

**KERALA RAIL DEVELOPMENT CORPORATION LIMITED**  
**Tender No. 003/KRDCL/Tender(4)/2018**  
**EOI - General Consultancy for Rail Development Projects of KRDCL**

CLARIFICATIONS - II

Dated: 05.03.2018

S.No.	Reference from EOI Document	Applicants' Queries	KRDCL's Response
1	2.1 Brief	As per page 5 of EOI PQ document, the approximate cost of project is specified as INR 30 crores. Kindly confirm this is the consultancy fees for the project.	This is the estimated consultancy fees inclusive of charges of various projects' DPR preparation, traffic studies, feasibility studies etc to be paid to GC.
2	2.1 Brief	Extension of EOI submission date: As per the EOI document page 5 of PQ document, the tender submission date is 5th March 2018. It is requested that due to the festival season of Holi this date may please be extended and the submission date may be extended for one additional week till 13th March 2018.	Date of submission extended vide Corrigendum-1.
3	Cl.No. 4.1.4	In order to have time enough to proceed with the Certified translations in English of all the documentation required for our EOI response (Companies' legal status, audited balance sheets and Reference documents for experience) we would highly appreciate an extension of the EOI submission deadline of two weeks.	Date of submission extended vide Corrigendum-1.

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4	Clause 4.1.8; GENERAL	We consider "Guarantee or a "hard" letter of comfort" (Letter of Undertaking/LoUs), a critical document, there should not be any ambiguity while interpreting the same, either by the issuer or by the receiver/client, when received as a part of bid submission, from all bidders. Thus, we request the Authority to provide a format for "Guarantee or a "hard" letter of comfort", which needs to be submitted as a part of the bid in response to the present Eoi tender.	No change in EOI.
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5	Clause 4.2.1; SUBMISSION OF APPLICATIONS	<p>We request the Authority to allow one of the substantial consortium member firm, an Indian Firm, to undertake the e-bidding procedures (including e-payments), on the behalf of the Applicant Firm/the Lead Firm, in case the Applicant Firm/the Lead Firm is a foreign consulting firm, having no establishment in India.</p> <p>From our past experience, we have found that when e-bidding/uploading of bid document is attempted from an International destination, it has invariably led to technical snags due to security walls or reason not easily understood. Attempts to seek assistance from e-tender service provider Desk, has also not effective, even if access to computer system is provide through team viewer.</p> <p>We have most recently faced this situation with e-bidding for Municipal Corporation of Greater Mumbai (MCGM) Mumbai coastal Road PMC ICB tender.</p> <p>Mumbai Port Trust has allowed such facility for ICB Tender for Marina Project.</p>	<p>There is no bar in the EOI for any member undertaking the e-Procurement procedures if the e-Procurement portal allows. As per EOI Clause 8,2, the Lead Member can give a Power of Attorney to an Authorised Signatory.</p> <p>However, the requirements pertaining to the Lead Member in the EOI need to be followed.</p>
6	6.1 PROCESS, 6.1.1 Schedule	<p>To submit a comprehensive Expression of Interest (Eoi) as per detailed requirements mentioned in the advertisement, we would like to request you to extend the current date of submission for the same by three weeks as we need more time to coordinate with other International firms for forming a strong consortium, considering the criticalities and wide range of scope of work of the assignment.</p>	<p>Date of submission extended vide Corrigendum-1.</p>

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7	6.3.3 Technical Criteria 1.3	<p>We understand the imperatives for the Client. However, at the pre-RFP stage, the exact fee is not known and so is the efforts required for the Environmental study. International firms will be constrained to tie-up with an EIA firm who's share in the Proposal may be less or more than 10%. We therefore request that the experience of the EIA firm be taken into consideration, but these Firms are accepted as non-substantial partners</p>	<p>As per EOI Clause 9.2.3, the field and analysis work for Environmental and Social Study shall be done through other agencies. The GC is expected to perform preparatory and supervisory role and shall have positions of environment experts in the RFP paid on man-month basis.</p> <p>Environment Impact studies done for DPRs or as part of other projects are admissible under this criteria.</p> <p>No change in EOI.</p>
8	6.3.3	<p>Most of the work and recent mandated being undertaken by us are ongoing and at various stages of completion. It is requested if the Authority can also consider all ongoing works for evaluation.</p>	<p>Only substantially completed work or completed elements of the work that are relevant to the criteria claimed and backed by a certification of the Client shall be eligible. The references should reasonably prove the experience of the Applicant with reference to his ability to perform work under the Project as GC.</p>

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9	Cl.No. 7.10(2)	<p>We would like to respectfully request to modify this clause in order to permit the inclusion of the description of two projects done by any Member of the Partnership/JV/Consortium.</p> <p>Due to the complexity of the services to be provided, this will help the Consultants to prove their strengths and expertise.</p>	<p>The GC envisaged is led by a consultant strong in the field and expert in major elements of the scope. As such, no change in EOI.</p>
10	Cl.No.7.10(2)	<p>Sir, as all the members of the Partnership/JV/Consortium shall execute and submit an MOU indicating their roles and responsibilities, with an undertaking that they would be jointly and severally responsible for delivering the project as per contact conditions, we request you to kindly modify the referred clause as below:                  ``Two projects done by any Member of the Partnership/JV/Consortium that are closest to this Project or the main elements of this Project, duly showing the approach that was undertaken in those projects and how the experience can be ported to this Project.”</p> <p>Sir, we feel this will facilitate to demonstrate international practices and the strength of JV for the benefit of the project.</p> <p>May please consider.</p>	<p>The GC envisaged is led by a consultant strong in the field and expert in major elements of the scope. As such, no change in EOI.</p>

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11	Cl. No. 8.5	Kindly confirm if scanned copies of documents (work orders, contracts, certificates, etc.) signed by our clients will accepted as proof of evidence of our project references.	As per EOI, authentic copies of documents are accepted. This includes scanned versions. However, KRDCL reserves the right of calling for the original documents for verification (Annexure 1: Appendix 1(g)).
12	Annexure 3; Criteria 1.1	<p>We have undertaken railway projects in various capacities such as technical consultants, financial consultants, transaction advisors etc. for various projects such as new lines, gauge conversion, MRTS, PPP, rail coach factories, railway station redevelopment, S&amp;T, Accounting, Electrification etc.</p> <p>We would request the Authority to clarify number of railway projects to be showcased against each of the category for obtaining maximum marks or to clarify marks per project for each sub-category.</p>	Marks are not envisaged on a per project basis. The references should reasonably prove the experience of the Applicant with reference to his ability to perform work under the Project as GC.

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13	ANNEXURE 3: MARKING SYSTEM AND EXPLANATORY NOTES; Criteria 1.1	<p>We request the Authority to elaborate the consulting experience expected under the category “Rolling Stock”</p> <p>As per our knowledge Rolling Stock are procured from Original Equipment Manufacturers (OEMs), which has in-house design and manufacturing capabilities, to meet the customers’ requirements. As such we have not come across an independent consulting firm, who are involved exclusively in design of Rolling Stock, under a consultancy contract.</p> <p>In this respect, we request the Authority to explicitly elaborate on the consulting experience expected under the category “Rolling Stock”. This would help us in searching for a solution to this particular requirement from the Authority/Consulting experience criteria, and constitute a bidding Consortium which can meet the Eoi Evaluation criteria, as well as RFP criteria (As and when it is issued), without causing any conflict of interest.</p>	<p>For details on the experience expected please refer the Note given in the relevant section in Annexure 3.</p> <p>The requirement includes design review and concept design; the jobs done by consultants outside the OEMs.</p>
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14	Annexure 3; Criteria 1.2	<p>We have undertaken railway projects in various capacities such as technical consultants, for various projects such as new lines, gauge conversion, MRTS, rail coach factories, railway station redevelopment, S&amp;T, Accounting, Electrification works etc.</p> <p>It is requested to the Authority to consider cost of the Project as per the DPR for qualification since providing certificate for fees received for a particular project or milestone of the project would be difficult.</p> <p>We would request the Authority to clarify number of railway projects to be showcased against each of the category for obtaining maximum marks or to clarify marks per project for each sub-category.</p> <p>Additionally, we would request the Authority to clarify if work involving various aspects of preparation of a DPR including detailed designing, drawings, cost estimation, surveys, will the projects be eligible for qualification.</p>	<p>Number of projects are not defined for this criterion.</p> <p>Proof of payment against a milestone clearly proven through documents issued by the Client is admissible as evidence.</p> <p>DPR prepared as part of larger work is eligible for this criterion. As per EOI, related works of DPR preparation are eligible but they should logically contribute to preparation of DPR or explicitly mentioned in the work order to be part of DPR preparation effort.</p> <p>Please see changes affected vide Corrigendum-1, otherwise no change in EOI.</p>
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15	Annexure 3; Criteria 1.2	<p>Should the payments originate from one project/contract or is it possible to sum up the payments from multiple contracts/ projects. For example, is the applicant has 2 projects P1 and P2 of total actual cost of at least 1000 crores each. If payments for P1 services are 10 crores and payments for P2 services are 5 crores. Does the applicant yield max score?</p> <p>The word “payments” need further elaboration. In other International competitive Bidding (ICB) tenders, the applicants were allowed to sum up the payments from different projects. We request the Authority to clarify on this aspect, through illustration, for the ease of understanding of all interested Applicants.</p>	<p>As explicitly stated in Corrigendum-1 (1.8), the applicants can claim multiple projects against any criterion. However, as per Annexure 3, estimated or actual cost of a single project (not the payment to the Applicant) need to be at least ₹1000 crore in order for the claim to be eligible.</p>
16	10. Annexure 3: Marking system and Explanatory Notes Criteria 1.3	<p>As per page 45,46 of EOI PQ document, it is mentioned that Evidence of Experience of applicant or any of its partners in environmental and social impact studies in Indian projects carries 15 marks.</p> <p>The Consultants request that since this PQ is for both international and domestic consultants this may be relaxed as:</p> <p>In the case of International Companies this experience may be of International projects as they will have not conducted EIA in Indian projects.</p>	<p>No change in EOI.</p>

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17	Annexure 3; Criteria 1.4	<p>We are currently working with various zones/ State SPVs/ SPVs of Indian Railways for conducting traffic &amp; financial studies of new lines/ Gauge conversion/ doubling/ port connectivity/ MRTS/ HSR projects etc.</p> <p>It is requested to the Authority to consider prefeasibility studies/ financial feasibility/ traffic studies for all type of railway projects instead of only public transport projects.</p>	<p>Railway projects are part of public transport project, unless otherwise stated. No change in EOI.</p>
18	Annexure-4	<p>It is requested to the Authority to clarify if only the list of projects under consideration are to be evaluated and assessed for scope of work of the General Consultancy</p>	<p>The Contract shall be man-month based. Further detailing shall be done in RFP. The projects mentioned are only for guidance. They may change and new projects may be added.</p>