REQUEST FOR PROPOSAL (RFP) FOR SELECTION OF CONSULTANT AS TRANSACTION ADVISOR ("TA") FOR SELECTION OF A PUBLIC BUS SERVICE OPERATOR UNDER GROSS COST CONTRACT (GCC) BASIS FOR THE METROPOLITAN TRANSPORT CORPORATION (CHENNAI) LTD.

Clarification to Pre-Proposal Queries

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		Applicants should have completed at least 2 similar* projects in India in last 10 years along with necessary proof. Applicant should enclose	should enclose a certificate from the	
1.	Section 2 – Data Sheet, Point No. 16	a certificate from the client/ minutes of meeting issued by client as proof for completion or certificate from an Auditor certifying 100% fee received for such	as proof for completion or certificate from an Auditor certifying 100% fee received for such assignment.	RFP Conditions shall prevail
	Page No 27	*Similar Project Experience – Preparation of Bid Documents/Contracts for City Bus operator, undertaken for a Central/State Government or its entities.	undertaken for a Central/State Government or its entities.	
			Kindly amend the clause for better participation.	

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2.	Section 2: Data Sheet, Point no. 5	Bid Security: Amount - Rs. 20,000/- through Electronic Transfer/Demand Draft	Kind request to exempt Micro, Small and Medium Enterprises (MSMEs) from the payment of Bid Security as per Amendment to the Rule 170(i) of General Financial Rules (GFR),2017 vide Office Memorandum no. F20/2/2014-PPD (Pt) dated 25/7/2017 issued by Ministry of Finance, Govt of India.	Micro and Small Enterprises Iocated within the State of Tamil Nadu are exempted from payment of Earnest Money Deposit against the production of valid registration proof.
3.	Section 2: Data Sheet, Point no. 16	Financial Capacity: The Applicant should have a minimum annual average turnover of INR Fivecrores (Rupees INR 5 crores) as professional fees in the last three financialyears preceding the PDD. For the avoidance of doubt······	F20/2/2014-PPD (Pt) dated 20/9/2016 has provided to relax the priorturnover	Turnover of the SoleApplicant or the Lead Member of the consortium shall only be considered. RFP conditions shall prevail.

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			the PDD. For the avoidance ofdoubt······	
4.	Section 2: Data Sheet, Point no. 16	Similar Project Experience - Preparation Bid Documents/Contracts for City operator, undertaken for a Central/S Government or itsentities.	Bus Preparation of Bid Documents/Contracts for City Bus operator undertaken for a	Refer Addendum/Corrigendum
5.	Section 2: Data Sheet, Point no.4	-	There seems to be a numbering error. It should point no 17.	Refer Addendum/Corrigendum
6.	Section 2: Data Sheet, Point no.4, Sr.No I, Applicant Qualification	Technical Proposal Scoring: S. N Parameter Mark o. I. Applicant Qualification 25 1) Experience in Relevant Assignments* a. Similar Projects undertaken during the last 10 years in India – 5 marks per assignment up to a maximum of 15 marks	process management for the	Refer Addendum/Corrigendum

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications Reply
		b. Advisory assignments with public bus agencies for contract management of	I. Applicant Qualification 25 Experience in Relevant Assignments*
		KPIs/ITS - 2.5 marks per assignment up to a maximum of 10 marks	a. Similar Projects undertaken during the last 10 years in India – 5 20 marks per assignment up to a maximum of 20 marks
			b. One (1) Advisory assignments with public bus agencies for contract management of KPIs/ITS
			The precedents are more for 60% cut-off
		D	score in the technical evaluation.
7.	Section 2: Data Sheet, Point no.4	Last Para Applicants scoring not less than 70% in Technical Proposal shall only bequalified for opening of Cover 2 - Financial Proposal.	Kind request to revise the Last Para of point no 4-section II as follows. Applicants scoring not less than 60% in Technical Proposal shall only bequalified
		-	for opening of Cover 2 - Financial
			Proposal.
			Kindly clarify whether the preparation of Preparation of parking
	Section 3:		detailed Bus specifications and Charging layouts, designs and BOQs for solution specifications are part of the ToR. civil development is not
8.	Terms of		Secondly, do you envisage a separate included in the scope of the
,	Reference		contractor for depot, supportinfrastructure Transaction Advisor.
			and charging infrastructure for e-buses? If
			yes, do the consultant has to run a separate MTC will take up separately

s.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			bid process for the selection of the contractor as part of its TOR? In addition to above, please provide clarity on the responsibility of preparing layouts, design/drawings, specifications and BoQsfor the depot, any support and charging infrastructure for e-buses.	the development of depot as well as development of upstream power connection(till the plot boundary). The chargers inside the depots/terminals are expected to be set up by the bus operator. MTC will earmark land with appropriate access within the depot / premises which will be made available to the GCC Operator. It will be the responsibility of the GCC operator to develop all necessary infrastructure within the allocated land.
9.	Clause 3.4, Section 3: Terms of Reference	Timeline and Payment Schedule [Timeline for Part A: Transaction Advisory Support] S. Deliverable S Timeline (%age of fees)	The two-stage bidding process is generally used for highly complex, capitalor technology-intensive projects where the bidders need time to assess theproject requirement and prepare a proposal. However, the processconsumes a lot of time, and the delivery timelines tend to get extended. Italso increases the cost of the consultants which would be loaded back on	RFP Conditions shall prevail

S.N	Reference in RFP	Description in RFP					Re	equested Revis	sion / Clarific	cations	Reply
		1.	Submission of Final Draft RFQ	from payme nt against Signing Part A				domestic e-bu stry is well ac bidding pro- ect structures	equainted wit cess having		
		2.	Submission of Draft RFP and DCA/Contr act	8 weeks from Contract Signing	25% of payme nt against Part A		Grar prop Hene two	nd Challenge wosed E-bus proce it is suggeste envelopebiddin	which is simil ocurementfor ed to adopt sing or process to		
		3.	Submission of RFQ Evaluation Report	4 Weeks from opening of RFQ Applications	15% of payme nt against Part A		time	e-bus deploym lineof Part A of e revised as follo Deliverable	f the TOR is		
			Issuance of Final RFP & DCA to the shortlisted applicants	-	10% of payme nt against Part A		1.	s	1 Week	of fees) Mobilis ation Advanc	
			Submission of Bid Evaluation Report for RFP	1 Week from opening of Financial Proposals	15% of payme nt against Part A				from Contract Signing	e 10% of the Payme nt Against Part A	

S.N	Reference in RFP	Description in RFP					equested Revis	sion / Clarifi	Reply	
		6.	Signing of Gross Cost contract between MTC and the preferred bidder	-	20% of payme nt against Part A	3.	Submission of Draft RFP and DCA/Contr act Issuance of final RFP & DCA to the shortlisted applicants Submission of Bid Evaluation Report for RFP	Contract Signing 3 Weeks from	20% of the Payme nt Against Part A 20% of the Payme nt Against Part A 30% of the Payme nt Against Part A	
						5.	Signing of GCC contract between MTC and Preferred Bidder.	-	20% of the Payme nt Against Part A	

S.N	Reference in RFP			Descriptio	n in RFP		Requeste	d Revision	/ Clarification	าร	Reply
10.		2	City Bus Speciali st cum Deputy Team Leader	Post Graduat e Degree in Transpo rt Planning or equivale nt.	Minimum 10 years of professional experience with specific experience of working on City Bus Service Projects.	Th cu: Ex	city Bus Speciali	ments for (ty Team	Minimum 10 years of professional experience with specific experience of working on City Bus Service Projects.	lists Legal	REPLY Conditions shall prevail

S.N	Reference in RFP			Descriptio	n in RFP			Requeste	d Revision	/ Clarification	ıs	Reply
		4	Legal Speciali st	Degree in Law	Minimum 10 years of professional experience with specific experience of working on Transportati on Projects.		4	Legal 4 Speciali st	Degree in Law	Minimum 10 years of professional experience		
11.	Clause 3.7.2, Section 3: Terms of Reference	Co Th ex	ontract M ne qualific pert shal	anagement criter land be Pos	ed during P t Support ria for the d st graduatedeg or equivalen	eployed gree in			est to reduc l expert to 2	e the experience e years.	e of	RFP Conditions shall prevail

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		minimum 6 years of post- qualification experience. The expert must have experience of working on projects involving monitoring of Gross Cost Contract /KPI monitoring and evaluation for a public transport agency.		
12.	Pg. 9 Clause 1.4	Proposal Due Date: 28/3/23	We request you to extend the submission deadline by 1 week to 4/4/23	Refer Addendum/Corrigendum
13.	Section 2 Data Sheet, Pg. 27, S.N.	Minimum Project Experience: Applicants should have completed at least 2 similar* projects in India in last 10 years along with necessary proof. Applicant should enclose a certificate from the client/ minutes of meeting issued by client as proof for completion or certificate from an Auditor certifying 100% fee received for such assignment.	We request you to consider 1 similar project instead of 2 as minimum eligibility criteria.	RFP Conditions shall prevail
14.		16. Minimum Eligibility Criteria - Minimum Project Experience: Applicants should have completed at least 2 similar* projects in India in last 10 years along with necessary proof. Applicant should enclose a certificate from the client/ minutes of meeting issued by client as proof for completion or certificate from an Auditor certifying 100% fee received for such assignment. *Similar Project Experience – Preparation of	We request you to amend the clause as 16. Minimum Eligibility Criteria - Minimum Project Experience: Applicants should have completed at least 2 similar* projects in India/Abroad in last 10 years along with necessary proof. Applicant should enclose a certificate from the client/ minutes of meeting issued by client as proof for completion or certificate from an Auditor certifying 100% fee	Refer Addendum/Corrigendum

s.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
	Section 2, Page No 27	Bid Documents/Contracts for City Bus operator, undertaken for a Central/State Government or its entities.	received for such assignment. *Similar Project Experience – Preparation of Bid Documents/Contracts for City Bus operator/Public Transit ITS Scope/Operation Improvement in terms of KPI, schedules, route management undertaken for a Central/State Government or its entities.	
			Reason: Since the experience required within India, countable projects were done on consulting assignments. Modifying the clause will enable more participants to bid.	
15.	Section 2, Page No 27	Minimum Eligibility Criteria	We request you to consider for the project experience, in case of subsidiary having 99.9% above with parent company. Then parent company qualification to be considered for evaluation. Reason: As GCC model is not familiar in India	Experience of applicant / consortium members only shall be considered.
16.	Clause 3.6, Page 34	Team Leader The Team Leader should have experience of leading project team for developing bid documents/ model contracts for at least 1 (one) Gross Cost Contract (GCC) for City Bus service.	yet, this may limit the number of participants. We request you to amend the clause as The Team Leader should have experience of leading project team for developing bid documents/ model contracts for at least 1	RFP Conditions shall prevail

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			(one) Gross Cost Contract (GCC) for City Bus service or /Public Transit ITS Scope/ Operation Improvement in terms preparation of SOP/KPI, Schedules, Route management.	
			Reason: Experience on GCC is limited in India, as consulting role we request you to modify it.	
17.	Clause 3.6, Page 34	City Bus Specialist cum Deputy Team Leader Post Graduate Degree in Transport Planning or equivalent.	We request you to amend the clause as Engineering Degree	RFP Conditions shall prevail
18.	Clause 3.6, Page 34	City Bus Specialist cum Deputy Team Leader The specialist should have worked on advisory assignment for implementing Gross Cost Contract (GCC) in city bus services and monitoring and verifying the GCC KPIs for at least 1 (one) project. Experience of working on bus procurement and operations involving electric bus fleet, with good knowledge of electric bus specifications and charging technology is desirable.	We request you to amend the clause as The specialist should have worked on advisory assignment for implementing Gross Cost Contract (GCC) in city bus services for at least 1 (one) project or defining system operating procedure and preparing KPI to monitor for at least 1 (one) project. Reason: Experience on GCC and electric bus procurement is limited in India, as a consulting assignment. Hence, we request you to modify it.	RFP Conditions shall prevail

s.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
19.	Clause 3.6, Page 35	Financial Specialist	We request you to delete following requirement Experience in GoTN procurement procedures is desirable.	
		Experience in GoTN procurement procedures is desirable.	Reason: As per our understanding, both GCC and Electric bus procurement is not happened in Tamil Nadu till date. This requirement may not relevant at this stage. Hence, we request you to remove.	RFP Conditions shall prevail
			We request you to amend the clause as	
		Legal Specialist	Contract Specialist Any Graduate Degree	
20.	Clause 3.6, Page 35	Degree in Law Experience of Drafting Gross Cost Contracts for city bus services is desirable.	Reason: Generally legal role in the bidding process will be performed by the person working as Project Manager or Contract Specialist. As a good practice, they take opinion from the Legal team	RFP Conditions shall prevail
			who is having Law in practice.	The gampany level incomenge
21.	Clause 5.7,	Insurance	Our company provides workmanship insurance for all employees. We request you to confirm that selected consultant	The company level insurance will be reviewed on a case-to-case basis and maybe accepted
	Page 72		shall submit project specific insurance or company insurance.	depending on the type of the insurance required

s.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
22.	Clause 6.2.1, Page 73	The Client will not normally consider substitutions except for reasons beyond the reasonable control of the Consultant such as retirement, death, medical incapacity among others of key personnel. Similarly, after award of contract the Client expects all the proposed key personnel to be available during implementation of the contract.	'We understand that this assignment completes complete after 3 months during contract management stage. There is no implementation stage for the selected consultant. Please confirm our understanding.	The reference to the phrase "contract" herein pertains to the Transaction Advisory Consultancy
23.	Page 27, Project Data sheet 16. Minimum Eligibility Criteria	Applicants should have completed at least 2 similar* projects in India in last 10 years	We request to relax the condition to showcase experience from last 10 years only and allow for older projects and also the on-going projects.	Refer Addendum/Corrigendum
24.	Page 27, Project Data sheet 16. Minimum Eligibility Criteria	*Similar Project Experience – Preparation of Bid Documents/Contracts for City Bus operator, undertaken for a Central/State Government or its entities.	We request to also allow us to showcase assignments related to feasibility studies/preparation of toolkits for development of PPP project options for bus procurement and assignments undertaken for private bus operators. We also request the client to allow projects related to transaction advisory services for bus terminal or depot development as they are also very relevant. We also request the client to allow for bus procurement as a part of a larger umbrella project.	RFP Conditions shall prevail

s.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
25.	Page 28, Technical Proposal Scoring	b. Advisory assignments with public bus agencies for contract management of KPIs/ITS 2.5 marks per assignment up to a maximum of 10 marks	We request the client to change this criterion to 2.5 marks per city as in some of our assignments, we are working on multiple cities as a part of single project.	Refer Addendum/Corrigendum
26.	Page 34, Technical evaluation – Team composition	Financial Expert: CA/MBA Finance with 8 years' experience, including in bid process management for public transport agency	CRISIL requests experience requirement for financial expert to be reduced to 5 years from 8 years	RFP Conditions shall prevail
27.	Page 34, Technical evaluation – Team composition	Legal Expert: Degree in law with 10 years' experience, including transport projects. Experienced in drafting contracts for city bus projects involving private parties (mandatory) for GCC contracts (desirable)	CRISIL requests experience requirement for legal expert to be reduced to 5 years from 10 years	RFP Conditions shall prevail
28.	Page 34, Technical evaluation – Team composition	Deputation 6 years to be reduced to 4 years	CRISIL requests experience requirement for deputation officer in Part-B of the assignment to be reduced to 4 years	RFP Conditions shall prevail
29.	Page no 9, Proposal Due Date	28-March-2023, Time: 15.00Hrs	CRISIL requests for 15 days extension to the deadline	Refer Addendum/Corrigendum
30.	Cl. 1.4, Page No. 9 & Section 2, Sl. # 12, Page No. 26	Proposal Due Date (the "PDD"): 28-March-2023, Time: 15.00Hrs	We request the Authority to kindly extend the proposal submission date by three weeks from the response to queries in order to give appropriate time to the Consultants for documentation and submission.	Refer Addendum/Corrigendum

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
31.	Section 2, Sl. # 16, Page No. 27	Minimum Eligibility Criteria: Financial Capacity: The Applicant should have a minimum annual average turnover of INR Five crores (Rupees INR 5 crores) as professional fees in the last three financial years preceding the PDD.	Considering the scale of the project, we humbly request the Authority to please revise this clause to read as below: The Applicant should have a minimum annual average turnover of INR 200.00 (two hundred) Cores as professional fees in the last three financial years preceding the PDD.	RFP Conditions shall prevail
32.	Section 2, Sl. # 16, Page No. 27	Minimum Project Experience: Similar Project Experience – Preparation of Bid Documents/Contracts for City Bus operator, undertaken for a Central/State Government or its entities.	We humbly request the Authority to please consider any projects of Preparation of Bid Documents/ Contracts undertaken for a Central/State Government or its entities.	RFP Conditions shall prevail
33.	SECTION 3., Cl. 3.4.1, Part A – Sl.#4, Page 33	Issuance of Final RFP & DCA to the shortlisted applicants Signing of Gross Cost contract between MTC and the preferred bidder 10% of payment against 20% of payment against Part A	- We humbly request the Authority to please provide a specific timeline for the same.	RFP Conditions shall prevail
34.	SECTION 3, Cl. 3.6.2-1, Page 34	Team Leader: Post Graduate Degree in Transport Planning/ Transport Engineering/ Management or equivalent. Minimum 15 years of professional experience with specific experience of working on	We humbly request the Authority to please revise this clause to read as below: Team Leader: Post Graduate Degree in Planning/ Transport Planning/ Transport	RFP Conditions shall prevail

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		Transportation Projects.	Engineering/ Management or equivalent.	
		The Team Leader should have experience of	Minimum 15 years of professional	
		leading project team for developing bid	experience with specific experience of	
		documents/ model contracts for at least 1 (one) Gross Cost Contract (GCC) for City	working on Transportation	
		Bus service.	Projects/Transit Oriented Projects.	
		2 40 302 / 1001	The Team Leader should have experience	
			of leading project team for developing bid	
			documents for any projects undertaken for	
			government entity.	
		City Bus Specialist cum Deputy Team	We humbly request the Authority to please	
		Leader:	revise this clause to read as below:	
		Post Graduate Degree in Transport Planning	City Bus Specialist cum Deputy Team	
		or equivalent.	Leader:	
		Minimum 10 years of professional experience	Post Graduate Degree in Transport	
		with specific experience of working on City	Planning or equivalent.	
		Bus Service Projects.	Minimum 10 years of professional	
	SECTION 3,	The specialist should have worked on	1 1	
35.	Cl. 3.6.2-2,	advisory assignment for implementing Gross	City Bus Service Projects/ Transit	RFP Conditions shall prevail
	_	Cost Contract (GCC) in city bus services and	Oriented Projects.	
		monitoring and verifying the GCC KPIs for	The specialist should have worked on	
		at least 1 (one) project.	advisory assignment for implementing	
		Experience of working on bus procurement	Gross Cost Contract (GCC) in city bus	
		and operations involving electric bus fleet,	services and monitoring and verifying the	
		with good knowledge of electric bus	GCC KPIs for at least 1 (one) project.	
		specifications and charging technology is	Experience of working on bus	
		desirable.	procurement and operations involving	

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
36.	SECTION 3, Cl. 3.6.2-4, Page 34	Legal Specialist: Degree in Law Minimum 10 years of professional experience with specific experience of working on Transportation Projects. The specialist should have experience of drafting contracts for city bus transport projects involving operations through private sector. Experience of Drafting Gross Cost Contracts for city bus services is desirable.	The specialist should have experience of drafting contracts for city bus transport projects involving operations through private sector. Experience of Drafting Gross Cost Contracts for city bus services	RFP Conditions shall prevail
37.	Form Tech 1 and 3, Pages 38 n& 44	POWER OF ATTORNEY	is desirable. We humbly request the Authority to please allow Board Resolution in lieu of Power of Attorney.	Refer clause 1.10.4 d. A Board resolution may be submitted in lieu of PoA.
38.	Section 2- Data Sheet Point Minimum Eligibility Criteria Page	Applicant Qualification 1(B) Advisory assignments with public bus agencies for contract management of KPIs/ITS- 2.5 marks per assignment up to a maximum of 10 marks	Documentary Proof required for the Minimum Project Experience as stipulated on Page No. 27 mandates completion certificate issued by the client. Given the nature of contracts for contract	Refer Addendum/Corrigendum

S.N	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
	No. 28 – Technical Proposal Scoring		management of KPIs/ITS the contract period for the same may be for 5 years to 10 years. In such a scenario documentary proof to demonstrate minim project experience as client certificate is not possible to be procure as the projects may be ongoing.	
			As the contract management of KPIs/ITS are usually ongoing, DIMTS request you to please consider experience of 1(one) year of contract management of KPIs/ITS (Applicant Qualification 1. b) along with necessary documentary proof demonstrating a one-year experience instead of completion certificate.	