

**EMPANELMENT OF CONSULTANCY FIRMS FOR VARIOUS SECTORS/ SUB SECTORS/ FUNCTIONAL AREAS**

**Clarification to Pre-Proposal Queries**

<b>S. No.</b>	<b>Reference in RFP</b>	<b>Description in RFP</b>	<b>Requested Revision / Clarifications</b>	<b>Reply</b>
1.	Section B, 2.1, Page 6 of 26	Applicant shall have been in business in India for at least 7 (seven) years prior to the submission of its Application for the empanelment	We request you to relax this criteria for 6 years so as to allow organizations with suitable technical experience to participate and to make the process more competitive.	Refer Addendum/Corrigendum I
2.	Section B, 2.3.1, Page 6 of 26	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. Fees received from tax/ audit advisory or tax/ audit consultancy or tax/ audit services will not be considered	We request you to relax the annual turnover from 5 Crores to 3 Crores.	Refer Addendum/Corrigendum I
3.	Clause 2.2(d) – Page 13 – Empanelment Evaluation Criteria	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.	Due to Covid 19, our business in the field of professional consultancy services has been badly impacted upon and consequently annual financial turnover from consultancy services has dropped drastically during covid and non covid years.  In view of the above scenario, we request you to bring down the minimum eligibility criteria for annual average during last 3 financial years turnover years to Rs. 2.25 Crores	Refer Addendum/Corrigendum I
4.	Clause 2.3.1	<b>The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have</b>	The Applicant should have an average revenue (defined as consulting/advisory services fee) of at least Rs.2.00 crores in the last three completed financial years. Fee received from tax/audit advisory or tax/audit consultancy or tax/ audit services will not be considered (except in case of	Refer Addendum/Corrigendum I

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		<b>should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.</b>	Independent Auditors, for whom revenue from audit advisory/audit consultancy /audit services will be considered). The Applicant should also have Positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year. OR The Applicant should have a revenue (defined as consulting/advisory services fee) of at least Rs.4.00 crores in any one financial year during the last three completed financial years. Fee received from tax/audit advisory or tax/audit consultancy or tax/audit services will not be considered (except in case of Independent Auditors, for whom revenue from audit advisory/audit consultancy /audit services will be considered). The Applicant should also have Positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year	
5.	Page 10	Similarly, Curriculum Vitae of Key personnel, who have more than 10 years of relevant experience in proposed sector/sub-sector/functional area is to be provided in Form 10	We request you to reduce the relevant experience from 10 years to 7 years for the key personnel.	Refer Addendum/Corrigendum I
6.	Page 13	The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas.	We request you to reduce the completed assignments from 3 assignments to 2 assignments for each of the proposed sub-sectors	RFP Conditions shall prevail

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7.	Page 13	The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment.	We request you to consider 70% of professional fee payment proof as proof of completion instead of 100% professional fee.	RFP Conditions shall prevail
8.	Section A, Clause 11 Pg. no 5 of 26	Tender Fee of Rs. 20,000/-	We request you to provide exemption for MSME registered consultants, please confirm  Copy of MSME registration for the same is attached	No exemption for MSME registered Firms is provided. Applicants to submit the Tender Fee.
9.	Section A, Clause 11 Pg. no 5 of 26	The Applicant must be submitted online through the e-Procurement process as specified in the RFP on or before 15.00 hours on 05-09-2023.	We request you to provide time extension by 3 weeks for submission of bid upon receipt of pre-bid queries response	Refer Addendum/Corrigendum I
10.	Section B, Clause 2.3.1 Pg. no 6 of 26	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. Fees received from tax/ audit advisory or tax/ audit consultancy or tax/ audit services will not be considered (except in case of Independent Auditors, for whom revenue from audit advisory/audit consultancy/audit services will be considered). The	As per the company's act 2013 and Income tax act 1961 private limited company is permitted time till 30th September for completion of financial audit and issue audited financial reports. We are accordingly in the process of finalizing the audited report for FY2022-23. In view of the above, request you to consider the annual turnover for the following three years (FY-2019-20, FY-2020-21, FY2021-22).	If the financial capability and audited statements are not available for FY2022-23, then the financial capability and audited statements for previous three years ((FY-2019-20, FY-2020-21, FY2021-22) can be submitted with an undertaking that the latest

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		Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.		year account is yet to be audited.
11.	General Information – Page 6	3.2 Empanelment does not necessarily mean that a job will be assigned to the Empanelled Consultancy Firms. The Government Departments/Agencies may, if necessary, call for tenders from the empanelled list of consultants on Quality cum Cost Based Selection (QCBS)/ Least Cost Selection (LCS) method for engagement to provide services.	In case where TNIDB, Government dept. / Agencies engage the services of Empanelled consultant, what will be the consultancy charges for the same?  Please clarify.	The consultancy charges will depend on the scope of work mentioned in the RFP for the specific assignment and will vary on case to case basis.
12.	Request for Qualification Section C, clause 2.2, Point a (Page no.13/26)	have been in business in India for at least 7 (seven) years prior to the submission of its application for the empanelment;	Request to reduce the prior existence of the firm to 5 years so as to allow Organisations with suitable technical experience to participate & aid startups and thus make the process more competitive  We request that the text be altered to” have been in business in India for at least 5 (Five) years prior to the submission of its application for the empanelment;”	Refer Addendum/Corrigendum I
13.	Request for Qualification Section C, clause 2.2, point d (Page no. 13/26)	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have positive net worth in each of the last 3 completed financial	Relaxation of Financial Criteria so as to allow Organisations with suitable technical experience to participate and the make the process more competitive. (We are recognised as a Category ‘D’ (Micro) MSME (UAM No. – TN02D0156946) by the Ministry of Micro, Small, and Medium Enterprises. As per The Ministry of Micro, Small,	Refer Addendum/Corrigendum I

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		years as on 31st March of the respective financial year.	<p>and Medium Enterprises (MSME) released a policy circular on 10th March 2016 for “Relaxation of Norms for Startups and MSMEs in Public Procurement on Prior Experience – Prior Turnover criteria”. And Our team has rich prior experience working in consultancy &amp; transaction advisory projects and we carry rich on-ground geographical experience across sectors.)</p> <p>We request that the text be altered to” The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.1.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year." Or The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year. However, the Applicant recognised as MSMEs should have an average annual turnover of Rs. 1 Cr in the past three Financial Years.</p>	
14.	Section B: Clause 5, Subclause 5.17 Page No. 10	Applicants are requested to ensure that the experiences cited in the Forms 7 & 8 are relevant to the sub-sectors under the	How many projects/assignments should be mentioned in the CV for every sub-sector? Also, will experiences in just one functional area of a sub-	Refer Addendum/Corrigendum I

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		main sector for which the empanelment Application is being submitted. Similarly, Curriculum Vitae of Key personnel, who have more than 10 years of relevant experience in proposed sector/sub-sector/functional area is to be provided in Form 10	sector make the person eligible for all the functional areas of that sub-sector?	
15.	Section C: Clause 2, Subclause 2.2 (c) Page No. 13	The Applicant should have completed at least 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion)	The RFQ document mentions about 7 Sectors, comprising of 22 Sub-sectors. There are 7 Functional Areas for all the 22 Sub-sectors. We want to understand that if any firm is applying for empanelment for all the 22 Sub-sectors, does it need to submit details of 3 completed assignments for all the functional areas for all the sub-sectors. If yes, this would make the firm submit at least 462 assignment details (22x7x3 assignments). Please let us know if our understanding is correct. As per alternate interpretation, a firm to be empanelled in all the sectors, it must have completed at least 3 assignments in all the subsectors and these 3 assignments could be from any of the functional area. In such scenario, for example any firm which has completed 3 legal assignments in each of the subsectors (B1, B2 and B3) of Commercial Sector (Sector B) would qualify to take up projects of any of the 7 functional areas of the Commercial Sector. Please let us know if this understanding is correct.	For Functional Area 1, 2 and 3, Applicants should have completed atleast 3 assignments for each of the sub-sectors.  It is clearly mentioned in the RfP that Functional Areas 4, 5, 6 and 7 are "Single Empanelment across all Sector/Subsector". Hence, 3 assignments (across any one or multiple sub-sectors) shall be considered for each of the Functional Areas 4, 5, 6 and 7.

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16.	Section C: Form 2 (Row number 1.2, Requirement number ii) Page No. 15	ii. Has the Applicant been penalized by any organization for poor quality of work or breach of contract in the last five years prior to the Application Due Date? Yes/No	We request the authority to consider the following requirement: ii. Has the Applicant been penalized by any government organization for poor quality of work or breach of contract in the last five years prior to the Application Due Date? Yes/No	Refer Addendum/Corrigendum I
17.	Section C Point 2.2 (b) Page No. 13	The Applicant should have undertaken advisory assignments related to development of infrastructure projects in the proposed Sectors/Sub-sectors/Functional Areas in India or abroad and only such assignments shall be considered for evaluation. Applicant's experience on projects / assignments undertaken in the previous 10 years prior to the Application Due Date shall be considered for evaluation	We request the authority to have marking scheme as per the number of projects undertaken by the key professional.  Authority can also specify the minimum & maximum number of projects for the key personnel in each sub-sectors of the respective sectors.	RFP Conditions shall prevail  Refer Addendum/Corrigendum I
18.	Form 5 Page No. 20 Financial Capability of the Applicant	Applicant to enclose copies of Audited Balance Sheet and Profit & Loss Statement for the last 3 financial years	We request the authority for considering the last 3 financial years from FY 2019-20 onwards	Refer reply to S.No. 10
19.	2.3.1	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years.	The financial criteria shall be modified to an average revenue of atleast Rs 2.00 Crores in the last three completed financial years	Refer Addendum/Corrigendum I
20.	2.2	Applicant: a. shall have been in business in India for at least 7 (seven) years prior to the submission of its Application for the empanelment; and	The general criteria shall be modified as a. shall have been in business in India for at least 3 (three) years prior to the submission of its Application for the empanelment	Refer Addendum/Corrigendum I

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21.	List of Sectors/Sub-Sectors/Functional Areas at Page no:- 3/26		Bidder understands that “Refinery and Petrochemical Plants” shall be considered as eligible assignments under the sub-sector of “Industries”.  TNIDB to kindly consider and confirm	Yes
22.	Form-9 & Form 10 :- Summary of Key Personnel available with Applicant (Summary and CV of personnel with 10+ years of experience are only to be provided) and CV of Key Personnel at Page no:- 24/26 and 25/26		It is to kindly inform that the Bidder has more than 2600 Employees on its payroll and majority of these have graduate and higher qualifications in various disciplines with experience more than 10 years. Accordingly, it is requested to kindly provide specific requirement/no. of key personnel to be provided, since providing the CVs of all the Key Employees of the Bidder may not be possible at the bidding stage.  TNIDB to kindly consider and confirm.	Refer Addendum/Corrigendum I  Details of only few key personnel to be provided
23.	RFQ Pg. no. 5	Firms shall apply individually only. No Consortium is allowed	It is understood that consortium in form of Joint Venture as well as Association, both is not allowed. Request you to allow participation of consortium firm to bid in this tender	RFP Conditions shall prevail
24.	Section A, 11, Pg. no. 5	The Applicant shall furnish as part of its Application, a Tender Fee (non-refundable) of Rs.20,000/- (Rupees Twenty Thousand Only) to be paid through e-procurement portal.	We request authority to kindly clarify regarding the fees to be paid while applying for multiple sector/sub sector. As per RFP it is understood that while submitting applications for multiple sectors/sub sector/functional Area only single payment is to be sufficient.	Only Single Payment is required, irrespective of the no. of sector/sub sectors/Functional Areas being applied for.



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			Further Firms registered under MSME are exempted for Tender Fees. Kindly clarify whether the same clause apply here?	Refer reply to S.No. 8
25.	Section B, 5.17, Pg. no. 10	Curriculum Vitae of Key personnel, who have more than 10 years of relevant experience in proposed sector/sub-sector/functional area is to be provided in Form 10	Kindly share the list of personnel with required qualification who's CV are to be provided in Form 10. Do we have to access the requirement and submit the suitable CV's as per our understanding?	Refer Addendum/Corrigendum I
26.	Section C, 2.2( c), Pg. no. 10	As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment	Kindly consider the assignment as completed if 90% fee is received, consultant is ready to submit the CA certified proof of payment received. We also request to consider the letter for commencement along with submitted report in absence of payment received certificate. As sometime payment is not received on time even after completing the work	RFP Conditions shall prevail
27.	5 of 26	The Applicant shall furnish as part of its Application, a Tender Fee (non-refundable) of Rs.20,000/- (Rupees Twenty Thousand Only) to be paid through e-procurement portal.	Kindly provide an MSME Exemption on submission of Tender Fee.	Refer reply to S.No. 8
28.	2 of 26	For Functional Area 1 to 3, separate panels will be formed for each Sector/Sub-sector. For Functional Area 4 to 7, Single panel shall be formed across all the Sectors.	For Functional Area 1 to 3, kindly specify if we have to give 3 assignments for each Sub-sector or Sector.  For Functional Area 4 to 7, kindly specify if we have to give 3 assignments for each Sub-sector or Sector or a list of assignments covering multiple sectors can be considered.	Refer reply to S.No. 15
29.	2 of 26	E3 Ports and Harbour, Inland Waterways	For E3, if Valuation Assignments can be considered	No, Valuation Assignments are not considered

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30.	4 of 26	F1. Tourism and Hospitality Projects F2. Recreational Infrastructure	For F1 & F2, if Hotel Projects can be considered	Hotel Projects are to be provided in F1. Tourism and Hospitality Projects
31.	9 of 26	Form -8 Sector/Sub-sector/Functional Area wise project description sheet and relevant proof of completion	Kindly specify if email received from the client or Work Order on our Letterhead with Client Stamp can be considered as Work Order.	No
32.	13 of 26	The Applicant should have completed at least 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit <b>Completion Certificate(s)</b> issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment. <b>(Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).</b>	Kindly specify if Form 26 AS / TDS can be considered as supporting document towards completion of the assignment.	No
33.	11 of 26	Technical/ Engineering Consultants <b>Expected Role</b>	Kindly clarify if the expected Scope of Work of the Consultant will be limited to review of documents and Project Monitoring will be covered in the Scope of Work of the Independent Auditors.  Kindly clarify if Risk Assessment and Financial Analysis, Cost benefit analysis including Financial	Project Monitoring is considered as part of the Scope of Work of Technical/ Engineering Consultants.  Risk Assessment and Financial Analysis, Cost benefit analysis including

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			IRR will be covered in the Scope of Work of the Technical/ Engineering Consultants.  We would request you to kindly consider Techno Economic Viability (TEV) Study / Project Appraisal / Financial Appraisal Assignments for the Technical/ Engineering Consultants.	Financial IRR is considered in the role of Detailed Feasibility Report (DFR) Consultants.  RFP Conditions shall prevail
34.	12 of 26	Independent Auditors  <b>Expected Role</b>	We would request you to kindly consider Lenders Independent Engineer (LIE) / Agency for Specialized Monitoring (ASM) Assignments for Independent Auditors.	RFP Conditions shall prevail
35.	13 of 26	Applicant's experience on projects / assignments undertaken in the previous <b>10 years prior to the Application Due Date</b> shall be considered for evaluation.	Kindly confirm if we can give Assignments prior to 10 years also to the Application Due Date.	Applicant's experience on projects / assignments undertaken in the previous 10 years prior to the Application Due Date shall only be considered for evaluation.
36.	20 of 26	# The Applicant should provide the Financial Capability based on its own financial statements. Financial Capability of the Applicant's parent company or its subsidiary or any associate company will	Kindly specify if Audited Balance Sheet and Profit & Loss Statement for the last 3 financial years can only be considered instead of CA Certificate.	Certificate from Chartered Accountant is required along with copies of Audited Balance Sheet and Profit & Loss Statement

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		not be considered for computation of the Financial Capability of the Applicant.  \$ Applicant to enclose copies of Audited Balance Sheet and Profit & Loss Statement for the last 3 financial years		
37.	Clause 2.2 (a); Page No. 6	Applicant shall have been in business in India for at least 7 (seven) years prior to the submission of its Application for the empanelment	We request the authority to consider Applicants with 6 (six) years of business in India. We request the Authority to revise this clause to read as below: “Applicant shall have been in business in India for at least 6 (six) years prior to the submission of its application for the empanelment	Refer Addendum/Corrigendum I
38.	Section C; (2) Detailed Feasibility Report (DFR) Consultants - Output (Not limited to)	<ul style="list-style-type: none"> <li>• Feasibility reports/Feasibility studies;</li> <li>• <b>Environmental and Social Impact Assessment studies;</b></li> <li>• Market assessment;</li> <li>• Quantification of contingent liabilities;</li> <li>• Detailed Project study reports;</li> <li>• Preliminary social and environmental feasibility analysis;</li> <li>• Risk assessment report;</li> <li>• Project structuring and financial analysis;</li> <li>• Value for money (VfM) assessment;</li> <li>• Cost benefit analysis including financial IRR;</li> <li>• Socio economic benefit analysis including economic IRR;</li> <li>• Risk assessment and risk allocation</li> </ul>	We request clarification regarding ‘Environmental and Social Impact Assessment studies’. As the studies requires special set of expertise, will the board allow subconsulting for such projects?	The conditions regarding sub consulting/sub-contracting shall be covered in RFP specific to the assignment.

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39.	Section C; (2) Detailed Feasibility Report (DFR) Consultants - Output (Not limited to)	<ul style="list-style-type: none"> <li>• Feasibility reports/Feasibility studies;</li> <li>• <b>Environmental and Social Impact Assessment studies;</b></li> <li>• Market assessment;</li> <li>• <b>Quantification of contingent liabilities;</b></li> <li>• Detailed Project study reports;</li> <li>• Preliminary social and environmental feasibility analysis;</li> <li>• Risk assessment report;</li> <li>• Project structuring and financial analysis;</li> <li>• Value for money (VfM) assessment;</li> <li>• Cost benefit analysis including financial IRR;</li> <li>• Socio economic benefit analysis including economic IRR;</li> <li>• Risk assessment and risk allocation</li> </ul>	<p>We request clarification regarding ‘Quantification of contingent liabilities’.</p> <p>What is the criteria basis which the quantification of contingent liabilities is expected to be carried out?</p>	Quantification of contingent liabilities may be applicable for only certain specific assignments. The details shall be shared in the RFP specific to the assignment.
40.	General Query	NA	What will be the scoring criteria for evaluation basis the technical eligibility (CVs, Eligible Project cost and scale, etc)?	There are no scoring criteria. The Applicant meeting the evaluation criteria mentioned in Section B – Clause 2 and Section C – Clause 2 shall be empanelled.
41.	RFQ Pg. no. 5	Firms shall apply individually only. No Consortium is allowed.	It is understood that consortium in form of Joint Venture as well as Association, both is not allowed	No Consortium is allowed in any form

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42.	Section A, 11, Pg. no. 5	The Applicant shall furnish as part of its Application, a Tender Fee (nonrefundable) of Rs.20,000/- (Rupees Twenty Thousand Only) to be paid through e-procurement portal.	We request authority to kindly clarify regarding the fess to be paid while applying for multiple sector/sub sector. As per RFP it is understood that while submitting application for multiple sectors/sub sector/functional Area only single payment is be sufficient	Refer reply to S.No. 24
43.	Section B, 5.17, Pg. no. 10	Curriculum Vitae of Key personnel, who have more than 10 years of relevant experience in proposed sector/subsector/functional area is to be provided in Form 10	Kindly share the list of personnel with required qualification who's CV are to be provided in Form 10. DO we have to access the requirement and submit the suitable CV's as per our understanding?	Refer Addendum/Corrigendum I
44.	Section C, 2.2( c), Pg. no. 10	As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment	Kindly consider the assignment as completed if 90% fee is received, consultant is ready to submit the CA certified certificate as proof of payment received. We request also request to consider the letter for commencement along with submitted report in absence of payment received certificate. As sometime payment is not received on time even after completing the work.	Refer reply to S.No. 26
45.	Page 8 of 26	5. Instructions for Preparation of Application: 5.3 Copies of the References, information, work orders and completion certificates issued by the respective clients certifying the suitability, technical know-how, experience or capability of the applicants shall be submitted by the Applicant which may be verified by Tamil Nadu	Requesting the authority to kindly clarify if only the said Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment ( along with the work order) will be considered satisfactory.	Yes

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	Page 13 of 26	<p>Infrastructure Development Board, if considered necessary.</p> <p>The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).</p>		
46.	Page 24	<p>Form - 9 Summary of Key Personnel available with Applicant (Summary and CV of personnel with 10+ years of experience are only to be provided)</p>	<p>Requesting the authority to clarify if :</p> <ol style="list-style-type: none"> <li>1. The said "10+ years" is the minimum number of years or preferred number of years for the key personnel. Requesting the authority to kindly consider to reduce the number of years for experience to 3 to 5 years.</li> <li>2. If the key personnel needs to be an full time employee on the payroll of the bidding agency. QCI being the apex quality &amp; national accreditation body constitutes of various boards like NABL, NABH, NABCB. Hence, due to its virtue of organisation works with many empanelled</li> </ol>	<p>Refer Addendum/Corrigendum I</p> <p>The employees are not necessarily required to be on the payroll of the Applicant.</p>

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			inspection bodies and experts. Hence we would like clarity on the same.  3. If the "Years with the firm" component has any dedicated marks in evaluation or only the total years of experience carry marks.	Refer reply to S.No. 40
47.	2	For Functional Area 1 to 3, separate panels will be formed for each Sector/Sub-sector. For Functional Area 4 to 7, Single panel shall be formed across all the Sectors	Will there be a cap on the number of the companies empanelled under each Sub-Sector	TNIDB reserves the right to Empanel nil or any number of Firms under any Panel.
48.	4	F. Tourism F1. Tourism and Hospitality Projects F2. Recreational Infrastructure	Will Golf project be considered under F1 or F2  Also certain projects what we have done has been a component under the Tourism project, Can those projects can be submitted for F1.	Golf project may be considered under F2  Applicant to assess the project component and submit the project accordingly.
49.	24	Form-9	Is there any restriction that the employee should have worked minimum number of months in the organization	No such restriction is there
50.	Section A. Invitation for Empanelment – Page 5	11. The Application must be submitted online through the e-Procurement process as specified in the RFP on or before 15.00 hours on 05-09-2023.	The Authority is requested to extend the Last Date for Online Submission of Application to 15.00 hours on 12-09-2023.  Assuming that the authority shall release the responses to the pre-bid queries 1 week after the submission of queries on 08-08-2023, a 4 week timeline is requested for the preparation and	Refer Addendum/Corrigendum I



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			<p>submission of the Application after the release of response to queries.</p> <p>The Authority is requested to change the clause in the RFP notice as follows:</p> <p><b>The Application must be submitted online through the e-Procurement process as specified in the RFP on or before 15.00 hours on 12-09-2023.</b></p>	
51.	<p>Page 6 - Section B. Instructions for Application Process</p> <p>2. General Eligibility Criteria</p> <p>2.3 Financial Criteria</p>	<p>2.3.1. The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. Fees received from tax/ audit advisory or tax/ audit consultancy or tax/ audit services will not be considered (except in case of Independent Auditors, for whom revenue from audit advisory/audit consultancy/audit services will be considered). The Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.</p>	<p>The Authority is requested to increase the criterion for minimum average revenue from Rs. 5.00 Crores to Rs. 50.00 Crores. This will ensure that consultants experienced in working on large projects will participate in the bid and bring their expertise to TNIDB.</p> <p>Additionally, the financial audits of Limited Liability Companies for FY 2022-23 might not have been completed as of August 2023. Hence, the Authority is requested to also consider average revenues for the 3 financial years of FY 2019-20, FY 2020-21 and FY 2021-22.</p> <p>For the same reason, the Authority is also requested to consider the net worth of the Applicants in each of the 3 financial years of FY 2019-20, FY 2020-21 and FY 2021-22, instead of the last 3 completed financial years.</p>	<p>Refer Addendum/Corrigendum I</p> <p>Refer reply to S.No. 10</p>

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			<p>The Authority is requested to change the clause in Section B. Instructions for Application Process, 2. General Eligibility Criteria, 2.3 Financial Criteria, as follows:</p> <p>2.3.1. The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs. 50.00 Crores in the last 3 (three) completed financial years. In case audited revenue for FY 2022-23 is not yet available, the Applicants should demonstrate their average revenues for the 3 (three) financial years of FY 2019-20, FY 2020-21 and FY 2021-22. Fees received from tax/ audit advisory or tax/ audit consultancy or tax/ audit services will not be considered (except in case of Independent Auditors, for whom revenue from audit advisory/audit consultancy/audit services will be considered). The Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year. In case audited net worth for FY 2022-23 is not yet available, the Applicants should demonstrate their net worth for the 3 (three) financial years of FY 2019-20, FY 2020-21 and FY 2021-22.</p>	
52.	<p>Page 6 - Section B. Instructions for Application Process</p> <p>2. General Information</p>	<p>3.1. The validity of empanelment will be initially for a period of 2 years extendable by additional period of 2 years.</p>	<p>The Authority is requested to increase the validity of empanelment from 2 years to an initial period of 5 years extendable by an additional period of 2 years for management consultants. Since typical engagement period for management consultants are for a period of 2-3 years, with a scope for further extension, this will reduce the administrative rework to be done on re-empanelment.</p>	<p>RFP Conditions shall prevail.</p> <p>The validity of the panel is 2 years. Once any consultant is selected by an</p>

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			<p>The Authority is requested to change the clause in Section B. Instructions for Application Process, 2. General Information as follows:</p> <p><b>3.1. The validity of empanelment will be initially for a period of 5 years, extendable by additional period of 2 years.</b></p>	<p>agency/department to undertake an assignment, their timelines are governed by the agreements signed for the particular assignment and not by the panel validity.</p>
53.	<p>Page 7 - Section B. Instructions for Application Process</p> <p>4. Application Submission Procedure</p>	<p>4.1.b. It is mandatory for the Applicant to possess a valid Class-3 Signing and Encryption Digital Signature Certificate in the name of the entity submitting an Application to complete the e-procurement process as per the provisions of Government of India IT Act 2000 with latest amendments.</p>	<p>In the case of a Limited Liability Company, the Authority is requested to consider Class-3 Signing and Encryption Digital Signature Certificate in the name of an Authorized Signatory, authorized by a board resolution for signing of proposals and applications.</p> <p>In the case of Limited Liability Companies, the Class-3 Signing and Encryption Digital Signature Certificate can also be vested with an Authorized Signatory, authorized by a board resolution for signing of proposals/ applications.</p> <p>Hence, the Authority is requested to change the clause in Section B. Instructions for Application Process, 4. Application Submission Procedure as follows:</p> <p><b>4.1.b. It is mandatory for the Applicant to possess a valid Class-3 Signing and Encryption Digital Signature Certificate in the name of the entity submitting an Application to complete the e-procurement process as per the provisions of Government of India IT Act 2000 with latest amendments. In the case of a</b></p>	<p>The authorised signatory signing on behalf of the Applicant is acceptable.</p>

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			<p><b>Limited Liability Company, a valid Class-3 Signing and Encryption Digital Signature Certificate, in the name of an Authorized Signatory, authorized by a board resolution for signing of proposals and applications, will also suffice.</b></p>	
54.	<p>Page 8 - Section B. Instructions for Application Process</p> <p>5. Instructions for Preparation of Application</p>	<p>5.3. Copies of the References, information, work orders and completion certificates issued by the respective clients certifying the suitability, technical know-how, experience or capability of the applicants shall be submitted by the Applicant which may be verified by Tamil Nadu Infrastructure Development Board, if considered necessary.</p>	<p>The Authority is requested to accept self-certification by the Applicant or a CA Certificate in lieu of Work Order or completion certificate for past projects, since these are confidential documents and protected by legal confidentiality agreements between the Consultant and the previous Client.</p> <p>This is in line with the criteria adopted by National Highways Authority of India (NHAI) in appointing consultants for Consultancy Services for formulation of development plan for National Highways/Expressways network for Bharatmala Pariyojana Phase – II (RFP Ref: NHAI/BM/Phase-II/Planning/2021 dated May, 2021).</p> <p>The Authority is requested to change the clause in Section B. Instructions for Application Process, 5. Instructions for Preparation of Application as follows:</p> <p><b>5.3. Copies of the References, information, work orders and completion certificates issued by the respective clients certifying the suitability, technical know-how, experience or</b></p>	<p>RFP Conditions shall prevail.</p> <p>Details, considered to be confidential, may be obscured/ redacted to hide them in the submitted documents.</p>

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			<p>capability of the applicants shall be submitted by the Applicant which may be verified by Tamil Nadu Infrastructure Development Board, if considered necessary. In case the above evidence is confidential, self-certification by the Applicant or a CA certificate can be provided as an alternative.</p>	
55.	<p>Page 9 - Section B. Instructions for Application Process</p> <p>5. Instructions for Preparation of Application</p>	<p>5.8. The Application should comprise of following forms and documents as per the submission format mentioned in table below:</p> <p>S. No. (xii) Audited Balance Sheet and Profit &amp; Loss Account for last 3 completed financial years</p>	<p>The Authority is requested to consider a CA Certificate on the Financial Capability of the Applicant, including revenue from Advisory/ Consultancy Services as well as the Net Worth, in lieu of the Audited Balance Sheet and Profit &amp; Loss Account.</p> <p>Furthermore, as mentioned in Sl. No. 2 of this annexure, the financial audits of Limited Liability Companies for FY 2022-23 might not have been completed as of August 2023. Hence, the Authority is requested to also consider the above CA Certificate on Financial Capability, for the 3 financial years of FY 2019-20, FY 2020-21 and FY 2021-22.</p> <p>The aforementioned certificate on the Financial Capability of the Applicant is already being asked for in S. No. (viii) of the same form.</p> <p>This is in line with the criteria adopted by National Highways Authority of India (NHAI) in appointing consultants for Consultancy Services for formulation of development plan for National Highways/Expressways network for Bharatmala</p>	<p>Refer reply to S.No. 36</p> <p>Refer reply to S.No. 10</p>

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			<p>Pariyojana Phase – II (RFP Ref: NHAI/BM/Phase-II/Planning/2021 dated May, 2021).</p> <p><b>Hence the Authority is requested to remove the requirement of ‘S. No. (xii) Audited Balance Sheet and Profit &amp; Loss Account for last 3 completed financial years’ under Section B. Instructions for Application Process, 5. Instructions for Preparation of Application.</b></p>	
56.	<p>Page 13 - Section C. Empanelment of Consultancy Firms for various Sectors/ Sub-Sectors/ Functional Areas</p> <p>2. Empanelment Evaluation Criteria</p>	<p>2.2.c. The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas.</p>	<p>The Authority is requested to consider empanelment of Management Consultants if they have completed 3 assignments for at least 50% of the sub-sectors under each sector. For instance, under sector “B. Commercial”, there are 4 sub-sectors and for the same, the Applicant should have completed at least 3 assignments under at least 2 of those sub-sectors. Since the entire list of sub-sectors provided is very diverse, the Authority will find it difficult to find management consultants who have worked on at least 3 assignments in each of the sub-sectors.</p> <p>The Authority is requested to change the clause in Section C. Empanelment of Consultancy Firms for various Sectors/ Sub-Sectors/ Functional Areas, 2. Empanelment Evaluation Criteria as follows:</p> <p>2.2.c. The Applicant should have completed at least 3 assignments for at least 50% of the sub-sectors under each of the 7 proposed sectors under any of the functional areas.</p>	Refer reply to S.No. 15

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
57.	Page 13 - Section C. Empanelment of Consultancy Firms for various Sectors/ Sub-Sectors/ Functional Areas  2. Empanelment Evaluation Criteria	2.2.d. The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.	<p>In line with Sl. No. 2 of Annexure 1: RFQ Queries, the Authority is requested to increase the criterion for average revenue from Rs. 5.00 Crores to Rs. 50.00 Crores.</p> <p>Additionally, as mentioned in Sl. No. 2, the financial audits of Limited Liability Companies for FY 2022-23 might not have been completed as of August 2023. Hence, the Authority is requested to also consider the average revenue and net worth for the 3 financial years of FY 2019-20, FY 2020-21 and FY 2021-22.</p> <p>The Authority is requested to change the clause in Section C. Empanelment of Consultancy Firms for various Sectors/ Sub-Sectors/ Functional Areas, 2. Empanelment Evaluation Criteria as follows:</p> <p>2.2.d. The Applicant should have an average revenue (defined as consulting/ advisory services fees) of at least Rs. 50.00 Crores in the last 3 (three) completed financial years. In case, audited revenue for FY 2022-23 is not yet available, the Applicants should demonstrate their average revenues for the 3 (three) financial years of FY 2019-20, FY 2020-21 and FY 2021-22. The Applicant should also have should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year. In case, audited net worth for FY 2022-23 is not yet available, the Applicants should demonstrate their average net</p>	<p>RFP Conditions shall prevail</p> <p>Refer reply to S.No. 10</p>

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			worth for the 3 (three) financial years of FY 2019-20, FY 2020-21 and FY 2021-22.	
58.	Page 20 - Form 5. Financial Capability of the Applicant.	<p>The Authority has requested for 'Revenue from Advisory Services/ Consultancy Fees' and 'Net Worth' for FY 2020-21, FY 2021-22 and FY 2022-23.</p> <p>Additionally, the Authority has also requested the Applicant to enclose copies of Audited Balance Sheet and Profit &amp; Loss Statement for the last 3 financial years.</p>	<p>As mentioned in Sl. No. 2 of this Annexure, the financial audits of Limited Liability Companies for FY 2022-23 might not have been completed as of August 2023. Hence, the Authority is requested to also consider 'Revenue from Advisory Services/ Consultancy Fees' and 'Net Worth' for the 3 financial years of FY 2019-20, FY 2020-21 and FY 2021-22.</p> <p>Furthermore, as mentioned in Sl. No. 6 of this Annexure, the Authority is requested to consider a CA Certificate on the Financial Capability of the Applicant, including 'Revenue from Advisory Services/ Consultancy Fees' and 'Net Worth', in lieu of the Audited Balance Sheet and Profit &amp; Loss Account.</p> <p>Hence, the Authority is requested to insert an additional clause as part of Form 5. Financial Capability of the Applicant, stating that:</p> <p>In case, audited 'Revenue from Advisory Services/ Consultancy Fees' and 'Net Worth' for FY 2022-23 is not yet available, the Applicants should provide a CA certificate demonstrating their 'Revenue from Advisory Services/ Consultancy Fees' and 'Net Worth' for the 3 (three) financial years of FY 2019-20, FY 2020-21 and FY 2021-22. In case such a CA</p>	<p>Refer reply to S.No. 10</p> <p>Refer reply to S.No. 36</p>



S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			certificate is provided, the Applicant is not mandated to enclose copies of Audited Balance Sheet and Profit & Loss Statement for the last 3 financial years.	
59.	RfP Section B, Clause 2.1, Page No. 6	2 General Eligibility Criteria: 2.1 Applicant should have experience in advising in the development of infrastructure projects in the proposed Sectors / Sub-sectors / Functional Areas. 2.2 Applicant: a. shall have been in business in India for at least 7 (seven) years prior to the submission of its Application for the empanelment; and b. shall have an operational office in India at the time of submission of its Application for the empanelment (Proof shall be attached).	2.1 We clarify that Koninklijke HaskoningDHV Groep B.V. (Royal HaskoningDHV Group) is the ultimate Parent Company of 'HaskoningDHV Consulting Private Limited' registered in India as per the Indian Companies Act, 1956 (No. 1 of 1956). Royal HaskoningDHV Group holds all the shares in HaskoningDHV Consulting Pvt. Ltd. through its International holding company. Hence we request authority to consider the experience the mentioned entity for the eligible assignments.	Only the experience of the Applicant shall be considered.  The parent company/the subsidiary/Associate Company may opt to apply as separate Applicants, if all of them wish to be empanelled.  The subsidiary shall showcase only project in its own name and not of the parent/ Associate company and vice versa.
60.	RfP Section B, Clause 2.3.1, Page No. 6 and Section C, Clause 2.2(d), Page No. 13	2.3 Financial Criteria: 2.3.1 The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs. 5.00 Crores in the last 3 (three) completed financial years. Fees received from tax/ audit advisory or tax/ audit consultancy or tax/ audit services will not be considered	We also request TNIDB to increase the Average Revenue criteria Rs. 50 Crores in the last three completed years (i.e. 2019-2020, 2020-2021 and 2021-2022). Please confirm	Refer Addendum/Corrigendum I

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		(except in case of Independent Auditors, for whom revenue from audit advisory/audit consultancy/audit services will be considered). The Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year		
61.	Form 4, Power of Attorney, Page No. 18	Power of Attorney for Signing of Application	For Authorised Signatory, Board Resolution is acceptable as Power of Attorney for signing of Proposal. Please confirm	Yes
62.			We request you to include Partnership Companies also to be eligible for empanelment.	Kindly refer Section B – Clause 1.5 of the RFQ
63.			<p>Since we are in the service sector, we request you not to consider the financial turnover. The reasons being</p> <ul style="list-style-type: none"> <li>• Due to pandemic and lockdown in 2020 - 2021, we had restricted our practice.</li> <li>• Though we are handling large scale projects, since scores are awarded for financial bids, we are quoting low to get involved in the project due to our passion. This has resulted in lesser turnovers. For Example we recently completed a 200 crores worth World Class Botanical Garden project successfully. According to Indian Institute of Architects norms, we were eligible for 5% on the cost of the project which would be 10 crores. On the contrary our fee was much less. We were</li> </ul>	Refer Addendum/Corrigendum I

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			involved in this project since 2010, it was shelved and hence we were keen to complete it	
64.	Section B- 2 Instructions for Application Process, Page 6	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year	It is requested to kindly modify the clause as “The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.3.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.”	Refer Addendum/Corrigendum I
65.	Section A - Invitation for Empanelment Point 11, Page 5	The Application must be submitted online through the eProcurement process as specified in the RFP on or before 15.00 hours on 05-09-2023. The Applicant shall furnish as part of its Application, a Tender Fee (non-refundable) of Rs.20,000/- (Rupees Twenty Thousand Only) to be paid through e-procurement port	GPCL Consulting Services Limited is a Ministry of Micro Small and Medium Enterprises (MSME) registered company. Z  We seek that the Tender Fee be waived under MSME.	Refer reply to S.No. 8
66.	Section C- Empanelment of Consultancy Firms for various Sectors/ Subsectors/ Functional Areas, Page 11-12	Technical/ Engineering Consultant- To conduct an independent technical assessment of a project or technical due diligence	We notice that the roles of independent engineer and independent auditor both involve independent assessment. Since our firm provides independent engineer services, we request clarification on whether this would be classified under Technical/Engineering Consultant or Independent Auditor	Independent engineer services shall be covered under Technical/Engineering Consultant

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
67.	Section C-Empanelment of Consultancy Firms for various Sectors/ Subsectors/ Functional Areas, Page 11	Technical/ Engineering Consultant-Under Output (not Limited to) • Impact Assessment Studies • Environmental and social Impact Assessment Studies	We notice that impact assessment studies are listed under the scope of Technical/Engineering Consultants. Typically, such studies require interdisciplinary expertise beyond just technical/engineering fields. We request clarification on whether consultants with expertise in areas like environmental sciences, social sciences, economics etc. can also be considered for empanelment to undertake impact assessment studies	Kindly submit experience related to Impact Assessment Studies
68.	Bid Submission deadline	The Application must be submitted online through the e-Procurement process as specified in the RFP on or before 15.00 hours on 05-09-2023.	The RFQ document is extensive with detailed forms and prerequisites. Additional time will allow us to prepare a comprehensive proposal as per the requirements. We would request you to kindly extend the deadline by 2 weeks till 19-09-2023.	Refer Addendum/Corrigendum I
69.	Page 8 of 26 - Clause 5.5	Applicants are required to submit their Applications with a tender fee (non-refundable) of Rs.20,000/- (Rupees Twenty Thousand only) to be paid through e-procurement portal.	Request you to exempt tender fee for MSME firm	Refer reply to S.No. 8
70.	Page 13 of 26 – Clause 2.2(c)	The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment.	Kindly clarify whether in a Detailed Design Consultancy contract where the design part is completed and substantiated with a status certificate from the client, can be considered as an eligible project under design consultant?	Yes

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		(Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).		
71.	Page No. 05	11. The Application must be submitted online through the e-Procurement process as specified in the RFP on or before 15.00 hours on 05-09-2023	We request the authority to extend the date of submission by at least 10 days from the release of Corrigendum/ Response to Queries.	Refer Addendum/Corrigendum I
72.	Page No. 2	Functional Areas: (Broad role for each of the functional area is provided in Section C)	We would request the authority to kindly confirm if the same projects can be showcased/ repeated in different Sector/ Sub sectors meeting the required eligibility criteria.	Same projects can be showcased/ repeated in different Sector/ Sub sectors meeting the required eligibility criteria.
73.	Page No. 6	Clause 2. General Eligibility Criteria: 2.2 Applicant: a. shall have been in business in India for at least 7 (seven) years prior to the submission of its Application for the empanelment; and	We understand that we need to submit out incorporation certificate/certificate of registration as proof for fulfilling this criteria.  Kindly confirm.	Yes, proof such as incorporation certificate/ certificate of registration, other applicable proof shall be submitted.
74.		Clause 2.2 c. The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the	We request the authority to consider substantially completed projects (80% complete) under this category.	RFP Conditions shall prevail

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).		
75.		Clause 2.2 c. The Applicant should have completed atleast 3 assignments for each of the proposed sub-sectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).	We understand that we can showcase government and private assignments in all sectors and sub sectors.  Kindly confirm	Yes, both government and private assignments can be showcased
76.	Pg. No. 3 The sectors, sub-sectors and Functional Areas for which the empanelment is sought is given	(B) Commercial (B1) Development of Satellite towns/Residential Townships	It is our kind request to consider works executed under Smart City Mission under this clause along with Satellite towns and modify the clause as below; (B1) Development of Satellite towns/Smart Cities/ Residential Townships	RFP Conditions shall prevail
77.	Pg. No. 13 (2) Empanelment Evaluation Criteria 2.2. (B)	The Applicant should have undertaken advisory assignments related to development of infrastructure projects in the proposed Sectors/Subsectors/Functional Areas in India or abroad and only such assignments shall be considered for	Kindly allow us to showcase project experience undertaken during last 15 years in order for us to showcase our Technical expertise in depth along with experience with Private Sector organizations. We request you to kindly modify the clause as below; The Applicant should have undertaken advisory assignments related to development of	RFP Conditions shall prevail

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		evaluation. Applicant's experience on projects / assignments undertaken in the previous 10 years prior to the Application Due Date shall be considered for evaluation	infrastructure projects in the proposed Sectors/Sub-sectors/Functional Areas (Government/ PSU/ Private) in India or abroad and only such assignments shall be considered for evaluation. Applicant's experience on projects / assignments undertaken in the previous 15 years prior to the Application Due Date shall be considered for evaluation	
78.	Pg. No. 13 (2) Empanelment Evaluation Criteria 2.2. (C)	The Applicant should have completed atleast 3 assignments for each of the proposed subsectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).	We request you to modify this clause by considering the experience of ongoing assignments as well in order to highlight relevant similar experience being executed by the firm. Kindly modify the existing clause as below; The Applicant should have experience of completed / ongoing atleast 3 assignments for each of the proposed subsectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a Certificate issued by the Chartered Accountant certifying receipt of 50% professional fee for the assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion, if applicable).	RFP Conditions shall prevail
79.	Pg. No. 13 (2) Empanelment Evaluation Criteria 2.2. (C)	The Applicant should have completed atleast 3 assignments for each of the proposed subsectors under any of the functional areas. As a proof completion of the assignment, the Applicant is required to submit Completion Certificate(s) issued by the client or a	We request you to kindly clarify whether repetition of projects are allowed to be showcased under various functionalities, if applicable as per the scope of work.	Refer reply to S.No. 72  Refer reply to S.No. 15

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		Certificate issued by the Chartered Accountant certifying receipt of 100% professional fee for the assignment. (Copy of LOI/ LOA/ Work Order/ Agreement to be provided along with the proof of Completion).	Also, kindly clarify the number of assignments that are to be showcased in case applying for empanelment for any Sub Sector	
80.	Pg. No. 6 and 13 Financial Criteria and (2) Empanelment Evaluation Criteria 2.2. (D)	The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year	In order for the Empanelment to include firms that are Technically competent and can handle large infrastructure assignments and the risks involved with their execution. We request you to kindly modify the clause as below; The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least INR.100.00 Crores in the last 3 (three) completed financial years. The Applicant should also have positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year.	Refer Addendum/Corrigendum I
81.	Pg. No. 24 Summary of Key Personnel available with Applicant	Summary and CV of personnel with 10+ years of experience are only to be provided)	It is our request to kindly allow the firm to showcase summary and CV of personnel with 5+ years of experience in the relevant sector and functional areas.  Also, kindly clarify if there is any limit to the number of CVs to be provided.	Refer Addendum/Corrigendum I  Refer reply to S.No. 22
82.	Additional Clause	Parent company/ Associate Company	We request the authority to consider the Credentials of parent company/ subsidiary company /Associate Company of the bidder. Multi-National Companies have different organizations/subsidiaries to deliver varied set of	Refer reply to S.No. 59



S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
			services to clients in India to avoid institutional risks. Considering this aspect, we humbly request the authority to allow the Credentials of the parent company/ subsidiary company /Associate Company of the bidder to be incorporated which has been an established and widely operational company in India for more than 20 years and is undertaking the advising of Government projects	
83.	Additional Clause	Indemnity Clause	We would request the authority to kindly add the indemnity clause under the Terms of Reference	RFP Conditions shall prevail
84.	Additional Clause	Limitation of liability clause	We would request the authority to kindly add the Limitation of liability clause not exceed the total contract value under the Terms of Reference	RFP Conditions shall prevail
85.	Additional Clause	Non-Solicitation	We would like to request you kindly add the non-Solicitation clause under the Terms of Reference	RFP Conditions shall prevail
86.	Additional Clause	Non-Exclusivity	We would request the authority to kindly add the Non-Exclusivity clause under the Terms of Reference	RFP Conditions shall prevail
87.	Additional Clause	Retention of copies of confidential information and Compelled Disclosure of Confidential Information	<b>Retention of copies of confidential information and Compelled Disclosure of Confidential Information</b> clause under the Terms of Reference	RFP Conditions shall prevail
88.	Page 5 – Empanelment	11. The Application must be submitted online through the e-Procurement process as specified in the RFP on or before 15.00 hours on 05-09-2023. The Applicant shall furnish as part of its	We request to kindly consider relaxation / exemption of the condition of the payment of Tender Fee for companies registered under MSME category with Government of India.	Refer reply to S.No. 8

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		Application, a Tender Fee (non-refundable) of Rs.20,000/- (Rupees Twenty Thousand Only) to be paid through e-procurement portal.		
89.	Section A. Invitation for Empanelment Page 2 Of 26	Point no. 5 In this regard, the Chief Executive Officer, TNIDB, proposes to empanel Consultancy Firms for assisting various Government Departments and Agencies implementing infrastructure projects and may require project advisory assistance from TNIDB. The empanelment is proposed to be done for the following Functional Areas and Sectors/ Subsectors: .....	From the RFQ, we presume that the consultancy firm/ company can participate in one or multiple sectors or sub-sectors defining the functional areas w.r.t. the given sectors or sub-sectors in the RFQ. Please confirm.	Yes, the Applicant can apply for multiple Sector/Sub Sector/Functional Area
90.	Section B. Instructions for Application Process 2 General Eligibility Criteria Page 6 of 26	2.1 Applicant should have experience in advising in the development of infrastructure projects in the proposed Sectors/ Sub-sectors/ Functional Areas	We presume that the experience such as preparation of Feasibility Report and Detailed Project Report, Project Management Consultancy/ Independent Engineer/ Project Engineer/ Owners Engineer works as well as Third Party Inspection works/ supervision and quality control works carried out for any infrastructure project can also be considered as 'experience in advising in the development of infrastructure projects' Please confirm	The activities undertaken for infrastructure project shall be under the Functional Areas for the sector/sub-sectors mentioned in the RfP.
91.	Section No. C (2) 2.2 Page No. 13 of 26	d. Average Revenue - The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years. The Applicant should also have should also have	As the Financial Audit for the FY 2022-23 is not completed for us as well as many other bidders too, we request you to please consider last 3 completed financial years till 2021-22 (i.e., FY 2019-20, FY 2020-21, and FY 2021-22) Please confirm.	Refer reply to S.No. 10

S. No.	Reference in RFP	Description in RFP	Requested Revision / Clarifications	Reply
		positive net worth in each of the last 3 completed financial years as on 31st March of the respective financial year		
92.	Pg.: 6, Clause: 2.3	2.3.1 The Applicant should have an average revenue (defined as consulting/advisory services fees) of at least Rs.5.00 Crores in the last 3 (three) completed financial years	.3.1 The Applicant should have an annual revenue (defined as consulting/ advisory services fees) of at least Rs.5.00 Crores in any one of the last 3 (three) completed financial years	Refer Addendum/Corrigendum I
93.			The Applicant for Architectural Category should have an annual revenue (defined as consulting/ advisory services fees) of at least Rs.5.00 Crores in any one of the last 3 (three) completed financial years.	Refer Addendum/Corrigendum I

**Chief Executive Officer  
TNIDB**