

Madhya Pradesh Intercity Transport Authority (MPITA)
Room No. 210, 2nd Floor, Vallabh Bhawan, Bhopal-462004
Phone No.:- 0755-2442055, Fax-0755-2574524

No. F 22-12/2014/VIII

Bhopal, Dated 17 December, 2015

ADDENDUM No. 1

This is with reference to the NIT No. 1/MPITA/2015 dated 1st December 2015 for Transaction Advisory services to develop and upgrade Bus Terminals to International Standards on Public Private Partnership (PPP) basis, a Pre-Bid meeting was held on 14th December 2015 at the office of Chief Executive Officer, Vallabh Bhawan Bhopal.

All the queries pertaining to this NIT are attached as an Annexure- 1 hereunder:

Chief Executive Officer
(MPITA)

Annexure- 1

Sr. No.	Reference Clause	Description as per RFP	Queries	Response from Authority
1.	Clause 4.(a).i Page No. 10	Scope of Work (a) Conceptualizing the Approach and Project Development Plan for Bus (i) Verification and generation of baseline data	<p>Please clarify the name of sites for which the baseline data is available with authority.</p> <p>Further generally in PPP projects, the detail geotechnical and topographical investigations are carried out by the concessionaire. Hence we request the authority to kindly reconsider to remove the Soil and geo-technical investigations and Topography surveys from scope of work.</p> <p>If authority wants to retain it please clarify the types and number of tests which authority wants TA to carry out, under Geo-Technical Investigation.</p>	<p>No change proposed.</p> <p>Applicants are required to follow Good Industry practice for such projects.</p>
2.	Clause 4.(a).vii Page No. 12	Scope of Work (a) Conceptualizing the Approach and Project Development Plan for Bus (vii) Determining Project Cost	<p>It would be very difficult to prepare the quantity estimates to determine the project cost based on conceptual designs of project.</p> <p>Hence it is suggested that authority should consider the project costing based Plinth Area Rates of CPWD.</p>	No change proposed.

3. Clause 7.2,
Page No. 16

S. No.	Deliverables	Percentage of Payment
1	Inception Report	10%
2	Submission and Acceptance of Draft Market and Pre feasibly Report	10%
3	Submission and Acceptance of Final Market Study and feasibly Report	10%
4	Issue of RFQ	-
5	Pre-bid Conference	-
6	Submission and Acceptance RFQ Evaluation Report and issue of RFP with DCA	15%
7	Pre-bid Conference (RFP & DCA)	-
8	Opening of RFP document and evaluation of bids.	15%
9	Selection of Bidder and Issue of LoI	10%
10	Signing of concession agreement with successful bidder.	30%

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No changes
proposed.

Annexure- 1

4.	Clause 7.5 (Page 17): Evaluation criteria	The Bids shall be evaluated on “Least Cost Basis”	<p>To ensure most competent firms get selected we request the client to change it to QCBS (80:20)</p> <p>We request the client to accept the same.</p> <p>In case authority wants to retain the Least Cost Selection basis, we request the authority to keep minimum threshold capacity for technical selection.</p>	No change proposed.						
5.	Clause 9.5 (Page 18): Key Personal	<p>Team Leader: Graduate in Civil Engineering with Postgraduate Qualification in Planning/ Architecture. S/he should have a minimum 15 years of experience including 10 years of experience in Urban Transport/ Real Estate projects. He should have handled as Team Leader or in similar capacity 5 (five) PPP Projects of at least Rs.20.00 crores each, wherein building works must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport Nagar nature.</p>	<p>Since the RFP already provides for a position of Transport and Architectural Experts, Team Leader should be ideally a management graduate with an experience in handling PPP projects. Hence, we would like to suggest following changes.</p> <table><tr><th>Key personnel</th><th>Educational Qualification</th><th>Experience</th></tr><tr><td>Team Leader</td><td>Post graduate in management discipline</td><td>10 years</td></tr></table>	Key personnel	Educational Qualification	Experience	Team Leader	Post graduate in management discipline	10 years	<p>Revised Clause:</p> <p><u>Team Leader (One)</u></p> <p><u>Post-Graduation in Civil Engineering / Planning/ Architecture & CA or MBA (Finance) will be preferable.</u></p> <p>S/he should have a minimum 15 years of experience including 10 years of experience in Urban Transport/ Real Estate projects. He should have handled as Team Leader or in similar capacity</p>
Key personnel	Educational Qualification	Experience								
Team Leader	Post graduate in management discipline	10 years								

Annexure- 1

				5 (five) PPP Projects of at least Rs.20.00 crores each, wherein building works must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport Nagar nature.
6.	Clause 9.3 (b) Page No 17	<p>Requirement of Transaction Advisor</p> <p>The TA's firm should have successfully completed (where Concession Agreement/ Developer Agreement has been executed with the Private Entity)</p> <p>a) At least 5 PPP projects in Infrastructure sector.</p> <p style="text-align: center;">AND</p> <p>b) 1 (one) Bus Terminal/ ISBT/ Logistics Hub / Transport nagar project with minimum area of 10,000 Sq. Meter.</p>	We would request you to kindly modify it and make it as TA's firm must have experience in Car Parking/Bus Shelter on PPP Project.	<p>Revised Clause :</p> <p>The TA's firm should have successfully completed PPP Project/s (where Concession Agreement/ Developer Agreement has been executed with the Private Entity)</p> <p>a. At least 5 PPP projects in Infrastructure sector <u>with minimum project cost of Rs. 50.00 Crore (</u></p>

Annexure- 1

				<p><u>excluding Land Cost)</u></p> <p><u>OR</u></p> <p>b. 1 (one) Bus Terminal/ ISBT/ Logistics Hub / Transport nagar project with minimum area of 10,000 Sq. Meter.</p>
7.	Data Sheet, Point No.8, Page No. 6	Consortium	We request the authority, to kindly allow Consortium! Association in order to enhance capabilities as a whole for wider participation and healthy competition.	No change proposed.
8.			Please clarify whether single RFQ and subsequent bid documents are envisaged to run the bid process for all six locations.	Separate Tender document will be floated simultaneously for each location based on the feasibility report.
9.	Clause 2.3, Page No. 8		Six locations (Bhopal, Indore, Jabalpur, Gwalior, Sagar & Rewa) are envisaged to be undertaken for PPP transaction while there is no mention of total site area and other necessary details (existing infrastructure, relevant documents, reports etc. available with client) for each bus terminal. Please provide the same which can help us in estimating overall efforts required for the same	There is no such reports are available.

10.	Clause 4 (a) (viii), Page	<p>Determining Project Revenues</p> <p>TA should conduct the market survey for Real Estate and other Commercial utilities being provided to the Project, which will help in developing an acceptable Revenue Schedule for all commercial spaces. The demand derived from the demand estimation studies and the Revenue Schedule will help establish the revenues to the Project. The revenue streams shall be in form of lease rental, parking fees, advertisement revenues etc.</p>	<p>Primary revenue stream is envisaged in the form of lease rental. Is there any pre-determined Concession period or the same can be approved by the Authority based on consultant’s recommendations subsequent to feasibility study and project structuring note.</p>	<p>There is no pre-determined Concession period has been envisaged for the project and consultant has to identify the revenue resources bases on market survey and Demand assessment & Feasibility.</p>																					
11.	Clause 7.2, Page No. 16	<table><tr><th>S. No.</th><th>Deliverables</th><th>Percentage of Payment</th></tr><tr><td>1</td><td>Inception Report</td><td>10%</td></tr><tr><td>2</td><td>Submission and Acceptance of Draft Market and Pre feasibly Report</td><td>10%</td></tr><tr><td>3</td><td>Submission and Acceptance of Final Market Study and feasibly Report</td><td>10%</td></tr><tr><td>4</td><td>Issue of RFQ</td><td>-</td></tr><tr><td>5</td><td>Pre-bid Conference</td><td>-</td></tr><tr><td>6</td><td>Submission and Acceptance RFQ Evaluation Report and issue of RFP with DCA</td><td>15%</td></tr></table>	S. No.	Deliverables	Percentage of Payment	1	Inception Report	10%	2	Submission and Acceptance of Draft Market and Pre feasibly Report	10%	3	Submission and Acceptance of Final Market Study and feasibly Report	10%	4	Issue of RFQ	-	5	Pre-bid Conference	-	6	Submission and Acceptance RFQ Evaluation Report and issue of RFP with DCA	15%	<p>Payment schedule clause 7</p> <ol style="list-style-type: none">1. No payment on submission and issuance of RFQ2. No payment on submission of Bid documents. Payment against RFQ evaluation report and submission / issuance of RFP with DCA should be segregated.3. Since bid process is being undertaken for all six locations simultaneously and in case any location is not taken for next stage, there should be payment for each location on pro-rata basis against bid document submission and subsequent stages.4. Lump sum single quote is sought by the Authority for all six locations. In case any location (s) found unviable/unfeasible / bids not received, what is the mechanism to compensate the consultant for those location(s).5. Consultant is receiving only 30% payment while	<p>No Changes proposed.</p> <p>Each location carries equal weighted for the purpose of calculation of consultancy fee.</p> <p>However Please note that in case any location is not taken for next stage or dropped at later stage for any reason the consultant fee shall be paid on Pro-rata basis.</p>
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Annexure- 1

		<table><tr><td>7</td><td>Pre-bid Conference (RFP & DCA)</td><td>-</td></tr><tr><td>8</td><td>Opening of RFP document and evaluation of bids.</td><td>15%</td></tr><tr><td>9</td><td>Selection of Bidder and Issue of LoI</td><td>10%</td></tr><tr><td>10</td><td>Signing of concession agreement with successful bidder.</td><td>30%</td></tr></table>	7	Pre-bid Conference (RFP & DCA)	-	8	Opening of RFP document and evaluation of bids.	15%	9	Selection of Bidder and Issue of LoI	10%	10	Signing of concession agreement with successful bidder.	30%	<p>all documents are submitted which require substantial efforts in preparation of RFQ and bid documents for which consultant should be remunerated appropriately against these deliverables. Kindly note that 70% payment is held up for deliverables 7 to 11.</p> <p>In view of this, we request you to modify deliverables and payment schedule accordingly.</p>	
7	Pre-bid Conference (RFP & DCA)	-														
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12.	Clause 9.3, Page No.17	<p>Requirement of Transaction Advisor</p> <p>The TA’s firm should have successfully completed (where Concession Agreement/ Developer Agreement has been executed with the Private Entity)</p> <p>a. At least 5 PPP projects in Infrastructure sector.</p> <p style="text-align: center;">AND</p> <p>b. 1 (one) Bus Terminal/ ISBT/ Logistics Hub / Transport nagar project with minimum area of 10,000 Sq. Meter.</p>	<p>Sub-clause 9.3 (b) to be deleted as PPP project experience is not sector specific and similar experience of any real estate project is at par with sector specific experience.</p>	<p>Revised Clause :</p> <p>The TA’s firm should have successfully completed PPP Projects (where Concession Agreement/ Developer Agreement has been executed with the Private Entity)</p> <p>a. At least 5 PPP projects in Infrastructure sector <u>with minimum project cost of Rs. 50.00 Crore (excluding Land Cost)</u></p> <p style="text-align: center;"><u>OR</u></p>												

				b. 1 (one) Bus Terminal/ ISBT/ Logistics Hub / Transport nagar project with minimum area of 10,000 Sq. Meter.
13.	Clause 9.4 Page No.18	<p>Key Personnel</p> <p>Team Leader (One): Graduate in Civil Engineering with Postgraduate qualification in planning/architecture. S/he should have a minimum 15 years of experience including 10 years of experience in Urban Transport/ Real Estate projects. He should have handled as Team Leader or in similar capacity 5 (five) PPP Projects of at least Rs. 20.00 crores each, wherein building works must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport nagar nature.</p> <p>Transportation Expert (Two): Graduate in Planning from a recognized University with post graduate qualification in Transportation. S/he should have a minimum of 10 years' experience including 8 years of experience in transport planning & demand estimation. He should have handled as Transport Expert or in similar capacity 3 (three) PPP Projects of at least Rs. 20.00 crores, wherein transport planning & demand estimation must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport nagar nature.</p>	<p>(a) Team leader: Being the PPP assignment, key qualification should also include Graduate in Civil Engineering/Planning/any other Engineering from the recognised University with Postgraduate qualification in MBA.</p> <p>(b) Transportation expert: No. of transportation experts requirement may be reduced to 1 (one) as one transportation expert can handle all locations with the help of support staff having similar skillsets. Further key qualification should also include Graduate with planning / any other Engineering from the recognised University with post graduate qualification in Transportation.</p>	<p>Revised Clause:</p> <p><u>Team Leader (One)</u></p> <p><u>Post-Graduation in Civil Engineering / Planning/ Architecture & CA or MBA (Finance) will be preferable.</u></p> <p>S/he should have a minimum 15 years of experience including 10 years of experience in Urban Transport/ Real Estate projects. He should have handled as Team Leader or in similar capacity</p>

Annexure- 1

				<p>5 (five) PPP Projects of at least Rs.20.00 crores each, wherein building works must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport Nagar nature.</p> <p>Transportation expert: (Two) No changes proposed</p>
14.	Clause 9.3, Page No.17	<p>Requirement of Transaction Advisor</p> <p>The TA's firm should have successfully completed (where Concession Agreement/ Developer Agreement has been executed with the Private Entity)</p> <p>a. At least 5 PPP projects in Infrastructure sector.</p> <p style="text-align: center;">AND</p> <p>b. 1 (one) Bus Terminal/ ISBT/ Logistics Hub / Transport nagar project with minimum area of 10,000 Sq. Meter.</p>	It is requested that under sl. no. b above, ongoing Transaction Advisory projects in PPP model may please be considered.	<p>Revised Clause : The TA's firm should have successfully completed PPP Projects (where Concession Agreement/ Developer Agreement has been executed with the Private Entity)</p> <p>a. At least 5 PPP projects in Infrastructure</p>

Annexure- 1

				<p>sector <u>with minimum project cost of Rs. 50.00 Crore (excluding Land Cost)</u></p> <p align="center"><u>OR</u></p> <p>b. 1 (one) Bus Terminal/ ISBT/ Logistics Hub / Transport nagar project with minimum area of 10,000 Sq. Meter.</p>
15.	Clause 9.4 Page No.18	<p>Key Personnel</p> <p>Team Leader (One): Graduate in Civil Engineering with Postgraduate qualification in planning/architecture. S/he should have a minimum 15 years of experience including 10 years of experience in Urban Transport/ Real Estate projects. He should have handled as Team Leader or in similar capacity 5 (five) PPP Projects of at least Rs. 20.00 crores each, wherein building works must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport nagar nature.</p> <p>Transportation Expert (Two): Graduate in Planning from a recognized University with post graduate qualification in Transportation. S/he should have a minimum of 10 years' experience including 8 years of experience in transport planning & demand estimation. He should have handled as Transport Expert or in similar capacity 3 (three) PPP Projects of at least Rs. 20.00 crores, wherein transport planning & demand estimation must be part of the project</p>	<p>Clause - 9.4 Key personnel it is observed that 2 personnel under the head of Transportation Expert are to work on the assignment. However it appears that, 1 Transportation Expert and 1 Graduate Civil Engineer with experience in PPP project should be sufficient to handle the project. Further, the Team Leaders should ideally be a Transport Planner.</p> <p>In view of the above, it is requested to consider the following:</p> <p>(a) Include Post Graduate qualification in Transport Planning for the position of Team Leader.</p> <p>(b) Reduce the number of Transport Expert to 1.</p> <p>(c) Included 1 Graduate Civil engineer (with 10 years of overall experience) with particular experience</p>	<p>Revised Clause:</p> <p><u>Team Leader (One)</u></p> <p><u>Post-Graduation in Civil Engineering / Planning/ Architecture & CA or MBA (Finance) will be preferable.</u></p> <p>S/he should have a minimum 15 years of experience including 10 years of</p>

Annexure- 1

		& preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport nagar nature.	in structuring 3 PPP projects	<p>experience in Urban Transport/ Real Estate projects. He should have handled as Team Leader or in similar capacity 5 (five) PPP Projects of at least Rs.20.00 crores each, wherein building works must be part of the project & preferably one project of Bus Terminal/ ISBT/ Logistics Hub / Transport Nagar nature.</p> <p>Transportation expert: (Two) No changes proposed</p>
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