

**Consultancy Services for Master Plan, Detailed Feasibility Report, Detailed Technical Report, Transaction Advisory and Construction Contract Administration for Creation of Safari World and Night Safari Facilities at Arignar Anna Zoological Park, Vandalur, Tamil Nadu, India**

**Response to RFP Pre-proposal Queries – 9**

**02/04/2021**

S.No.	Ref. Page No. and Clause No. in the RFP	Ref. Clause in the RFP	Consultants' Queries	Client Response	New Addendum Required
1.	Page 4	Last date & time for submission of Proposals	We were in the process of preparing the tender document for submission; however, we are facing lockdown here since 15th March, 2021 due to COVID19 and our preparation hampered a lot. We know that you had already extended the period but we would again request for some extension considering the current pandemic situation.	Last date & time for submission of Proposals is hereby revised to 21 <sup>st</sup> April 2021	Yes
2.	Page 4	Last date & time for submission of Proposals	With reference to your above mentioned tender, we are very keen to participate in the said tender but due to the Covid -19 pandemic Situation in our location, there is total Lockdown. Therefore, we humbly request you to Extend the date of bid submission by 1 - 2 Weeks.	Last date & time for submission of Proposals is hereby revised to 21 <sup>st</sup> April 2021	Yes
3.	Page 4	Last date & time for submission of Proposals	Considering a number of holidays in end of March / first week of April, we request you to kindly allow us extension of 15 days for the bid submission.	Last date & time for submission of Proposals is hereby revised to 21 <sup>st</sup> April 2021	Yes
4.	Page 8, Clause 12.2 (iii)	PART B The bidder (Sole firm / JV / Consortium) should have minimum experience of at least three similar scale projects (such as Zoo/ Night Safari/ Day Safari/ Amusement Park/ Theme park/ Eco-Tourism / etc.) for cost and complexity, with land development area of not less than 25 hectares and Total Project Cost each not less than Rs.200 crores, and involving scope of work and scope of services and the technical competency requirements are: (a) Transaction Advisory – for selection of Development Partner, Operations Partner and Construction Contractor (b) Construction Contract Administration / Project Monitoring Consultant (PMC)	It is stipulated that we are required to have completed 3 similar projects of a 25ha and Rs200 crores, however the requirement is for a completion Certificate.  Our team has only on file one project with a completion certificate, but others with Agreements and Letters of Agreements.  We humbly request that Agreements and Letters of Acceptance also be considered.	Refer to Addendum No 5 for revised requirements	Yes
5.	Clause No: 12.2, Minimum Eligibility Criteria, Page No 8	PART A The bidder (Sole firm / JV / Consortium) should have minimum experience of at least one Zoo Master Planning & Development projects out of which at least one Zoo safari project (development of Day Safari and/or Night Safari), with land development area of not less than 20 hectares and Total Project Cost each not less than Rs. 200 crores, and involving scope of work and scope of services and the technical competency requirements are: 1. Zoo Master Plan and Detailed Feasibility Report (DFR) 2. Detailed Technical Report (DTR)	1. In most cases, international master planners get involved only in concept master planning for such tourism projects. Detailed feasibility study, detailed master planning and technical reports (Essentially Detailed Project Reports or DPRs) are mostly undertaken as part of a separate consultancy mandate. 2. Limiting to Zoo master planning will make the eligibility very restrictive. Tourism master plans for large areas is similar in nature & scope and may be included.  Requested Revision : Part A The bidder (Sole firm / JV / Consortium) should have minimum experience of at least one Zoo or	No change in RFP	No

Sd / Principal – Tourism, TNIFMC

			Tourism master plan project, with land development area of not less than 20 hectares and Total Project Cost each not less than Rs. 200 crores, and involving scope of work and scope of services and the technical competency requirements are: (a) Master Plan OR (b) Detailed Project Report (DPR)		
6.	Clause No: 12.2, Minimum Eligibility Criteria, Page No 8	PART B The bidder (Sole firm / JV / Consortium) should have minimum experience of at least three similar scale projects (such as zoo, night safari, Day safari, Amusement park, theme park, eco-tourism, and such like projects) for cost and complexity, with land development area of not less than 25 hectares and Total Project Cost each not less than Rs.200 crores, and involving scope of work and scope of services and the technical competency requirements are: a) Transaction Advisory – for selection of Development Partner, Operations Partner and Construction Contractor b) Construction Contract Administration / Project Monitoring Consultant (PMC)	1) In most cases, scope of transaction advisor is limited till selection and on-boarding of the Development partner (in case of PPP projects) OR Operations partner (in case of PPP-OMT projects) OR Construction contractor (in case of EPC projects). 2) Further, it is very difficult to have a project experience which will be a combination of the transaction advisory experience & contract administration or PMC. 3) Furthermore, transaction advisory of tourism projects is very similar in nature to the other sectors mentioned. Hence, the “such like projects” should include tourism projects like hotels, resorts, convention centres, exhibition centres also. Such tourism projects are typically smaller in land area, with similar project costs. Hence, requirement of minimum land area should be removed.  Requested Revision :  PART B The bidder (Sole firm / JV / Consortium) should have minimum experience of at least three similar scale projects (such as Zoo, Eco-tourism, Amusement park, Theme park, Hotel, Resorts, Convention Centre, Exhibition Centre and Recreation centres) with Total Project Cost of each not less than Rs. 100 crores, and involving scope of work as: (a) Transaction Advisory – for selection of Development Partner OR Operations Partner OR Construction Contractor OR (b) Construction Contract Administration OR Project Monitoring Consultant (PMC)	Transaction Advisory and Construction Contract Administration both experiences need not be in the same project. It is accepted to show in different projects No change in RFP	No
7.	Clause No: 12.3 (ii), Technical Proposal –	Project Experience: 10 marks For bidders who have designed, evaluated and completed upto maximum 5 similar projects, scores will be calculated as below for each project. Note even if more than 5 projects submitted, only maximum 5 will be considered for scoring. a) 2 points each zoo safari (development of day safari and / or night	Tourism is a related sector to Zoo. Hence, scope of marking should be expanded to tourism projects also. Also, we recommend inclusion of transaction advisory experience for the marketing scheme to allow management consultants to participate in this bid.	No change in RFP	No

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	Project Experience Page No 9	<p>safari) master planning and development project, with land development area of not less than 25 hectares, and involving scope of work and scope of services and the technical competency requirements are:</p> <p>(i) Zoo safari master plan and detailed feasibility report (DFR) (ii) Detailed Technical Report (DTR) b) 1 point each</p> <p>Zoo master planning and Development project, with land development area of not less than 50 hectares and involving scope of work and scope of services and the technical competency requirements are:</p> <p>(i) Zoo master plan and Detailed Feasibility Report (DFR) (ii) Detailed Technical Report (DTR)</p>	<p>Requested Revision :</p> <p>We request the client to modify the criteria: For bidders who have designed, evaluated and completed upto maximum 5 similar projects, scores will be calculated as below for each project. Note even if more than 5 projects submitted, only maximum 5 will be considered for scoring.</p> <p>a) 2 points each: Zoo or Tourism master plan projects, with land development area of not less than 25 hectares, and involving scope of work and scope of services and the technical competency requirements are: (i) Master plan OR (ii) Detailed Project Report (DPR) OR b) 1 point each: Similar scale projects (such as Zoo, Ecotourism, Amusement park, Theme park, Hotel, Resorts, Convention Centre, Exhibition Centre and Recreation centres, with Total Project Cost each not less than Rs. 100 crores, and involving scope of work and scope of services and the technical competency requirements are: (i) Transaction Advisory – for selection of Development Partner OR Operations Partner OR Construction Contractor OR (ii) Construction Contract Administration OR Project Monitoring Consultant (PMC)</p>		
8.	Annexure 2, Page 59	<p>Proof of Completion: Certificates from the Client by way of documentary proof. If the consultant is not able to produce the Clients completion certificates, they have to submit LoA with scope of completed services together with the declaration on completion by the bidder with certification from the Statutory Auditor and the same shall be attested by Notary Public as a documentary evidence. Only completed assignments will be evaluated.</p>	<p>In absence of a Statutory Auditor, please accept certification from the Chartered Accountant firm, which audits the bidder's financial statements.</p> <p>Requested Revision :</p> <p>Proof of Completion: Certificates from the Client by way of documentary proof. If the consultant is not able to produce the Clients completion certificates, they have to submit LoA with scope of completed services together with the declaration on completion by the bidder with certification from the Statutory Auditor / Chartered Accountant and the same shall be attested by Notary Public as a documentary evidence. Only completed assignments will be evaluated.</p>	No change in RFP	No
9.	Page 54	<p>Strategy / Real Estate Expert II, a) Total professional experience Min. 12 years</p>	<p>Second tier of key staff, other than Team Leaders may be kindly allowed to have experience of 10 years. This will allow easy availability of such staff for the engagement duration</p> <p>Requested Revision :</p> <p>Please modify this to: II, a) Total professional experience</p>	No change in RFP	No

			Min. 10 years		
10.	Page 55	Landscape Architect II, a) Total professional experience Min. 15 years	Second tier of key staff, other than Team Leaders may be kindly allowed to have experience of 10 years. This will allow easy availability of such staff for the engagement duration Requested Revision : Please modify this to: II, a) Total professional experience Min. 10 years	No change in RFP	No
11.	Page 55	Sr MEP Engineer II, a) Total professional experience Min. 15 years	Second tier of key staff, other than Team Leaders may be kindly allowed to have experience of 10 years. This will allow easy availability of such staff for the engagement duration Requested Revision : Please modify this to: II, a) Total professional experience Min. 10 years	No change in RFP	No
12.	Page 55	Sr Structural Engineer (Design) II, a) Total professional experience Min. 15 years	Second tier of key staff, other than Team Leaders may be kindly allowed to have experience of 10 years. This will allow easy availability of such staff for the engagement duration Requested Revision : Please modify this to: II, a) Total professional experience Min. 10 years	No change in RFP	No
13.	Page 54	Sr. Structural Engineer (Design) II) Essential Experience b) Experience in multi-story building more than six floors Min. 10 years experience Structural Design adopting latest technology including national & international experience	Requirement of international expertise will make this profile very restrictive. Kindly make it flexible with experience in any geography. Requested Revision : Please modify this to: II) Essential Experience b) Experience in multi-story building more than six floors Min. 10 years experience Structural Design adopting latest technology.	Refer to Addendum No 5	Yes
14.	Page 54	Sr. Market Analyst Education Qualification – Any degree with MBA	Market Analyst doesn't need to have MBA degree. Most Market Analysts in consulting firms are a mix of engineers, planners and MBA graduates. Requested Revision : Please modify this to: Education Qualification – Graduate in any discipline	No change in RFP	No