 3.7.1 (1c) Page No 30, we understand 'Intelligent parking management system (IPMS) is one of the characteristic	Only application of IPMS for the parking system will not qualify for the automatic/ semi-automatic parking system.

			GIFTCL is considering for evaluation of eligible assignment. Does 'Automatic Parking System' means fully mechanized & automated robotic system' only? Kindly specify. Explicitly	
7	Section 3.5.1, Table 1: Details of MLCP II, No 3	" Building height – upto 120 mt from RL	Kindly specify what does 'upto 120mt from RL' mean?	It is requested to read the sentence as 'upto 120mt above Ground Level'
8	Section 3.7, Page 30	1a: Benchmarking Study	"The Consultant shall benchmark the proposed parking infrastructure facility with other similar facilities and projects (minimum four case studies of similar nature)."  Will GIFTCL provide the approval from the concern department/ organization for this study?	The appointed consultant needs to make the necessary arrangements for doing the benchmarking study.  GIFTCL will provide the Recommendation letter for specific cases.
9	Section 3.7, Page 31	1c: Technology Identification and Sizing for MLP II	"Propose the best IPMS technique for smooth vehicular movement within the parking complex including entry and exit through proper guidance and providing the information of available slots through variable message signs or by any other appropriate means of communications etc"  Please confirm slot level parking occupancy and display is required / desired	Kindly refer 3.7.1 (1c)
10	Section 3.7, Page 32	1e: Conceptual Architectural Design for MLP II	"MEP, HVAC & Fire Protection, Security and surveillance requirement and considering the Proposed technology as identified in above sections."  Pls. confirm if CCTV surveillance, Fire protection and MEP will be part of this consultancy	Kindly refer 3.7.1 (1e)
11	Data Sheet, 1.5	Technical Evaluation	It would be requested that the organization can be considered technically acceptable on the basis of the individual experience and not be rejected on lacking the organizational experience.	RFP conditions shall prevail.

12	1.5.1.2 Page 19		Please can client consider reducing specific experience requirement to say 1500 cars. This will allow us to demonstrate varied range of car parks that we have designed with respect to land uses.	RFP conditions shall prevail.
13	1.5.1.2 Page 19		Please can client consider increasing specific experience completion time from existing 5 years to 10 years? We have some very good experience to demonstrate our capability but it is older than 5 years and increasing timeframe would allow client to judge our full portfolio.	RFP conditions shall prevail.
14	1.5.1.2 Page 19		Please can client confirm whether demonstrating car park experience with automated technology and/or green technology would carry any additional marks?	RFP conditions shall prevail.
15	3.5.1 Page 28		Please can client confirm what share of the proposed car of 12,000 ECS is intended to be automated, if any.	It is to be studied and to be recommended by the Appointed Consultant.
16	3.7.1 (1d) Page 30		Please can client clarify whether the required 3 conceptual layout plans for consideration should also include technology options? Technology option may vary with conceptual layout plan.	PI refer to 3.7.1 (1d)
17			Please can client provide us Terms and Conditions? This will enable our legal team to review them and raise any queries before bid submitted?	Draft Contract document will be sent seperately.
18			Please can client allow use of sub consultants?	Sub Consultant may be allowed subject to approval of Client.
19			Please can client confirm what is the expected construction of car park base – build or frame structure	It is to be studied and to be recommended by the Appointed Consultant.
20			Please can client confirm what the estimated construction budget and start date?	Please refer clause 3.7.1 (1f) Construction start date is expected to be mid 2012.
21			Please can client extend the deadline of 7 <sup>th</sup> December by 3-4 weeks. This will allow us sufficient time to incorporate any Corrigendum issued after prebid meeting also review T&Cs.	RFP conditions shall prevail.

22	Clause no. 2.2.4.3.		<p>a firm which has been engaged by GIFTCL to provide goods or works or services for a assignment, will be disqualified from providing consulting services for the same assignment; conversely, a firm hired to provide consulting services for the preparation of DFR, will be disqualified from subsequently providing goods or works or other services related to the same assignment</p> <p>and Clause : A Bidder eventually appointed to provide Consultancy for this Assignment, as well as any of its Associates, shall be disqualified from subsequently providing goods or works or services related to the construction and execution of the same Assignment and any breach of this obligation shall be construed as Conflict of Interest;  Comment:  Both these clauses do not seem to be relevant. After the developer / contractor is selected through an open bidding, the role of consultant is over. A consultant should be disqualified from bidding for the development tender, however, if consultant / his associate be a service / goods provider to the developer should not hamper the interest of the project.</p>	Applicable only for Consortium members. Please refer Addendum-1, Sr. No. 3.
23			<p>50% marks have been reserved for relevant experience. The relevant experience includes Multilevel parking consultancy experience of over 3000 &amp; 5000 ECS. This condition looks tilted towards international firms only and not many Indian firms on their own will get qualified.</p> <p>We request to dilute this criteria in terms of ECS</p>	RFP Conditions shall prevail.
24			<p>There is no mention of the skill sets required for Financial Assessment.</p> <p>In case the project structure evolves in such a way, that the project can be done on PPP basis, the team would need a PPP expert having worked on Parking projects.</p> <p>The project also would need a Management Graduate to assess the</p>	Please Refer Data sheet clause 1.5

			complete project as the project revenues v/s commercial potential against the parking charges etc. We propose to keep at least one position of Financial Expert in the team.	
25	Clause 1.5.1.2 (3)		It is presumed that other related experts imply to Financial Expert, Please Clarify.	Please Refer Data sheet clause 1.5
26			Request you to kindly extend the submission date by 10 days	RFP Conditions shall prevail.
27			Kindly clarify that Secondary data such as topographic survey will be provided by the Client.	The appropriate available secondary data will be shared with the Appointed Consultant.
28			Kindly clarify whether simulation of three Conceptual plans will be provided by the Consultant?	The simulation of three conceptual plans is essential for submission by the Consultant.
29			Kindly clarify whether GIFT DCR will be shared with the Consultant?	GIFT DCR copy will be provided to the Appointed Consultant.
30	TECH-4		In TECH-4 Power of Attorney, Paragraph 4, Line 3, the year mentioned is 2012. Kindly clarify whether it is 2012 or 2011?	It is to be read as 2011 here.
31	TECH-5		In TECH-5 Financial Capacity of the Bidder, kindly clarify that in case of consortium the financial capacity of the lead member or of all the member of consortium need to be submitted? Also kindly clarify what is Annual Revenue?	In case of consortium, Financial Capacity of the lead member is to be submitted. Annual Revenue to be read as Annual Turnover.

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## ADDENDUM-1

Sr. No.	Clause/ Section	Original (Instead of)	Amendment/Addendum (Read As)																
1	Section 2: Instruction to Bidders; Clause 2.5 Submission, Receipt, and Opening of Proposals Sub Clause 2.5.2.	An authorized representative of the Bidders shall initial all pages of the original Technical and Financial Proposals. The authorization shall be in the form of a written Power Of Attorney/Corporate resolution accompanying the Proposal or in any other form demonstrating that the representative has been duly authorized to sign. The signed Technical and Financial Proposals shall be marked "Original".	An authorized representative of the Bidders shall initial all pages of the original Technical and Financial Proposals. Maximum Three (3) member firms are allowed, if the applicant is bidding in 'Consortium'. In case of consortium, bidder needs to submit Memorandum of Understanding. The authorization shall be in the form of a written Power Of Attorney/Corporate resolution accompanying the Proposal or in any other form demonstrating that the representative has been duly authorized to sign. The signed Technical and Financial Proposals shall be marked "Original".																
2	Data Sheet; Clause 1.5; Criteria 1.5.1: Technical Evaluation; Sub Criteria 1.5.1.2: (2) Adequacy of Proposed Approach, Methodology, Work Plan and Personnel Schedule responding to the TOR: Total Marks = 20	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Description</th> <th style="text-align: center;">Marks</th> </tr> </thead> <tbody> <tr> <td>(a) Approach &amp; Methodology</td> <td style="text-align: center;">12</td> </tr> <tr> <td>(b) Work Plan</td> <td style="text-align: center;">04</td> </tr> <tr> <td>(c) Personnel Schedule</td> <td style="text-align: center;">04</td> </tr> </tbody> </table>	Description	Marks	(a) Approach & Methodology	12	(b) Work Plan	04	(c) Personnel Schedule	04	<table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="text-align: center;">Description*</th> <th style="text-align: center;">Marks</th> </tr> </thead> <tbody> <tr> <td>(a) Approach &amp; Methodology</td> <td style="text-align: center;">12</td> </tr> <tr> <td>(b) Work Plan</td> <td style="text-align: center;">04</td> </tr> <tr> <td>(c) Personnel Schedule</td> <td style="text-align: center;">04</td> </tr> </tbody> </table> <p style="margin-top: 10px;">*50% of the above marks will be evaluated based on the presentation by bidder.</p>	Description*	Marks	(a) Approach & Methodology	12	(b) Work Plan	04	(c) Personnel Schedule	04
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3	Section 2: Instruction to Bidders; Clause 2.2. Conflict of Interest Sub Clause 2.2.5.	A Bidder eventually appointed to provide Consultancy for this Assignment, as well as any of its Associates, shall be disqualified from subsequently providing goods or works or services related to the construction and execution of the same Assignment and any breach of this obligation shall be construed as Conflict of Interest; provided that the restriction herein shall not apply after a period of six years from the completion of this assignment or to consulting assignments granted by banks/lenders at any time; provided further that this restriction shall not apply to consultancy/advisory services performed for GIFTCL in continuation of this Consultancy or any subsequent consultancy/advisory services performed for GIFTCL. For the avoidance of doubt, an entity affiliated with the Consultant shall include a partner in the Consultant's firm or a person who holds more than 5% (five per cent) of the subscribed and paid up share capital of the Consultant, as the case may be, and any Associate thereof.	A Bidder eventually appointed to provide Consultancy for this Assignment, shall be disqualified from subsequently providing goods or works or services related to the construction and execution of the same Assignment and any breach of this obligation shall be construed as Conflict of Interest; provided that the restriction herein shall not apply after a period of six years from the completion of this assignment or to consulting assignments granted by banks/lenders at any time; provided further that this restriction shall not apply to consultancy/advisory services performed for GIFTCL in continuation of this Consultancy or any subsequent consultancy/advisory services performed for GIFTCL.
4	Section 2: Instruction to Bidders; Clause 2.6. Preparation of Proposal Sub Clause 2.6.3.	Financial Proposal The envelope containing Financial Proposal shall contain all the Information in the formats prescribed in Section 5. FIN-1 Financial Proposal Submission Form FIN-2 Detailed Break-up and Summary of Consultancy Fees  1. The Bidder should quote its entire Consultancy Fee in lump sum amount as per the standard bid formats of section 5 of this RFP. The fee	Financial Proposal The envelope containing Financial Proposal shall contain all the Information in the formats prescribed in Section 5. FIN-1 Financial Proposal Submission Form FIN-2 Detailed Break-up and Summary of Consultancy Fees  1. The Bidder should quote its entire Consultancy Fee in lump sum amount as per the standard bid formats of section 5 of this RFP. The fee quoted for the

		<p>quoted for the Assignment shall cover remuneration for all the staff (foreign and local, in the field, office etc), accommodation, transportation, equipment, printing of documents etc. necessary to satisfactorily deliver the assignment as per Terms of Reference provided in Section 3 of this RFP document. The total fees indicated in the Financial Proposal shall be without any condition attached or subject to any assumption, and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.</p> <p>2. The Financial Proposal shall take into account all types of tax liabilities and cost of insurances except service tax.</p> <p>3. Consultancy fee for the Assignment (including break down of costs) shall be expressed in Indian National Rupees (INR) as described in format FIN-1 &amp; FIN-2 of Section 5.</p>	<p>Assignment shall cover remuneration for all the staff (foreign and local, in the field, office etc), accommodation, transportation, equipment, printing of documents etc. necessary to satisfactorily deliver the assignment as per Terms of Reference provided in Section 3 of this RFP document. The total fees indicated in the Financial Proposal shall be without any condition attached or subject to any assumption, and shall be final and binding. In case any assumption or condition is indicated in the Financial Proposal, it shall be considered non-responsive and liable to be rejected.</p> <p>2. The Financial Proposal shall take into account all types of tax liabilities and cost of insurances except service tax.</p> <p>3. Consultancy fee for the Assignment (including break down of costs) shall be expressed in Indian National Rupees (INR) as described in format FIN-1 &amp; FIN-2 of Section 5.</p> <p>4. The total ratio of fees for Stage 1 and Stage 2 will be in ratio of 60:40 of total project consultancy fee.</p>
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