

Reply to Prebid Queries for RFP for “Selection of Commercialization, Planning & Transaction Advisors for Development of Exhibition Cum Convention Centre at Dwarka, New Delhi”

SN	Clause No./ Reference	Description	Clarifications/ Suggestion from EY	Reply
1	Page 9 Clause 2.1.19	<p>RFQ cum RFP Processing Fee</p> <p>The RFQ cum RFP submissions shall be accompanied by a Bank Draft of USD 2,000.00 only (USD Two Thousand Only) or INR 1,00,000.00 (Indian Rupees One Lakh only) plus Service Tax @15.0 % in favour of “Delhi Mumbai Industrial Corridor Development Corporation Limited”, payable at New Delhi, India, <i>as a non-refundable RFQ cum RFP processing fee</i> (the “RFQ cum RFP Processing Fee”).</p>	Request you to reduce the RFQ cum RFP Processing Fee to Rs. 25,000/- as the whole amount is non-refundable.	Conditions of RfQ cum RfP remains unchanged
2	Page 14 Clause 2.7.3	<p>1. All key staff proposed must be full time employees of the firm.</p>	<p>As an established practice in consulting, industry experts are retained as independent experts on contract rolls for the duration of the project; accordingly request you to please also consider retainers and external experts/ independent experts who work for multiple projects with us for the required positions against the engagement.</p> <p>As the project duration is almost 3 years, the proposed consultant if required will be hired by the firm.</p>	Conditions of RfQ cum RfP remains unchanged
3	Page 20 Clause 2.9.4	Clause 2.9.4: Minimum Qualification Criteria:	As per Form 3B, on page number 36, we understand that the projects	Refer Corrigendum-1 For

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	<p>Page 36 Form 3B</p>	<p>Experience in commercialization of, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park : At least two international assignment pertaining to economic master planning, strategic economic planning & transaction advisory, business planning and/or marketing/business development/commercial implementation support completed in the preceding 7 years with consultancy fees of not less than Rs 3 Cr (excluding taxes) for each assignment. + Completion of at least 2 Successfully bided and awarded packages</p> <p>Form 3B: Format for Pre-Qualification Proposal (Eligible Projects). It states Exhibit projects in the last 10 years.</p>	<p>completed in last 10 years would be considered for the eligibility</p>	<p>‘Last ten years’ Read ‘Last seven years’ Form 3I For ‘Last ten years’ Read ‘Last seven years’</p>
4	<p>Page 20 Clause 2.9.4</p>	<p>Self-Certified Documentary Evidence to be submitted in support of Eligibility: To demonstrate eligibility as well as to be scored against the Technical Criteria related to experience, the bidder needs to submit copy of Contract / work orders along with completion certificate indicating the</p>	<p>As per the clause, we need to provide three different evidences to prove the completion of an assignment. We request you to consider that provision of any one of the proof would suffice the requirement. We suggest that clause would be read</p>	<p>Conditions of RfQ cum RfP remains unchanged</p>

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		<p>details of previous assignment completed, client, value of assignment / proportionate value in use of projects / assignment in process date and year of award. The Managing Director of the Consulting firm shall self-certify if the firm has done assignments based on Nondisclosure Agreements. Additionally, a certificate from an authorized CA certifying the receipt of payment from the company towards the contract shall be provided. In such cases, the bidder must provide broad details of the assignment for the evaluation committee to ascertain relevance.</p>	<p>as: To demonstrate eligibility as well as to be scored against the Technical Criteria related to experience, the bidder needs to submit copy of Contract / work orders along with completion certificate indicating the details of previous assignment completed, client, value of assignment / proportionate value in use of projects / assignment in process date and year of award, or The Managing Director of the Consulting firm shall self-certify if the firm has done assignments based on Nondisclosure Agreements, or a certificate from an authorized CA certifying the receipt of payment from the company towards the contract shall be provided. In such cases, the bidder must provide broad details of the assignment for the evaluation committee to ascertain relevance.</p>	
5	<p>Page 20 and 21 Clause 2.9.5 Page 52 Form 3I</p>	<p>Clause 2.9.5: Technical Evaluation Criteria B1: Commercialization Experience: Number of 'Relevant assignments' for real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial</p>	<p>As per Form 3I, on page number 52, we understand that the projects completed in last 10 years would be considered for the eligibility We request you to consider the evaluation based on the following: Number of 'Relevant assignments' for</p>	<p>Please refer Corrigendum-1</p>

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	<p>Park, IT park, within/ outside India, in the areas of economic master planning, commercialization support, strategic economic planning & transaction advisory and/or marketing/business development in last 7 years with development size > than 250 Acres & consultancy fees of at least INR 3 Crores.</p> <ul style="list-style-type: none"> • 3 - 5 (2 marks) • 5 - 10 (6 marks) • 10 or more (10 marks) <p align="center">+</p> <p>Successful bid and award of at least 3 packages</p> <ul style="list-style-type: none"> • 3 Packages - (3 marks) • 4 packages - (4 marks) • 5 packages - (5 Marks) <p>Form 3I: Applicant’s experience It states Exhibit projects in the last 10 years.</p>	<p>real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special economic zone, Multi modal logistics park, industrial park, IT park, industry zones/ corridors, within/ outside India, in the areas of economic master planning, commercialization support, strategic economic planning & transaction advisory and/or marketing/business development in last <u>10 years with development size > than 100 Acres & consultancy fees of at least 1 Cr.</u></p> <ul style="list-style-type: none"> • <u>1 - 2 (2 marks)</u> • <input type="checkbox"/> <u>3 - 4 (6 marks)</u> • <input type="checkbox"/> <u>5 and above (10 marks)</u> <p align="center">+</p> <p>Successful bid and award of at least 3 packages</p> <ul style="list-style-type: none"> • <u>1 Packages - (3 marks)</u> • <u>2 packages - (4 marks)</u> • <u>3 packages - (5 Marks)</u> <p>In this case also, we request you to consider any one proof out of the possible three different proofs for showcasing the assignment completion to satisfy the evaluation requirement.</p>	
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6	Page 21-22 Clause 2.9.5	<p>Clause 2.9.5: Technical Evaluation Criteria</p> <p>B2: Transaction Advisory and Project Implementation experience:</p> <p>Detailed case study of one prior 'Relevant assignment' related to real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park, mix land use urban development, industry zones, within/ outside India, in the areas of economic master planning, strategic economic planning & transaction advisory, commercialization support and/or marketing/business development in last 7 years with development size > than 250 Acres and project development cost > INR 1000 Cr/ USD 150 MN excluding land cost. Marks to be awarded based on approach followed and outcomes achieved.</p>	<p>We request you to consider the evaluation based on the following:</p> <p>Detailed case study of one prior 'Relevant assignment' related to real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park, mix land use urban development, industry zones, within/ outside India, in the areas of economic master planning, strategic economic planning & transaction advisory, commercialization support and/or marketing/business development in last <u>10 years with development size > than 100 Acres and project development cost > INR 100 Cr/ USD 15 MN excluding land cost.</u> Marks to be awarded based on approach followed and outcomes achieved.</p>	Conditions of RfQ cum RfP remains unchanged
7	Page 22 Clause 2.9.5	<p>Clause 2.9.5: Technical Evaluation Criteria</p> <p>B3: Public sector experience</p> <p>Number of assignments undertaken in India with Govt. of India/ State Govt./ PSUs/ PSEs/ Govt. Authorities related to infrastructure sector (roads, ports,</p>	<p>We understand that, the projects completed in last 10 years would be considered for evaluation.</p> <p>We understand that the Project management Units for various Government bodies will be considered under this category.</p>	Conditions of RfQ cum RfP remains unchanged

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		airports, railways and urban development in the last 7 years with professional fees (excluding taxes) of at least INR 5 Cr. per assignment <ul style="list-style-type: none"> • <input type="checkbox"/> 1 - 3 (2 marks) • <input type="checkbox"/> 4 - 7 (5 marks) • <input type="checkbox"/> 8 and above (10 marks) 	As PMUs are of longer duration (generally 2 years or more), thus request you to consider ongoing projects as well under this category, wherein consultant has already worked for more than 6 months.	
8	Page 28 Clause 2.16.1	Proposal Due Date: 5 th April 2017	The complexity of this assignment requires expertise in multiple discipline including international experts which will take reasonable time to arrange for the project specific requirement, accordingly request you to please provide at least a month for proposal submission after the release of the response to queries/clarifications is published.	Conditions of RfQ cum RfP remains unchanged
9	Page 67 Section 5.2.2	Scope of Work 1. Review and optimization of economic master plan d. Finalization of most suitable mix land use for development of facilities.	We understand that no master planning work will be carried out by the TA as a result of modifications suggested in economic master plan. Please clarify. Please clarify the political influence factor as mentioned in the scope of services	Conditions of RfQ cum RfP remains unchanged
10	Page 67 Section 5.2.2	Scope of Work 2. Preparation of the draft of RFP/ RFQ documents, concession agreements and contract documents based on initial feedback from stakeholders and	We understand that DMICDC has appointed legal experts to prepare tender documents (RFQ & RFP) as well as concession agreement and the Project Information Memorandum (PIM). Transaction Advisor will assist	Tender documents shall be prepared duly vetted by legal Advisor, part of the team of the consultant. DMICDC may obtain independent legal advice on certain issues on case to case basis for

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		prospective investors ii. Work with the legal experts in preparation of tender documents (RFQ & RFP) as well as concession agreement and the Project Information Memorandum (PIM)	DMICDC with the drafting of RFP/ RFQ documents concession agreement and contract documents basis initial feedback from stakeholders a. Develop tender evaluation and selection criteria of developer. Please clarify.	which consultant shall be presenting the case.																								
11	Page 67-68 Section 5.2.2	Scope of Work 3. Assist DMICDC in conducting road shows for potential partners and investors. This would involve creating a list of potential partners/ investors, reaching out to them for initial meetings, creation of industry specific pitch books for partners/ investors, creating marketing collateral for the road show and conducting 2-3 road shows.	We understand the cost incurred in creation of pitch books, conduction of road shows etc. would be borne by DMICDC based on actual expenses. Please clarify.	Consultant shall prepare plan for Road shows for approval of the client. Cost of such road shows shall be borne by client.																								
12	Page 68 and 69 Clause 5.3	Deliverables & Payment: <table border="1"> <thead> <tr> <th>SN</th> <th>Report</th> <th>Timeline</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Submission of Inception Report</td> <td>D + 0.5</td> </tr> <tr> <td>B</td> <td>Preparation of economic impact assessment report for the project</td> <td>D + 1</td> </tr> <tr> <td>C</td> <td>Submission of report on appropriate financing/ funding strategy (project model) for the</td> <td>D + 2</td> </tr> </tbody> </table>	SN	Report	Timeline	A	Submission of Inception Report	D + 0.5	B	Preparation of economic impact assessment report for the project	D + 1	C	Submission of report on appropriate financing/ funding strategy (project model) for the	D + 2	Re request you to please increase the timeline for deliverable submissions as suggested in the following table: <table border="1"> <thead> <tr> <th>SN</th> <th>Report</th> <th>Timeline</th> </tr> </thead> <tbody> <tr> <td>A</td> <td>Submission of Inception Report</td> <td>D + 0.5</td> </tr> <tr> <td>B</td> <td>Preparation of economic impact assessment report for the project</td> <td><u>D + 3</u></td> </tr> <tr> <td>C</td> <td>Submission of list of contract/concession</td> <td><u>D + 4</u></td> </tr> </tbody> </table>	SN	Report	Timeline	A	Submission of Inception Report	D + 0.5	B	Preparation of economic impact assessment report for the project	<u>D + 3</u>	C	Submission of list of contract/concession	<u>D + 4</u>	Conditions of RfQ cum RfP remains unchanged
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		project			agreements specific for Phase - 1 development		
	D	Submission of list of contract/concession agreements specific for Phase - 1 development	D + 2.5		D	Submission of report on investor outreach – preliminary interest and feedback from proposed partners/ investors	<u>D + 5.5</u>
	E	Submission of report on investor outreach – preliminary interest and feedback from proposed partners/ investors	D + 3.5		E	Submission of report on communication and engagement strategy for regulators and stakeholders	<u>D + 6</u>
	F	Submission of report on communication and engagement strategy for regulators and stakeholders	D + 4		F	Commercial model, ideal contract structure and draft RFP/RFQ documents for contract/ Concession agreements	<u>D + 7</u>
	G	Commercial model, ideal contract structure and draft RFP/RFQ documents for contract/ Concession agreements	D + 5		G	Material required for road show – pitch books, investor/ partner contacts, marketing collateral	<u>D + 8</u>
	H	Material required for road show – pitch books, investor/ partner contacts, marketing collateral	D + 6		H	Revised economic	<u>D + 9</u>
	I	Revised economic master plan	D + 6.5				

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		<table border="1"> <tr> <td></td> <td>including business plan and economic impact assessment</td> <td></td> </tr> <tr> <td>J</td> <td>Org. design, team structure and role/ responsibility definition</td> <td>D + 7</td> </tr> <tr> <td>K</td> <td>Final contract / concessionaire agreements design along with tender evaluation and developer selection criteria.</td> <td>D + 8</td> </tr> </table>		including business plan and economic impact assessment		J	Org. design, team structure and role/ responsibility definition	D + 7	K	Final contract / concessionaire agreements design along with tender evaluation and developer selection criteria.	D + 8	<table border="1"> <tr> <td></td> <td>master plan including business plan and economic impact assessment</td> <td></td> </tr> <tr> <td>I</td> <td><u>Submission of report on appropriate financing/ funding strategy (project model) for the project</u></td> <td><u>D + 10</u></td> </tr> <tr> <td>J</td> <td>Org. design, team structure and role/ responsibility definition</td> <td><u>D + 11</u></td> </tr> <tr> <td>K</td> <td>Final contract / concessionaire agreements design along with tender evaluation and developer selection criteria.</td> <td><u>D + 12</u></td> </tr> </table>		master plan including business plan and economic impact assessment		I	<u>Submission of report on appropriate financing/ funding strategy (project model) for the project</u>	<u>D + 10</u>	J	Org. design, team structure and role/ responsibility definition	<u>D + 11</u>	K	Final contract / concessionaire agreements design along with tender evaluation and developer selection criteria.	<u>D + 12</u>	
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13	Page 69 Clause 5.3	<p>Deliverables & Payment:</p> <ol style="list-style-type: none"> 75% of the total project fees will be paid post completion of individual milestones as highlighted in table serial “A- K”. 5% Payment for milestone “L” will be paid on a quarterly basis between D+9 to D+24. 20% Payments for milestone “M” will be paid on pro rata basis upon 	Request you to please clarify the scope of work involved in the handholding support for 24 months.	<p>Indicative man months are given for planning/scheduling purpose only.</p> <p>Please refer Corrigendum-1</p>																					

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		completion of successful award of each of the packages.		
14	Page 78 Clause 6.4.2	a) if the Client fails to pay any money due to the Consultants pursuant to this Contract and not subject to dispute pursuant to relevant clauses hereof within forty-five (45) days after receiving written notice from the Consultants that such payment is overdue; or	We suggest the clause to be read as: a) if the Client fails to pay any money due to the Consultants pursuant to this Contract and not subject to dispute pursuant to relevant clauses hereof within forty-five (45) <u>fifteen (15)</u> days after receiving written notice from the Consultants that such payment is overdue; or	Conditions of RfQ cum RfP remains unchanged
15	Page 80 Clause 6.5.6	Documents Prepared by the Consultants to be the Property of the Client: All plans, drawings, specifications, designs, reports, other documents and software submitted by the Consultants pursuant to this contract shall become and remain the property of the Client, and the Consultants shall, not later than upon termination or expiration of this Contract, deliver all such documents and software to the Client, together with a detailed inventory thereof. The Consultants may retain a copy of such documents and software. Restrictions about the future use of these documents and software, if any, shall be specified in the SC.	We suggest the clause to be read as: Documents Prepared by the Consultants to be the Property of the Client: All plans, drawings, specifications, designs, reports, other documents and software submitted by the Consultants pursuant to this contract shall become and remain the property of the Consultant Client, and the Consultants shall, not later than upon termination or expiration of this Contract, deliver all such documents and software to the Client, together with a detailed inventory thereof. The Consultants may retain a copy of such documents and software. Restrictions about the future use of these documents and software, if any, shall be specified in the SC. <u>The Consultant may use data, software, designs, utilities, tools, models, systems and other methodologies and know-how</u>	Conditions of RfQ cum RfP remains unchanged

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			<p><u>(“Materials”) that the Consultant own in performing the Services. Notwithstanding the delivery of any Reports, the Consultant shall retain all intellectual property rights in the Materials (including any improvements or knowledge developed while performing the Services), and in any working papers that the Consultant compile and retain in connection with the Services.</u></p>	
16	Page 80 Clause 6.5.8	Insurance to be taken out by the Consultants	<p>We maintain professional indemnity insurance only. Such professional indemnity insurance cover for our professional business up to an appropriate level sufficient for the purposes of this engagement, and similar to that of the other large accountancy firms.</p>	Conditions of RfQ cum RfP remains unchanged
17	Page 80 Clause 6.5.7	Subject to additional provisions, if any, set forth in the SCC, the Consultants' liability under this Contract shall be as provided by the Applicable Law.	<p>We suggest the clause to be read as: Subject to additional provisions, if any, set forth in the SC, the Consultants' liability under this Contract shall be as provided by the Applicable Law. <u>The Consultant shall not be liable, in contract or tort, under statute or otherwise, for any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement. The</u></p>	Conditions of RfQ cum RfP remains unchanged

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			<u>Consultant shall not be liable, in contract or tort, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement.</u>	
18	Page 84 Clause 6.13.2	Indemnity: The Consultant agrees to indemnify and hold harmless the Client from and against any and all claims, actions, proceedings, lawsuits, demands, losses, liabilities, damages, fines or expenses (including interest, penalties, attorneys’ fees and other costs of defence or investigation (i) related to or arising out of, whether directly or indirectly, (a) the breach by the Consultant of any obligations specified in relevant clauses hereof; (b) the alleged negligent, reckless or otherwise wrongful act or omission of the Consultant including professional negligence or misconduct of any nature whatsoever in relation to Services rendered to the Client; (c) any Services related to or rendered pursuant to the Contract (collectively “Indemnified matter”). As soon as reasonably practicable after the receipt by the Client of a notice of the commencement of any action by a third party, the Client will notify the Consultant of the	<u>Subject to section 6.5.7, the Consultant agrees to indemnify and hold harmless the Client from and against any and all claims, actions, proceedings, lawsuits, demands, losses, liabilities, damages, fines or expenses (including interest, penalties, attorneys’ fees and other costs of defence or investigation (i) related to or arising out of, whether directly or indirectly, (a) the breach by the Consultant of any obligations specified in relevant clauses hereof; (b) the alleged negligent, reckless or otherwise wrongful act or omission of the Consultant including professional negligence or misconduct of any nature whatsoever in relation to Services rendered to the Client; (c) any Services related to or rendered pursuant to the Contract (collectively “Indemnified matter”). As soon as reasonably practicable after the receipt by the Client of a notice of the commencement of any action by a</u>	Conditions of RfQ cum RfP remains unchanged

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		<p>commencement thereof; provided, however, that the omission so to notify shall not relieve the Consultant from any liability which it may have to the Client or the third party. The obligations to indemnify and hold harmless, or to contribute, with respect to losses, claims, actions, damages and liabilities relating to the Indemnified Matter shall survive until all claims for indemnification and/or contribution asserted shall survive and until their final resolution thereof. The foregoing provisions are in addition to any rights which the Client may have at common law, in equity or otherwise.</p>	<p>third party, the Client will notify the Consultant of the commencement thereof; provided, however, that the omission so to notify shall not relieve the Consultant from any liability which it may have to the Client or the third party. The obligations to indemnify and hold harmless, or to contribute, with respect to losses, claims, actions, damages and liabilities relating to the Indemnified Matter shall survive until all claims for indemnification and/or contribution asserted shall survive and until their final resolution thereof. The foregoing provisions are in addition to any rights which the Client may have at common law, in equity or otherwise.</p>	
19	Page 86 Clause 6.17	<p>(a) Except in case of negligence or wilful misconduct on the part of the Consultants or on the part of any person or firm acting on behalf of the Consultants in carrying out the Services, the Consultants, with respect to damage caused by the Consultants to the Client’s property, shall not be liable to the Client: a) for any indirect or consequential loss or damage; and b) For any direct loss or damage that exceeds (i) the total payments for Professional Fees and Reimbursable Expenditure made or expected to be</p>	<p>We suggest the clause to be read as: a) Except in case of gross negligence or wilful misconduct on the part of the Consultants or on the part of any person or firm acting on behalf of the Consultants in carrying out the Services, the Consultants, with respect to damage caused by the Consultants to the Client’s property, shall not be liable to the Client: i) for any indirect or consequential loss or damage; and ii) For any direct loss or damage that exceeds (i) the total payments for Professional Fees and Reimbursable</p>	Conditions of RfQ cum RfP remains unchanged

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		<p>made to the Consultants hereunder, or (ii) the proceeds the Consultants may be entitled to receive from any insurance maintained by the consultants to cover such a liability, whichever of (i) or (ii) is higher.</p> <p>(b) This limitation of liability shall not affect the Consultants’ liability, if any, for damage to Third Parties caused by the Consultants or any person or firm acting on behalf of the Consultants in carrying out the Services.</p>	<p>Expenditure made or expected to be made to the Consultants hereunder, or (ii) the proceeds the Consultants may be entitled to receive from any insurance maintained by the consultants to cover such a liability, whichever of (i) or (ii) is higher.</p> <p>b) This limitation of liability shall not affect the Consultants’ liability, if any, for damage to Third Parties caused by the Consultants or any person or firm acting on behalf of the Consultants in carrying out the Services.</p>	
20	Page 87 Clause 6.18	Risks and coverage	We maintain professional indemnity insurance only. Such professional indemnity insurance cover for our professional business up to an appropriate level sufficient for the purposes of this engagement, and similar to that of the other large accountancy firms.	Conditions of RfQ cum RfP remains unchanged
21	New Clause		Any information, advice, recommendations or other content of any reports, presentations or other communications provided under this Agreement (“Reports”), other than the Client, are for Client's internal use only (consistent with the purpose of the particular Services) including Client's board of directors, its audit committee, or its statutory auditors.	Conditions of RfQ cum RfP remains unchanged

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			The Client may not rely on any draft Report and the Consultant shall not be required to update its Final Report.	
22	New Clause		<p>Except as otherwise permitted by the Agreement, neither the Client or the Consultant may disclose to third parties the contents of the Agreement or any information provided by or on behalf of the other that ought reasonably to be treated as confidential and/or proprietary including the Deliverables under the Agreement. Either of the parties may, however, disclose such information to the extent that it:</p> <p>(a) is or becomes public other than through a breach of the Agreement,</p> <p>(b) is subsequently received by the recipient from a third party who, to the recipient’s knowledge, owes no obligation of confidentiality to the disclosing party with respect to that information,</p> <p>(c) was known to the recipient at the time of disclosure or is thereafter created independently,</p> <p>(d) is disclosed as necessary to enforce the recipient’s rights under the Agreement, or</p> <p>(e) must be disclosed under applicable law, legal process or professional regulations.</p>	Conditions of RfQ cum RfP remains unchanged

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Srl #	Reference	Current Clauses	Proposed Changes/Query	Reply
23	2.5.1 (Bid security)	A bid security in the form of a Demand Draft/ Bank Guarantee, from a scheduled Indian Bank in favor of	May we request that bank guarantees procured from scheduled MNC banks also be allowed?	Scheduled Banks operating in India as per RBI guidelines can issue BG
24	2.7.9 (page 16)	A firm can bid for a project either as a sole consultant or in the form of JV/Consortium with other consultant. Experience of sub-consultant will not be considered while evaluating the bid.	Please confirm if the individual experience of any of the experts who may be a sub-consultant (eg - legal expert), will be considered during the resume evaluation.	Condition of RfQ cum RfP remains unchanged
25	2.9.4 - Minimum Qualification Criteria (page 20)	Size and financial solvency: Bidder to be an organization with a minimum consulting turnover of more than INR 25 crore in each of the last 3 years.	May we request that the minimum consulting turnover of more than INR 50 Crore be kept as a cutoff to encourage serious bidders	Condition of RfQ cum RfP remains unchanged
26	2.9.4 - Minimum Qualification Criteria (page 20)	Experience in commercialization of , urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park : At least two international assignment pertaining to economic master planning, strategic economic planning & transaction advisory, business planning and/or marketing/business development/commercial implementation support completed in the preceding 7 years with consultancy fees of not less than Rs 3 Cr (excluding taxes) for each assignment. + Completion of at least 2 Successfully bided and awarded packages	May we request that “completion of at least 2 successfully bided and awarded packages” also include experience in award of tenancy in the above assets (for eg, for industrial parks / logistics parks)?	Conditions of RfQ cum RfP remains unchanged
27	2.9.4 -	Self-Certified Documentary Evidence to	May we request that self-certification	Conditions of RfQ cum RfP remains

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	Minimum Qualification Criteria (page 20)	be submitted in support of Eligibility: To demonstrate eligibility as well as to be scored against the Technical Criteria related to experience, the bidder needs to submit copy of Contract / work orders with client certificate indicating the details of previous assignment completed, client, value of assignment / proportionate value in use of projects / assignment in process date and year of award. Alternatively, the consultant may also submit a certificate from its statutory auditor or its Chartered Accountant certifying the receipt of payment from the company towards 80% completion of deliverables of the assignment. In such cases, the bidder must provide broad details of the assignment for the evaluation committee to ascertain relevance.	by authorized signatory as mentioned in the table above also be included in the self-certified documentary evidence list as mentioned in the table above this paragraph	unchanged
28	2.9.5- Technical evaluation Criteria - B1 (page 21)	Number of 'Relevant assignments' for real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park, within/ outside India, in the areas of economic master planning, commercialization support, strategic economic planning & transaction advisory and/or marketing/business development in last 7 years with development size > than 250 Acres & consultancy fees of at least INR 3 Crores.	May we request that other infrastructure like ports and airports also be considered? Please clarify if packages includes experience in award of tenancy for the mentioned assets (for eg, for industrial parks / logistics parks)	Conditions of RfQ cum RfP remains unchanged

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		Successful bid and award of at least 3 packages 3 Packages - (3 marks) 4 packages - (4 marks) 5 packages - (5 Marks)		
29	2.9.5 - Technical Evaluation Criteria - B2 (page 22)	Detailed case study of one prior 'Relevant assignment' related to real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park, mix land use urban development, industry zones, within/ outside India, in the areas of economic master planning, strategic economic planning & transaction advisory, commercialization support and/or marketing/business development in last 7 years with development size > than 250 Acres and project development cost > INR 1000 Cr/ USD 150 MN excluding land cost. Marks to be awarded based on approach followed and outcomes achieved.	May we request that other infrastructure like ports and airports also be considered?	Conditions of RfQ cum RfP remains unchanged
30	2.9.5 - Technical Evaluation Criteria - B3 (page 22)	Number of assignments undertaken in India with Govt. of India/ State Govt./ PSUs/ PSEs/ Govt. Authorities related to infrastructure sector (roads, ports, airports, railways and urban development in the last 7 years with professional fees (excluding taxes) of at least INR 5 Cr. per assignment	May we suggest that 1. projects in the last 10 years be considered 2. Above 2 Cr in consulting fees be considered	Refer Corrigendum-1 For 10 years Read 7 years
31	2.9.5 - Technical Evaluation Criteria (Page	A client certificate / CA Certificate for completion of 80% of Assigned work and payment received to be furnished.	May we request that self-certification by authorized signatory is accepted for all “relevant assignment”	Conditions of RfQ cum RfP remains unchanged

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	22)			
32	2.16.1 (Data sheet), reference - Section 5, 5.3	Duration of project: Initial 8 months and a handholding period of 24 months. A total duration of 24 months for the assignment.	Please confirm that the handholding period is 16 months, as indicated elsewhere in the proposal (page 69, payment schedule), and not 24 months	Refer Corrigendum-1 The handholding period is 16 months. Total Duration of the project is 24 months.
33	2.17.2 (A) Qualification and competence of key staff (page 30)	Financial Analyst - Should have 5 years' experience in financial Modeling and banking applications. Sound experience and understanding in cash flow, revenue assurances and other matters	Please indicate what kind of banking application experience is required.	RfQ cum RfP is Self-Explanatory
34	2.17.2 (A) - Qualification and competence of key staff (page 30)	Support staff in addition to above may be proposed by the consultant to carry out the assignment. This should include one legal expert (within minimum 15 years of experience) besides other support staff	Given the focus on transaction advisory and preparation of legal documents / contracts for award of packages, may we suggest that the legal expert be considered as part of key staff and marks be awarded for the same?	Conditions of RfQ cum RfP remains unchanged
35	2.17.2 (A) - Qualification and competence of key staff (page 30/31)	Marks for C2 - 2% Marks for D1 - 6% Marks for D2 - 4%	Please advise what is the criteria under which full marks may be secured in the three listed categories	As per Conditions of RfQ cum RfP
36	6.11		6.11 Liquidated damages If the selected Consultant fails to complete the Assignment, within the period specified under the contract, the consultant shall pay to the Client, fixed and agreed liquidated damages, and not as penalty, @ 1% of the contract fees for each week of delay or part thereof. The aggregate maximum	Conditions of RfQ cum RfP remains unchanged

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			of liquidated damages payable to the Client under this clause shall be subject to a maximum of 10% of the total contract fees.	
37	6.13.2		<p>Indemnity: The Consultant agrees to indemnify and hold harmless the Client from and against any and all claims, actions, proceedings, lawsuits, demands, losses, liabilities, damages, fines or expenses (including interest, penalties, attorneys’ fees and other costs of defence or investigation (i) related to or arising out of, whether directly or indirectly, (a) the breach by the Consultant of any obligations specified in relevant clauses hereof; (b) the alleged-grossly negligent, reckless or otherwise wrongful act or omission of the Consultant including professional negligence or misconduct of any nature whatsoever in relation to Services rendered to the Client; (c) any Services related to or rendered pursuant to the Contract (collectively “Indemnified matter”). As soon as reasonably practicable after the receipt by the Client of a notice of the</p>	<p>Conditions of RfQ cum RfP remains unchanged</p>

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			<p>commencement of any action by a third party, the Client will notify the Consultant of the commencement thereof; provided, however, that the omission so to notify shall not relieve the Consultant from any liability which it may have to the Client or the third party. The obligations to indemnify and hold harmless, or to contribute, with respect to losses, claims, actions, damages and liabilities relating to the Indemnified Matter shall survive until all claims for indemnification and/or contribution asserted shall survive and until their final resolution thereof. The foregoing provisions are in addition to any rights which the Client may have at common law, in equity or otherwise.</p>	
38	6.17		<p>Limitation of the Consultants’ Liability towards the Client</p> <p>(a) Except in case of grossly negligence or wilful misconduct on the part of the Consultants or on the part of any person or firm acting on behalf of the Consultants in carrying out the Services, the Consultants, with</p>	<p>Conditions of RfQ cum RfP remains unchanged</p>

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			<p>respect to damage caused by the Consultants to the Client’s property, shall not be liable to the Client:</p> <p>(i) for any indirect or consequential loss or damage; and</p> <p>(ii) For any direct loss or damage that exceeds (i) the total payments for Professional Fees and Reimbursable Expenditure made or expected to be made to the Consultants hereunder, or (ii) the proceeds the Consultants may be entitled to receive from any insurance maintained by the consultants to cover such a liability, whichever of (i) or (ii) is higher.</p> <p>(b) This limitation of liability shall not affect the Consultants’ liability, if any, for damage to Third Parties caused by the Consultants or any person or firm acting on behalf of the Consultants in carrying out the Services.</p>	
39	6.21 (proposed clause for addition)		The Services and deliverables are personal to the Authority and intended solely for the internal use of the Authority. No person or entity other than the Authority	Conditions of RfQ cum RfP remains unchanged

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			<p>may use or rely upon any deliverables or any recommendations that Consultants may make in relation to the Services. Except as specifically authorised by Consultants in writing, the Authority may not publish, disclose, refer to or otherwise disseminate any deliverables or any recommendations that Consultants may make. Client shall reimburse, indemnify and hold harmless Consultants for, from and against losses, damages, liabilities, suits and claims (and costs and expenses in connection therewith, including reasonable attorneys fees and other investigation and defense costs) to the extent such losses, damages, liabilities, suits and claims arise out of or are caused by (a) any use of or reliance upon the deliverables, the Services or Consultants’ recommendations by a third party, or (b) any use of or reliance upon the deliverables, the Services or Consultants’ recommendations by Client in any manner other than for Client’s internal use.</p>	
40	6.22 (proposed		Intellectual Capital and License.	Conditions of RfQ cum RfP remains

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	clause for addition)		<p>All methodologies, procedures, management tools, workshops, manuals, software, data files, work papers, concepts, ideas, inventions, know-how and other intellectual capital that Consultants have heretofore created or acquired or may hereafter create or acquire, while performing the Services or otherwise (“Intellectual Capital”), are and shall be the exclusive property of Consultants. Except as provided in this Section 6.22, Client shall not have or acquire any title or interest in or to any Intellectual Capital.</p> <p>Subject to payment of Consultants’ fees and expenses in connection with the Services, Client shall have an irrevocable, perpetual, non-exclusive right and license to use, reproduce, display and prepare derivative works based upon Intellectual Capital that is contained or incorporated in the Services or any deliverables or is otherwise provided by Consultants to Client for its use in connection with the Services or any deliverables. Except as specifically authorized</p>	unchanged
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			in writing by Consultants, however, Client may not use, reproduce, or display such Intellectual Capital or prepare such derivative works for the benefit of any person or entity other than Client.	
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Sno.	Section	Clause	Proposed Changes/Queries	Reply
41	Section 5.3 - Deliverables of Payment, Page 69	Completion of tender and award for 5 PPP Packages of at least one of each type (hotel, retail, office) including at least one package in Phase- I.	5 PPP packages to be considered across the entire duration of the project irrespective of whether it is achieved in Phase 1 or Phase 2.	In Phase 1. Conditions of RfQ cum RfP remains unchanged
42	Section 6.5.3 - Obligations of the consultants Page 80	As a matter of Industry Practice, we always exclude some information/ situations from the obligation of receiving party, to protect confidential information.	<i>"The obligations of the Receiving Party specified in this Section shall not apply, and the Receiving Party shall have no further obligations, with respect to any Confidential Information to the extent Receiving Party can demonstrate that such Confidential Information:</i> <i>(a) is generally known to the public at the time of disclosure or becomes</i>	Conditions of RfQ cum RfP remains unchanged

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			<p><i>generally known through no wrongful act on the part of the Receiving Party;</i></p> <p><i>(b) is in the Receiving Party’s possession at the time of disclosure otherwise than as a result of Receiving Party’s breach of any legal obligation;</i></p> <p><i>(c) becomes known to the Receiving Party through disclosure by sources other than the Disclosing Party having the legal right to disclose such Confidential Information;</i></p> <p><i>(d) is independently developed by the Receiving Party without reference to or reliance upon the Confidential Information;</i></p> <p><i>or</i></p> <p><i>is required to be disclosed by the Receiving Party to comply with applicable laws or governmental or regulatory regulations or subpoena or other valid order of a court or administrative agency, provided that the Receiving Party provides prior written notice of such disclosure to the Disclosing Party and reasonably cooperates with Disclosing Party in Disclosing Party’s efforts to obtain a protective order or otherwise avoid</i></p>	
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			<i>and/or minimize the extent of such disclosure."</i>	
43	Section 6.5.6 – Obligations of the consultants Page 80	Clients are given “ownership” of the final version (not preliminary drafts) of client deliverables except for those aspects of the deliverables that we consider “Methodology”. Our Methodology is pre-existing IP and new, generic, consulting theories developed in the course of working with a client.	In light of the above we recommend the following lines to be added in Section 6.5.6. <i>"Notwithstanding the forgoing, the Consultant shall retain ownership of any drafts, notes, analyses, and other work papers prepared or generated by the Consultant during the course of providing the Services. The Consultant shall also retain ownership of its underlying intellectual property, including its knowledge of business principles, and those analytical concepts, approaches, methodologies, models, processes, discoveries, ideas, and formats developed by the Consultant's staff in the course of its work for clients, or during its own research (“Consultant Methodology”). In the course of providing the Services, the Consultant may also develop or enhance its collective knowledge, which shall be considered Consultant Methodology. The Consultant hereby assigns to the CLIENT and its</i>	All project related documents and material produced/ developed even in raw or draft form shall be subjected to condition of Clause 6.5.6

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			<p><i>Affiliates a perpetual, world-wide, limited, non-transferable license to use Consultant's Intellectual Property to the extent necessary to enable CLIENT to implement the ideas and recommendations provided by the Consultant in the course of providing the Services. The Consultant hereby grants to CLIENT a limited, perpetual, worldwide, irrevocable, royalty-free, non-exclusive, non-transferable license to use, execute, reproduce, display, perform, distribute internally, and prepare derivative works of the Consultant Methodology in conjunction with the use of the Consultancy Documents solely for CLIENT's internal business purposes."</i></p> <p><i>"6.5.6 Documents Prepared by the Consultants to be the Property of the Client: All plans, drawings, specifications, designs, reports, other documents and software submitted by the Consultants pursuant to this contract shall become and remain the property of the Client, and the Consultants shall, not later than upon</i></p>	
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			<i>termination or expiration of this Contract, deliver all such documents and software to the Client, together with a detailed inventory thereof. The Consultants may retain a copy of such documents and software. Restrictions about the future use of these documents and software, if any, shall be specified in the SCC."</i>	
44	Section 6.5.8 (iv) Obligations of the consultants Page 80	Please note that certificates of insurance can be provided, however in terms of our policies it would not be possible to include Client's name in policies as beneficiary.	In light of this we propose to delete sub clause (iv) of clause 6.5.8 (iv) The insurance policies so procured shall mention the Client as the beneficiary of the Consultants and the Consultants shall procure an undertaking from the insurance company in this regard.	Conditions of RfQ cum RfP remains unchanged
45	Section 6.13.2 Miscellaneous Page 84	As a matter of global policy we only indemnify our clients for third party intellectual property rights infringement claims. For other cases we believe that there is a well-established body of common law controlling where liability falls in the context of these breach of	In light of the above, we recommend making the following modifications in Clause 6.13.2 1. Remove the following text - <i>"whether directly or indirectly, (a) the breach by the Consultant of any obligations specified in relevant clauses hereof; (b) the alleged</i>	Conditions of RfQ cum RfP remains unchanged

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		<p>contract and tort claims which law provides more than adequate protection to any party for exposure to third parties arising out of the actions or failure to act by vendors and other contract entities.</p>	<p><i>negligent, reckless or otherwise wrongful act or omission of the Consultant including professional negligence or misconduct of any nature whatsoever in relation to Services rendered to the Client; (c) any Services related to or rendered pursuant to the Contract (collectively “Indemnified matter”).</i></p> <p>2. Add the following text - <i>“THE CONSULTANT shall have the sole authority to defend (with counsel reasonably satisfactory to THE CLIENT) these Claims; provided however, that THE CLIENT shall have the right, at its election and at its sole expense, to participate in the defense of such Claims on its own with counsel of its choosing. THE CONSULTANT shall have no liability or obligation to indemnify THE CLIENT for any claim of infringement based upon use of a superseded or altered version of the Work Products by THE CLIENT, if such infringement would have been avoided by the use of the Work Products in the version that THE CONSULTANT has provided to THE</i></p>	
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			<p><i>CLIENT or use of the Work Products in a manner that violates the terms of this Agreement.”</i></p> <p><i>In the event of such Third Party claim, THE CONSULTANT, at its sole option and expense, shall have the right to (i) procure for CLIENT'S rights to the continued use of such Work Product, (ii) replace such Work Product with a non-infringing Work Product, or (iii) modify the Work Product such that it becomes non-infringing. Such remedy, together with the indemnity obligations hereunder, shall be CLIENT's sole recourse against THE CONSULTANT for any such allegation of infringement. The foregoing provisions are in addition to any rights which the Client may have at common law, in equity or otherwise."</i></p>	
46	Addition of new section-6.13.13 Miscellaneous Page 85	We request to add this as, although we accept the duty of care which we owe to our clients, it is important for us to ensure that third parties that are to be given access to our deliverables may use them on	"6.13.13. <i>The CLIENT agrees that it will not redistribute Work Products outside of its organization without the Consultant's prior written approval, which the Consultant will not unreasonably withhold. Except as</i>	Conditions of RfQ cum RfP remains unchanged

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		<p>strictly non-reliance basis. This is to protect our clients as much as our selves.</p>	<p><i>required by law, no reference may be made to the Consultant in any prospectus, proxy statement, offering memorandum or similar document or materials prepared for public distribution. In any case in which the Consultant agrees to the CLIENT disclosing Work Products to third parties, the CLIENT agrees that the Consultant will not be responsible for any damages incurred or claims made by the CLIENT or any third party as a result of or in connection with such disclosure, or the third party's use of, or reliance on, the Consultant's work. the CLIENT agree to indemnify, defend and hold the Consultant harmless against any and all actual or threatened claim, loss or expense incurred by the Consultant, including as a party or witness, arising from or related to such disclosure, use or reliance. The CLIENT shall ensure that any third party receiving a copy of the Consultant's materials first sign Consultant's standard form of non-reliance letter. The Consultant will provide the CLIENT with a copy of</i></p>	
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S.No.	Bidding Reference(s) (section number)	Document	Content of RFQ cum RFP requiring clarification	Queries/ Points requiring Clarification/ relaxation	Reply
				<i>this form upon the CLIENT's request to disclose Work Products."</i>	
46	2.7.3 (1)		All key staff proposed must be full time employees of the firm.	We request the authority to allow Associates to put forward the best team.	Conditions of RfQ cum RfP remains unchanged
47	2.9.4 (2)		Experience in commercialization of , urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park : At least two international assignment pertaining to economic master planning, strategic economic planning & transaction advisory, business planning and/or marketing/business development/commercial implementation support completed in the preceding 7 years with consultancy fees of not less than Rs 3 Cr (excluding taxes) for each assignment. + Completion of at least 2 Successfully bided and awarded packages	We request the authority to kindly relax the assignment fees to Rs 1 crore for the eligible assignment.	Conditions of RfQ cum RfP remains unchanged
48	2.9.5 (B1)		Number of 'Relevant assignments' for real estate, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic	We request the authority to kindly relax the assignment fees to Rs 1 crore for the relevant assignment submitted for category B1	Conditions of RfQ cum RfP remains unchanged

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		<p>Zone, Multi modal logistics park, Industrial Park, IT park, within/ outside India, in the areas of economic master planning, commercialization support, strategic economic planning & transaction advisory and/or marketing/business development in last 7 years with development size > than 250 Acres & consultancy fees of at least INR 3 Crores.</p> <ul style="list-style-type: none"> • 3 - 5 (2 marks) • 5 - 10 (6 marks) • 10 or more (10 marks) <p>+ Successful bid and award of at least 3 packages 3 Packages - (3 marks) 4 packages - (4 marks) 5 packages - (5 Marks)</p>		
49	2.9.5 (B 3) Technical Evaluation Criteria	<p>Number of <i>assignments</i> undertaken with Govt. Agency/ State Govt./ PSUs/ PSEs/ Govt. Authorities related to infrastructure sector (roads, ports, airports, railways and urban development in the last 7 years with professional fees (excluding taxes) of at least INR 5 Cr. per assignment</p> <ul style="list-style-type: none"> • 1 - 3 (2 marks) • 4 - 7 (5 marks) • 8 and above (10 marks) 	We request the authority to kindly relax the assignment fees to Rs 1 crore for the relevant assignment submitted for category B3	Conditions of RfQ cum RfP remains unchanged

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50	5.2.2 (3)	Assist DMICDC in conducting road shows for potential partners and investors. This would involve creating a list of potential partners/ investors, reaching out to them for initial meetings, creation of industry specific pitch books for partners/ investors, creating marketing collateral for the road show and conducting 2-3 road shows.	We understand that the expenses incurred in organizing such road shows/ investors’ summit shall be borne by the authority and such expenses won’t form part of our financial proposal. Also please suggest number of such roadshows /investors’ summit to be conducted.	Cost of Road shows shall be borne by client. Consultant shall generate concept and design for road show.
51	6.5.6	Documents Prepared by the Consultants to be the Property of the Client: All plans, drawings, specifications, designs, reports, other documents and software submitted by the Consultants pursuant to this contract shall become and remain the property of the Client, and the Consultants shall, not later than upon termination or expiration of this Contract, deliver all such documents and software to the Client, together with a detailed inventory thereof. The Consultants may retain a copy of such documents and software. Restrictions about the future use of these documents and software, if any, shall be specified in the SCC.	We request the authority to add the following clause on liability either here or in the SC: "Notwithstanding anything stated anywhere in this Agreement, the maximum cumulative liability of the Consultant shall not exceed the fees paid to the Consultant under this Agreement"	Conditions of RfQ cum RfP remains unchanged

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52	6.11	If the selected Consultant fails to complete the Assignment, within the period specified under the contract, the consultant shall pay to the Client, fixed and agreed liquidated damages, and not as penalty, @ 1% of the contract fees for each week of delay or part thereof. The aggregate maximum of liquidated damages payable to the Client under this clause shall be subject to a maximum of 10% of the total contract fees.	We request the authority to We request the authority to add the following clause: "This liquidated damages shall only be applicable if the delay is solely attributable to the Consultant."	Conditions of RfQ cum RfP remains unchanged
46	Considering the complexity of the requirements of the RFP and clarifications required from the authority, we request the authority to kindly extend the bid submission date by at least 3 weeks from the date of issuance of clarifications.			Conditions of RfQ cum RfP remains unchanged
S.No	Descriptions as per RFP		Suggestions/ Remarks	Reply
47	Minimum Qualification Criteria Size and financial solvency: Bidder to be an organization with a minimum consulting turnover of more than INR 25 crore in each of the last 3 years.		We suggest, considering the scale of project, to raise the bar of turnover of the organization to 1000 Cr.	Conditions of RfQ cum RfpP remains unchanged.
48	Public Sector Experience Number of <i>assignments</i> undertaken with Govt. Agency/ State Govt./ PSUs/ PSEs/ Govt. Authorities related to infrastructure sector (roads, ports, airports, railways and urban development in the last 7 years with professional fees (excluding taxes) of at least INR 5 Cr. per assignment is in contradiction with Form 3b of 10 Years.		We suggest a period of 10 years to provide a larger window to showcase the firm credentials since such large projects takes substantial time from conceptualization, planning upto the implementation stage.	Conditions of RfQ cum RfpP remains unchanged.
49	International Real Estate Expert		No man months have been defined for the experts which will inturn deviate the total fee, since different bidders will consider different no of man months for each consultant deployed.	Refer Corrigendum-1

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		Request to define the minimum man month requirement.	
50	Financial Analyst Should have a Master’s degree from a reputed and recognized university or institution within/ outside India	Need to clarify whether CA, CFA and M.Com will also be eligible.	Refer Corrigendum-1
51	Pg 20, Clause 2.9.4 : Experience in commercialization of , urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park : At least two international assignment pertaining to economic master planning, strategic economic planning & transaction advisory, business planning and/or marketing/business development/commercial implementation support completed in the preceding 7 years with consultancy fees of not less than Rs 3 Cr (excluding taxes) for each assignment. + Completion of at least 2 Successfully bided and awarded packages and Pg No 21, B1: Commercialization experience	<ul style="list-style-type: none"> • Since Development of Urban Design Principles and Guideline’s towards Sustainable and Integrated Large-Scale Developments play a very important role in such a large scale Development therefore, suggest in addition to the stated desired experience, emphasis should be given to the mentioned above as well and to be considered as part of the firm experience. • Advisory services pertaining to Economic Master Planning, Strategic Economic Planning & Transaction Advisory, Business Planning and/or Marketing/ Business Development/ Commercial Implementation support majorly are part of the scope of Project Management Consultancy and Project Management Unit/ Advisory. 	Conditions of RfQ cum RfP remains unchanged.

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		<ul style="list-style-type: none"> - Therefore, experience of the firm in providing Project Management Consultancy and Project Management Unit/ Advisory shall be considered. Pls Clarify • We suggest the timeline of 10 years to give a broader window to the bidders to showcase their credentials. • Experience in commercialization of, urban development projects, entertainment and Leisure park, hospitality, mixed land use urban development, special Economic Zone, Multi modal logistics park, Industrial Park, IT park : At least two international assignment pertaining to economic master planning, strategic economic planning & transaction advisory, business planning and/or marketing/business development/commercial implementation support. - Since Govt of India is focusing on commercialization of various large scale infrastructure related projects. Herein, we understand that experience of providing Strategic Advisory, 	
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		<p>Business Transaction and/or Marketing/Business Development/ Commercial Implementation Support for Commercialization of infrastructure development projects shall be considered as part of commercialization experience.</p> <ul style="list-style-type: none"> • As per the present market practice, client prefers to have designated reputed firms having expertise in the allied nature of services inspite of giving all to one as a whole. Therefore fee for the designated services is not of such big ticket size. <ul style="list-style-type: none"> – Basis that, if the consultancy fee of 3 Cr can be reduced to 1.5 Cr, it would fetch in more considerable experience of the firm for undertaking projects of similar nature. • Request to define “Completion of at least 2 Successfully bided and awarded packages”” 	
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