

Name of Work: "Request for Expression of Interest for empanelment of Financial Consultants for evaluation of bids in NHIDCL for the year 2018-19 and 2019-20"

Reply to Pre Bid queries

Query No.	RFP Clause			Bidders Query	NHIDCL's Reply
	ClauseNo.	Name	Text requiring clarification		
1.	2(1)	Annexure-I Essential Qualification	Length of Experience of the firm to provide Financial Consultancy Services for Bid Evaluation in a Government Organisation/ Central or State PSU dealing in Infrastructure/Construction/ Highway sector.	<p>In India outsourcing of financial consultancy work was started by the Govt. Authorities from 2005 onwards, therefore, seeking experience of the firm to provide financial consultancy services for Bid Evaluation for more than 20 years is not feasible.</p> <p>In view of the above, we request you to modify the said clause as under:</p> <p><i>"Maximum 20 marks as follows: i. Above 10 Years – 20 marks ii. from 05 to 10 years – 10 marks"</i></p>	As per RFP

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2.	2(3)	Annexure-I Essential Qualification	Number of qualified key personnel engaged in the firm, having experience stipulated in scope of work (The applicants/ firms have to furnish CVs of the key personnel engaged by the firm).	<p>A. Please provide no. of key personnel required for each Technical, Financial and Legal Expert. As per RFP EOI mentioned only each expert.</p> <p>As per our understanding we have to provide only one team containing 1 financial expert, 1 technical expert and 1 legal expert. Further, the work of NHIDCL involves the evaluation of Bids only for which 1 team is sufficient.</p> <p>Furthermore, payment proposed under this tender is also not much which justified the involvement of more than 1 team.</p> <p>Therefore, we request you to modify the said clause as under:</p> <p>"20 marks for providing 1 team containing 1 financial expert, 1 legal expert and 1 technical expert."</p> <p>B. Kindly Clarify whether in case we fulfill the minimum criteria of Team as give under point 8 of Annexure II and also provide key persons as Financial</p>	<p>A. As per RFP</p> <p>B. In addition to one team as stipulated in the Scope of work, individual key experts in either field (i.e, Technical, Financial or Legal) will be considered for evaluation</p>

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				<p>Expert or Legal Expert to qualify for maximum marks under Annexure – I, Point No. 2, Sub point 3 of Table, then</p> <p>in such case, all the key persons will be count for the marking?</p> <p>In other words, kindly clarify whether only the set of team of 3 persons will consider for marking or individual key experts in either field (i.e, Technical, Financial or Legal) will be considered?</p>	
3.	2(4)	Annexure-I Essential Qualification	Number of Financial Expert / Legal Expert as per scope of work, engaged in the firm having additional educational qualification of B. Tech (Civil) in addition to Chartered Accountant/ Cost Accountant/ Law degree. (The applicants/ firms have to submit proof thereof along with their proposals).	There is no such match between two extreme streams of education, i.e. Finance and Engineering. These two are totally different subject matter. Further, as per guidelines of ICAI, a C.A. holding Certificate of Practice cannot hold a B.Tech degree. Therefore, you are requested to modify this requirement accordingly and allow the financial consultant to engage a Technical person holding B.Tech (Civil) degree.	Deleted as per corrigendum -I

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4.	2(5)	Annexure-I Essential Qualification	<p><u>Level of Client Satisfaction</u> (Only First 4 Certificates shall be considered for evaluation).</p> <p>i. 5 marks for each client Certificate with outstanding/Excellent,</p> <p>ii. 3 marks for Very Good, and</p> <p>iii. 2 marks for satisfactory service.</p>	<p>A. Obtaining of Completion Certificate from the Government Authority is not an easy task and further to get the same with the words Outstanding / Excellent/ Very Good is not practically possible. Government Authorities issues the certificates stating that the work was satisfactory/ to the satisfaction of the Authority. Further, if the work of consultant was not upto the mark, then no government authority issues the completion certificates to them. Instead of asking the certificates with the specific language on the certificates increase the pre-bid activities in order to check the efficiency of the consultancy firm.</p> <p>Therefore, we request you to modify the said clause as under:</p> <p>"Maximum 20 marks as follows:</p> <p>i. 2 marks for each client certificates"</p> <p>B. Kindly Clarify whether the First Four Certificates as mentioned in the table will</p>	A. Revised as per Corrigendum –I

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				counted from different four organizations or any four project certificate from a single organization will be counted?	B. More than one certificate from a single organization will also be counted for evaluation
5.	2(6)	Annexure-I Essential Qualification	Sound Financial standing of the Applicants/ Firms in terms of Average annual financial turnover, during the last three years i.e. 2014-15, 2015-16 and 2016-17, (Certificate duly signed by CA must be enclosed).	Normally a Consultancy firm in the field of Bid Process Management can hardly manage to achieve the turnover of even Rs. 1 Crore, because of low fee structure offered by Govt. authorities as well restriction for concentration of work in the hand of few consultants, therefore we request you to modify the said clause as under: "Maximum 20 marks as follows:	As per RFP

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				i. Above 02 Crore = 20 marks ii. Upto 02 Crore = 15 marks iii. Upto 01 Crore = 10 marks iv. Below 01 Crore = 05 marks	
6.	2	Annexure-II (A) Scope of work	The Financial Consultant will be paid bid evaluation fees of Rs.10,000/- (Rupees Ten Thousand Only) +applicable GST per bidder in a bid.	We request you to please increase the fee to some reasonable level, as a sum of Rs. 10,000/- plus GST per Bid is on the very lower side as compared to the efforts involved in the evaluation. Therefore, we request you to increase the fee to Rs. 20,000/- plus applicable service tax per bid in order to justify the cost & efforts involved of financial, technical and legal experts in the professional assignment of national interest.	As per RFP
7.	3	Annexure-II (A) Scope of work	In case of delay, an amount of Rs.500/- per day of delay will be recovered from the payable amount subject to maximum 50% of total fees otherwise admissible to Financial	Please delete this clause, as the fees offered is at such a low level that no one can afford to accept this penalty clause. Even if you look at the track record of the consultants, they had always	As per RFP

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			Consultant.	delivered on time.	
8.	-	Annexure-II (C) Mode of Payment	The Assignment fees @ Rs. 10,000 per bidder (plus applicable GST) shall be released to the firm on the successful completion and acceptance of the bid evaluation report in NHIDCL. NHIDCL shall generally release the payment within 15 days of receipt of bill duly certified by the concerned Technical Division, however NHIDCL shall not pay interest on any delayed payment.	There should be provision for the interest payment @ 12% p.a. on delayed payments. As per our past experience, consultants are not getting their payments on time, as NHIDCL has to take approval from MoRTH and has certain other internal approval procedures, which normally delayed the payments for a long time.	As per RFP

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9.	D (iv)	Annexure-II (D) Performance Guarantee	The Consultancy firms who will qualified for empanelment have to submit Performance Security of Rs. 1,50,000/-.	We are requested to delete this clause, as we are also provide similar nature of services to NHAI, where we are handling big infrastructure projects of national interest and no such performance Security has been submitted.	As per RFP