

KERALA RAIL DEVELOPMENT CORPORATION LIMITED

Tender No. 003/KRDCL/Tender(4)/2018

RFP - General Consultancy for Rail Development Projects of KRDCL

CLARIFICATIONS - I (rev 1.1)

Dated: 07.06.2018

S.No.	Reference from RFP Document		Bidders' Queries	KRDCL's Response
	Volume: Section	Clause No.		
1	Volume I: Section I	1	It is kindly requested to extend time to submit the bid by 4 weeks.	Last date of submission extended by 2 weeks vide Corrigendum-1
2	Volume I: Section I	1	This is a large project and lot of documentations like preparation of CVs, Technical Approach & Methodology etc as well as internal legal process is involved. In addition , it would be important for us to have your answers on our queries as they have lot of bearing on the technical and commercial aspects. Therefore, it would be very difficult to prepare and submit fully compliant proposal in such a short time. We therefore request KRDCL to please allow atleast 4-6 weeks of time for proposal submission post release of pre-bid responses.	Last date of submission extended by 2 weeks vide Corrigendum-1
3	Volume I: Section I	1	We request to kindly permit the consultants at least '21 days time after issuance of Pre-bid queries and Addenda, etc ; to enable them submitting the fully responsive and high quality Proposals to KRDCL.	Last date of submission extended by 2 weeks vide Corrigendum-1
4	Volume I: Section I	1	Request you to provide the timing of dead line of submission of proposal & timing of opening the technical proposal	Revised vide Corrigendum-1

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5	Volume I: Section I	1	<p>You will agree that bidders need atleast 2 weeks' time from uploading of replies to complete preparation of a comprehensive bid. As last date to ask clarification is 03.06.2018, it is not possible for bidder to submit bid by 08.06.2018.</p> <p>So, we would request you to provide extension of atleast 6 weeks from current date of submission.</p>	Last date of submission extended by 2 weeks vide Corrigendum-1
6	Volume I: Section I	4.1(ii)	<p>We understand that new member doesn't need to fulfill the Technical criteria stipulated in foregone EOI. Please clarify.</p> <p>Also, as per Appendix A5, we understand that new member in JV/Partnership/Consortium need to submit credentials which will comprise of (1) Proof of legal status of the company, (2) Summary financial sheet of last three financial years excluding this financial year, (3) Corresponding audited balance sheets, (4) Signed and stamped Declaration of Undertaking only and no other credential is required for fulfilling the EOI requirements of Participation as a new member.</p> <p>Consequently, please also clarify that do bidder need prior approval from client to add new member before submission of proposal.</p>	<p>1. Fulfillment of technical criteria is not required.</p> <p>2. The new member should submit such documents so as to reasonably prove that he is eligible to participate as per the foregone EOI.</p> <p>3. Prior approval is not required.</p>

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7	Volume I: Section I	4.1 (xiii)	Considering the fact that the amount of EMD is very high which will chock the cash flow of the bidders, we request KRDCL to please accept EMD in the form of Bank Guarantee issued through a schedule bank.	No change in RFP
8	Volume I: Section I	4.1 (xiii)	The only option available to submit the EMD is SBI online payment system. We request you to kindly allow bidder to submit the EMD through BG as it is not viable to pay the given amount by online payment and you will also agree that this is a normal practice to submit EMD in BG form in tenders floated by esteemed clients in India. Please consider.	The portal has implemented SBI MOPS payment gateway integrating more than 50 banks. Please go through the portal carefully. No change in RFP
9	Volume I: Section I	4.2 (vi) (d)	We understand that bidder only need to submit attested copies of academic degree and CV to prove the qualification of candidates. Also, here we would request you to allow scanned sign of candidates on the academic degree and CV along with original sign of Authorized signatory on the both documents.	Self-attested scanned and legible copies are admissible. Candidate's signatures on CV as per Volume I: Appendix A7 are not required as per RFP
10	Volume I: Section II	1 (ii)	You will agree that many esteemed clients evaluated bid through QCBS 80:10 to support quality technical bid from bidders. So, we would also request you to revise 70:30 to 80:10 QCBS.	No change in RFP; besides 80:10 cannot be implemented as it doesn't add up to 100

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11	Volume I: Section II	1 (xvi)	We believe that to select more competent consultant for assignment, client should further look for one having the higher/highest TS and declared bidder successful in case FS of more than one bidder is same. Please amend criteria.	No change in RFP
12	Volume I: Section II	2	Kindly provide the marking plan against "B.1 Technical Approach and Methodology"	Revised vide Corrigendum-1
13	Volume I: Section II	2 (i) (A.5)	We understand that metro/railway project of DPR, Feasibility study, Preliminary detailed design, project preparations will be considered as relevant projects. Please confirm.	Please refer Explanatory Notes vide Volume I: Annexure 1
14	Volume I: Section II	2 (i) (B.1)	Please provide marking scheme for this sub head.	Please refer Corrigendum-1.2
15	Volume I: Section II	2 (i) (B.2)	You will agree that Retention Plan of any resource deployed by consultant for project is an internal matter and a plan related to this requirement can not be discussed in proposal. So, we would request you to accept only Mobilisation Plan in this sub head.	Internal details of the company are not asked here. What's required for the bidders to submit is their general plan to retain the services of its personnel for the project. Since retention of personnel is crucial for the Project, no change in RFP
16	Volume I: Section II	2 (i) (B.3)	In case bidder is a sole consultant, then what mechanism / plan bidder need to explain in this requirement. Please comment.	Please refer Corrigendum-1.2

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17	Volume I: Appendices	Appendix A3	As this is a time-based contract, we believe that any senior personnel from GC team can assume this role. Or We would request you to provide the qualification and man month details of the required officer. Also, provide payment arrangements for this position.	This is a requirement to maintain ethics. Any official from the bidder empowered as mentioned in RFP, is admissible. The official is not counted as GC personnel for the performance of Services
18	Volume I: Appendices	Appendix A7	Our understanding is that CVs of K5 positions need not be provided. Please confirm.	That's correct. CVs of K5 positions are not required at this stage
19	Volume I: Appendices	Appendix A7	We understand that bidder only need to submit CV's of K1, K2, K3 and K4 positions and not for K5 position along with this bid. Please confirm	That's correct. CVs of K5 positions are not required at this stage
20	Volume I: Annexures	Annexure 1 (Position#2)	Please accept "M. Tech or MBA/PGDM or equivalent" for Dy. Project Director (Civil) also, as is the case with Project Director and Dy. Project Director (system)	No change in RFP
21	Volume I: Annexures	Annexure 1 (Position#4)	Kindly accept the 'Primavera' Software skill also	No such change in RFP
22	Volume I: Annexures	Annexure 1 (Position#6)	Please also accept 'Chartered Account (CA)' degree as Academic qualification for the position	Revised vide Corrigendum-1
23	Volume I: Annexures	Annexure 1 (Position#11)	Kindly accept the Diploma qualification also with 12 Yrs experience in surveying for infrastructure projects	No change in RFP
24	Volume I: Annexures	Annexure 1 (Position#11)	Kindly accept the 'Master- Surveying' or Geology or Geography also; for the Academic /Professional qualification for Senior Survey position	No change in RFP

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25	Volume I: Annexures	Annexure 1 (Position#2)	<p>The requirement of PE OR CE certification is stringent and very less professionals are available in Industry have such certification.</p> <p>Also, in similar projects, Clients usually ask for Post-Graduation in Engineering/MBA after Engineering Graduation degree in respective field.</p> <p>So, we would request you to amend this requirement.</p>	No change in RFP
26	Volume I: Annexures	Annexure 1 (Position#4)	<p>Requirement of Prince 2 software experience is stringent and very less professionals are available in market working on relevant projects with such software.</p> <p>Also, on page number 5 of Volume II, it is written that schedule shall be prepared in Primavera or any other equivalent software. So, keeping in mind about the requirement of project assignment, we would request you to allow experience of Primavera in place of Prince 2.</p>	No such change in RFP

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27	Volume I: Annexures	Annexure 1 (Position#5)	You will agree that expert at similar position do have experience of Handling projects under FIDIC contract conditions but having certification of FIDIC contract is very strict qualification and very less professionals are available in Industry with such certification, so we would request you to allow expert having RICS Certification, which is acceptable and highly useful in Infrastructure industry.	No change in RFP
28	Volume I: Annexures	Annexure 1 (Position#11)	In similar projects, Clients usually ask for Experts with Diploma in Civil as Base qualification and B.Tech in civil as additional academic qualification. Please accept and amend the requirement.	No change in RFP
29	Volume I: Annexures	Annexure 1 (Position#6)	You will agree that experts with MBA (Finance) are less available in Industry and qualification of Chartered accountant is much acceptable in Infrastructure Industry. So , we would request you to change requirement to CA or MBA (Finance).	Revised vide Corrigendum-1
30	Volume I: Annexures	Annexure 1 (Position#2)	As scope of project includes Feasibility study, DPR preparation and preparation of DBR for civil assignments. We believe that requirement of experience in construction phase is not relevant with the scope of work and this requirement should be amended as "Minimum 12 years in DPR Preparation/Feasibility study/ project preparation/construction phase in Railway/Metro sector"	No change in RFP

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31	Volume I: Annexures	Annexure 1 (Position#3)	As scope of project includes Feasibility study, DPR preparation and preparation of DBR for civil assignments. We believe that requirement of experience in construction or O&M phase is not relevant with the scope of work and this requirement should be amended as "Minimum 12 years in DPR Preparation/Feasibility study/project preparation/construction in rolling stock/ PS/ traction signaling in Railway/Metro sector"	No such change in RFP
32	Volume I: Annexures	Annexure 1 (Position#8)	We believe that for projects of this quantum of work, experience of Minimum 8 years in Railway/Metro sector in civil structures design is not sufficient to handle project properly and it should be min 10 years for such position.	No change in RFP
33	Volume I: Annexures	Annexure 1 (Position#9)	We believe that requirement of Minimum 10 years dealing with land acquisition/R&R/land revenue matters is huge and experts at this position generally have minimum 6 years of experience in dealing with land acquisition/R&R/land revenue matters. Also, Land acquisition expert generally available in the Industry are graduate and have Post-graduation in social science.	No change in RFP

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34	Volume I: Annexures	Annexure 1 (Position#17)	<p>We understand that the scope of Liaison Manager in GC contract will be stakeholder's management during project implementation. Here we would request you to elaborate the scope of Liaison Manager for better understanding of consultant during CV selection for position.</p> <p>Also, we would request you not to restrict the experience of Liaison Manager in to metro and railways and allow bidders to submit CV with experience in other infrastructure projects.</p>	Please refer Corrigendum-1.3
35	Volume I: Annexures	Annexure 1 (Position#18)	We believe that for projects of this quantum of work, experience of Minimum 6 years in Railway/Metro sector is not adequate to handle project properly and it should be min 10 years for such position.	No change in RFP
36	Volume I: Annexures	Annexure 1 (Position#19)	We believe that for projects of this quantum of work, experience of Minimum 5 years in Infra sector is not adequate to handle project properly and it should be min 10 years for such position.	No change in RFP
37	Volume I: Annexures	Annexure 1 (Position#21)	We believe that for projects of this quantum of work, experience of Minimum 6 years in Railway/Metro sector is not adequate to handle project properly and it should be min 10 years for such position.	No change in RFP
38	Volume I: Annexures	Annexure 1 (Position#22)	We believe that for projects of this quantum of work, experience of Minimum 5 years in SCADA is not adequate to handle project properly and it should be min 10 years for such position.	No change in RFP

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39	Volume II: Section I	9 (pg.4)	<p>We understand that projects planned for DPR are also spread over areas of neighboring states along with the state of Kerala.</p> <p>In case of Co-ordination with other state governments, what will be the support of KRDCL to consultant for getting approvals and data needed for completion of assignment.</p>	<p>Wrong reference. Clause could not be identified and query is not clear.</p> <p>However, it is stated that the Employer shall provide full support in dealing with the government office of other states</p>
40	Volume II: Section III	2 (1)	<p>In case the projects may undergo change or dropped altogether, and new projects may not be added after signing of contract then what will be the reasonable measures to be taken by client for remedy of loses to consultant/ contractual issues incurred during contract.</p> <p>Also, there is no Annexure A in the RFP document. Please clarify.</p> <p>Please provide details of 2 projects on the priority list.</p>	<p>This is a man-month contract. Adding or dropping individual projects does not entail a loss to the Consultant per se.</p> <p>Typographical error related to the nomenclature of the Annexure has been cleared vide Corrigendum-1</p> <p>The information is redundant as far as bidders' response to the RFP is concerned</p>
41	Volume II: Section III	2 (4)	<p>We understand that this scope will come under Institutional Development and Capacity Building activity and expert of same domain to be needed by consultant to support KRDCL.</p> <p>Please provide requirement of such expert.</p>	<p>The GC shall assist the Employer in these activities within the skillset already called for as per this RFP</p>

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42	Volume II: Section III	3	<p>We believe that in case GC will prepare deliverables based on procurement strategy of client i.e tender documents for civil work contracts, GCC , SCC , required financial formats and deliverables for cost of project including the consultancy cost then it is very likely possible that consultant will not be able to participate in future projects(design and PMC works) of assignments provided in annexure-1 as it will be a clear case of conflict of Interest.</p> <p>So, we would request you to delete scope of procurement and cost of consultancy from current GC project, so that consultants can participate in future potential bids.</p>	PMC for future projects is kept out of scope of GC. As such the company shall not be barred to participate in future PMC tenders.
43	Volume II: Section III	5.1 (vii) (c)	<p>Please mention who will bear following cost:</p> <ol style="list-style-type: none"> 1. Vehicles hiring for Visits for local travels. 2. Travel, Lodging and food cost for travel to distant sites in Kerala. Also, cost of travel to sites during a distant site visit. 	Please refer Volume IV: Section VIII SCC 5 and SCC 13 read with Corrigendum-1
44	Volume II: Section IV	1	<ol style="list-style-type: none"> 1. We request the authority to confirm if the office space shall be provided to the consultants for the entire duration of the project. Also, who will bear electricity, furniture and maintenance cost? 2. We request the authority to also confirm what facilities will be provided like printing, computers, stationery, telephone, etc. 	Please refer Volume IV: Section VIII SCC 13

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45	Volume II: Section IV	2	Given the extensive procurement and contractual work modules envisaged as part of the overall scope, we would like to request the authority to kindly include an additional position of "Contract Expert" at 'K3' and "Quantity Surveyor" at 'K4' level in addition to the prescribed position of Senior Procurement Expert with same time effort.	No change in RFP
46	Volume II: Section IV	4	<p>Given the niche expertise required by experience senior experts for undertaking various modules of the study, we request the authority to make some senior positions including following split the time-effort between home and field with a replica junior expert 100% on the field. This will allow the consultants to pool best of expertise available in the industry for the project.</p> <ol style="list-style-type: none"> 1. Senior Procurement Manager – 50% home and field with addition of Support Procurement Manager position 100% on field 2. Finance Expert – 50% home and field with addition of Support Finance Expert position 100% on field 3. Land Acquisition Expert – 50% home and field with addition of Support Land Acquisition Expert position 100% on field 	No change in RFP

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47	Volume II: Section IV	4	We believe that team assigned under Civil vertical is not adequate for proper execution of projects and more number of experts/ engineers are required in civil structures/ alignment / Architect/ MEP/ Geo tech / Utility positions for smooth execution of assignment. Here we would request you to increase the number of experts provided in staff schedule for above positions. or propose an alternative to ensure consultant that requirement of extra staff at the time of execution of project will be managed by KRDCL.	The Services required are well within the skillset asked for. For other skills like geotech, there is already provision of getting the work done through third party with GC performing the role as defined in this RFP. As such, no change in RFP
48	Volume II: Section IV	4	We believe that man month given for many experts in category - K1, K2 ,K3 and K4 are more than the actual requirement of those experts in project. We would request you to reconsider the man month inputs of experts provided in man month schedule.	No change in RFP
49	Volume II: Section IV	4	Seeing the quantum of work as given in Annexure -1 , we feel that number of CAD Engineers should be increased from 3 to 6 and Filed Engineers to be changed from 5 no's to 2 no's for better distribution of work resources in project.	No change in RFP, however, as per Volume II: Section III (2) (2), the Employer may assign some staff to GC if and when required
50	Volume II: Annexures	Annexure 1	We would request you to provide tentative schedule of all projects given in Annexure 1 for better project awareness of consultant.	The Contract is a man-month contract and moreover the projects mentioned are subject to change

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51	Volume II: Annexures	Annexure 2	<p>We request to kindly accept the deployment of K1, K2 and K3 Position as “intermittent” since the work assignment is majorly on DPR works in nature. The experts in these category can visit the project site and client on regular basis and work in project intermittently in coordination with Sr. Project Coordinating staff to be deputed by consultants.</p> <p>Kindly allow arrangement of Home Office support also, since being the Design assignment</p>	No change in RFP
52	Volume II: Annexures	Annexure 3	<p>As per general deliverables requirement of similar project, we understand that deliverables like project schedule, Inception report and tender document will only come after deliverable draft DPR in given delivery schedule. Please clarify</p> <p>Also, delivery time of AD3+6 weeks for draft FS report is not sufficient and we would request client to provide 4 months from assigned date for Feasibility study to provide report.</p> <p>Likewise, delivery time of AD4+18 weeks for draft DPR report is not sufficient and we would request client to provide 8 months from assigned date for DPR Preparation to provide report.</p>	<p>The Services required as per this RFP cannot be compared with a single project. Hence the standard schedule is divided in groups and should not be mixed without going through it on a case to case basis. Inception report is not in the DPR group.</p> <p>Sufficiency or otherwise of a scheduled date will depend upon the project assigned. Hence the RFP has a provision of revision of timelines given the justification and subject to approval of the Employer (Volume II: Section III (2) (6))</p> <p>As such, no change in RFP</p>

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53	Volume III: Section V	1 (ix)	All office equipment's like Computer, Printer, software's, plotter, Furniture cost etc will be included in Item no. 2. Please confirm.	Any peripheral cost incurred for the Services apart from that marked to be reimbursed or provided by the Employer as per this RFP, has to be borne by the Consultant
54	Volume III: Appendices	Appendix B1	There is discrepancy in manmonths. Total man-months (924 man months) provided in the Cl. No. 4 of volume II, Section IV is not matching with the sum of man-months (883 man months) provided in Appendix B1 of volume III, section V. Please provide the exact man-months.	Revised vide Corrigendum-1
55	Volume III: Appendices	Appendix B1	From sub criteria of Team excellence, we understand that positions mentioned under K1, K2 , K3 , K4 and K5 category are of different experience level and qualification. However, in pricing sheet bidder need to quote single unit rate for each category of position regardless of different experience and qualification of experts in that category. We would request you to amend pricing sheet and allow bidder to provide separate unit rates for each expert required.	No change in RFP
56	Volume IV: Section VI	1	Please clarify whether payment shall be made in the account of Lead member or separately in the account of each member as requested by bidder during contract signing.	Please refer Corrigendum-1.10

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57	Volume IV: Section VII	GCC 3.3	Please confirm that consultant who will carried out the service of DPR for mentioned projects will also be eligible for any contract including design and PMC at later stage.	Preparation of TOR for PMC is not part of the Services and hence shall not disqualify a company to participate as PMC.
58	Volume IV: Section VII	GCC 3.15	We would KRDCL to return Performance Guarantee within one month of the Expiration of the Contract. Or We would request KRDCL to return 50% of Performance Guarantee within one month of the Expiration of the Contract and rest 50% to be returned after 1 year beyond the Expiration of the Contract.	Please refer Corrigendum-1.9
59	Volume IV: Section VII	GCC 4.3 (iv)	We request you to relax the condition of 10% reduction in remuneration, If the personnel are required to be replaced on the instructions of the Employer.	No such change in RFP. However, please refer Corrigendum-1.13
60	Volume IV: Section VII	GCC 6.4 (vi)	The penalty of 20% is too high.In such case please allow consultant to replace the experts with equal or better profie without any penalty in next one month. Penalty may please be reduced to 5% maximum.	Please refer Corrigendum-1.14
61	Volume IV: Section VIII	SCC 3 (iii)	We understand that this clause is only applicable for Approved sub- contractor and not for consultant. Key positions employed by consultant need not to be on the role of the Consultant. However, during deployment, all long-term experts will be hired as full time employees.	Please refer Corrigendum-1.11

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62	Volume IV: Section VIII	SCC 12 (ii)	In case replacement of the key personnel's happens more than 10% every year, we would request you to 0.01% per year in the respective year of overall man months (i.e. contract value) upto maximum of 0.1 % of contract value payable to the GC.	No change in RFP
63	Volume IV: Section VIII	SCC 13	We understand that running expenses of the vehicles like Driver & fuel will be borne by consultant. Kindly confirm	Please refer Corrigendum-2 No vehicle will be provided by KRDCL for the day-to-day working of the General Consultancy agency which has to be arranged by themselves. However, in connection with the work such as surveys, preparation of DPR, traffic studies etc., the expenditure of transportation beyond city limits i.e. above 40 kms from KRDCL office will be recouped subject to prior approval for any movement of General Consultancy personnel to be obtained from competent authority.

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64	Volume IV: Section VIII	SCC 13	<p>We believe that office space of around 2000 sq.ft will not adequate for the number of experts to be deployed at project and consultant need bigger area to accommodate full team.</p> <p>So , we would request you that in case 2000 sq ft office space will not be adequate for GC team , KRDCL will provide rent free space and GC need not to acquire new space on its own.</p>	<p>No change in RFP, however, the Employer would make efforts to accommodate all personnel of the GC in a comfortable area</p>
65	Volume IV: Section VIII	SCC 16	<p>We request you to provide interest free advance of 10% of the Contract Price.</p>	<p>No change in RFP</p>
66	No Reference		<p>As per our understanding no details are given about the escalation of remuneration and Logistic/Administrative expenses.</p> <p>We would request to provide the escalation of 6% to be made in every 12 months intervals for both remuneration and Logistic/Administrative expenses as approved in major consulting projects across India.</p>	<p>Incorrect. Price escalation is dealt with in SCC 21 as amended vide Corrigendum-1</p> <p>There shall be no other price escalation except as mentioned</p>