

Reply of Queries for Tender “Selection of Consultant cum Transition Advisor at Kolkata Air Cargo”

Corrigendum – 2

Date: 17.03.2023

Subject: Corrigendum for Reply of Queries and Extension of Bid submission.

Name of Work: Selection of Consultant cum Transition Advisor for finalization of request for proposal (RFP) for CONCESSION TO DESIGN, FIT-OUT, FINANCE, DEVELOP, MARKET, OPERATE, MAINTAIN, MANAGE and TRANSFER of Newly Created cargo facilities at Kolkata Airport.

Tender id: **2023_AAICL_145893_1**

Sr No	RFP Clause	Text requiring Clarification	Query	AAICLAS Reply									
1.	Pg.19, Clause 2	<u>Clause 1.3 CRITICAL DATA SHEET</u> Bid Submission End Date – 13/03/2023 up to 15:00 Hrs	We request the Authority to extend the time for submission of the bid (31 st March 2023) in order for the consultant to have sufficient time for the preparation of the bid and the associated documents.	Bid Submission End Date extended to 24.03.2023 upto 1500 Hrs.									
2.	Page.11, Sl.No. 2	Average Financial Turnover of Applicant Firm of last 3 Financial Years in consultancy. <table border="1" style="display: inline-table; vertical-align: top;"> <tr> <td>> INR 10 Cr - 6 marks</td> </tr> <tr> <td>> INR 05 <=10 Cr - 4 marks</td> </tr> <tr> <td>> INR 1 <=5 Cr - 2 marks</td> </tr> </table>	> INR 10 Cr - 6 marks	> INR 05 <=10 Cr - 4 marks	> INR 1 <=5 Cr - 2 marks	As per our review of the technical evaluation Criteria of the average financial turnover of the Applicant firm, we request the Authority to keep the minimum turnover requirement of be 10Cr with the below criteria: <table border="1" style="display: inline-table; vertical-align: top;"> <tr> <td>Average Financial Turnover of Applicant Firm of last 3 Financial Years in consultancy.</td> <td>> INR 100 Cr - 6 marks</td> </tr> <tr> <td></td> <td>> INR 25 <=100 Cr - 4 marks</td> </tr> <tr> <td></td> <td>> INR 10 <=25 Cr - 2 marks</td> </tr> </table>	Average Financial Turnover of Applicant Firm of last 3 Financial Years in consultancy.	> INR 100 Cr - 6 marks		> INR 25 <=100 Cr - 4 marks		> INR 10 <=25 Cr - 2 marks	The NIT criteria remains the same.
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3.	Page.10, 14	Consultant will be selected through by bidding process adopting Least Cost System (LCS) methodology....	We request the Authority to keep the selection process as Quality cum Cost Based Selection (QCBS) criteria with 70% weightage on technical criteria and 30% weightage on financial criteria as this project requires higher technical requirements	The NIT criteria remains the same.									
4.	Page.18, 1(a)	period for consultancy of 21 (Twenty One) months	We request the Authority to clarify the period of Consultancy work of 21 months as the project milestone mentions 18months on page 61 of the RFP document	Period of Consultancy work remains 21 months as specified at page 18. In Key Deliverables (KD) at page 61 under ‘KD 12’, the completion of 09 months from the date of signing of concession agreement may be read as completion of									

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				12 months from the date of signing of concession agreement.
5.	Page.19, A. xiv	1. Technical Bid containing the following: - xiv) Bank guarantee (Appendix-1)	We understand that only the winning bidder provides bank guarantee so please clarify if our understanding is correct or not.	Only Blank format is to be submitted. Performance Guarantee is to be submitted by winning bidder only.
6.	Pg.23, 12	Tenderers have to submit Unique Document Identification Number (UDIN) generated documents like Balance Sheet Turnover certificate, Working Capital Certificate (works duly during last 5 financial years & works in hand), Net worth Certificate, Tax Deduction at Source (TDS) Certificates for Non- Govt. works etc. as per NIT conditions (If required) duly certified by CA having UDIN. The documents submitted by bidders without UDIN shall not be entertained.	We request the authority to allow exemptions on the number of documents to be submitted for the Financial Bid and only accept submission of the Net Worth Certificate. We would request the Authority to relax the criterion of mandatory submission of Working Capital Certificate by allowing either the submission of work order/agreement/completion certificate / auditor’s certificate certifying completion and receipt of full payment (or more than 75% of the payment)/self-certification from the bidder for the engagement as proof of completion.	The NIT criteria remains the same.
7.	Page.30	UNDERTAKING FOR DEPLOYMENT OF MINIMUM TECHNICAL MANPOWER	We request the Authority to remove this undertaking from the list of forms to be submitted as the undertaking is not relevant for Consultancy Firms	In Annexure 7, undertaking is required to be attached for point no. 1 only. Remaining points may be strike out/considered omitted.
8.	Page.32, *	The MD of the consulting firm shall self-certify if the firm has non-disclosure agreement with the client Certificate from the Statutory Auditor / Self certification from the MD/ Designated partner in case of Limited Liability Partnership (LLP).	PricewaterhouseCoopers Pvt Ltd will be bidding in this tender and we have designated Partners in the firm so we request the Authority to allow the designated partner to be the POA signing authority.	The NIT criteria remains the same.
9.	Pg.34, Note 3	Each page of the CV shall be signed in ink by the Personnel concerned of the Applicant firm along with the seal of the firm. In case the personnel concerned is not available for signing the CV, the authorized signatory of the firm will have to sign on his behalf.	In the wake of covid-19 restrictions, most of our employees including the Authorised signatories are working from home and hence we would request the Authority to kindly allow submission of the documents with scanned signature.	The NIT criteria remains the same.

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10.	Page.54, 3.4.2	All security related arrangements, equipments and clearances are required to be taken by perspective bidder.	PwC as a Consultancy firm can support/guide AACLAS in understanding the security related arrangements, equipments and clearances they would require but the Authority will have to procure or arrange for the same by themselves.	Consultant cum Transition Advisor while preparing the RFP has to abide by this clause while selecting the bidder who will bid for construction , operationalize, Manage the Cargo facilities on Land allotted by AAICLAS as mentioned in para 1.2.3 on page no. 17 and para 3.4.2 on page no. 54. AAICLAS shall not procure anything.
11.	Page.54, 3.4.3	The Consultant will be required to undertake extensive market consultation with the bidders to share their key concern on the project structure and undertake various meeting with AAICLAS to assess and draft the OMDT structure	As per our review of this clause under Scope of Work, we request the Authority to consider 30 days timeline to complete this task.	Agreed.
12.	Page.55, 3.4.6 (c)	Advising the AAICLAS on tax related issues arising out of project structuring.	We request the Authority to remove this clause from the Scope of work.	The NIT criteria remains the same.
13.	Page.58, 3.4.10.3 (d)	The consultant is required to undertake the work incidental to the scope of work that may emerge during the Consultancy period but not specified in the Scope of Work. No additional payment will be made to the Consultant for the incidental work performed.	We would request the Authority to clarify ‘incidental work’ mentioned in the scope of work as it is mentioned that there is no payment for this work.	The NIT criteria remains the same.
14.	Page.58, 3.4.10.4	Scope not exhaustive:- The scope of work specified above is not exhaustive and the consultant shall undertake such other task as may be necessary to appraise the project, prepare revenue model and successful completion of bid process for the project	An open-ended TOR will not be accepted by PwC’s Risk team; hence we request the Authority to remove this clause from the Scope of Work	The NIT criteria remains the same.

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15.	Page.60, 4.1	Proposed Deliverables	KD *	Timeline	As per our review of the Authority to work required from the Consultant	Proposed Deliverables	KD *	Timeline	Agreed for KD* 1 only, (Refer point no. 11 above). The other NIT criteria remains the same.
		Submission of project structure report covering Financial, Commercial, Technical and Legal Aspects for the cargo facilities at airport.	1	15 days after commencement of work as communicated by AAICLAS.		Submission of project structure report covering Financial, Commercial, Technical and Legal Aspects for the cargo facilities at airport.	1	30 days after commencement of work as communicated by AAICLAS.	
		Preparation of Memorandum /Term Sheet for submission for appraisal /approval	2	15 days after the approval of project structure for the project/ airport		Preparation of Memorandum /Term Sheet for submission for appraisal /approval	2	30 days after the approval of project structure for the project/ airport	
		Submission of Financial Model, Financial Model cum Appraisal Report reflecting financial and commercial aspects of the approved OMDT structure	3	15 days after approval of project structure and receipt of all information including all commercial contracts, cost & revenue segregation, existing & planned		Submission of Financial Model, Financial Model cum Appraisal Report reflecting financial and commercial aspects of the approved OMDT structure	3	30 days after approval of project structure and receipt of all information including all commercial contracts, cost & revenue segregation, existing & planned technical capacity at the airport.	
						Submission of RFQ/RFP document and draft OMDT Agreement	4	60 days after approval and the submission of all necessary technical information by AAICLAS for including in the Term Sheet (It should be submitted within 3 months from date of award letter)	

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			technical capacity at the airport.			
		Submission of RFQ/RFP document and draft OMDT Agreement	4	30 days after approval and the submission of all necessary technical information by AAICLAS for including in the Term Sheet (It should be submitted within 3 months from date of award letter)		

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16.	Pg.62, 5.1	Payment Milestone	% of Total Contract Value	As per our review of the payment terms, we request the Authority to modify this clause as below.	<table border="1"> <thead> <tr> <th>Payment Milestone</th> <th>% of Total Contract Value</th> </tr> </thead> <tbody> <tr> <td>Submission of Options for potential OMDT structures for the project and undertaking stakeholder consultation process. (KD#1)</td> <td>6%</td> </tr> <tr> <td>Submission of Term Sheets covering financial, commercial, technical and legal aspects of approved OMDT structure (KD#2) Submission of Financial Model and financial model report reflecting various financial and commercial aspects of the approved OMDT structure (KD#3)</td> <td>16%</td> </tr> <tr> <td>Assistance in finalizing the bidding documents and draft OMDT Agreement (KD#4)</td> <td>6%</td> </tr> <tr> <td>Issuance of bidding documents and draft OMDT Agreement to potential/registered bidders by AAICLAS (KD#5)</td> <td>6%</td> </tr> <tr> <td>Assistance in conducting the bid process upon submission of bid and assist in evaluation of bids (KD#6, 7,8 & 9)</td> <td>6%</td> </tr> </tbody> </table>	Payment Milestone	% of Total Contract Value	Submission of Options for potential OMDT structures for the project and undertaking stakeholder consultation process. (KD#1)	6%	Submission of Term Sheets covering financial, commercial, technical and legal aspects of approved OMDT structure (KD#2) Submission of Financial Model and financial model report reflecting various financial and commercial aspects of the approved OMDT structure (KD#3)	16%	Assistance in finalizing the bidding documents and draft OMDT Agreement (KD#4)	6%	Issuance of bidding documents and draft OMDT Agreement to potential/registered bidders by AAICLAS (KD#5)	6%	Assistance in conducting the bid process upon submission of bid and assist in evaluation of bids (KD#6, 7,8 & 9)	6%
		Payment Milestone	% of Total Contract Value														
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		Assistance in completion of services upon execution of OMD Agreement with the concessionaire (KD#10 & 11). For avoidance of doubt, it is clarified that if Concession Agreement is not executed within 06 months of issuance of Letter of Award (LOA), in such scenario, Consultant will be paid 50% value as per the defined milestone payment. Remaining amount will be paid upon signing of the Concession Agreement.	20%	Assistance in completion of services upon execution of OMD Agreement with the concessionaire (KD#10 & 11). For avoidance of doubt, it is clarified that if Concession Agreement is not executed within 06 months of issuance of Letter of Award (LOA), in such scenario, Consultant will be paid 50% value as per the defined milestone payment. Remaining amount will be paid upon signing of the Concession Agreement.	10%	
		Completion of 9 month from the date of signing of concession agreement (KD#12).	20%		Completion of 9 month from the date of signing of concession agreement (KD#12).	5%
		Completion of 3 months from the date of COD with the Concessionaire (KD#13).	20%		Completion of 3 months from the date of COD with the Concessionaire (KD#13).	5%
		Total	100%		Total	100%

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S. No.	Section	Page No.	Clause Reference	Clause	Clarification Required/Sought	AAICLAS Reply								
17.	Evaluation Criteria	15	S. No. 1	<table border="1"> <thead> <tr> <th>Description</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>Satisfactorily completed consultancy works for any Multilateral Agencies, Statutory Authority, National Government, Public Sector entity or Private Sector entity for Cargo related Services or (O & M consultancy contract) Multi-model logistics / Airports / Surface transport infrastructure / Logistics to handle Minimum 50000 MTPA of which minimum 5000 MTPA cargo handled was for International) at a particular station /Airport in a Year</td> <td>Cargo handling >100000 MTPA - 15 Marks >80000 MTPA <= 100000 MTPA - 12 Marks >70000 MTPA <= 80000 MTPA - 10 Marks >60000 MTPA <= 70000 MTPA - 7 Marks >50000 MTPA <= 60000 MTPA - 5 Marks</td> </tr> </tbody> </table>	Description	Maximum Marks	Satisfactorily completed consultancy works for any Multilateral Agencies, Statutory Authority, National Government, Public Sector entity or Private Sector entity for Cargo related Services or (O & M consultancy contract) Multi-model logistics / Airports / Surface transport infrastructure / Logistics to handle Minimum 50000 MTPA of which minimum 5000 MTPA cargo handled was for International) at a particular station /Airport in a Year	Cargo handling >100000 MTPA - 15 Marks >80000 MTPA <= 100000 MTPA - 12 Marks >70000 MTPA <= 80000 MTPA - 10 Marks >60000 MTPA <= 70000 MTPA - 7 Marks >50000 MTPA <= 60000 MTPA - 5 Marks	<p>We humbly request the Authority to modify the requirement of cargo handling values as per below table, since the existing requirements are restrictive in nature and prohibit competition.</p> <table border="1"> <thead> <tr> <th>Description</th> <th>Maximum Marks</th> </tr> </thead> <tbody> <tr> <td>Satisfactorily completed consultancy works for any Multilateral Agencies, Statutory Authority, National Government, Public Sector entity or Private Sector entity for Cargo related Services or (O & M consultancy contract) Multi-model logistics / Airports / Surface transport infrastructure / Logistics to handle Minimum 30000 MTPA</td> <td>Cargo handling >70000 MTPA - 15 Marks >60000 MTPA <= 70000 MTPA - 12 Marks >50000 MTPA <= 60000 MTPA - 10 Marks >40000 MTPA <= 50000 MTPA - 7 Marks >30000 MTPA <= 40000 MTPA - 5 Marks Minimum 30000 MTPA</td> </tr> </tbody> </table>	Description	Maximum Marks	Satisfactorily completed consultancy works for any Multilateral Agencies, Statutory Authority, National Government, Public Sector entity or Private Sector entity for Cargo related Services or (O & M consultancy contract) Multi-model logistics / Airports / Surface transport infrastructure / Logistics to handle Minimum 30000 MTPA	Cargo handling >70000 MTPA - 15 Marks >60000 MTPA <= 70000 MTPA - 12 Marks >50000 MTPA <= 60000 MTPA - 10 Marks >40000 MTPA <= 50000 MTPA - 7 Marks >30000 MTPA <= 40000 MTPA - 5 Marks Minimum 30000 MTPA	<p>The NIT criteria remains the same.</p>
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				<table border="1"> <tr> <td data-bbox="682 186 955 365"> <p>during last 5 years ending last day of month previous to the one in which tenders are invited.</p> </td> <td data-bbox="955 186 1192 365"></td> </tr> </table>	<p>during last 5 years ending last day of month previous to the one in which tenders are invited.</p>		<p>of which minimum 3000 MTPA cargo handled was for International) at a particular station/Airport in a Year during last 5 years ending last day of month previous to the one in which tenders are invited.</p> <p>We also request the Authority to additionally consider consultancy works executed during last 10 years, and ongoing projects for evaluation. For such ongoing projects, Work Order shall be submitted as Supporting Documents.</p>		
<p>during last 5 years ending last day of month previous to the one in which tenders are invited.</p>									

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S. No.	Section	Page No.	Clause Reference	Clause	Clarification Required/Sought	
18.	Evaluation Criteria	15	S. No. 3	<p>Airports Experience of the Applicant Firm in Airports sector with public / private airport operators /concessionaires related to operations / improvement / process improvement / growth strategy / ancillary revenues improvement/ Air Cargo Movement Experience of the Applicant Firm/ Large Scale Cargo Movement Studies/preparation of RFP for PPP model or equivalent</p> <p>Experience of consultancy Projects in India or abroad with project value greater than INR 100 Crores for projects in India or equivalent value of USD @conversion rate of Rs. 80 per US dollar for projects executed outside India, in the last 5 years, >= 3projects – 15 marks >= 2projects – 12marks >= 1projects – 9 marks</p>	<p>We request the Authority to clarify whether the definition of project value means professional/consulting fee or value/cost of project for which consultancy was delivered.</p> <p>We request the Authority that in case project value is equal to consulting fee, to modify the value to INR 100 Lakhs, since the existing requirements are restrictive in nature and prohibit competition.</p> <p>We also request the Authority to additionally consider consultancy works executed during last 10 years, and ongoing projects for evaluation. For such ongoing projects, Work Order shall be submitted as Supporting Documents.</p>	The NIT criteria remains the same.
19.	Annexure – 4	27	Note	Applicant shall also furnish statutory auditor certificate certifying the volumes for total cargo handled and total international cargo handled in this Form IV.	We request the Authority to waive this requirement, as any third party/Client may not allow the Consultant to perform audit on its operations/cargo volume handled.	The NIT criteria remains the same.

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20.	6. E-NIT	19	2. Critical Data Sheet	<table border="1"> <tr> <td data-bbox="709 224 947 282">Bid Submission Start Date</td> <td data-bbox="947 224 1190 282">Date 01-03-2023 from 10:30 hrs.</td> </tr> <tr> <td data-bbox="709 282 947 341">Bid Submission End Date</td> <td data-bbox="947 282 1190 341">Date 13-03-2023 upto 15:00 hrs.</td> </tr> </table>	Bid Submission Start Date	Date 01-03-2023 from 10:30 hrs.	Bid Submission End Date	Date 13-03-2023 upto 15:00 hrs.	<p>We request the authority to grant an extension by two weeks to prepare a quality proposal and ensuring identification of the team with right experience.</p> <p>We would request the authority to modify the clause as follows:</p> <table border="1"> <tr> <td data-bbox="1220 467 1402 558">Bid Submission Start Date</td> <td data-bbox="1402 467 1585 558">Date 13-03-2023 from 10:30 hrs.</td> </tr> <tr> <td data-bbox="1220 581 1402 672">Bid Submission End Date</td> <td data-bbox="1402 581 1585 672">Date 27-03-2023 upto 15:00 hrs.</td> </tr> </table>	Bid Submission Start Date	Date 13-03-2023 from 10:30 hrs.	Bid Submission End Date	Date 27-03-2023 upto 15:00 hrs.	<p>Bid Submission End Date extended to 24.03.2023 upto 1500 Hrs.</p>
Bid Submission Start Date	Date 01-03-2023 from 10:30 hrs.													
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Bid Submission End Date	Date 27-03-2023 upto 15:00 hrs.													

2. The last date of bid submission has been extended to 24.03.2023 upto 1500 Hrs.
3. The technical bid opening date is extended to 27.03.2023 at 1100 Hrs.
4. The other Terms & Conditions shall remain the same.

-Sd-
(Rakesh Malik)
DGM (Cargo)