

VIZHINJAM INTERNATIONAL SEAPORT LIMITED
(A Government of Kerala Undertaking)

Date: 20.12.2019

Ref: Limited Tender floated on 07.12.2109 for the 'Services of Transaction Advisor cum Consultant'

Clarifications against Pre-bid queries raised by vendors

S. No.	Reference Tender Document	Clause reference with respect to Reference Tender Document	Page No. in Reference Tender Document	Clause/ Criteria	Suggestion/ Modified Clause/ Clarification Required	Clarifications from VISL
1	RFP	7.1 – Last Date of Submission	Pg. 5 of RFP	The Technical and Financial proposals and other documents form part of this tender and should be submitted on or before 12 Noon on 8th Jan 2020.”	On account of Holidays during Christmas and New year, we request you to extend the last date of submission till 15 th January 2019.	Last date for submission of documents against this tender will be extended to 15.01.2020 through addendum based on this request.
2	RFP	8.3-Technical Proposal	Pg. 6 of RFP	3 (i) “7.5% of the maximum marks for each Key Personnel shall be awarded for the number of Similar Assignments the respective Key Personnel has worked on.”	Clarification Required: Kindly clarify the maximum marks for each personnel. Also, please clarify whether a cumulative total of 7.5 marks would be sufficient for eligibility or if there is a minimum score required for each key personnel to ensure eligibility.	a) Maximum marks for each personnel against S.No. 3(i) in the table in page 6 of 41 of the RFP is 1.875 (i.e 7.5% of 25 marks). b) Cumulative total of 7.5 is sufficient to get qualified against S.No. 3(i) in the table in page 6 of 41 of the RFP. However, all Key personnel shall meet the qualification and experience criteria in ‘Terms of Reference’.
			Pg. 6 of RFP	3 (ii) “5% of the maximum marks shall be awarded for comparative size and quality of Similar Assignments the respective Key Personnel has worked on.”	Clarification Required: Kindly clarify the maximum marks for each personnel. Also, please clarify whether a cumulative total of 5 marks would be sufficient for eligibility or if there is a minimum score required for each key personnel to ensure eligibility.	a) Maximum marks for each personnel against S.No. 3(ii) in the table in page 6 of 41 of the RFP is 1.25 (i.e 5% of 25 marks). b) Cumulative total of 5 is sufficient to get qualified against S.No. 3(ii) in the table in page 6 of 41 of the RFP.
3	RFP	8.4.2 Evaluation of financial proposal	Pg. 7 of RFP	“VISL will select the lowest proposal (evaluated price] among the Technically qualified Applicants.”	As per our extensive experience and understanding of infrastructure projects across seafood parks, mega food parks and other industrial infrastructure, Quality cum Cost Based Selection would be the best selection method for Transaction Advisor and Consultant for the project. Our Recommendation: We suggest a change in the evaluation method from least cost method to Quality cum Cost Based Selection with a 70% weightage to Technical Score and 30% weightage to Financial Score. In this regard we suggest calculation of financial score by the following formula: Financial Score: · The lowest Financial Proposal (FM) will be given a financial score (SF) of 100 points. · The financial scores of other proposals will be computed as follows: SF = 100 x FM/F* (F* = amount of Financial Proposal) Total Score: S = ST x 0.70 + SF x 0.30 (Where ST = Technical Score as per Evaluation Criteria Table on Pg. 6 of the RFP document.)	No change is contemplated.
4	Annexure 4 to RFP	Annexure – 4		Stipulated Payment Milestones: · Submission of Inception report with approach & methodology and timeline for project execution – 5% · Submission of Interim Report covering Market Demand Assessment Study and Preliminary Designs and Drawings – 5% · Submission and acceptance of Draft Feasibility report – 15% · Submission of and acceptance of Final Feasibility report and models – 5%	Suggested Payment Milestones: · Mobilization fee (advance) – 5% · Submission of Inception report with approach & methodology and timeline for project execution – 5% · Submission of Interim Report covering Market Demand Assessment Study and Preliminary Designs and Drawings – 5% · Submission and acceptance of Draft Feasibility report – 10% · Submission of and acceptance of Final Feasibility report and models – 5%	No change is contemplated.

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5	RFP	24 (Annexure 3)	Page 35-36 of RFP	<p>Original Clauses:</p> <p>"24 Liability of the 'Transaction Advisor cum Consultant'</p> <p>24.4.1 The Transaction Advisor cum Consultant's liability under this Agreement shall be determined by the Applicable Laws and the provisions hereof.</p> <p>24.4.2 The 'Transaction Advisor cum Consultant' shall, subject to the limitation specified in Clause 24.4.3, be liable to the Client for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it."</p>	<p>Recommended Clause:</p> <p>24 Liability of the "Transaction Advisor cum Consultant subject to fee received under the agreement"</p> <p>24.4.1 The Transaction Advisor cum Consultant's liability under this Agreement shall be determined by the Applicable Laws and the provisions hereof.</p> <p>24.4.2 The 'Transaction Advisor cum Consultant' shall, subject to the limitation specified in Clause 24.4.3, be liable to the Client for any direct loss or damage accrued or likely to accrue due to deficiency in Services rendered by it."</p>	No change is contemplated.
6	RFP	24 (Annexure 3)	Page 35-36 of RFP	<p>Original Clauses:</p> <p>24.4.3 The Parties hereto agree that in case of negligence or wilful misconduct on the part of the 'Transaction Advisor cum Consultant' or on the part of any person or firm acting on behalf of the 'Transaction Advisor cum Consultant' in carrying out the Services, the 'Transaction Advisor cum Consultant', with respect to damage caused 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 (a) the Agreement Value set forth in Clause 21.1.1 of this Agreement, or (b) the proceeds the 'Transaction Advisor cum Consultant' may be entitled to receive from any insurance maintained by the 'Transaction Advisor cum Consultant' to cover such a liability in accordance with Clause 24.5.2 .</p> <p>24.4.4 This limitation of liability specified in Clause 24.4.3 shall not affect the Transaction Advisor cum Consultant's liability, if any, for damage to Third Parties caused by the 'Transaction Advisor cum Consultant' or any person or firm acting on behalf of the 'Transaction Advisor cum Consultant' in carrying out the Services subject, however, to a limit equal to 3 (three) times the Agreement Value.</p>	<p>Recommended revision to Clauses:</p> <p>24.4.3 The Parties hereto agree that in case of of gross negligence or wilful misconduct on the part of the 'Transaction Advisor cum Consultant' or on the part of any person or firm acting on behalf of the 'Transaction Advisor cum Consultant' in carrying out the Services, the 'Transaction Advisor cum Consultant', with respect to damage caused 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 (a) the Agreement Value set forth in Clause 21.1.1 of this Agreement.</p> <p>24.4.4 This limitation of liability specified in Clause 24.4.3 shall not affect the Transaction Advisor cum Consultant's liability, if any, for damage to Third Parties caused by the 'Transaction Advisor cum Consultant' or any person or firm acting on behalf of the 'Transaction Advisor cum Consultant' in carrying out the Services subject, however, to a limit equal to the Agreement Value.</p> <p>Sub-clause to be added: In no circumstances, the Client shall recover from the Consultant, in contract or tort, under statute or otherwise, under statute or otherwise, 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 or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated.</p>	No change is contemplated.

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7	RFP	20.3 of (Annexure 3)	Page 27 of RFP	<p>Original Clause:</p> <p>The 'Transaction Advisor cum Consultant' shall hold the Client harmless and indemnified for any losses, claims, damages, expenses (including all legal expenses), awards, penalties or injuries (collectively referred to as 'Claims') which may arise from or due to any unauthorized use of such Consultancy Documents, or due to any breach or failure on part of the 'Transaction Advisor cum Consultant' or its Sub-Consultants or a Third Party to perform any of its duties or obligations in relation to securing the aforementioned rights of the Client.</p>	<p>Recommended Clause:</p> <p>Subject to the fee received under the agreement, the 'Transaction Advisor cum Consultant' shall hold the Client harmless and indemnified for any losses, claims, damages, expenses (including all legal expenses), awards, penalties or injuries (collectively referred to as 'Claims') which may arise from or due to any unauthorized use of such Consultancy Documents, or due to any breach or failure on part of the 'Transaction Advisor cum Consultant' or its Sub-Consultants or a Third Party to perform any of its duties or obligations in relation to securing the aforementioned rights of the Client.</p>	No change is contemplated.
8	RFP	9 and 20.3 (Annexure 3)	Page 24 – 27 of RFP	<p>Original Clause:</p> <p>Clause 9 Name of Consultants] shall indemnify and hold harmless VISL against any and all claims, demands, and/or judgments of any nature brought against VISL arising out of the services by the [Name of Consultants] under this Agreement. The obligation under this paragraph shall survive the termination of this Agreement.</p> <p>Clause 20.3 The 'Transaction Advisor cum Consultant' shall hold the Client harmless and indemnified for any losses, claims, damages, expenses (including all legal expenses), awards, penalties or injuries (collectively referred to as 'Claims') which may arise from or due to any unauthorized use of such Consultancy Documents, or due to any breach or failure on part of the 'Transaction Advisor cum Consultant' or its Sub-Consultants or a Third Party to perform any of its duties or obligations in relation to securing the aforementioned rights of the Client</p>	<p>The two clauses mentioned are of duplicate nature. Further, we request you to kindly remove the aforementioned clauses from the agreement.</p>	Clause 9 deals with the survival of Termination. No change is contemplated.
9	RFP	25 (Annexure 3)	Page 38 of RFP	<p>Original Clause:</p> <p>25 Accuracy of Documents</p> <p>The 'Transaction Advisor cum Consultant' shall be responsible for accuracy of the data collected by it directly or procured from other agencies/authorities, the designs, drawings, estimates and all other details prepared by it as part of these services. Subject to the provisions of Clause 24, it shall indemnify the Client against any inaccuracy in its work which might surface during implementation of the Project, if such inaccuracy is the result of any negligence or inadequate due diligence on part of the 'Transaction Advisor cum Consultant' or arises out of its failure to conform to good industry practice. The 'Transaction Advisor cum Consultant' shall also be responsible for promptly correcting, at its own cost and risk, the drawings including any re-survey / investigations/ reports</p>	<p>Recommended Clause:</p> <p>25 Accuracy of Documents</p> <p>Subject to fees received under the Agreement, 'Transaction Advisor cum Consultant' shall be responsible for accuracy of the data collected by it directly or procured from other agencies/authorities, the designs, drawings, estimates and all other details prepared by it as part of these services. Subject to the provisions of Clause 24, it shall indemnify the Client against any inaccuracy in its work which might surface during implementation of the Project, if such inaccuracy is the result of any negligence or inadequate due diligence on part of the 'Transaction Advisor cum Consultant' or arises out of its failure to conform to good industry practice. The 'Transaction Advisor cum Consultant' shall also be responsible for promptly correcting, at its own cost and risk, the drawings including any re-survey / investigations/ reports.</p>	No change is contemplated.

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10	RFP	24.6 (Annexure 3)	Page 37 of RFP	<p>Original Clause:</p> <p>24.6 Accounting, inspection and auditing</p> <p>The 'Transaction Advisor cum Consultant' shall: (a) keep accurate and systematic accounts and records in respect of the Services provided under this Agreement, in accordance with internationally accepted accounting principles and in such form and detail as will clearly identify all relevant time charges and cost, and the basis thereof (including the basis of the Transaction Advisor cum Consultant's costs and charges); and (b) permit the Client or its designated representative periodically, and up to one year from the expiration or termination of this Agreement, to inspect the same and make copies thereof as well as to have them audited by auditors appointed by the Client.</p>	<p>Recommended Clause:</p> <p>The 'Transaction Advisor cum Consultant' shall: (a) keep accurate and systematic accounts and records in respect of the Services provided under this Agreement, in accordance with internationally accepted accounting principles and in such form and detail as will clearly identify all relevant time charges and cost, and the basis thereof (including the basis of the Transaction Advisor cum Consultant's costs and charges); and (b) permit the Client or its designated representative periodically, and up to one year from the expiration or termination of this Agreement, to inspect the same and make copies thereof as well as to have them audited by auditors appointed by the Client provided that such audit shall be restricted to physical files and access to the Bidder premises or IT Infrastructure shall not be provided,</p>	No change is contemplated.
11	RFP	23.3 and 23.9 (Annexure 3)	Page 28-29 & Page 32-35 of RFP	<p>Original Clauses:</p> <p>Clause 23.3</p> <p>23.3 Termination of Agreement for failure to commence Services</p> <p>If the 'Transaction Advisor cum Consultant' does not commence the Services within the period specified in Clause 23.2 above, the Client may, by not less than 2 (two) weeks' notice to the 'Transaction Advisor cum Consultant', declare this Agreement to be null and void, and in the event of such a declaration, the EMD of the 'Transaction Advisor cum Consultant' shall stand forfeited.</p> <p>Clause 23.9 Termination of Agreement</p> <p>23.9.1 By VISL/Client</p> <p>The Client may, by not less than 30 (thirty) days' written notice of termination to the 'Transaction Advisor cum Consultant', such notice to be given after the occurrence of any of the events specified in this Clause 23.9.1, terminate this Agreement if: (a) the 'Transaction Advisor cum Consultant' fails to remedy any breach hereof or any failure in the performance of its obligations hereunder, as specified in a notice of suspension pursuant to Clause 23.8 hereinabove, within 30 (thirty) days of receipt of such notice of suspension or within such further period as the Client may have subsequently granted in writing; (b) the 'Transaction Advisor cum Consultant' becomes insolvent or bankrupt or enters into any agreement with its creditors for relief of debt or take advantage of any law for the benefit of debtors or goes into liquidation or receivership whether compulsory or voluntary; (c) the 'Transaction Advisor cum Consultant' fails to comply with any final decision reached as a result of arbitration proceedings pursuant to Clause 27 hereof; (d) the 'Transaction Advisor cum Consultant' submits to the Client a statement which has a material effect on the rights, obligations or interests of the Client and which the 'Transaction Advisor cum Consultant' knows to be false; (e) any document, information, data or statement submitted by the 'Transaction Advisor cum Consultant' in its Proposals, based on which the 'Transaction Advisor cum Consultant' was considered eligible or successful, is found to be false, incorrect or misleading; (f) as the result of Force Majeure, the 'Transaction Advisor cum Consultant' is unable to perform a material portion of the Services for a period of not less than 60 (sixty) days; or 23.9.2 By the 'Transaction Advisor cum Consultant'</p>	<p>Recommended addition of Sub-clause:</p> <p>The Consultant may terminate this Agreement, or any particular Services, immediately upon written notice to the Authority if the Consultant reasonably determines that it can no longer provide the Services in accordance with applicable law or professional obligations</p>	No change is contemplated.

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				<p>The 'Transaction Advisor cum Consultant' may, by not less than 30 (thirty) days' written notice to the Client , such notice to be given after the occurrence of any of the events specified in this Clause 23.9.2, terminate this Agreement if: (a) the Client fails to pay any money due to the 'Transaction Advisor cum Consultant' pursuant to this Agreement and not subject to dispute pursuant to Clause 27 hereof within 45 (forty five) days after receiving written notice from the 'Transaction Advisor cum Consultant' that such payment is overdue; (b) the Client is in material breach of its obligations pursuant to this Agreement and has not remedied the same within 45 (forty five) days (or such longer period as the 'Transaction Advisor cum Consultant' may have subsequently granted in writing) following the receipt by the Client of the 'Transaction Advisor cum Consultant's notice specifying such breach; (c) as the result of Force Majeure, the 'Transaction Advisor cum Consultant' is unable to perform a material portion of the Services for a period of not less than 60 (sixty) days; or (d) the Client fails to comply with any final decision reached as a result of arbitration pursuant to Clause 27 hereof.</p> <p>Clause 23.9.3 Cessation of rights and obligations Upon termination of this Agreement pursuant to Clauses 23.3 or 23.9 hereof, or upon expiration of this Agreement pursuant to Clause 23.4 hereof, all rights and obligations of the Parties hereunder shall cease, except (i) such rights and obligations as may have accrued on the date of termination or expiration, or which expressly survive such termination; (ii) the obligation of confidentiality set forth in Clause 22 hereof; (iii) the Transaction Advisor cum Consultant's obligation to permit inspection, copying and auditing of such of its accounts and records set forth in Clause 24.6, as relate to the Transaction Advisor cum Consultant's</p> <p>Clause 23.9.4 Cessation of Services Upon termination of this Agreement by notice of either Party to the other pursuant to Clauses 23.9.1 or 23.9.2 hereof, the 'Transaction Advisor cum Consultant' shall, immediately upon dispatch or receipt of such notice, take all necessary steps to bring the Services to a close in a prompt and orderly manner and shall make every reasonable effort to keep expenditures for this purpose to a minimum. With respect to documents prepared by</p> <p>Clause 23.9.5 Payment upon Termination Upon termination of this Agreement pursuant to Clauses 23.9.1 or 23.9.2 hereof, the Client shall make the payment, against remuneration pursuant to Clause 21 hereof for Services satisfactorily performed prior to the date of termination, to the 'Transaction Advisor cum Consultant' (after offsetting against these payments any amount that</p> <p>Clause 23.9.6 Disputes about Events of Termination If either Party disputes whether an event specified in Clause 23.9.1 or in Clause 23.9.2 hereof has occurred, such Party may, within 30 (thirty) days after receipt of notice of termination from the other Party, refer the matter to arbitration pursuant to Clause 27 hereof, and this Agreement shall not be terminated on account of such event except in accordance with the terms of any resulting arbitral award.</p>		

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12	RFP	8.3-Technical Proposal	Page 6 of RFP	Qualification and Experience of Project Team (i) 7.5% of the maximum marks for each Key Personnel shall be awarded for the number of Similar Assignments the respective Key Personnel has worked on. (ii) 5% of the maximum marks shall be awarded for comparative size and quality of Similar Assignments the respective Key Personnel has worked on.	Request you to clarify the breakup of balance 87.5% of maximum marks under Qualification and Experience of Project Team	Maximum marks allotted for qualification and experience of project team is 25 and the break up for the same is available in S.No. 3 in the table in page 6 of 41 of the RFP.
13	Annexure 2-Supplementary Information for Consultants (RFP)	1(a) Technical Proposal	11	Details of similar assignments undertaken by the Applicant including size, duration and professional fees received by the Applicant against such assignments. Copy of work orders shall be submitted as proof for the above mentioned assignments. Copy of balance sheets need to be submitted as the proof of professional fees.	Balance sheets for the PwC will have the revenues from all consultancy services assignments, it will be difficult to arrange copy of separate balance sheets specifically for the eligible assignments as the proof of professional fees. Request you to allow Chartered Accountant certificate or fees details from the work order as a proof for professional fees.	Chartered Accountant certificate as a proof for professional fees is acceptable.
14	RFP	24.5.1 (Annexure 3)	Page 36 of RFP	(a) The Transaction Advisor cum Consultant shall, for the duration of this Agreement, take out and maintain, and shall cause any Sub-Consultant to take out and maintain, at its (or the Sub-Consultant's, as the case may be) own cost, but on terms and conditions approved by the Client, insurance against the risks, and for the coverages, as specified in the Agreement and in accordance with good industry practice.	We wish to clarify that we maintain insurances, at the firm level, which are required to be maintained by us as per the provision of laws. Separate insurances for this project may not be required in light of such firm level insurance. We can provide you with a confirmation about our firm level insurance and that to the extent required by law, this project will also be covered under that insurance. We hope that should suffice. Please confirm	Project specific Insurance is required. However, if the Consultant is having a policy covering all their projects then a separate certificate from the Insurance company stating the coverage of our Project should be provided.
15	RFP	NA	NA	The RFP is silent on the usage of third party/ contractual resources or sub-contracting	Request you to confirm if sub-contracting is allowed for this assignment.	Kindly refer to Request for Proposal (RFP). No change is contemplated.
16	Annexure 1 to RFP	3.3 Minimum Experience of Proposed Key Professional Staff	page 15 of Annexure 1	8 Key Personnel whose experience and responsibilities are briefly described herein would be required for the Assignment. Out of the 8 Key Personnel listed, it is mandatory that 4 of the key professional staff proposed which includes Team Leader cum Management Specialist, Market Research Expert, Finance & PPP Specialist and Bid Process Management Expert should be permanent employees of the firm or should be in the roles of the firm.	We understand that the key experts and support staff are not required to be stationed full time at the project site. The experts and support staff will be available, as and when required, for project delivery and meetings. Please confirm.	All Key Personnel and Support staff shall be available as and when required for project delivery and meetings. However, during the execution of the works, as a part of stage II activities, the respective Key Personnel/Support staff shall be available at site till the completion of the Project.
17	Annexure 1 to RFP	3.3- Table (Point-1) Minimum Experience of Proposed Key Professional Staff	page 15 of Annexure 1	Team Leader cum Management specialist (Phase I & II) Minimum Requirement:- Minimum 15 years' experience in Preparation of Techno Economic Feasibility Report for Infrastructure projects / Industrial Parks with at least 5 projects with Government of India / State Governments.	Request you to modify this requirement to:- "Minimum 12 years' of experience in consulting with experience in preparation of Techno Economic Feasibility/Master Plan/Detailed Project Report /Concept Development Plan for Infrastructure projects / Industrial Parks with at least 5 projects with Government of India / State Governments".	No change is contemplated.
18	Annexure 1 to RFP	3.3- Table (Point-2) Minimum Experience of Proposed Key Professional Staff	page 16 of Annexure 1	Infrastructure/ Engineering Specialist (Phase I & II) Minimum Requirement:- He/she should also have experience in conducting quality control for infrastructure / building construction projects	Request you to elaborate more on this requirement.	Sufficient details are given in Annexure 1 to RFP. No change is contemplated.

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19	RFP	Table under Clause 8.3	Page 6 of RFP	Experience of the Consultant Firm in handling similar assignments in Infrastructure Projects / Sea Food Processing Park / Industrial Park :-	1. Request you to elaborate more on the types of infrastructure projects that will be considered under this category.	All Infrastructure Projects will be considered.
					2. Please confirm, industrial parks here mean the assignment related to industrial clusters, industrial corridor, SEZs and industrial parks.	Assignments related to Industrial Corridor cannot be considered under 'Industrial Park'.
					(ii) For experience based on the average revenue from professional fees received in last 3 (three) years. (1 mark for each 5 crores average revenue)	3. We understand that cumulative revenues from the professional fees in the last 3 years means turnover of the firm from consulting services in the last 3 years. Please confirm.
20	RFP	8.3 Technical Proposal	Page 6 of RFP	* Similar Assignments shall mean the Assignment	Request you to clarify on "IE" mentioned in	"IE" means Independent Engineer.
					Request you to consider definition of similar assignments as preparation of DPR or TEFR or Concept Development Plan or Master Plan or Regional Perspective plan or bid advisory or executive service of PMC or IE	Similar assignments means DPR or TEFR or executing service of PMC or bid advisory services or IE with fees received for such assignments not less than Rs.60 lakhs.
21	RFP	NA	NA	The RFP is silent on allowing consortium in the assignment	As the scope of work for the assignment is wide and involves expertise in technical field/ domain like preparation of Detailed Project Report and Techno Economic Feasibility Report. Request you to allow consortium for carrying out the assignment.	Consortium is not allowed.
22	Annexure 1 to RFP	NA	NA	Scope of work contains tender process management/Bid Process management for selection of contractor to implement the project. Bid process management/tender process management work generally require legal expert for finalizing the bid /tender document. Legal expert is not included in the list of key professional staff proposed in the Annexure-1 TOR.	Bid process management/tender process management work generally require legal expert for finalizing the bid /tender document. Request you to include legal expert in the list of key professional staff for the assignment.	No change is contemplated.
23	RFP	Form No. F 5	Page 17 of RFP	Non-clarity on the components of the financial proposal	The project has 2 phases , phase II will commence only if it is recommended in phase- I Techno Economic Feasibility Report.	Kindly refer to Request for Proposal (RFP). No change is contemplated.
					Also, Phase II scope of work will be different for the PPP model or budgeting funding model based on the recommendation of Phase-I.	Annexure 4 to RFP gives the Schedule for completion of tasks & Payment. No change is contemplated.
					Based on the different scenario mentioned above the financial quote will be different for each scenario.	
					Since the RFP is a limited tender issued to NICSI empaneled consultants, we understand the fees will depend on the deployment plan as the rates are fixed.	
					Request you to elaborate on the details and considerations that must be included while quoting for the financial proposal.	
24	Annexure 4 to RFP	Annexure 4: Schedule for completion of tasks & payments		Unequal allocation of payment for the 2 phases of the assignment as per the RFP:- Phase- I :- 30 %	Significant amount of effort will be spent in the phase-I of the project and commencement of the phase- II work will be totally dependent on the output of the phase-I. So, request you to equally allocate the payments for both phases of the assignment:- Phase- I :- 50 %	No change is contemplated.

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				Phase- II:- 70%	Phase- II:- 50%	
25	Annexure 4 to RFP	Annexure 4: Schedule for completion of tasks & payments		Duration of Phase- I :- 4 months Duration of Phase- II :- 28 months Payments for both the phases has been linked with the deliverables	Request you to allow monthly payments for the Phase-II of the assignment owing to its duration of 28 months.	Kindly refer to Annexure 4 of RFP. No change is contemplated.