

**Madhya Pradesh State Tourism Development Corporation
(MPSTDC) Paryatan Bhawan, Bhadbhada Raod, Bhopal**

CORRIGENDUM

Tender No: 5822A/VII(PIg)/MPT

Bhopal dated 08/07/2015

Changes in RFP dt. 16/06/2015 for Appointment of Consultant for Development of Minot Hall & Madhavgarh fort have been uploaded on www.mptourism.com. Revised date for submission for Bids extended to 31st July 2015 at 1500 hrs. Opening of Technical Bids will be on 31st July 2015 at 1600 hrs.

Managing Director

Madhya Pradesh State Tourism Development Corporation Limited
Request for Proposal(RFP) for appointment of consultant for Minto Hall, Bhopal & Madhavgarh Fort, Satna
Sub: Pre-bid conference held on 2nd July 2015 at 1100 hrs.

MPSTDC'S(The Authority) response/replies/clarifications on Queries/suggestions/clarifications of consultant firms

S.NO.	RFP Clause		Queries/Suggestions/Clarifications	Authority's response
1	6.2	Scope of work for the engagement includes indicative note including site plan, conceptual and indicative design and drawings, layouts and master plan, separately for each location.	We understand that since the Minto hall and Madhavgarh fort is going to be developed on PPP model, the transaction advisor are required to prepare conceptual layout plan, designs and drawings with broad cost estimates. We request the client to confirm our understanding.	The transaction advisor is required to prepare conceptual layout plan, designs and drawings with broad cost estimates.

2	7.3.1 Delivery and Time Schedule	<ol style="list-style-type: none"> 1. Submission of Concept note -15 days. 2. Submission of Draft Reports and Bid Documents -30 days. 3. Finalization of above documents-50 days. 4. Issuance of RFP-60 Days 5. Evaluation of Bids-100 days. 6. Issuance of LOA-110 days. 7. Signing of Agreement-120 days. 	<p>(A)1. Submission of Concept note -20 days. 2. Submission of Draft Reports and Bid Documents -60 days. 3. Finalization of above documents-80 days. 4. Issuance of RFP-90 Days 5. Evaluation of Bids-120 days. 6. Issuance of LOA-130 days. 7. Signing of Agreement-180 days.</p> <p>(B)Under deliverables has mentioned Layouts and Masterplan, Drawings-Please elaborate on this as these are primarily submitted by the selected private sector investor for approval from the authority.</p>	<p>(A). The Time schedule is revised to 150 days as follows: 1. Submission of Concept note -20 days. 2. Submission of Draft Reports and Bid Documents -40 days. 3. Finalization of above documents-55 days. 4. Issuance of RFP-70 Days 5. Evaluation of Bids-100 days. 6. Issuance of LOA-110 days. 7. Signing of Agreement-130 days.</p> <p>(B) It is expected from Consultant to submit conceptual layout master plan and drawings.</p>
3	7.3.2 Total Duration of Services	The Total Duration is approximately 4 months	The Total Duration proposed is approximately 6 months.	Total duration of service is revised to 5 months instead of 4 months as mentioned above.
4	8.2 Notes & Clarification	Remaining stage payment will be done as per the weightage provided in list of projects(schedule 1) depending....	<ol style="list-style-type: none"> 1. No weightage is observed in the list provided in Schedule-1. 2. We would like to propose 85% weightage for projected listed as SI no. 1 in List provided in Schedule 1. And balance 15% for project listed in SI no. 2 in list in Schedule 1. 	60% for Mintohall & 40% for Madhavgarh Fort.

5	<p>8.2 Fee payment Structure</p>	<p>The sum fees payable till Issue of RFP for selection of developer is 30% with the following break up-</p> <ol style="list-style-type: none"> 1. Submission of concept note-5% 2.Submission of draft RFP and Bid Documents-10% 3. Submission of Final Documents & Issue of RFP-15% 	<p>It is proposed that the sum of fees payable till Issue of RFP for selection of developer be considered at 70%-</p> <ol style="list-style-type: none"> 1. Submission of concept note-15% 2. Submission of Draft RFP and Bid Documents-35% 3.Submission of Final Documents & Issue of RFP-20% <p>More clarity is required that entire amount of 30% which is the addition of various milestones till issue of RFP documents, shall be released as a single payment?</p> <p>It is to be clarified the RFP/Bidding documents shall be prepared for both the locations under a single document? Or the Project documentation can be independent?</p> <p>In such case of possibility of both different packages, we request you to clarify the basis of payment for each location.</p>	<p>Fee payment structure is considered as follows:</p> <ol style="list-style-type: none"> 1. On submission of concept note 10% will be paid . 2. 10 % On submission of draft RFP and Bid documents+ 20% on submission of final documents and issue of RFP.Thus 30% will be paid as single payment at this stage. 3 .Issue of LOI- 30% 4. Signing of Lease agreement-30% <p>Independent documents shall have to be prepared for each properties.</p>
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6	8.2 Notes & Clarification	The payment of 30% of the quoted amount will be done after submission, approval and issuance of RFP document.	Payment should be made on approval of every stage and should not be linked to issuance of RFP. Issuance of RFP is primarily Authorities responsibility. The TA has limited support role to play in the process.	Refer point no. 5 above.
7	8.5	The bids shall be evaluated on "LEAST COST BASIS"	In order to select most technically qualified firm, most tenders are awarded on QCBS (80:20). We request the client to evaluate the bids on 80:20 QCBS.	Not acceptable
8	10.3.1 Turnover	<p>The applicant's annual turnover from consultancy work should be minimum Rs. 10.00 crores/annum during the last three financial years i.e. 2012-13, 2013-14 & 2014-15.</p> <p>.</p> <p>.</p> <p>.</p> <p>.</p> <p>2.The applicant's are required to submit copies of audited Balance Sheet and Profit and Loss accounts as well as a Certificate duly signed by the Statutory Auditors certifying the turn over detail.</p>	<p>In this regard we request MP Tourism to consider last three financial years starting from 2011-12, 2012-13, and 2013-14, since under law, the audited financial statements for FY 15 become due only by 30 Sept. 2015.</p> <p>2. TFCI is requesting to make the annual turnover of the company rather than turnover from consultancy.</p> <p>3. In case of listed Firms, Copies of annual audited accounts(annual reports) should suffice the purpose and separate certificate from statutory auditors should not be required. (Turnover, Net worth etc)</p>	<p>Last three years financial years starting from 2011-12, 12-2013,2013-14 will be considered.</p> <p>2. Not acceptable.</p> <p>3. Not acceptable.</p>

9	10.3.2 Technical Capability: Consultancy Team	<p>a) The Applicant firm must have direct Consultancy/advisory experience with atleast 5(five) PSP/PPP based projects during the last 10 years. ie 2005-6 to 2014-15 excluding consultancy/ advisory experience in Roads/Highway sector. b) The projects quoted for experience should be of minimum value of Rs. 30.00 crore each. However, in case of Tourism/Hospitality sector minimum value of project Rs. 15.00 crore will be considered. c) Out of above mentioned 5(five) projects for experience atleast for 3 (Three) projects letter of awards(LoA) have been issued and the development agreement have already been signed between the Government Authority and Private Developer.</p>	<p>The qualification for Team Leader may be revised to include Masters in Civil Engineering/Masters in Urban Planning/Masters in Architecture. Suggested change: MBA(Masters in Finance/Economics) or equivalent. In this regard, we request MP Tourism Department to change the qualification as MBA or equivalent. PGDM or PGDBM can be considered for the key personnel.</p> <p>2.TFCI is requesting that out of 5 projects letter of award should be of two projects instead of three.</p>	<p>The qualification of Team leader- Masters in Civil engineering/Master in Urban Planning/Master in architehture/PGDM or PGDBM will also be considered.</p> <p>2.Out of five projects letter of award will be considered of two projects instead of three.</p>
10	12.11	EMD in form of Bank Draft	<p>We request that BG be also considered. Further, Mechanism of return of EMD of successful and unsuccessful tenderer needs to be stated.</p>	Not acceptable
11	13.1	Evaluation of technical proposal	<p>We Request MP Tourism to adopt "QCBS" as selection method.</p>	Not acceptable

12	17.0	Last date for Submission of Proposal	Considering the request for amendments in the tender documents, possible acceptance of the same by MP Tourism and incorporation of the same in tender documents and subsequent preparation of apt proposals at bidders' end, we request bid submission date to be extended by at least a week/31st July 2015.	Last date for submission of Bid is being extended to 31st July 2015