



Consultancy Services For Preparation Of Detailed Design for Landscape Works for AURIC – Shendra Industrial Area Under The Aurangabad Industrial Township Limited (AITL) – RFQ cum RFP (Ref No: AITL/SBIA/2016-17/07)

Date: October 24, 2016

In reference to the pre-bid queries received by AITL and the pre-bid meeting held at the office of AITL at Mumbai on October 18, 2016, bidders are requested to take note of the **Responses and Clarifications to the Pre-Bid Queries** provided below.

Additionally, bidders are requested to take note of **CORRIGENDUM – 1 dated October 24, 2016** (on page 7 of this document) for changes/clarification of bid conditions.

**Responses and Clarification to Pre-bid Queries**

Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer's Response
1	2.9.4/S.No. 2 (page 20)	Average annual turnover from the consultancy business of the firm, or lead member in case of a consortium/JV of for last 3 financial years i.e. 2013-14, 2014-15 and 2015-16 should be Rs. 2.5 Crore.	<ul style="list-style-type: none"><li>The average annual turnover from the consultancy business of the firm/ any of the consortium members / JV members for the last 3 financial years that is for the financial years 13-14, 14-15 and 15-16 should be 2.5Cr. (Instead of only the lead member of the consortium having a turnover of 2.5 Cr as appearing in the RPQ cum RFP document).</li><li>Average Annual turnover from Consultancy business of the firm ( Any Member of consortium ) for last 3 FY ( 2013-14, 2014-15, 2015-16) Should be 2 Crores.</li></ul>	Refer Corrigendum 1

Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer's Response
			<ul style="list-style-type: none"> <li>Is it possible to reduce this condition to Rs 2 crores? Else, it may be relaxed so as to qualify the consortium / JV in case if anyone member of the consortium / JV meets the criteria of Rs 2.5 crores.</li> </ul>	
2	2.17.2 / S. No. 1(page 28)	Team Leader/ Lead Landscape Architect	Lead Landscape Architect & Team Leader (Instead of Team Leader/ Lead Landscape Architect as appearing in the RPQ cum RFP document)	It is intended that the team would be led by the Lead Landscape architect - <b>Refer Corrigendum 1</b>
3	Form 3C (page 36)	Form 3C – Format for Pre-qualification Proposal	As the Form 3C is to be filled by all the consortium members individually, as such average annual turnover from consultancy business should be asked for. The Consultancy Business (Landscape design) asked for in present RFQ cum RFP should not appear.	The point is noted. <b>Please refer Corrigendum 1.</b>
4	Form 3D : <b>Format for Joint Bidding Agreement (in case of JV/Consortium)</b> / Clause No. 5 (Page No. 38)	Joint and Several Liability: The Parties do hereby undertake to be jointly and severally responsible for all obligations and liabilities relating to the Consultancy and in accordance with the terms of the RFQ cum RFP and the Contract, for the performance of the Contract.	In clause 5, all the consortium members are undertaking to be jointly and severally responsible for all obligations and liabilities relating to the consultancy and in accordance with the RFQ cum RFP and the Contract, for the performance of the Contract. As such if any one of the members of the consortium is qualifying the turnover criteria of 2.5 Cr it should be acceptable to the client and not specifying	The conditions for joint and several liability remain unchanged.  The client's intent is that the landscape design firm should lead the project and should have the capacity to undertake landscape design at a large scale.



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference			Query or Clarification Requested				Employer's Response
		Item	Amount in words	Amount in figures Cost (INR)	Sl.	Item	Amount in words	Amount in figures Cost (INR)	
									the Landscape firm should meet this turnover criteria.
5	Form 4B: Summery of Costs (Page No. 63)	Costs of Financial Proposal (including all other taxes)			1	Costs of Financial Proposal (including all other taxes) (Detail in Form 4C)			Rfq cum RFP condition remains unchanged
		Service Tax and Cess as applicable			2	Service Tax and Cess as applicable			
		Total cost of Financial Proposal (including service tax and cess)				Total cost of Financial Proposal (including service tax and cess) (1+2)			
6	Form 4C : Breakdown of Costs	Cost Component	Amount in words (INR)	Amount in figures (INR)	Sl.	Cost Component	Amount in words (INR)	Amount in figures(INR)	Rfq cum RFP condition remains unchanged
		Remuneration			1	Remuneration (Detail in Form 4D)			
		Out of pocket expenses			2	Out of pocket expenses & other (Detail in Form 4E)			
		Cost of financial proposal				Cost of Financial Proposal (1+2)			



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference						Query or Clarification Requested						Employer’s Response
		SN	Description	Unit	Unit	Quantity	Amount	Sl.No.	Description	Unit	Unit cost	Quantity	Amount (INR)	
7	Form 4E : Out of Pocket Expenses		Per diem allowances	Day				1	Per diem allowances (including board and lodging)	Day				Rfq cum RFP condition remains unchanged – Additional rows are provided for the bidders to add any additional heads of expenses as may be necessary.
			Air Travel	Trip				2	Air Travel	Trip				
			Local travel	Day				3	Local travel expenses	Day				
								4	Office equipments & office space rentals & maintenance of the same					
								5	Printing and stationery					
								6	Hiring of associated consultants					
								7	Other (misc expenditures, TDS, profit, etc.)					
			Total					Total						
8	2.7.3 / Sl. No.1 (page 14)	The team leader proposed must be a permanent full time employee of the firm, or in case of consortium/JV, of the lead member of the Consortium/JV. It is desirable that the other key staff be either permanent full time employees of the firm or have a dedicated full time contract to work on this project.						‘The team leader proposed must be a permanent full time employee of the firm, or in case of consortium/JV, of the lead member of the Consortium/JV. It is desirable that the other key staff be either permanent full time employees of the firm or have a dedicated full time contract to work on this project’ Our observation: Having an employee of the firm or in case of consortium/JV of the lead member as the Team Leader is a bit						



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer’s Response
			risky proposition because an employee can at any point of time quit the job and jeopardize the contract. Because as per the law of the land no employer can hold back his employee beyond notice period. Other key members can be substituted by people with similar or more experience but substituting Team Leader will no way be in the interest of the project. So to overcome this risk factor the Proprietor/Director of the firm or any of the firms of the consortium should be the Team Leader.	
	No Specific Clause	No Specific Reference	The consortium should have established local office and set up at Aurangabad to handle day to day activities on site as Project demands.	The requirements for periodic engagement/ meetings of the selected consultant throughout the duration of the project is established in the RFQ cum RFP and it remains unchanged.
	Clause 2.5.1 (Page 15)	Bid Security: A bid security in the form of a Demand Draft/ Bank Guarantee, from a scheduled Indian Bank in favour of ‘Aurangabad Industrial Township Limited’, valid for 180 (one hundred and eighty) days from the PDD, payable at Mumbai, for the sum of Rs.10,00,000/- (Rupees Ten Lakh Only) shall be required to be submitted by each Applicant (“Bid Security”).	Is it possible to submit the BG from a Scheduled Bank but a foreign bank as we have bank limits with a foreign bank?  The EMD amount may kindly be waived off for the WAPCOS Ltd. as being a Govt. of India undertaking under the Ministry of Water Resources, River Development and Ganga Rejuvenation	Bid security in the form on a Bank guarantee from a foreign bank appearing in the current schedule of the RBI licenced to have its operations in India is acceptable.  The bid security shall be required to be paid by each bidder and RFQ cum RFP conditions remain unchanged.
	Clause 2.17.2 (page 35)	Qualification and competence of key staff: Senior Structural Engineer: Should have a bachelors’ degree in engineering with relevant experience in design of structures	This position may be replaced with a position for Environment Expert or an Ecologist so as to address potential	The bidders may include as a part of their team additional positions aside from the ones defined as key staff and demonstrate the value that such people



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer's Response
		related to aspects required for landscaping design elements like site grading, retaining walls, culverts and other built structures essential for execution of landscape design works for large parks and other open space developments	environmental issues in the design aspects for landscape development.	may bring to the team through the organization chart, project approach and methodology. However the, scoring criteria for key personnel as indicated in the RFQ cum RFP shall remain unchanged.
	6.8.1 Page 105	Consultants Fee... (Table of fees associated with milestones)	There is no provision of Mobilization advance, hence it is suggested that there may be mobilization advance of 10% against the Bank Guarantee	The RFQ cum RFP condition remains unchanged
	2.16.1 Page 27	The last date of online submission of Proposal is 10th November 2016 before 3:00 pm (IST).	Date of submission of the bid may be extended by 15 days	The provisions of the RFQ cum RFP regarding submission deadline for the bid remains unchanged



Date: October 21, 2016

**Corrigendum – 1: Bidders are requested to make note of the changes to the bidding conditions as per the revised clauses below:**

Sr. no.	Page No. and Clause in RFQ-RFP	Clause Reference	Revised Clause to be read as
1.	2.9.4 S.No. 2 (page 20)	Minimum Qualification Criteria: Average annual turnover from the consultancy business of the firm, or lead member in case of a consortium/JV of for last 3 financial years i.e. 2013-14, 2014-15 and 2015-16 should be Rs. 2.5 Crore.	Minimum Qualification Criteria: Average annual turnover from the consultancy business of the firm, or lead member in case of a consortium/JV of for last 3 financial years i.e. 2013-14, 2014-15 and 2015-16 should be <b>Rs. 1.5 Crore.</b>
2.	Clause 2.17.2 S. No. 1 (page 28) and Clause 2.17.3 S.No. 1 (page 29)	Team Leader/ Lead Landscape Architect	Wherever the position of “Team Leader/Lead Landscape Architect” appears as in the RFQ cum RFP, it may be read as “ <b>Team Leader and Lead Landscape Architect</b> ” across the RFQ cum RFP document
3.	Form 3C (page 36)	Form 3C – Format for Pre-qualification Proposal: Average Annual turnover from consultancy business (Landscape Design) of the applicant (INR)	Format for Pre-qualification Proposal: Average Annual turnover from consultancy business – <del>(Landscape Design) – (Deleted)</del> – of the applicant (INR)
4.	5.9.2 (page 76)	Deliverables and timeframe for submission of deliverables to be as per the table provided below. The consultant is expected to provide a detailed presentation of the deliverable in a PowerPoint format 7 days before the due date of the deliverable (except for the inception report). Any changes suggested shall be updated within the report or drawing deliverables on the due dates mentioned	Deliverables and timeframe for submission of deliverables to be as per the table provided below. The consultant is expected to provide a detailed presentation of the deliverable in a PowerPoint format 7 days before the due date of the deliverable (except for the inception report). Any changes suggested shall be updated within the report or drawing deliverables on the due dates mentioned <i>D* – Start Date of Assignment – 10 days from the date of issue of Letter of Award</i>



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Sr. no.	Page No. and Clause in RFQ-RFP	Clause Reference	Revised Clause to be read as																													
		<i>D* – Start Date of Assignment – 10 days from the date of issue of Letter of Award</i>	<b>SN</b>	<b>Milestone</b>	<b>Duration</b>																											
		<table border="1"> <thead> <tr> <th data-bbox="542 408 629 504">SN</th> <th data-bbox="629 408 1144 504">Milestone</th> <th data-bbox="1144 408 1319 504">Duration</th> </tr> </thead> <tbody> <tr> <td data-bbox="542 504 629 639">1.</td> <td data-bbox="629 504 1144 639">Inception report and Quality Assurance Map, proposed methodology to carry out the assignment, baseline schedule etc as defined in Part A of the scope</td> <td data-bbox="1144 504 1319 639">D+21 days</td> </tr> <tr> <td data-bbox="542 639 629 735">2.</td> <td data-bbox="629 639 1144 735">Technical assessment report and investigations as defined in Part B of the scope</td> <td data-bbox="1144 639 1319 735">D+2 months</td> </tr> <tr> <td data-bbox="542 735 629 831">3.</td> <td data-bbox="629 735 1144 831">Conceptual Master Plan for Landscape and related requirements as defined in Part C of the scope</td> <td data-bbox="1144 735 1319 831">D+4 months</td> </tr> <tr> <td data-bbox="542 831 629 1007">4.</td> <td data-bbox="629 831 1144 1007">Complete set of Schematic Design drawings, report and cost estimate for Landscape including the Value engineering report and other requirements as defined in part C of the scope</td> <td data-bbox="1144 831 1319 1007">D+6.0 months</td> </tr> <tr> <td data-bbox="542 1007 629 1150">5.</td> <td data-bbox="629 1007 1144 1150">Complete set of Design Development drawings, report, cost estimates, value engineering report and other elements as defined in Part D of the scope</td> <td data-bbox="1144 1007 1319 1150">D+8.0 months</td> </tr> <tr> <td data-bbox="542 1150 629 1230">6.</td> <td data-bbox="629 1150 1144 1230">GFC and Draft Tender documents for review as defined in Part E of the scope</td> <td data-bbox="1144 1150 1319 1230">D+9.0 months</td> </tr> <tr> <td data-bbox="542 1230 629 1326">7.</td> <td data-bbox="629 1230 1144 1326">Final complete set of Tender documents as defined in Part E of the scope</td> <td data-bbox="1144 1230 1319 1326">D+10 months</td> </tr> <tr> <td data-bbox="542 1326 629 1410">8.</td> <td data-bbox="629 1326 1144 1410">Assistance to Client during tender award and Implementation</td> <td data-bbox="1144 1326 1319 1410">D+12 months to</td> </tr> </tbody> </table>	SN	Milestone	Duration	1.	Inception report and Quality Assurance Map, proposed methodology to carry out the assignment, baseline schedule etc as defined in Part A of the scope	D+21 days	2.	Technical assessment report and investigations as defined in Part B of the scope	D+2 months	3.	Conceptual Master Plan for Landscape and related requirements as defined in Part C of the scope	D+4 months	4.	Complete set of Schematic Design drawings, report and cost estimate for Landscape including the Value engineering report and other requirements as defined in part C of the scope	D+6.0 months	5.	Complete set of Design Development drawings, report, cost estimates, value engineering report and other elements as defined in Part D of the scope	D+8.0 months	6.	GFC and Draft Tender documents for review as defined in Part E of the scope	D+9.0 months	7.	Final complete set of Tender documents as defined in Part E of the scope	D+10 months	8.	Assistance to Client during tender award and Implementation	D+12 months to	1.	Inception report and Quality Assurance Map, proposed methodology to carry out the assignment, baseline schedule etc as defined in Part A of the scope	D+21 days
SN	Milestone	Duration																														
1.	Inception report and Quality Assurance Map, proposed methodology to carry out the assignment, baseline schedule etc as defined in Part A of the scope	D+21 days																														
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			6.	GFC and Draft Tender documents for review as defined in Part E of the scope	<b>D+9.5 months</b>																											
			7.	Final complete set of Tender documents as defined in Part E of the scope	<b>D+11 months</b>																											
			8.	Assistance to Client during tender award and Implementation	D+12 months to D+30 months																											





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Sr. no.	Page No. and Clause in RFQ-RFP	Clause Reference		Revised Clause to be read as
			D+30 months	
5.	Clause 6.8.4 (page 99)	Payment for Additional Services: For the purpose of determining the remuneration due for additional services as may be agreed under relevant clauses for modification in this contract.		<p>Payment for Additional Services: For the purpose of determining the remuneration due for additional services as may be agreed under relevant clauses for modification in this contract and <b>any conditions mentioned in the SC</b></p> <p><b>Special Conditions</b>  <b>6.8.4 : Payment for Additional Services : If assistance to client during tender award and project implementation extends beyond the stated time-frame due to no fault or delay of the consultant, then any additional services required to be rendered under Section 5 of the Terms of Reference shall be paid on the basis of level of effort required for the said tasks computed against the staff-month rates indicated in Form 4D. Escalation on such rates shall be applicable after D+42 months and shall be computed on the basis of inflation as per the CPI with a base year of the financial year in which the contract is signed.</b></p>

Sd/-

Managing Director  
AITL