



Response to queries raised by bidders during pre-bid meeting held on 25-06-2020 at 1500 hours

Gorakhpur Industrial Development Authority (GIDA) issued a Request for Proposal (RfP) on 18-06-2020 to invite responses from eligible agencies/ firms for providing consultancy services for conducting feasibility study and preparing conceptual layout plan for development of 200 acre land parcel at Kaalesar, GIDA. In this regard, five (5) firms attended the pre-bid meeting held on 25-06-2020 at 1500 hours and submitted the queries. Clarifications and modifications against the queries raised by firms/ agencies is provided in the table below:

| # | Clause & Page No. | Existing provision | Query raised | Response |
|----|---|--|---|---|
| 1. | Page 3, Clause 1.3 - Pre- qualification criteria, Point1 | The Bidder should be an organization incorporated in India and operating for at least last Five (5) complete Financial Years as on published date of RFP | <ul style="list-style-type: none">▶ The Bidder should be an organization incorporated in India and operating for at least last Ten (10) complete Financial Years as on published date of RFP | Clarification No change. Provision shall remain same as specified in the RfP. |
| 2. | Page 3, Clause 1.3 – Pre- qualification criteria, Point 4 and Page16, Clause 5.2 technical evaluation criteria – S.no. 1 | The bidder should have conducted at least 3 feasibility assessments and developed conceptual Plans for development of Commercial Area to any Industrial Development Authorities/ Corporations/ any other Government agencies in the past three Financial Years (2017-18, 2018-19 and 2019-20) where order value of each project shall be INR 25 Lakh or above. | <ul style="list-style-type: none">▶ The bidder should have conducted at least 3 feasibility assessments and developed conceptual Plans for development of Commercial Area to any Industrial Development Authorities/ Corporations/ any other Government agencies in the past Ten (10) Financial Years where order value of each project shall be INR 25 Lakh or above.▶ Request the Authority to kindly clarify if the projects being undertaken in consortium with another firm will be eligible▶ Since the assignment scope also includes work of preparation of business plan and tender document, we request you to include the below change in the criteria –<ul style="list-style-type: none">• The bidder should have prepared a business plan or innovative | Modification Provision under this clause has been modified and can be read as: <ul style="list-style-type: none">▶ The bidder should have conducted at least 3 feasibility assessments and developed conceptual Plans for development of Commercial Area to any Industrial Development Authorities/ Corporations/ any other Government agencies in the past five Financial Years (2015-16, 2016-17, 2017-18, 2018-19 and 2019-20) where order value of each project shall be INR 50 Lakh or above.▶ The bidder should have conducted at least one Feasibility Report and conceptual layout plan for |



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| | | | <p>financing plan for any corporation/ Authority/ any industrial development authorities during the last 7 years or</p> <ul style="list-style-type: none"> • The bidder should have conducted transaction advisory for land development projects for any corporation/ Authority/ any industrial development authorities during the last 7 years <p>▶ Request the Authority to kindly clarify if the projects being undertaken in consortium with another firm will be eligible</p> <p>▶ Request the Authority to kindly include feasibility assessment studies and conceptual layout plans for developing commercial layouts with any private entity with site in Uttar Pradesh as well.</p> <p>▶ In view of competitive bidding and to allow maximum participation from experienced bidders request to please relax the criteria as follows –</p> <ul style="list-style-type: none"> • The bidder should have conducted at least 3 feasibility assessments and developed conceptual Plans for development of Commercial Area to any Industrial Development Authorities/ Corporations/ any other Government agencies in the past Five Financial Years (2015-16, 2016-17, 2017-16, 2018-19 and | <p>development of Commercial Area with any corporation/ Authority/ any industrial development authorities of Government of Uttar Pradesh during the last five Financial Years (2015-16, 2016-17, 2017-18, 2018-19 and 2019-20) where order value of each project shall be INR 50 Lakh or above.</p> <p>▶ In case of consortium, experience of both firms in conducting feasibility studies and developed conceptual Plans for development of Commercial Area to any Industrial Development Authorities/ Corporations/ any other Government agencies in the past Five Financial Years (2015-16, 2016-17, 2017-18, 2018-19 and 2019-20) wherever order value should be at least INR 50 Lakhs or above will be considered.</p> <p>Clarification Experience of conducting feasibility study and development of conceptual layout plan for development of commercial area with any Industrial development authorities/Authorities/</p> |



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| | | | <p>2019-20) wherever order value should be at least INR. 15 Lakhs.</p> <ul style="list-style-type: none">• The bidder should have conducted at least one Feasibility Report and conceptual layout plan for development of Commercial Area with any corporation/ Authority/ any industrial development authorities of Government of Uttar Pradesh during the last 5 years and order value should be at least INR15 Lakhs▶ The bidder should have conducted at least 3 feasibility assessments and developed conceptual plans for development of Commercial Area to any Authorities/ Corporations/ any other agencies in the past Ten (10) Financial Years▶ The bidder should have conducted at least one Feasibility Report and conceptual layout plan for development of Commercial Area with any corporation/ Authority/any industrial development authorities of Government of Uttar Pradesh during the last 7 years and order value should be more than 25 Lakhs▶ Request the authority to kindly clarify if the projects being undertaken by the Consortium partners will be considered for fulfilling the Pre-Qualifications requirements. | <p>Corporations/ any other Govt. agencies will only be considered as firm's experience.</p> |



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| 3. | Page 16, Clause 5.1 | Weighted Technical mark (MT) will be given on the basis of the evaluation of the Technical Bid and based on the presentation delivered by the eligible bidder as per the Evaluation Criteria | <ul style="list-style-type: none"> ▶ Kindly provide details and content which will be covered through presentation to be made by the consultant. ▶ Would this focus on the entire technical proposal or mainly on the approach and methodology? | <p>Clarification: Bidders should present their prior experience, appreciation of the project, approach & methodology and proposed team.</p> |
| 4. | Page 5, Clause 1.6 – brief description of selection process and Page 18, Clause 5.4 - Combined and Final Evaluation | <p>Financial Proposals (i.e. Part 3) of the Shortlisted bidders will be evaluated on the basis of lowest quote. (Bids to be submitted using formats in Annexure-5). Thus, the final selection of the firm shall be on the basis of least cost (L1) approach.</p> <p>The composite mark is a weighted average of the Technical and Financial Marks. The ratio of Technical and Financial mark is 80:20 respectively.</p> | <ul style="list-style-type: none"> ▶ Both the conditions seem to contradict each other. Kindly clarify if the evaluation would be on L1 basis or QCBS basis. ▶ Madam, at Clause No. 1.6 it is mentioned that selection of the firm shall be on the basis of least cost (L1) approach and further the Clause No. 5.4 it is also mentioned that the highest-ranking Bidder as per the composite mark will be selected in this tender ▶ Request to please clarify on the criteria for the final selection of technically qualified bidder whether on least cost (L1) basis or on the Highest-ranking Bidder as per the composite mark | <p>Clarification: Evaluation of proposals will be based on QCBS.</p> |
| 5. | Page 7, Task 2 (g) | Development of phase-wise conceptual plan detailing out the commercial development plan over 70 acres as Phase-1. | <ul style="list-style-type: none"> ▶ Kindly provide details of other phases of the project also. Is there a timeline for estimated development of Phase 1 and the other planned phases | <p>Clarification: Bidders should develop conceptual layout plan for entire approximate 200 acre land parcel. Also, firm needs to prepare detailed plan for commercial development over approximate 70 acres out of the approximate 200 ac of land parcel.</p> |



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| 6. | Page Np.3, Clause 1.3 Pre-qualification Criteria, Point no. 5 Annual Turnover | 5. Annual Turnover The bidder shall have minimum INR 50 lakh average Annual Turnover during the last 3 Financial Years | In view of competitive bidding and to allow maximum participation from experienced bidders request to please relax the criteria as follows – <ul style="list-style-type: none"> ▶ The bidder shall have minimum <u>INR 50 Crores</u> Average Turnover during the last 3 Financial Years from consulting services. ▶ We request you to increase the Annual turnover to minimum of INR 25 Crores during the last 3 Financial Years | Modification: Provision under this clause has been modified and can be read as: The bidder shall have minimum INR 5 crore average Annual Turnover during the last 3 Financial Years. |
| 7. | Page-16, section-2 | Scope of work | <ul style="list-style-type: none"> ▶ We request you to share any past studies/ Pre-feasibility prepared for this land parcel | Clarification: GIDA has not conducted any pre-feasibility for the land parcel |
| 8. | Page-8 Sub task 5.3 | Sub Task 3.5: Assistance in obtaining Approvals The Consultant shall make presentations regarding proposals as and when required for obtaining approvals, clearances etc. | We request you to define the timeline for getting approvals, clearance etc. from various authorities and consider as separate milestone without linking to deliverables of Task 3: Development of investment strategy and business model <ul style="list-style-type: none"> ▶ Request you to kindly consider 5% of total fee as payment towards obtaining approval process. ▶ We are assuming that no Statutory fee/ Payment for obtaining approvals and clearance to be borne by Consultants | Clarification: Consultant should support the authority in making presentations regarding proposal for obtaining all necessary approvals and clearances. Any applicable statutory fee related for obtaining approval shall be borne by Authority. |
| 9. | Page-2, 1.2 Data sheet, points 11 & 12 | Earnest Money Deposit (EMD) – refundable INR 50,000 /- (Rupees Fifty Thousands only) by Demand Draft | <ul style="list-style-type: none"> ▶ Request you to kindly consider the EMD to be submitted in the form of BG. ▶ We request GIDA to consider accepting online mode of payments such as RTGS / NEFT and share the Bank Account details of GIDA for | Modification: Provision related to fee and submission of EMD and Proposal Fee has been modified and can be |



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| | | from a nationalized/scheduled bank and payable in Gorakhpur along with minimum validity of 90 days from date of submission of the bids. Payable in the name of Gorakhpur Industrial Development Authority, Gorakhpur | <p>transfer of fees</p> <ul style="list-style-type: none"> ▶ As per MSME Act, if a company is registered under MSME, while making application for Government Tender, bidder is exempted from Tender Cost/Fee, EMD/ Bid Security & Security Deposit. In line with the above, kindly grant an exemption/ relax the criteria for payment of EMD and Tender/ Proposal Fee for those bidders who are registered under MSME and have valid MSME Registration Certificate. | <p>read as:</p> <p>All the bidders should pay the EMD on INR 1.00 lakh and Proposal fee of INR 10,000 separately through NEFT in two days advance to softcopy submission date to the account details mentioned below:</p> <p>Account No: 6332000100000414</p> <p>Name: Gorakhpur Industrial Development Authority</p> <p>IFSC Code: PUNB0633200</p> <p>Bank: Punjab National Bank, GIDA, Gorakhpur</p> <p>Bidder should include the proof of EMD and Proposal fee payment through NEFT in the proposal document.</p> |
| 10. | Page No. iv, Notice inviting Tender, Pt. No.5 & Page No. 2, # 1.2 Data Sheet, pt. | 5. Sealed complete proposal should reach the undersigned through registered post/ speed post or courier service and mailed to ar.vml19@gamil.com up to 5PM on 13.07.2020 and the proposal shall be opened on 16.07.2020 at 11:00 AM & | <ul style="list-style-type: none"> ▶ Due to the COVID-19 lockdown, it has become hard to access Post / Courier services. Also these services are expecting delay in the transit time for all shipments. ▶ In view of the current situation, we request you to encourage e-bidding / accept only soft copy of the bids. ▶ Considering present status of COVID-19, courier is not fully functional and operating properly across Pan India, | <p>Modification Revised date for hardcopy submission of proposal is 24-07-2020 at 17:00 hrs</p> <p>Note: Date for submission of softcopy shall remain same as mentioned in the RfP: 13-07-2020, 17:00 hrs</p> |



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| | No.9 | <p>1.2 Data Sheet</p> <p>9. Date of submission of hard copy of Technical & Financial Bid, Earnest Money Deposit (EMD) and Proposal fee – 15.07.2020, 17:00 Hrs</p> | <p>we request you to kindly consider online submission of all documents along EMD.</p> <ul style="list-style-type: none"> ▶ Requesting further information on manner of submission of financial proposal through email. ▶ Should the consultant submit a password protected financial proposal and the password be shared during financial opening? ▶ Sir, looking to the current situation of CORONA virus: Government across India and Maharashtra Govt. has also declared lockdown till 30th June, 2020, in this situation, we are unable to submit the Hard Copy through, speed Post/ Registered Post or Courier, as enquired postal services will take booking in case of Medical & Emergency services only, Further, in case of speed Post/ Registered Post it will take approx. 10-15 days time to deliver. Therefore, we humbly request you to please consider online submission through mail only or otherwise the last date of submission of Hard Copy shall be 10-15 days from the last date of online submission ▶ Further, we request that the last date of Online submission to be extended by 02 weeks from the date of response to queries from GIDA | | | | | | | | | | | | | | | | | |
| 11. | Page No. 5, 1.6 Brief description of the selection process & | <p>5.5 Deliverables, Project Timeline & Payment Schedules</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>#</th> <th>Activities/ Deliverables</th> <th>Time Period (TO date of</th> <th>Amount (% of total project</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> | # | Activities/ Deliverables | Time Period (TO date of | Amount (% of total project | | | | | <ul style="list-style-type: none"> ▶ As selected bidder is required to deploy the team of experts from the inception of the project and to incur the initial cost request you to please consider for the provision of at least 10-20% of Mobilization Advance and | <p>Modification Revised deliverables and payment structure is as per the table below:</p> <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th>#</th> <th>Activities/ Deliverables</th> <th>Time Period</th> <th>Amount (% of total</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table> | # | Activities/ Deliverables | Time Period | Amount (% of total | | | | |
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|---|---|--------------------|--|----------------------|-------|---|--|---------------------------------------|----------------------------------|----------|--|-------------------------------------|---------------|
| | Page No. 18, Clause 5.4 Combined and Final Evaluation | | | signing of contract) | cost) | to modify the payment milestone as mentioned below- | | | | | | | project cost) |
| | | 1 | Submission of Feasibility Report | T0 + 30 days | 20 % | # | Activities/ Deliverables | Time Period | Amount (% of total project cost) | 1. | Mobilization Advance | At the time of signing of Agreement | 10% |
| | | 2 | Submission of Conceptual Layout Plan | T0 + 60 days | 25 % | | | | | 2. | Submission of Feasibility Report | T0 + 30 days | 20% |
| | | 3 | Submission of Investment strategy and business model | T0 +75 days | 25 | 1. | Mobilization Advance | Within 5 days of signing of Agreement | 20% | 3. | Submission of Conceptual Layout Plan | T0 + 60 days | 25 % |
| | | 4 | Submission of Model Tender Document | T0 +90 days | 25 % | 2. | Submission of Feasibility Report | T0 + 30 days | 20 % | 4. | Submission of Investment strategy and business model | T0 +75 days | 25 % |
| | | | | | | 3. | Submission of Conceptual Layout Plan | T0 + 60 days | 20 % | 5. | Submission of Model Tender Document | T0 +90 days | 20 % |
| | | | | | | 4. | Submission of Investment strategy and business model | T0 +75 days | 25 % | | | | |
| | | | | | | 5. | Submission of Model Tender Document | T0 +90 days | 20 % | | | | |