

**MAHARASHTRA STATE TEXTILE CORPORATION LIMITED**

APPOINTMENT OF PROJECT MANAGEMENT CONSULTANTS FOR PREPARATION OF TWO SEPARATE DETAILED PROJECT REPORTS (DPR) FOR ESTABLISHING GARMENT PARK/ APPAREL PARK AND USE THE LAND FOR ALLIED COMMERCIAL PURPOSE AT EMPRESS MILLS, NAGPUR AND NARSIGIRJI MILLS, SOLAPUR

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**GIST OF DISCUSSIONS HELD AT PRE-BID MEETING HELD ON  
14<sup>th</sup> March, 2017 AT 14:30 HRS MSTC AT REGISTERED OFFICE**

List of participants is annexed as annexure-A. All the participants had submitted their queries in writing by e-mail which are reproduced hereunder along with MSTC's proposal subject to approval of appropriate Government authority

**SUMMARY OF THE QUIRES RAISED BY PERSPECTIVE BIDDERS**

<b>Party Name</b>	<b>Nature of Query</b>	<b>Comments of MSTC</b>	<b>Changes if any proposed to be made in Bid Document</b>
<b>(1) CHAITANYA SHREE DEVELOPERS:</b>			
(i)	Is consortium of consultant can be from any part of India and the lead consultant should have relevant experience in Maharashtra?	Yes. Consortium of consultant can be from any part of India. However as per Explanation to Claus 25 , the eligibility criterion of the lead consultant only will be considered so as to fulfill eligibility criterion.	No Change proposed
(ii)	The tender document states that EMD exemption is allowed, pls confirm under what conditions EMD exemption is allowed?	There is no clause in tender document for grant of exemption for EMD	No Change proposed
(iii)	With whom the final discussion will take place, who is the authority for such discussion and final decision maker?	With Managing Director and other Govt., officials as may be decided.	No Change proposed
(iv)	Is it compulsory to take part in both the location site and only one DPR for one location can be prepared?	There are two separate Bid process, hence Bidder can participate for One Bid. But if Bidder participates for both the bids and if he is awarded job for Both the Bids then he is required to submit two separate DPR for both the locations within the time line specified.	No Change proposed
(v)	Is it compulsory to participate for both the locations?	No	No Change proposed.

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(vi)	Can the entire team for this project be taken from outside? If the firm does not have staff competent for this DPR is not within the firm / company?	Please refer clause 26 of Bid document. Bidders are required to fulfill the criteria as per Clause-26.	No Change proposed
(vii)	Can the entire contract be given or subletted after getting the assignment from MSTC?	No. There is no such provision in the Bid document.	No Change proposed
(viii)	What Is the Format of presentation; kindly provide detailed information for presentation?	This has been clarified in Clause-31 of Bid document.	No Change proposed
(ix)	Which Act or law gives MSTC permission/ authority to call tender for DPR preparation?	MSTC is a registered Govt Company having PAN and having separate legal equity. As a legal person it has full powers to Invite Bid	No Change proposed
(x)	Will all the architects, contractor, supplier and other vendors working in this project, appointed by the DPR preparing agency, or separate tenders will be called for this, for example : appointment of architect is done as per COA (council of architecture ) norms for any project undertaken by state or central government. Pls provide clarification on appointment of professionals under this tender document?	The successful bidder is expected to complete all such jobs at his level and cost. No separate fee will be paid by MSTC . <b>This is for the bidder as per Bid conditions ; Clause – 26 of Bid document.</b>	No Change proposed
(xi)	Should the bidder have a permanent office in the local site – Nagpur & Sholapur?	Yes. in Maharashtra. Refer clause 25.4	No Change proposed
(xii)	Is there any binding of choosing the team other than mentioned in tender document? are government retired officers can be taken into team bidder team ?	Refer clause 26. Consultant's team shall consist of the various key personnel with the required professional qualifications. Bidder can have additional staff of his choice at his cost.	No Change proposed
(xiii)	Can PPP, urban planner, cluster planner and financial expert be taken from outside the bidders company for this assignment on contract basis ?	Bidder is free to take services of any special expert person at his cost and consequences subject to Compliance of Clause 26	No Change proposed
(xiv)	<u>Clause no. 34.3 Page no 15</u> Point No 4n - To reduce the range of marks based on turn over criteria	The marking system is decided considering all aspects of the Job hence not possible	No Change proposed

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
(xv)	Clause 36 Page No 16 point No 36.1: If the project Demands for a special work expert will it be allowed to replace it after award of work	Bidder is free to take services of any special expert person at his cost and consequences subject to Compliance of Clause 26	No Change proposed
(xvi)	Clause 13.2 Page No 22: Payment milestones need to be revised. 80% on submission of Final DPR	The job involves Project management consultant and he is required to be associated with the Project till its Commissioning and implementing. Hence 40% of Fees will be paid on Project Completion	No Change proposed
<b>(2) CHETTIAR CONSULTING ENGINEERS:-</b>			
(i)	Provide us the existing master plan in Autocad format with existing infrastructure along with open space	We do not have these details or it can be provided to successful Bidder. Prospective bidder is advised to visit site and have exact idea of existing infrastructure along with open space. Certain aspects will have to be considered by the Bidder in DPR by making due diligence.	No Change proposed
(ii)	What is the current ground coverage and FSI utilised so far		No Change proposed
(iii)	What is the Maximum ground coverage and maximum FSI allowed in that region		No Change proposed
(iv)	Provide us the soil investigation report in order to understand SBC capacity of the soil for development plan		No Change proposed
(v)	Provide us the utilities connection points and capacities like power supply, Water Supply, Sewage and drainage		No Change proposed
(vi)	Whether the plot will be transferred to the new PPP owner or will it be on lease basis		The DPR should consider all such various options with financials for each such option thereof so as to make the project financially viable, sustainable and employment oriented.

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
(vii)	Whether MSTC is ready to participate in the investment to what extent	The Land of MSTC its self will be Investment of MSTC. We do not anticipate any financial investment. Further, the selected developer is expected to raise the funds on his own and not by mortgaging land of MSTC on project side.	No Change proposed
(viii)	Is developer entitled to demolish any structure and rebuild a new structure to maximise the FSI	This should be specified in DPR.	No Change proposed
(ix)	Is developer entitled to construct a new structure to maximise the FSI	The DPR should consider all such various options with financials for each such option thereof. Project Management Consultant should clarify in DPR so as to envisage more revenue and employment.	No Change proposed
(x)	Is developer entitled to Modify any existing structure depending on the end use		No Change proposed
(xi)	Whether MSTC would exit over a period of time from the PPP company or remain one of the partner forever		No Change proposed
(xii)	What is PU land in Nagpur	Some portion of land reserved for Public Utilities by authority on subdivision of the Big Plot .Bidder should undertake due diligence. The land shown in the map is as is where is basis.	No Change proposed
<b>(3) INFRASTRUCTURE DEVELOPMENT CONSULTING SERVICES :</b>			
(i)	Apart from Companies, other constitutions such as Partnership / LLP firms, Proprietorship firms registered under the Bombay Shops and Establishment Act should also be considered. This is so because many CA firms and Architectural firms shall be deprived of participating in this RFP if it is not considered.	Any person fulfilling the eligibility criterion can apply. Subject to compliance of Clause-25 of Bid document.	No Change proposed
(ii)	Along-with experience in Textile sector, experience in Real Estate PPP projects costing more than Rs. 100 crores should also be considered as experience.	The Job being very special we have considered relevant experience only as indicated in Clause-25.2 of Bid document.	No Change proposed

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
(iii)	We understand that a consortium of firms i.e. Financial Advisory Firm and Architectural Advisory Firm can apply for this RFP and the qualifying requirements should be considered for the consortium as whole. MSTC could specify that the Lead Member should meet the Financial criteria. But the technical experience of other consortium members should be considered. Similar procedure is generally adopted by various PPP Cells across states in India and also the Department of Finance, Govt. of India follows this pattern for empanelment of its Advisors. If such a procedure is not adopted then allowing consortium bidding is not at all useful.	This clause is inserted as per suggestions received in the previous Bid Process and approved by HPC. Explanation Clause is added at the end of Clause-25 of Bid document.	No Change proposed
<b>(4) KALAYOJAN :</b>			
(i)	Eligibility criteria of the non-lead JV partner should be considered while assessing eligibility criteria (the idea of JV / consortium is that with the help of the JV partners, the lead member would comply with all the eligibility criteria)	This clause is inserted as per suggestions received in the previous Bid Process and approved by HPC. This should be as per explanation clause inserted at the last of clause 25 of Bid document. .	No Change proposed
(ii)	Kindly elaborate on the contents of presentation needs to be done on 05.04.17 and we request you to kindly extend it by two weeks	We are in process of considering extension of date . <b>Accordingly, the Revised time table is proposed at end of Table.</b> Presentation should be as per clause-31 of Bid document.	<b>Revised Schedule Given</b>
<b>(5) PAWAN TECHNO CONSULTANCY PVT. LTD.:</b>			
(i)	<b>Point No 25.2:</b> The experience in the consultancy work should be considered for planning, designing & supervision for any infrastructure projects.	The Job being very special we have considered relevant experience only as per clause 25.2.	No Change proposed

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
(ii)	<b>Point No 25.5:</b> Minimum average annual turnover for the last 3 years and Net Worth should be relaxed upto Rs. 5.00 crores only.	As suggested during previous pre-bid meeting we have reduced this criteria to 10 Crores from 50 and 150 Crores.	No Change proposed
(iii)	<b>Point No 25.6:</b> The Bidder should have provided consultancy service... for project cost of not less than Rs. 50 Crores individually or Rs. 100 Crores jointly in any one of the project in the last three years. <u>It should be relaxed to Rs.25 Crores and Rs.50 crores respectively.</u>	Looking to the project cost and revenue generation, we do not envisage any change in Clause 25.6.	No Change proposed
(iv)	1) Experience of working with Central/ State Government varying from minimum 3 to more than 10 crores .... Point No 34.3 Value of job and period completion not mentioned.	This is for the bidder to envisage about the value of job and period of completion.	No Change proposed
(v)	2) Marking for financial strength of the consultant varying from 10 crores to more than 100 crores. .... Is it a consultancy fees or value of the job done? (completed) If it is consultancy fees received, requirement appears to be on much higher side.	It a consultancy fees	No Change proposed
(vi)	<b>1)</b> Period of presentation should be increased by 15 days. <b>2)</b> Presentation should be asked to the bidder, who will be successor after opening of e-envelope. As presentation is costly work which requires 4 to 5 lakhs expenses which is unjustifiable.	Since Presentation shall also carry marks the, acceptance of request is not possible. <b>Period of presentation is extended as indicated below.</b>	No Change proposed
<b>(6) TECHNOPAK :</b>			
(i)	<b>Point No 25.4:</b> We would like to understand what we mean by “permanent office” in Maharashtra. And What document we need to submit under this.	Contact place with enough infra facility is ok. This should be supported by documentary evidence like electricity bills and NOC of the owner if it is not in the name of the bidder.	No Change proposed

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
<b>7) THE STRATEGIST HUB :</b>			
(i)	Proposals from Partnership/LLP firms and Proprietorship firms should also be considered for fair and widespread participation.	Any person fulfilling the eligibility criterion can apply	No Change proposed
(ii)	For the Qualifying Criteria, technical experience of other consortium members should also be considered otherwise there is no utility of allowing Consortium bidding.	The explanation clause is inserted as per suggestions received in the previous Bid Process and approved by HPC. Ultimately Lead member will be responsible for completing the job	No Change proposed
(iii)	Experience of other Urban Infrastructure projects should be considered along with experience in Textile sector projects.	<b>Relevant experience as specified in Clause-25.2</b>	No Change proposed
<b>(8) KPMG ADVISORY SERVICES PRIVATE LIMITED :</b>			
(i)	<b>Point No .25 Eligibility Criteria 25.2</b> In this regard, it is requested to kindly consider consultancy experience in large infrastructure development projects which includes strategy development/ DPR preparation/feasibility study/ etc. which covers the relevant scope as expected in the RFP document. Moreover, the experience across large SEZ, Industrial parks and methodologies involved may be leveraged to be utilized in this project.	The Job being very special we have considered relevant experience with appropriate turn over and Net worth as indicated in clause-25.	No Change proposed
(ii)	<b>Point No .25 Eligibility Criteria 25.6</b> Request to relax this criteria to consider the experience of consultancy firm in provided consultancy services including DPR preparation /feasibility study / bid process management /PMC services for large infrastructure projects/ SEZ/Ind. parks/city corporations for project cost of not less than Rs. 5 Cr individually or Rs.10 Crores jointly in any one of the project in the last five years.	Looking to the project cost, revenue and employment generation, Clause 25.6 is proper which has been approved by HPC.	No Change proposed

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
(iii)	<b>Point No .25 Eligibility</b> Request to relax this criteria to consider experience of any member of consortium to fulfill eligibility criterion	This clause is inserted as per suggestions received in the previous Bid Process and approved by HPC.	No Change proposed
(iv)	<b>26, Key Personnel:</b> Request to relax this criteria where in the <u>PPP expert</u> should have assisted in financial closure of the project costing at least Rs. 50 crore Request to relax this criteria where in the <u>Cluster Development expert</u> should have experience in mobilization of at least 50 crore (Rs. Fifty Crores only) under cluster development.	Since the criterion are decided after taking in to consideration various aspects of Jobs involved it can not be changed. This is clarified in para-(ii) above.	No Change proposed
(v)	<b>Marking for Past Experience:</b> Request to kindly relax this criteria to consider only consultancy experience and to remove fully Completed Work as many projects specially PPP projects have large durations and may still be ongoing and may not be fully completed.	This clause is inserted as per suggestions received in the previous Bid Process and approved by HPC.	No Change proposed
(vi)	<b>Preparation of bid</b> Request to provide 45 days for each DPR preparation and total project duration of 90 days including bid document preparation for each DPR.	Since the criterion are decided after taking in to consideration various aspects of Jobs involved it can not be changed. Bidders are expected to use his expertise.	No Change proposed
(vii)	<b>Bid Submission</b> Request to provide extension of 3 weeks for bid submission. i.e. till 17th April 2017.	Since the criterion is decided after taking in to consideration various aspects of Jobs involved it can not be changed. However we have extended date of presentation	No Change proposed
<b>(9) FORTRESS INFRASTRUCTURE ADVISORY SERVICES :</b>			
(i)	<b>Clause 25 - Eligibility Criteria – Explanation :</b> In our view the Consortium/JV is formed to strengthen the experience towards the	This explanation clause is inserted as per suggestions received in the previous Bid	No Change proposed



Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
	maximum scoring in Eligibility Criteria. However we request you to consider the combined experience of Consortium/JV towards the Eligibility Criteria.	Process and approved by HPC.	
(ii)	<p><b>Clause No. 26 (Pg.10) : Key Personnel</b>  There are no marks allocated for proposed Key personnel in the criteria of the technical evaluation. Hence request you to modify it as follows:  1) PPP Expert : 8 Marks 2) Urban Planner : 4 Marks 3) Cluster Development Expert : 4 Marks 4) Financial Expert : 4 Marks</p>	<p><b>Since marking system has been approved by HPC. This cannot be considered favourably.</b></p>	No Change proposed
(iii)	The Revenue Generation can be derived from the Financial Viability Analysis, which has to be prepared on the basis of detailed assessment of the Demand & Supply Characteristics of the project area. Hence we request you to relax these criteria at the stage of bidding and the marks of the same to be adjusted accordingly.	The Bidder is expected to demonstrate during presentation with facts and figures how he is expected to generate revenue to MSTC hence marks are allotted	No Change proposed
(iv) (A)	We request you to modify the marking for Financial Strength. The emphasis should be given to the variety of projects undertaken by the Consultant and successful completion of the scope of services. Hence we request you to reconsider this criteria	Since the criterion is decided after taking into consideration various aspects of Jobs such as revenue, project cost, employment generation are involved it can not be changed.	No Change proposed
(iv) (B)	We hereby request you to remove the marking for Net Worth of Consultant and the same can be adjusted to Key Professionals	Since the criterion is decided after taking in to consideration various aspects of Jobs as stated above in para-(iv) (A) are involved, it can not be changed.	No Change proposed
(v)	The time period allotted for preparation of DPR is very short. Also there is not time mentioned for finalization of DPR. Hence we hereby request to reconsider the activity wise time period:	We have decided to extend period of presentation. Except this, no change is proposed	

Party Name	Nature of Query			Comments of MSTC	Changes if any proposed to be made in Bid Document
	S. No.	Description	Period		
	1	Inception Report	30 Days from date of Offer Letter		
	2	Draft DPR	45 days from approval of Inception Report		
	3	Final DPR	15 days from approval of Draft DPR		
	4	Preparation of Bid, & 2 separate final DPR	20 Days (15 days for Draft Bid Docs & 5 days for final Bid docs) from approval of final DPR		
	5	Bid Evaluation & award of Contract	10 from opening of Bids		
	6	Draft Development Agreement	10 days from selection		
(vi)	As inferred from perusing the mentioned Clauses, the MSTC wishes that the Consultant provide Project Management Services in addition to Preparation of DPR & Bid Process Management. However the Scope of Services expected by MSTC during the Project Management Stage has not been elucidated in the overall Scope of Work. We request you to provide the same in detail.			<b>This has been clarified in Bid document.</b>	<b>No change proposed.</b>
(vii)	Kindly clarify whether the Consultancy have to provide the PMC and Supervision services also during the implementation of project? If not then we request you to kindly release the said 40% fees during DPR & Bid Process Management for each location considering			<b>Yes . Consultants will have to provide the PMC and supervision services also during the implementation of projects. Payment stage of 40% as suggested cannot be</b>	<b>No change proposed.</b>

Party Name	Nature of Query	Comments of MSTC	Changes if any proposed to be made in Bid Document
	following payment stages:	considered favourably so as to ensure implementation of project.	
<b>(10) WAZIR ADVISORS PVT. LTD. :</b>			
(i)	The project of DPR Preparation is of 4 months and the majority of fee will be given after the completion of the project after construction which will take minimum 3 years. We request you to reduce the fee percentage as it will increase the project bid value or it can be payable at an mile stone like yearly fee @ 10% in 4 years.	40% of the Fee is to be paid on completion of the project as PMC is expected to ensure the timely completion.	<b>No change proposed.</b>
(ii)	There should be some dead line for the development of the land by the selected party as for a fixed amount of fee PMC can't provide the services endless.	<b>PMC is expected to cover this issue in its DPR</b>	<b>No change proposed.</b>
(iii)	Since project involves understanding of the Textile & Apparel industry a proper weightage should be given for that along with experience of transaction advisory.	<b>While giving</b> weightage for marking all issues are considered	<b>No change proposed.</b>

#### **QUERY RAISED DURING THE DISCUSSIONS AT THE MEETING :**

The Prospective Bidders present pointed out that the job of PMC is a specialized job and transaction advisory who are experts in preparation DPR may not have sufficient expertise in implementation of the Project like Financial Closure, Expert Supervisory personnel . The Prospective Bidders felt that proper marking may be given for these qualities.

Reply : In this context it was explained that Approach, Methodology and presentation having 30 marks takes care of the issue . It was agreed that following suitable explanation will be considered for insertion below the marking for Approach, Methodology and presentation

Explanation: While granting the marks for Approach, Methodology and presentation proper reorganization will be given to expertise and experience held by the Bidders in carrying out PMC work relating to similar such projects pertaining to Garment Park and Allied commercial activities. Bidders are advised to demonstrate this in their presentation

Revised Time Table

<b>Sr.No.</b>	<b>Tenders Stage</b>	<b>Start Date</b>	<b>End-date</b>
1.	Tender Release	02.03.2017 at 11.00 hrs.	03.03.2017 at 11.00 hrs.
2.	Tender Download	03.03.2017 at 11.01 hrs	27.03.2017 at 18.00 hrs
3.	Pre Bid Meeting	14.03.2017 at 2.30 P.M.	Onwards
4.	Bid Submission	15.03.2017 at 11.01 hrs.	27.03.2017 at 18.00 hrs
5.	Technical Bid opening	29.03.2017 at 10.30 hrs.	Onwards
6.	Presentation	<b>13.04.2017 at 11.30 hrs.</b>	Onwards
7.	Price Bid opening	<b>17.04.2017 at 11.30 hrs.</b>	Onwards
8.	Discussion	<b>19.04.2017 at 3.00 P.M.</b>	Onwards

**The discussions with the qualified Bidders will be held on 19.04.2017 at 3.00 P.M. at the above address of the Corporation.**