

Clarifications sought from KIAL on RFP for selection of Project Consultants for Kannur International Airport Project – September 2012

S. No.	Item	RFP Reference	Queries	KIAL's Reply
1	Obtaining Statutory Clearances	Clause 3 states that the scope of work would include preparing details of statutory clearances required based on the present statutes and obtaining such clearances (excluding environmental impact assessment & clearance thereof from MoEF); Obtaining Approval / Licence from DGCA/ ICAO, AAI, MoD, local authorities and any other clearances as may be required.	In the Executive Summary, It is mentioned under 'Airport Site – Its Physical Characteristics' heading that “the profile that the top stratum consists of very hard laterite up to a depth of 8 to 10m”, the excavation of which will involve blasting. Is the approval for the same also included in the scope?	At this stage it is not possible to state whether blasting of top stratum of the profile is required or not. If blasting of top stratum is required then approval for the same is part of the scope
2	Earnest Money Deposit or Bid Security	Clause 4.5 states that the validity period of the demand draft favouring Kannur International Airport Limited shall not be less than 180 days from the bid due date.	As per RBI guidelines, with effect from April 1, 2012, the validity period of Cheques, Demand Drafts, Pay Orders and Banker's Cheques has been reduced from 6 months (180 days) to 3 months (90 days), from the date of issue of the instrument. Please consider reducing the validity period in view of the new RBI guidelines.	Validity of BID Security should be 180 days. Since the validity of Demand Draft as per RBI Guidelines has been reduced to 90 Days bidders are requested to provide a bank guarantee as per Clause 4.5 as Bid Security instead of a Demand Draft. However if the bidder wishes to furnish a demand draft instead of a bank guarantee then the bidder is free to do so and in such a case the demand draft will be deposited by KIAL in its bank account and will be refunded to unsuccessful bidders.
3	Key Personnel	Clause 6.6 of RFP states that Letter of Undertaking regarding Key Personnel (Ref Clause 6.4.1) may be part of qualification envelope. Also in clause 6.4.1 a list of key personnel required for the project has been provided. The bidder is required to furnish an undertaking that the key personnel required for	1. Please confirm whether this list is indicative of the kind of personnel required. Can the bidder identify 30 key positions (some of these positions will be same as in the list provided while some can be different or additional) that may be required for the successful delivery of the scope of work given in the RFP document (in clause 3) and propose staff accordingly?	The bidder should provide Key Personnel as per Clause 6.4.1, which is not indicative and should have relevant qualifications and adequate airport experience to effectively discharge their responsibilities for implementing, executing and commissioning the airport successfully. Deployment of key positions different from or additional to those mentioned in Clause 6.4.1 shall only be with the prior consent of KIAL and CVs of such personnel deployed are provided to KIAL.

		undertaking the consultancy work would be provided as per requirements of KIAL listed in the clause.		Manpower based on specialisation should be provided by bidders at various levels such as Junior Level, Middle Level and Senior Level.
			<p>2. Only two submissions are required for this item:</p> <ol style="list-style-type: none"> a. The letter of undertaking b. List of the key personnel with details of their qualifications and experience. <p>Please clarify if with the names of key personnel, only the mentioned details (qualifications and experience) are to be provided and not the detailed CVs.</p>	<p>The bidder is required to furnish a letter of undertaking stating that the key personnel as per clause 6.4.1 will be made available to KIAL while submitting the proposal/bid.</p> <p>Detailed CVs are required and should be made available to KIAL before signing the agreement and this will form part of the Agreement.</p>
			<p>3. In the RFP there is no mention of any marks allotted or scoring based on the proposed list of key personnel provided. Please clarify whether there will be any evaluation based on the proposed key personnel.</p>	<p>There will not be any evaluation based on the proposed key personnel if the bidder has furnished a letter of undertaking as per Clause 6.4.1.</p>
4	Client Certificates	Clause 7.2.2, Bidder's experience in respect of this criterion should be supported by documentary evidence in the form of certificate from the client, clearly stipulating the services rendered by the Consultant. In case original certificate cannot be furnished along with the Bid, the bidder should undertake to make it available for verification as and when required by KIAL and in any case before signing the agreement.	<p>The Consultants would like to request that normally there is no practice of client certificates abroad and hence most of the international firms are unable to obtain them even after request.</p> <p>Hence, the copy of contract /work orders/reference letters may also be considered in case the original certificates are not available. This may please be confirmed.</p>	Bidders may obtain Client Certificate.

5	Important Milestones	Clause 23.1	<p>Given the scope of the Consultants would like to state that the various milestones indicated as per clause 23.1 are quite tight.</p> <p>Keeping this in view, the consultants feel that an estimated duration from award of contract and appointment of EPC till commissioning may be specified and request that a revised schedule for milestones for project may be provided.</p>	<p>As of now there will not be any change in Schedule</p> <p>The estimated duration from award of contract and appointment of contractors till commissioning cannot be specified. It is for the consultant to give a realistic estimate of this duration based on past experience on similar projects.</p>
6	Eligibility Evaluation	In clause 4.2, it is mentioned that Bidders would be required to furnish the information required for qualification as specified in this RFP. Only those Bidders that are found qualified and short-listed by KIAL shall be eligible to have their Technical Proposal/Bid opened for the Consultancy Project.	As per the RFP, there is no marking scheme for the eligibility/qualification proposal. The Consultants request that the marking scheme may be provided so that there is uniformity in the bids received and also the minimum qualifying marks as specified for technical proposal, same may be provided for the qualification document.	<p>There will not be any change in the evaluation criteria as provided in the RFP document.</p> <p>Bidders who submit the qualification envelope in accordance with the guidelines provided in Clause 6.6 will become eligible in order to open their Technical Proposal/Bid.</p>
7	Payment of Fees	Reference clause 25, milestone linked payment schedule have been indicated.	<ol style="list-style-type: none"> 1. For the duration exceeding 12 months, it is requested that an escalation clause may also be added. 2. Also in the payment of fees given in Clause 25, the remaining payment of 35% after the award of tenders and appointment of contractors will be made only on commissioning. KIAL may kindly note that this may be a substantial duration and hence it is requested that the milestones may be revised to include intermediate payments. 	<p>There will not be any escalation clause. The fee quoted by bidders shall be Lump Sum (Firm and Fixed) and unconditional as per Clause 8.</p> <p>The proposal to release the remaining 35% on progressive basis based on physical and financial progress in eight instalments has already been provided in the RFP..</p>

8	Other projects	Reference Form -6, Form -7 in the Appendix-I, there is mention of "other projects" in both the forms.	KIAL has clarified about 'Other Projects' in S. No. 20 in the Clarifications document issued by them in response to queries received from intending bidders up to May 26, 2012. The Consultants would like to state that the reference to 'Other Projects' in Form-7 is of no relevance and the same may please be deleted from the Form-7 format. This may please be confirmed.	The proposal to delete "Other Projects" is acceptable to KIAL.
9	Capital Cost	Reference Form -6, Form -7 in the Appendix-I, there is mention of "capital cost" in both the forms.	Please clarify whether capital cost should include the land acquisition cost also.	Capital Cost will not include land acquisition cost.
10	Bid Due Date	Clause 4.7	Considering that KIAL will be providing replies to queries from bidders by June 4th, we would like to request for a 3 week extension in the Bid Due Date so that bidders may have sufficient time to prepare the proposal based on the clarifications received.	As of now there will not be any change in schedules.
11	Format of Bank Guarantee	Appendix - II Form-3, Page 16 in the Appendices document	Changes requested in bank guarantee format	There shall be no change in the bank guarantee format
12	Format of Bank Guarantee for Performance Guarantee	Clause 37, Page 30	Performance bank guarantee format	Format of Performance Bank Guarantee will be provided to the successful bidder

13	Financial Consultancy	Clause 7.2	For Financial Consultancy experience, we request to kindly consider successful completion of project as with regard to successful completion of tasks (all or substantially) in the form of submission of report by the Financial Consultants for an ongoing project to the Client and not with the completion of airport development.	The airport project has to be a completed one and mere submission of report alone will not be sufficient.
14	General		We request to kindly incorporate the following clause: Limitation on Liability as-Notwithstanding anything contained in this Agreement, the aggregate liability of the selected consultant in connection with the services to be performed hereunder, shall in no event exceed the contract price. The selected consultant shall only be liable for the direct damages or loss arising out this agreement or otherwise from its services and not for any indirect or consequential damages.	This will be discussed at the time of negotiating the agreement with the selected consultant.
15	General		While the RFP is not clear on the number of consortium members for enhancing the technical capacity, we suggest that at least 3 partners may be allowed to form consortium for the project.	It is for the bidder to decide the number of consortium partners to be included in the consortium.
16	General		Please clarify in case of consortium, will the assignments undertaken by the consortium members be considered for evaluation purposes?	Yes
17	General		In order to enable better understanding of the project and to evaluate the extent of work required for the proposed scope of project consultancy, we request you to kindly share with us the DPR and Techno-economic feasibility study.	DPR and TEFR will be given to the successful bidder on appointment as consultant. However an executive summary of the DPR and TEFR is available in our website.

18	General		With regard to the operation of the project team, please clarify whether the core team would be required to work full time from the site location or can work from home location.	The core team would be required to work from the site location.
19	Scope of The Assignment: I. Obtaining statutory clearances	Clause 3	We understand the process of obtaining clearances and approvals is subject to the final planning and design specifications which the selected concessionaire would decide to execute the project with. In light of the above condition, the scope of work for project consultants should be defined and restricted to initiation of such approval processes which may include only documentation. Additionally, we request for a detailed list of approvals and clearances, which the authority deems necessary for this project.	The consultant shall prepare and furnish to KIAL a complete list of all statutory clearances required for the project and shall assist KIAL by preparing all relevant documents to enable KIAL to apply for, following up and procuring the required statutory clearances from the authorities concerned by supplying all the necessary technical data, drawings required for the completion of formalities connected with obtaining the statutory clearances and furnishing necessary clarifications wherever necessary.
20	Schedule of bidding process	Clause 4.7	Since the proposal submission would require a detailed understanding of the project (including a site visit) as well as a thorough documentation and compilation of relevant documentary proofs, we request for extension of the bid submission date to at least four weeks post the release of responses to pre bid queries.	Please refer to Addendum No.3 of our website for the revised timelines.
21	Key personnel	Clause 6.4.1	Please provide the educational and work experience requirement of these key experts.	The consultant should ensure that adequate personnel having relevant qualifications and airport experience to effectively discharge their responsibilities for implementing, executing and commissioning the airport successfully.

22	Technical Proposal Bid	Clause 7	Since projects required to fulfil the evaluation criteria may be very few, it may be difficult to list down separate projects for each criteria for financial and technical consultancy. Also, for a consultancy assignment of such detail, evaluating the manpower expertise is very important. Considering the above points, the querist have requested for change in evaluation criteria.	There will no change in the RFP conditions
23	Project Consultancy	Clause 7.2.1, Page 17	You may reckon projects in this sector are still at a very nascent stage and consultants might not have completed projects to justify their experience for the project. Kindly consider ongoing projects also.	There will no change in the RFP conditions
24	Client Certificate	Clause 7.2.2	Kindly consider Statutory Auditor certificate also as relevant documentary proofs for the bidder's experience	There will be no change in RFP conditions
25	Implementation Milestone	Clause 23.1	Based on the Model Document for the Project consultancy assignments, we request you to consider the below mentioned changes suggested in the milestone and implementation schedule:	There will be no change in RFP conditions
26	Payment of fees	Clause 25	The querist has requested for change in payment schedule	There will be no change in schedule of payment of fees
27		Page 5, Clause 1	It is not clear whether the bidders who had participated in the earlier bid process (May/ June 2012) can form a different consortium in order to enhance their technical qualifications vis-a-vis new biddersii. As technical scores and financial bids of all qualified bidders in the May/ June 2012 tendering process are known to all, we request the Authority to cancel all prior bids received and accept only fresh technical	<ul style="list-style-type: none"> i) Bidders who had participated in the earlier bid process can form a different consortium in order to enhance their technical qualifications. ii) The bids received earlier have lapsed along with the previous tender (RFP). They will not be considered for the current tender exercise. Prequalification, technical and financial bids given in response to the new RFP alone will be

			and financial bids from interested applicants. This is necessary in the interest of equal opportunity, fair competition, and transparency.	considered and evaluated this time. The document referred to in Clause 1 last paragraph are those proving eligibility, experience, POA etc. If a bidder/lead member wishes that the documents proving eligibility, experience, POA etc., may be used by the evaluation committee, the bidder/lead member can give such a request. However, these documents can be submitted afresh with or without changes.
28		Page 15, Clause 7.1.1 - Table	<p>i. In India, very few clients have engaged financial consultants for large airport projects (above Rs. 500 cr in project cost) with the exception of private airport operators at Delhi, Mumbai, Bengaluru and Hyderabad. Out of these four, Bengaluru and Hyderabad are outside the time-frame of eligible experience for the RFP.</p> <p>ii. It has been observed in similar projects that skills and competencies required for implementing airport or other infrastructure projects do not change with geographies but bring wealth of experience in handling large and diverse global airport and infrastructure transactions.</p> <p>iii. The project consultancy experience has been considered for global projects while financial consultancy and technical consultancy experience have been considered only for Indian projects</p> <p>iv. By the RFP definition, the project consultancy experience is just a combination of technical and financial consultancy experience.</p> <p>v. In light of the above, we request the Authority to consider financial consultancy</p>	<p>If the bidder or lead member have participated as Project Consultant in India or abroad for a minimum of one airport project for an amount not less than INR 1500 Crore or airport projects with total cost of INR 1500 Crore or above with each airport project being not less than INR 500 Crore, then the bidder/lead member will meet the conditions specified in Clause 6.4.2 and will be entitled to 50/40 marks as the case may be.</p> <p>The conditions of experience for Technical and/or Financial Consultant in India is given with the specific purpose of giving additional weightage to consultants having exposure to the technical/financial/regulatory framework within India and to those who have successfully undertaken airport projects in India and will be entitled to 20 marks for Indian experience.</p> <p>As such changes in RFP conditions are not envisaged as of now.</p>

			experience for global airport projects as well	
29		Page 16, Clause 7.1.1	<p>i. The project consultancy experience definition encompasses all aspects of technical and financial consultancy experience definitions.</p> <p>ii. As per Table in Page 15 (Clause 7.1.1), the maximum score for project consultancy experience is indicated as 50 whereas the sum of scores for technical consultancy and financial consultancy experience adds up only to 20.</p> <p>iii. The scoring methodology should give commensurate weightage to technical and financial consultancy experience both of which are integral to successful project delivery.</p> <p>The querist has requested for change in scoring criteria</p>	There shall be no change in the scoring criteria as of now
30		Page 16, Clause 7.1.1	<p>i. The definition of financial consultancy includes business planning as a mandatory part of eligible experience. However, in many financial advisory mandates, consultants do not necessarily prepare business plans but advise on all aspects of financial viability and project structuring for successful implementation. The financial advice given to bidders in such mandates provides all key inputs to the business plan and should be considered as eligible experience, even though a detailed business plan may not have been prepared. With reference to the above, we would like to submit to the authority that experience in advisory on financial viability, financing plan</p>	Any change in the definition of Financial Consultancy is not envisaged as of now.

			<p>and project structuring will cover all items of scope set out in Section 3 (VI) of the RFP. We suggest the modified definition as below for your consideration :</p> <p>“Advice on all or substantially all financial aspects of an airport such as financial analysis, project viability assessment, risk analysis, advice on financing options, assessments and reasonableness of cost, identifying aeronautical and nonaeronautical revenue streams etc.”</p>	
31		Page 16, Clause 7.2.2	<p>i. Request the authority to clarify whether in case of projects where the original certificates are not available, providing only an undertaking for the project(s), along with requisite details such as services rendered, project capital cost, key personnel, year of engagement etc would suffice for the purpose of evaluation.</p> <p>ii. We understand that the final award of the consultancy will be subject to the successful bidder furnishing the original certificates to the client for verification. The bidder shall acknowledge this as part of his undertaking for claiming relevant project experience, where the original certificates are not provided.</p>	<p>Original client certificate is required. However if the bidder is not in a position to furnish the original client certificate, a duly legalized/notarised copy of client certificate may be furnished along with the bid/proposal. In any case the original client certificate should be made available to KIAL for its verification prior to signing the agreement with the successful bidder.</p>
32		Page 18 , Clause 7.2	<p>i. A bidder suggesting a “green” concept at the proposal stage does not imply it is implementable. The feasibility or viability of a green concept plan cannot be guaranteed at the proposal stage.</p> <p>ii. Since the green concept plan will have to be evaluated as part of the study, we request the authority to retain it as part of scope for the study, but not be considered as a scoring criterion. Further, we suggest that payments</p>	<p>There shall be no change in RFP conditions</p>

			<p>to PMC and EPC Contractor can be linked to satisfactory completion of this requirement.</p> <p>iii. We suggest that the scoring may be linked to a presentation on the concept plan to assess understanding and competence of the Bidder.</p>	
33		Page 26, Clause 25.1, Table Point-9	<p>i. As we have observed in similar projects, nearly 90% of the consultancy work is done before the signing of EPC Contract. We therefore request the authority to consider the payment schedule mentioned below, making it commensurate with the work completed.</p> <p>ii. The milestones for payment of the 8 equal instalments at S. No.9 may be defined</p> <p>iii. Also, considering that there could be delays in implementation which are outside the consultant's control, request the authority to include a sunset clause stating the maximum period within which the consultant can get its remaining fee. We suggest that the entire payment should be made not later than 36 months from the date of signing of the consultancy contract, subject to satisfactory completion of consultant's obligations.</p> <p>iv. The consultant can keep the performance guarantee valid until the actual completion date for the project in order to give comfort to the authority.</p>	There shall be no change in RFP conditions

34	Financial Consultancy	6.4.3 (i)	<p>The minimum income of Rs 5 Crore specified above for the proposed project is very low considering the magnitude of the project. We suggest that the minimum income should be kept as Rs 25 Crore for each of the three years which in turn will attract serious and relevant players to do justice to the Client's aspirations in a time bound manner.</p>	RFP conditions cannot be changed
35	Technical Consultancy	Clause 7	<p>The definition provided for Technical Consultancy is almost same as that for the Project Consultant except for the financial aspects and includes project implementation experience. We expected that this should rather stress on capabilities in planning and design. Therefore, we suggest redefining Technical Consultancy as consultancy on all or substantially all technical aspects of an airport including preparation of master plans, techno economic feasibility studies, DPRs, detailed engineering designs, drawings, surveys and securing clearances in any one project or different projects of value or Rs 500 Crore or more.</p>	<p>Technical Consultancy has been defined to include all or substantially all technical aspects of an airport which addresses all technical matters related to the airport and it is not the same as Project Consultancy.</p>
36	Financial Consultancy	Clause 7	<p>The financial consultancy for any core infrastructure project whether it is an airport, port, road or power covers all the scope required by the Client for the present project.</p> <p>Therefore the financial experience of the consultant in other core infrastructure projects shall also be given due weightage so that better response for your invitation can be expected.</p>	RFP conditions cannot be changed

37	Performance Guarantee	Clause 37	Clause 37 provides for a performance guarantee of 10% of the quoted fee. The payment terms clause 25 also provides for a recoverable advance of 10% which when recovered is also retained as a retention amount. Thus 20% of the total fee which form a major chunk is kept with the Client until after the project is commissioned .Also 35% of the fees is kept for the implementation stage spread over 8 months and hence can be realized only towards the end of the project. It is suggested that the total performance guarantee and retention can be limited to 10%.	RFP conditions cannot be changed
38	Earnest Money Deposit	Clause 36.2	We request that EMD is reduced to Rs 2 Lakhs	There shall be no reduction in EMD
39	Introduction	Clause 1, Para 1	When is the project planned to be completed & commissioned? The year and the month need to be indicated.	The project is planned to be completed & commissioned by the end of year 2015
40	Introduction	Clause 1, Para 1	Advise on the status of the design i.e. preliminary/detailed/ good for construction?	Preliminary
41	Obtaining statutory Clearances	Clause 3.1	The role of the consultant in the process may be defined?	The consultant shall prepare and furnish to KIAL a complete list of all statutory clearances required for the project. The consultant shall collect all data and prepare all relevant documents to enable KIAL to apply for all required statutory clearances. The consultant shall also assist KIAL in follow up, attend meetings with KIAL before the statutory authorities concerned and furnish necessary clarifications, explanations, etc., wherever necessary for procuring the required statutory clearances. They shall also supply all the necessary technical data, drawings, etc.,

				required for the completion of formalities connected with obtaining the statutory clearances.
42	Scope of the Assignment	Clause 3. II.	Is it a single runway airport or a dual runway system? There is no mention of associated taxiways, aircraft parking bays and remote aprons, etc. The same needs to be clarified.	The airport is planned for two runways. However there is only one runway to begin with, second runway being constructed as and when traffic volumes demand the second runway. Detailed designs for taxiways, aircraft parking bays and remote aprons, etc. have not yet been prepared.
43	Scope of the Assignment	Clause 3. II.	Status of the airport master plan i.e. conceptual/preliminary/ detailed? Is it in principle approved by Airports Authority of India (AAI)?	Conceptual. There is no approval as of now from AAI.
44		Clause 6.4.4 & Appendix-I, Form-2, Item 1.4 (ii)	There appears to be a major ambiguity between the two mutually related Statements. The statement at Pg.7 of Appendices indicates penalty imposed by “any organization”, thus open ended; while the statement at Pg. 14 is indicative of “penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award”- being specific. Hence, the statement at Pg.7 of Appendices should read as: Has the applicant or any of the members of the consortium been penalized by an arbitral or judicial authority for poor quality of work in the	Evaluation of the bids will be done as per Clause 6.4.4 of the RFP for its compliance. The details requested for on page 14 of Appendix is for informative purposes. Hence there shall be no change in Appendix.

			<p>last 3 years.</p> <p>Further while the timeline in the statement at Pg.14 is indicative of 3 years, the statement at Pg.7 of Appendices vide 1.4 (ii) to (v) indicates 5 years. The same may be rectified.</p>	
45	Financial Consultancy	Clause 7.1.1 & 7.2.3	<p>For Financial Consultancy experience, successful completion of project must imply as successful completion of tasks in the form of submission of report by the Financial Consultant to the satisfaction and acceptance of the Client and not with the physical completion of airport development.</p>	<p>The project has to be completed and mere submission of report alone will not be sufficient.</p>
46	Technical Consultancy	Clause 7.2.3	<p>The projects substantially completed and nearing completion should also be considered eligible as has been accepted in technical aspects of an airport in the description of Technical Consultancy at Pg.16as reproduced below: <i>“Technical Consultancy here means consultancy on all or substantially all technical aspects of an airport including DPR, master plan, designs, drawings surveys, legal issues, clearances required, engineering, monitoring/checking and supervision, selection and recommendation of equipment for the airport, selection of contractor, co-ordination, monitoring, checking and commissioning of the airport”</i> Substantial could be say 70% completed with a value of more than Rs.500 crores.</p>	<p>The project should be a completed one (costing more than Rs 500 Crore) and not partially completed.</p> <p>Substantial here refers to the technical components of the airport, which the consultants have undertaken and completed in an airport project.</p>

47	Payment of fees	Clause 25.	<p>It is requested that KIAL consider having fee in three parts. (i) lump sum quote for DPR review, design, assistance for clearances/regulatory approvals (ii) lump sum for developing tender strategy, tender development, tender management and selection of EPC (iii) Equipment selection, supervision of works, coordination/assistance during construction. This fee could be considered as the % of agreed construction cost or man month basis.</p> <p>We request reconsidering the payment terms during the construction period so that the consultants are paid commensurate to the resource input on a monthly basis.</p>	There shall be no change in RFP conditions.
48	General		What is the status of the site survey? Who would get the survey done, if required?	Topographic survey, contour mapping etc have been done for 1264 acres. The selected consultant will need to do any other additional survey that might be required as well as take up original survey in the additional land being acquired
49	General		The following clause may be suitably incorporated: Limitation on Liability as- Notwithstanding anything contained in this Agreement, the aggregate liability of the selected consultant in connection with the services to be performed hereunder, shall in no event exceed the contract price. The selected consultant shall only be liable for the direct damages or loss arising out this agreement or otherwise from its services and not for any indirect or consequential damages.	This can be discussed at the time of negotiating the agreement with the selected consultant.

50	Liquidated Damages	Clause 23.2, Page 24	We request that Liquidated Damages penalty may be reduced to 5%. However suitable opportunities should be given to the consultant presenting their case before taking any action on imposing liquidated damages.	There shall be no change in RFP conditions
51	Performance Security	Clause 37, Page 30	We request to reduce it to 5% only	There shall be no change in RFP conditions
52	Extension of Time	Clause 23.3, Page 24	If after award of the work, the progress of the work has at any time been delayed by unavoidable causes beyond the control of the Consultant then the time of completion of the work may be extended for such reasonable time with an escalation @10% per annum, w.e.f the date when EOT be granted	There shall be no change in RFP conditions.
53		Revised Request for Proposal (RFP) for Project Consultancy - September 2012	<p>The project is listed under 3 separate Stages with a total development cost (including land acquisition) of Rs 3207 crore and a distribution between stages 44%/11%/45%. Because the Stage 1 budget is inclusive of land purchase, the majority of CAPEX for the actual airport occurs under Stage 3.</p> <p><u>It is not clear from the RFP that the consultancy is for all stages or only Stage 1. There is no program beyond the Stage 1 element (to be operational by 2015). We would like to get an indicative program for the whole development (i.e. Stages 1-3), especially if the Consultancy shall cover the future stages too.</u></p>	The consultancy is for Phase I only. However, the longterm plans in the DPR will have to be taken into account during the review of DPR and Masterplan.

54		Executive Summary Detailed Project Report (April 2012) Kannur International Airport	The DPR mentions Cargo Terminal facilities, significant storage capacities for perishable (i.e. freezers and cool/cold rooms) and non-perishable goods. There is also a description regarding " <i>necessary commercial complexes/hotels, shopping malls etc.</i> ". <u>Are these also part of the RFP or these are given as development rights to the successful PPP proponent(s)?</u>	These are a part of the DPR.
55		Section 2- First paragraph of the RFP	Please confirm that this assignment is primarily for an advisory role to KIAL to assist in overseeing and managing the development from a commercial/financial as well as a technical perspective.	In addition to providing the advisory role as referred to in Clause 2 Objective of Process, the consultant should provide the services as referred to Clause 3 Scope of the Assignment of the RFP.
56		Format of Bank Guarantee (Clause 4.5 of the RFP)	The querist has requested for change in format of bank guarantee	Bank Guarantee format shall not be changed.