



State Infrastructure and Industrial Development Corporation of Uttarakhand Limited (SIIDCUL), Uttarakhand
Regd. Office: 29, IIE (IT Park), Sahastradhara Road, Dehradun, Uttarakhand, India: 248001

SIIDCUL Ref. No.: 45/SIIDCUL/2020

Request for Expression of Interest (REoI) For selection of professional consulting agency for empanelment of Project Management Unit (To provide Investment Promotion, Investment mobilization and Project Management advisory etc.) at State Infrastructure and Industrial Development Corporation of Uttarakhand Limited (SIIDCUL), Uttarakhand.

Pre-Bid Clarifications

Sl.No.	Page / Clause No.	Clause	Query	SIIDCUL – Response
Gian P. Mathur & Associates Pvt. Ltd. (GPM – Architects & Planners), New Delhi				
1	Page 8 / 3 Criteria for Shortlisting Sl. 1	Legal Entity: The Bidder should be a single business entity (Any kind of JV/Consortium is not allowed) for the purpose of this invitation for RFP document. A business entity shall mean a Company registered in India under the Companies Act or a Partnership Firm registered under the Partnership Act or a Limited Liability Partnership registered under the LLP act of 2008 and operating for at least 05 years in similar kind of activity as of issuance of this EOI.	Post Review of the scope of work mentioned in the NIT, the project comprises of various specialized services and tasks, we therefore request that consortium / JV of at least 2 firms to be allowed.	No Change The clause will remain as per EoI document.
2	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	We request that the turnover requirement to be reduced from INR 25 crores to 10 crores	No change in turnover



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3	Page 8 / 3 Criteria for Shortlisting Sl. 3	Bidder’s Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion/ Project Management consultancy. Minimum one project with Government / Public Sector Entity in the last 05 years	We assume that project management consultancy projects undertaken by consultant for development of Industrial / Commercial / Residential / Mixed use project will be considered under the category of bidder’s experience.	As defined in the EoI document.
Grant Thornton.IN, Gurgaon				
4	Page 3	The Consulting Agency will be selected as per QCBS method (70:30) in accordance with the procedures of Uttarakhand Procurement Rules, 2017 along with all subsequent amendments.	We Request that more preference should be given to technical expertise of the firm / company applying for the opportunity and hence it should consider QCBS (80:20) evaluation method at the RFP stage, hence the clause shall be modified as follows:The Consulting Agency will be selected as per QCBS method (80:20) in accordance with the procedures of Uttarakhand Procurement Rules, 2017 along with all subsequent amendments.	No Change.
5	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	The scope of work requires specific industrial infrastructure experience with multiple sectors along with presence in multiple states across country. The proposed criteria may allow small firms who may not justify the scope of work. Hence, we suggest to increase the turnover to Rs. 100 Cr.	As defined in the EoI document.
6	Page 8 / 3 Criteria for Shortlisting Sl. 3	Bidder’s Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion / Project Management consultancy Minimum one project with Government / Public Sector Entity in the last 05 years	The Corporation may consider PMC experience pertaining to Industrial Park / Area / Estate only, hence the revised clause shall be as follow: Bidder’s Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion / Project Management consultancy (PMC) pertaining to Industrial Park / Area/ Estate only. Minimum one project with Government / Public Sector	As specified in the EoI document.



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			Entity in the last 05 years	
MARS Planning and Engineering Services Pvt Ltd., New Delhi				
7	Page 8 / 3 Criteria for Shortlisting Sl. 3	Bidder's Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion / Project Management consultancy Minimum one project with Government / Public Sector Entity in the last 05 years	We Understand that Project Management Consultancy (PMC) in any sector will be considered as eligible experience.	As defined in the EoI document.
8	Page 9 / 5 Instruction to Bidders / Sl. 4. i	Late Submissions: Hard copy of EoIs received after the due date and the specified time (including the extended period (if any) for any reason whatsoever, will not be entertained and will be returned unopened.	Kindly confirm whether hard copy to be submitted or as suggested in many instructions that only online submission is allowed.	No hard copy needs to be submitted. Only it needs to be submitted on the portal www.uktenders.gov.in .
9	Page 6 / 1 Invitation	Date of Pre-Bid Meeting: 20 August 2020 (Thursday)	Kindly inform whether Pre bid meeting will be held physically, or a webinar will be conducted for the prospective bidders to participate in pre-bid through video link owing to COVID - 19 Pandemic precautions	As happened through webinar
PWC Pvt Ltd. Gurgaon				
10	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	The firm should have a minimum average annual turnover of INR 100 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	No change.



Sl.No.	Page / Clause No.	Clause	Query	SIIDCUL – Response
11	Page 8 / 3 Criteria for Shortlisting Sl. 4	Blacklisting: The bidder should not have been blacklisted / banned / debarred by any State / Central Government or their agencies in last 05 years	The Client is requested to revise the pre-qualification regarding blacklisting / debarment. Entities that are not blacklisted / debarred at the time of the submission of bid should be allowed to participate in the tender process. Further, entities whose blacklisting was subsequently revoked / set aside should also be allowed to participate in the tender process.	No change
Ernst and Young LLP, New Delhi				
12	Page 3	The Consulting Agency will be selected as per QCBS method (70:30) in accordance with the procedures of Uttarakhand Procurement Rules, 2017 along with all subsequent amendments.	The Tentative Scope of work indicates that it requires specific skill set / technical subject knowledge, therefore it is requested that EOI / RFP scoring should emphasise more on technical evaluation. SIIDCUL is requested to revise the evaluation criteria of QCBS to 80:20	No Change
13	Page 9 / 5 Instruction to Bidders / Sl. 4.i	Late Submissions: Hard copy of EoIs received after the due date and the specified time (including the extended period (if any) for any reason whatsoever, will not be entertained and will be returned unopened.	As mentioned on page 6 / Invitation, the EOI should be Submitted online only. SIIDCUL is requested to provide clarification whether the bid is to be submitted online or offline.	No hard copy needs to be submitted. Only it needs to be submitted on the portal www.uktenders.gov.in .
14	Page 7 / 2.2 Scope of Work	The detailed scope and team composition would be defined in the RFP stage.	Due to COVID -19 pandemic, it becomes difficult for bidders to mobilize the resources in short span of time provided post publishing of RFP. It will give bidders enough time to recruit / channelize resources for the engagement. SIIDCUL is requested to provide a tentative list of Resources required.	Will be specified in the RFP stage.



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15	Page 10 / 5.6 Facilities to be provided by SIIDCUL / Sl. Iii	The Consultant’s team shall be based at Registered Office / Regional Offices (List Attached at Annexure – 2) of SIIDCUL on full time / need basis.	SIIDCUL is requested to clarify whether some of the resources will be deployed at regional office permanently or will the resource be stationed there as when the work is required?	Normally the team will be deployed at Head Office. At the time of any requirement from project point of view the team may be deputed at Regional office.
VK:u Urban, Pune				
16	Page 8 / 3 Criteria for Shortlisting Sl. 1	Legal Entity: The Bidder should be a single business entity (Any kind of JV/Consortium is not allowed) for the purpose of this invitation for RFP document. A business entity shall mean a Company registered in India under the Companies Act or a Partnership Firm registered under the Partnership Act or a Limited Liability Partnership registered under the LLP act of 2008 and operating for at least 05 years in similar kind of activity as of issuance of this EOI.	As per below scope of work given in the EOI document, we request that please allow JV / consortium of the subject EOI for more number of participants to bid. Scope of Work: 1. Investment Promotion & Facilitation 2. Project Appraisals 3. Policy Support 4. Contract and Procurement Advisory 5. Bid process Management etc.	As specified in the EoI document.
17	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	Considering the importance of such an esteemed project, and under the Aatma Nirbhar Bharat mission, the average annual turnover criteria of Rs. 25 Crore looks on much higher size. This will not only restrict the number of applicants participating in bid but also not allowed a mid-size Indian Consultants who has done great work in relevant projects.We request to reduce the average annual turnover to Rs.10 Cr. from Rs. 25 Cr.	No Change
18	Page 8 / 3 Criteria for Shortlisting Sl. 3	Bidder’s Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion / Project Management consultancy Minimum one project with Government / Public Sector Entity in the last 05 years	Considering this project also emphasis on Infrastructure Development, we request that please allow on-going Residential / Housing Projects experience with government / public sector entity as an eligible project under this category along with other private sector projects.	As specified in the EOI Document



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19	Page 9 / 5 Instruction to Bidders / Sl. 4.i	Late Submissions: Hard copy of EoIs received after the due date and the specified time (including the extended period (if any) for any reason whatsoever, will not be entertained and will be returned unopened.	As per EOI document, the online submission date is 07/09/2020 - 02.00 PM. Please let us know what the date for hard copy submission. Considering COVID-19 pandemic situation, for hard copy submission of EOI, we request authorities to provide 15 days' time after softcopy submission date (i.e. 21/07/2020) considering in current time courier services are taking 3 to 4 times higher time than normal delivery time. Please consider this extensive request.	No hard copy needs to be submitted. Only it needs to be submitted on the portal www.uktenders.gov.in . The last date of submission is hereby extended up to 15 th September 2020.
20	Page 6 / 1 Invitation	Date of Pre-Bid Meeting: 20 August 2020 (Thursday)	We request you, please share weblink for joining the pre bid through video conference.	Already shared
Egis India Consulting Enginners Pvt Ltd, Gurgaon				
21	Page 8 / 3 Criteria for Shortlisting Sl. 3	Bidder's Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion / Project Management consultancy Minimum one project with Government / Public Sector Entity in the last 05 years	Since PMCs / PMUs are long term commitments and can take significant time for completion or get extended as the case maybe, we request you to confirm if ongoing projects would be considered for evaluation.	No Change
Wipro Ltd (Consulting Group),				
22	Page 7 / 2.2 Scope of Work	The tentative Scope of Work for the proposed engagement will primarily consist of the following: 1. Investment Promotion and Facilitation 2. Project Appraisals 3. Policy Support 4. Contract and Procurement advisory 5. Bid Process Management etc. The detailed scope and team composition would be defined in the RFP stage.	We request SIIDCUL to elaborate the scope of work and tentative timelines of each deliverable.	At the time of RFP stage



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23	Page 8 / 3 Criteria for Shortlisting Sl. 3	<p>Bidder’s Experience: The Bidder should have experience in either of the following areas in the last 05 years: Investment Promotion / Project Management consultancy Minimum one project with Government / Public Sector Entity in the last 05 years</p> <p>Documentary Evidence: Letter of Award / Completion Certificate</p>	Please confirm, can we submit Letter of Award / Agreement / Work order or completion certificate of the partial completed work of the project.	May be submitted
24	Page 9 / 5 Instruction to Bidders / Sl. 4.i	<p>Late Submissions: Hard copy of EoIs received after the due date and the specified time (including the extended period (if any) for any reason whatsoever, will not be entertained and will be returned unopened.</p>	Please clarify, shall we have to submit the hard copy of the proposal as we understand that the mode of bid submission is online only.	No hard copy needs to be submitted. Only it needs to be submitted on the portal www.uktenders.gov.in .
25	Page 9 / 5.5 Contract Period	For two years from the date of signing of the Contract, subject to satisfactory performance of the Consultant to be reviewed periodically, at least once a year. The Contract may be extended on same terms and conditions for further periods, but not exceeding in aggregate one year.	<p>Requested Amendment: For two years from the date of signing of contract, to be reviewed periodically, at least once a year. The contract may be extended on mutually agreed terms and conditions for further period, but not exceeding in aggregate one year.</p>	Amended as : For three years from the date of signing of the Contract, subject to satisfactory performance of the Consultant to be reviewed periodically. The Contract may be extended on same terms and conditions for further period of one year maximum.
26	Additional Clause	NA	As per Annexure A	
CBRE South Asia Pvt Ltd (Strategic Consulting Group), Gurgaon				
27	Page 6 / 1 Invitation	<p>Date of Pre-Bid Meeting: 20 August 2020 (Thursday)</p>	We would like to highlight that our company is extremely keen on participating in the aforementioned EOI and also in the pre bid meeting	Webinar link already shared



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			for the project. However, due to the ongoing pandemic and travel restrictions imposed we request the Authority to kindly organize the pre bid meeting through video conference to enable all bidders who are keen to participate be in attendance.	
28	Page 6 / 1 Invitation	EOI Submission Due Date (Online Only): 07 September 2020 (Monday)	We request the Authority to kindly extend the date of submission by 15 days from the date of release of corrigendum so that the applicants can analyse the chances in detail and make their bid submission accordingly.	The last date of submission of EoI is hereby extended up to 15th September 2020.
International Advisory Council,				
29	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	Relaxation in Financial Capacity: Average Annual Turnover INR 7.5 Cr. in the last three years	No Change
Resurgent India Limited, Gurgaon				
30	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	Relaxation in Financial Capacity: Average Annual Turnover INR 15 Cr.	No Change
31	NA	NA	Format for submission of Financial Quotations	No change
Multi Mantech International Pvt Ltd, Ahmedabad				
32	Page 6 / 1 Invitation	EOI Submission Due Date (Online Only): 07 September 2020 (Monday)	Request to provide an extension in REOI submission for minimum 2 weeks from the date of publishing responses.	



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Innovest Advisory Services Pvt Ltd, Gurgaon				
33	Page 8 / 3 Criteria for Shortlisting Sl. 1	Legal Entity: The Bidder should be a single business entity (Any kind of JV/Consortium is not allowed) for the purpose of this invitation for RFP document. A business entity shall mean a Company registered in India under the Companies Act or a Partnership Firm registered under the Partnership Act or a Limited Liability Partnership registered under the LLP act of 2008 and operating for at least 05 years in similar kind of activity as of issuance of this EOI.	We firmly believe that the quantum of work require multi sector experts with different sets of skills, hence we would request you to kindly reframe the criteria and allow joint venture or consortium.	No change
34	Page 8 / 3 Criteria for Shortlisting Sl. 2	Financial Capacity: The firm should have a minimum average annual turnover of INR 25 crore from Indian operations in business consulting services in the previous three financial years (FY 2016-17, 2017-18 & 2018-19) or (FY 2017-18, 2018-19 and 2019-20)	We would request you to reframe the average annual turnover of INR 5 Crore (Five Crore Only) in the previous three financial years.	No Change.

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