

Pre-bid meeting in response to the Request for Proposal for appointment of an agency as Policy Implementation Unit (PIU) for Odisha Civil Aviation Policy 2022

The Pre-Bid Meeting was held on **04.04.2023** at **03.00 PM** in the C & T (Transport) Department. The meeting was attended by the prospective Bidders and was chaired by the Additional Secretary, C & T (Transport) Department. The following participants attended the meeting as per this Department Letter No. 3780/T dt. 03.04.2023,

1. Shri Rashmi Ranjan Manu, Consultant, Palladium
2. Shri Mithilesh Mandal, Consultant, Kalinth Advisor Pvt Ltd. (Black Brix)
3. Shri Saswat Patnaik, Ernst & Young LLP
4. Shri Kunal Paul, GT
5. Shri Kundan Malu, KPMG

Based on the discussion with the prospective bidders, the RFP has been revised as detailed below:

Sl. No.	RFP Document Ref No.	Content of RFP Requiring Clarification	Modified Clause/ Clarification
1.	Section 1.3 (# 3 Bidding Schedule) @ Page 8	Last Date for Online Submission of Technical and Financial Bid 21/04/2023 upto 15:00 Hrs	The last date shall be extended for further 2 weeks i.e. 04.05.2023 upto 15:00 hrs
2.	Section 1.7.1 (Stage 2: PQ Evaluation) @ Page 11	The Bidder should be a private/public limited company or partnership firm (including LLP) and should be in existence in India for a minimum period of ten years as on the Bid Due Date. Individuals are not eligible to participate in this RFP.	No Change. As per RFP
3.	Section 1.7.2 (Stage 2: PQ Evaluation) @ Page 12	The Minimum Average Annual Turnover for the Bidder from providing advisory / consultancy services in the last 3 years (2019-20, 2020-21 and 2021-22) should be INR 50.00 crores (Rupees Fifty Crores only).	No Change. As per RFP
4.	Section 1.7.3 (Stage 2: PQ Evaluation) @ Page 12	The bidder should have successfully completed at least two of the following projects, in India as mentioned below. The projects, to qualify as eligible projects, must satisfy all the below mentioned criteria: I. Project Type: Advisory/ Consultancy services assignment covering advising Central/ State Government including bodies controlled by them and/ or International Govt./ International	No Change in Point I II. Duration: Projects should be ongoing or completed in the last 10 years (as on bid due date).

		<p>authorities / International Corporations and/ or multilateral/bilateral lending agencies (funding agencies) in infrastructure sector (which shall include Aviation, railways, logistics, urban transport, industrial corridors, roads, airports or ports) involving feasibility, transaction advisory, business plan, policy, Sectorial Policy/ Policy Implementation Unit (PIU), financial feasibility /project appraisal, financial modelling, project structuring or PPP transaction services, financial planning of project costing minimum of INR 50 Crore in terms of project cost or Minimum Assignment Fee of INR 40 lakh exclusive of taxes.</p> <p>II. Duration: Projects should have been completed in the last 10 years (as on bid due date).</p>	
5.	<p>Section 1.7.7 (# 2 of Stage 3: Technical Bid Evaluation) @ Page 13</p>	<p>Average Annual Turnover for the Bidder from providing advisory/consultancy services. In last 3 (three) financial (2019-20, 2020-21 and 2021-22)</p> <p>> 50 Crores & < 100crores: 5.00 marks > 100 Crores & < 20 0crores: 7.50 marks > 200 Crores: 10.00 marks</p>	<p>No Change. As per RFP</p>
6.	<p>Section 1.7.7 (# 3 of Stage 3: Technical Bid Evaluation) @ Page 13</p>	<p>Number of projects completed by the Bidder as per the eligibility criteria mentioned in the PQ</p> <ul style="list-style-type: none"> • 7.50 marks per eligible project • 3.00 additional marks for projects related to Policy Implementation in the Transportation Sector (Max Marks: 20 marks) 	<p>Number of projects completed by the Bidder as per the eligibility criteria mentioned in the PQ</p> <ul style="list-style-type: none"> • 4 marks per eligible project subject to maximum of 16 marks • 4 additional marks for projects related to Policy Implementation in the Aviation Sector (Max Marks: 20 marks)
7.	<p>Section 1.7.7 (# 4 of Stage 3: Technical Bid Evaluation) @ Page 13</p>	<p>Team Leader (max marks: 10) Senior Consultant (max marks: 06 x 2 = 12) Consultant (max marks: 04x2 = 08)</p> <p>The number of points to be assigned to each of the key professional positions shall be determined considering the following three sub criteria and relevant percentage:</p> <ol style="list-style-type: none"> 1. General Qualifications - 30% 2. Length and Relevance of Experience - 70% 	<p>As Corrected</p> <p>1 nos. of Team Leader (max marks: 12) 1 nos. of Senior Consultant (max marks: 10) 1 nos. of Consultant (max 04 marks and additional 04 marks for fulfilling experience for Aviation sector)</p> <p>The number of points to be assigned to each of the key professional positions shall be determined considering the following two sub criteria and relevant percentage:</p> <ol style="list-style-type: none"> 1. General Qualifications : 30% 2. Length and Relevance of Experience : 70%

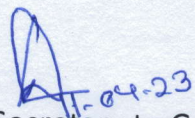
8.	<p>Section 1.7.7 (# 1 of Note for minimum required credential/experience for Team Leader) @ Page 14 & Section 2.2 (#1 of Scope of Work for Team Leader) @ Page 20</p>	<p>Minimum Experience of Team Leader- 10 Years Qualification and Specific Expertise of Team Leader @ Bullet Point #2</p> <ul style="list-style-type: none"> • Minimum 10 years of experience in the field of infrastructure sector including Aviation/ Railways/ Railway logistics/ Ports/ Urban Transport/ airports involving policy formulation/ policy implementation, financial feasibility / project appraisal/ financial modelling/ project structuring/ PPP transaction services, financial planning etc. 	<p>No Change As per RFP</p> <p>Addition: Preference will be given to person having working experience in Aviation sector</p>
9.	<p>Section 1.7.7 (# 2 of Note for minimum required credential/experience for Senior Consultant) @ Page 14 & Section 2.2 (#1 of Scope of Work for Senior Consultant) @ Page 20</p>	<p>Minimum Experience of Senior Consultant-5 Years Qualification and Specific Expertise of Senior Consultant @ Bullet Point # 2</p> <ul style="list-style-type: none"> • Shall have the experience of working with State/ central Government. 	<p>No Change As per RFP</p>
10.	<p>Section 1.7.7 (# 3 of minimum required credential/ experience for Consultant) @ Page 14 & Section 2.2 (#3 of Scope of Work for Consultant) @ Page 21</p>	<p>Consultant-Shall have the experience of working with State/Central Government for at least 3 years preferably in aviation field</p>	<p>No Change As per RFP</p>
11.	<p>Section 1.7.7 (1st Para of Note) @ Page 14</p>	<p>The Consultant shall be required to designate a team of three resources for the assignment comprising a Team Leader, one Senior Consultants and one Consultants. Additional Subject Matter Experts may be required to provide services as per actual requirement of the Authority. The team would be deployed on man day basis in the following manner: Deployment of all the three resources should be deputed to Authority's office on full time basis, i.e., for the entire month (24-man days in a month) during the duration of the assignment.</p>	<p>No Change As per RFP</p>

12.	Section 1.7.7 (3 rd Para of Note) @ Page 14	If required by the Authority, the Consultant shall provide services of additional resource for which payment shall be made as per the man day rate of relevant category and Annexure 1: Financial Bid Submission Form (BOQ)	No Change As per RFP
13.	Section 1.7.7 (4 th Para of Note) @ Page 14	The Authority expects all the Key Personnel specified in the Bid to remain available during the duration of the Project. The Authority will not consider any substitution of Resources Deputed to PIU, except under compelling circumstances beyond the control of the Consultant and the concerned Key resource. Such substitution shall be limited to not more than three Key resources subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority.	No Change As per RFP
14.	Section 1.9.3 (Award of Work) @ Page 16	The successful bidder shall be required to submit a Performance Guarantee which shall be equal to 5% of the Negotiated Contract Value, in the form of a Bank Guarantee as a pre-requisite to signing of the Agreement. The Performance Guarantee shall be submitted within 15 days of the issue of the Letter of Award (the "LoA") and shall be kept 2.5 years from the date of signing of agreement. Failing to adhere to the said conditions might lead to the withdrawal of the Letter of Award. Additionally, 5% retention money from each bill shall be deducted and released back as per the tender conditions.	No Change As per RFP
15.	Section 2.2 (Scope of Work) @ Page 20	The consultant shall depute three (03) resources in the Policy Implementation Unit as per the details below	No Change As per RFP
16.	Section 2.2 (Bullet Point 6 of Scope of Work) @ Page 21	The PIU shall assist in creative design of policy brochure and associated collaterals	No Change As per RFP
17.	Section 2.4 (Schedule of Fee) @ Page 22	The total negotiated fee shall be released over 8 equal installments upon submission of Quarterly Status Report Important Note: 1) The Authority shall endeavour to give feedback, if any on each submittal within 15 days of the submission, after which the Consultant shall re-submit the revised report. Payments shall be	No Change As per RFP

		released stage wise upon successful acceptance of the submittals at each stage by the Authority 2) 5% retention money from each bill shall be deducted and released back as per the Tender Conditions. The Authority shall endeavour in releasing the Retention Money and Performance Guarantee within 30 days following the release of final payment to the consultants.	
18.	Form 6 (Format for Showcasing Experience) @ Page 30	# 4. Horizon Period	Henceforth, it shall be read as " Contract Period "
19.	Form 6 (Format for Showcasing Experience) @ Page 30	Note: Each project profile has to be duly supported by documentary evidence from the client side like Work Order or Agreement or completion certificate for being considered for marking. Projects without evidence shall be rejected. Only eligible projects (as per terms & conditions as provided in RFP) shall be considered for marking.	No Change As per RFP

N.B.

Event	Revised Date & Time
Last Date for Online Submission of Technical and Financial Bid	04.05.2023 by 15:00 hrs
Last Date for Submission of Physical Copy of Technical Bid	08.05.2023 by 15:00 hrs
Opening of Technical Bid	10.05.2023 by 15:30 hrs


 Additional Secretary to Government