

Reply to Pre Bid Queries

Notice Inviting Tender (NIT) for selection of Financial Consultant for Preparation of Master Plan for Land Monetization, Review of Aeronautical & Non-Aeronautical Revenue streams, Development of Optimum Business Models, Preparation of Business Plan, Locating Investors for Proposed Development of Aeronautical and Non-Aeronautical activities, etc. of Kannur International Airport)

**Table of Queries**

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
1.	Scope of Services 3.2	If any services, functions or responsibilities not specifically described herein or in any related documents which are an inherent, necessary or customary part of the services or are reasonably required for proper performance if the services in accordance with the RFP, they shall be deemed to be included within the Scope of Services as if such services, functions or responsibilities were specifically described in this RFP.	The existing clause is broad and creates ambiguity in the Scope of Services. We request the authority to either make it specific or remove it.	No change
2.	Tender Document Fees 4.1	Tender document may be purchased from the office of Kannur International Airport Limited from 09:30 am to 06:00 pm, for a non-refundable fee of Rs. 2,50,000/- ( Rupees Two Lakh fifty Thousand only) in the form of Demand Draft from a Nationalized/Schedule Bank in India drawn in favour of Kannur International Airport Limited payable	Considering the fact that the tender document fees is non-refundable, we request the Authority to kindly reduce the same to Rs. 25,000 or less.	Tender Fee revised to Rs 2,00,000/-

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		at Mattanur. Interested bidders may obtain further information at the same address.		
3.	Earnest Money Deposit 5.1	An Earnest Money Deposit (EMD) of Rs. 1,25,00,000/- (Rupees One Crore Twenty Five Lakh only), in the form of Demand Draft from a Nationalized/Scheduled Bank in India in favour of "Kannur International Airport Limited" payable at Mattanur must be submitted along with the proposal. Alternatively, the EMD may be transferred in the form of a bank transfer to a bank account of Kannur International Airport Limited.	The sum required as EMD is large and would be of significant cost to the Consultant. We request the Authority to reduce it to Rs. 25 Lakhs or less, as typically seen in projects of similar nature. Additionally, we also request to consider EMD in the form of a Bank Guarantee as generally accepted by various tendering authorities.	EMD reduced to Rs 75,00,000/- ; 50% payable in the form of Demand Draft/Bank Transfer and balance in the form of Bank Guarantee from a Nationalized/Scheduled Bank in India
4.	Earnest Money Deposit 5.2	EMD will be refunded to unsuccessful bidders. Also the said EMD will be refunded to successful Bidder on signing of the Contract and after submission and confirmation of Performance Bank Guarantee. EMD shall not carry any interest.	The time period within which the EMD shall be returned is not mentioned. We request Authority to specify the time period under which the EMD would be returned. Further, such a period may be considered as one (1) month.	EMD will be refunded to unsuccessful bidders within one month of Financial Bid opening date.
5.	Performance Bank Guarantee 6.1	The successful bidder shall be required to furnish Performance Bank Guarantee to the extent of 5 (five) percent of the contract value within 05 (five) working days of communication of Letter of Award	Request Authority to allow the successful bidder within 10 (ten) working days of communication of Letter of Award (LOA) as there might be unanticipated delays at the banks end.	Performance Bank Guarantee may be submitted within 7 (seven) working days of communication of Letter of Award

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		(LOA) as per format at Form V.		
6.	Evaluation Criteria 10.5	Bidder has to submit the documentary evidence in proof of the credentials. To demonstrate technical competence the bidders will need to furnish details of assignments, number of similar assignments undertaken and completed in the past, client certificates, contract copies and undertakings, as necessary for demonstrating successful completion of such assignments.	Considering the nature of requirements and present landscape wherein lots of PPP airport transactions are in progress, we would request the Authority to consider ongoing projects as well to demonstrate the required expertise for this project.	Only completed contracts will be considered
7.	Part-I: Technical Bid 11.4	Bid documents containing the following must be bound, indexed, completely page numbered and arranged in the order: a) Covering letter of Bid on Bidder's letter head as per Form I. b) Consultant's Background And Experience as per Form II	We understand that spiral bound bids will be valid.  Request Authority to clarify.	Spiral bound bids will be valid
8.	Detailed Scope of Services: Annexure 1A 3.	Review and propose all other business opportunities that the airport company can take with a view to maximize revenue earning capacity, including other business opportunities.	We understand that such business opportunities are limited to the opportunities specified in Point 6 under this section (i.e. Annexure 1A). We request the authority to clarify.	Please see the revised Scope of Service and Deliverables under Annexure 1A
9.	Detailed Scope of Services: Annexure 1A 4.	The consultant should review existing contracts awarded and provide recommendations based on such review for better terms and augmentation of	For parity in effort estimation, the Authority is requested to provide an estimate number of contracts to be evaluated.	The estimated number of contracts available with the Company is 25 approx. However, the list is indicative

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		existing revenue streams.	Also, please clarify if for the purposes of legal evaluation, the Authority has in-house legal experts or the bidder has to bring in the legal expertise.	and not exhaustive.  The Consultant is required to bring in Legal Expertise for the purposes of legal evaluation
10.	Detailed Scope of Services: Annexure 1A 5.	The consultant should hold discussions with airlines currently operating at Kannur Airport and those operating in future during the term of this consultancy assignment, prepare draft agreements and conclude the agreement with them.	We request the authority to clarify that whether the airlines mentioned in the clause imply both the domestic as well as international airlines. Further, we would like to mention that KIAL's assistance would be required in setting up meetings with the selected airlines. Please confirm.	Both domestic and international airlines  The company can facilitate setting up the meetings with airlines, if required. However, the consultant is required to suo moto approach and meet the airlines as and when required for this purpose
11.	Detailed Scope of Services: Annexure 1A 13.	Duration of the contract is 3 to 5 years, with some aspects materializing in 3 years and other getting completed in 5 years. The consultant can suggest timelines with milestones.	The Authority is requested to provide clarity on the type of contracts discussed in this clause.	All types of contracts of the nature mentioned in the Scope of Services and those recommended by the Consultant
12.	Annexure IA Part A: Review of Business Plan	Review and revise the traffic forecasts based on current market outlook and constraints in ramp up of international	We would request the Authority to suggest the horizon of traffic forecasts.	10 years

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	1 (ii)	traffic because of policy and regulatory bottlenecks		
13.	Annexure IA Part B: Preparation of Master Plan towards land monetization 4.	Master Plan Based on recommended optimal mix for development, prepare and submit a Master Plan Report comprising: a) Concept Plan b) Overall Master Plan c) Site Layout Plan	We understand that master planning will not include structural planning of the identified projects.  Please clarify.	Master Plan for Structural Planning is not required.
14.	Annexure IA Part B: Preparation of Master Plan towards land monetization 5.	Float RFPs and Finalize Tenders: Prepare RFPs and invite tenders for each of the business models developed for land monetization plans, invite tenders, carry out bid evaluation and finalize tenders including preparation and signing of agreements	We understand the consultant will only be responsible for bid process management of projects found feasible through PPP.  Please confirm.  Further, we understand that the bouquet of projects will be a result of our best use study. However for parity of effort estimation, the Authority is requested to provide a cap on the number of projects for which bid process management will be undertaken.	Yes, consultants is responsible for bid process management until the investors are brought on board.  The bidder's understanding is correct. However, the Company cannot provide a cap on the number of projects for which bid process management will be undertaken. It is for the Consultant to estimate the projects to be undertaken based on the information

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				available in the bid document and identifiable projects envisaged by them
15.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria A.	Bidder shall be a Government Organization/PSU/PSE/ Partnership firm / LLP or a Limited company under Indian Laws. (Joint Ventures, consortiums, Association of persons etc. would not be accepted).	In order to enable the Consultants to get on-board specific experience such as legal, which is typically not available in-house, we would request the Authority to allow a Consultant/ bidder to have sub-consultants for this project.	Sub Consultants can be part of the team provided the bidder meets other qualification criteria. Also the Consultant shall be responsible for their actions/claims, if any for which Kannur Airport shall be indemnified
16.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria C.7. and D.B.1 d)	Team leader should be an employee of the Bidder for the last 10 years with expertise in aviation sector	The existing requirement for Team Leader to have last 10 years of employment with the bidder is stringent and may limit the competition. Therefore, the Authority is requested to reduce the number of years of Team Leader's employment with the bidder from 10 years to 7 years.	Team leader's employment with bidder reduced to 7 years
17.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria D. A1.	Bidder should have at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for airport infrastructure projects in India or aboard <u>with at least one in India in the last 7 (seven) years.</u>	We understand that herein, the bidder is required to showcase one eligible assignment satisfying the condition of 'in India in the last 7 (seven) years'. Other eligible assignments undertaken before last 7 (seven) years will also be considered by the Authority for the purpose of proposal evaluation. Please confirm.	Eligible assignment undertaken before last 7 years will also be considered. However, one eligible assignment should satisfy the condition of 'in India in the last 7 years'.
18.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria	Bidder should have carried out at least 2 (two) assignments on economic impact analysis of airports.	As there have not been many projects, which were limited to economic analysis only for airports. Such an analysis has been undertaken as part of airport feasibility/ transaction projects. Accordingly, we request authority to	Economic Impact Analysis as part of airport feasibility/transaction advisory projects can be considered

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	D. A2.		consider any airport project which included economic analysis as part of it for this category.	provided a standalone advise/report of such impact analysis has been given to the client.
19.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria D. A3.	Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 15 mppa.	<p>As there are very limited airports (brownfield) in country with passenger traffic of 15 mppa or more, we request the authority to consider either</p> <ul style="list-style-type: none"> <li>• large greenfield airports (upcoming) as well, which are expected to meet this annual traffic requirement, or</li> <li>• brownfield airports with passenger traffic of 1.5 mppa or more (as expected for KIAL in the initial years, Source: RFP)</li> </ul> <p>Further, the Authority may also consider traffic projections for international airports.</p>	<p>Traffic forecasting of airports with 5 mppa or more can be considered.</p> <p>Traffic projections of international airports can be considered</p>
20.	Annexure 1B: Bidder's Eligibility and Evaluation	Key Personnel	The Authority is requested to confirm whether overall experience (including experience prior to the required educational qualification) of the personnel will be considered for evaluation.	Experience prior to acquiring the required qualifications will not be considered for evaluation

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	Criteria D.B.			
21.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria D.B.3	Finance Expert b) Minimum 7 years of consulting experience in aviation sector	<p>Considering the skill set and competency requirements for this position, we would like to propose that the experience of finance expert should be considered across other infrastructure sectors, with definite experience in aviation sector. Accordingly, we would like to propose the following:</p> <p>a) MBA/ PGDM from reputed institution  b) Minimum 7 years of consulting experience in <u>infrastructure sector</u>  c) Should have advised on at least three (3) consulting advisory engagements in aviation sector in the last 7 (seven) years</p> <p>Point c) would ensure that the Finance Expert has relevant experience in aviation sector, with point b) allowing the Finance Expert to bring in cross-sectoral experience of financial analysis/ financing plans/ investments on the table.</p>	Experience of Finance Expert across infrastructure sector can be considered - Please refer to the revised bid document
22.	Annexure 1B: Bidder's Eligibility and Evaluation Criteria D.B4.	Real Estate Expert	<p>Request you to consider the following:</p> <p>Educational qualification – Masters in planning  Years of professional experience – 10 years</p>	<p>Degree in Masters of Planning can be considered.</p> <p>10 years' of professional experience can be considered</p>
23.	Annexure 1B:	Real Estate 'Market' Specialist	Request you to consider the following:	



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	Bidder's Eligibility and Evaluation Criteria D.B5.		Years of professional experience – 7 years	7 years' professional experience can be considered
24.	Bid Submission Due Date	8 February 2019	We would request the Authority to provide a period of 2-3 weeks for the submission of proposal from the date of release of response to queries document by the Authority.	15 days from the date of submission of responses is allowed
25.	Page 4	Tender Notice. Point 11 Bid Submission End date: 8 February 2018 upto 1700hrs	Request the authority to clarify if the submission date is for Technical bid or for Technical and Financial Bid?	KIAL response: Both Technical and Financial
26.	Page 4	Tender Notice. Point 11 Pre-Qualification and Technical bid opening date 09 February 2019 at 1100 Hrs	Request the authority to clarify if the bid would be opened at 1100 Hrs OR as per point 10. 8 "10.8 The Authority shall open the Technical Proposals at 4.00 pm on the Proposal Due Date"	Pls see revised timelines
27.	Page 4	Tender Notice - EMD	We suggest that the amount be reduced to INR 50 lacs since the successful bidder has to furnish a performance guarantee to KIAL equivalent to 5% of the contract value within 5 days of the issue of LoA by KIAL. The idea of a high EMD is to be a deterrent for non-serious bidders. If the list of eligible and competent bidders are known based on their prior experience, the EMD may also be waived off in light of the performance guarantee. The tender fee can be retained.	EMD has been reduced to Rs 75 lakh with 50% in the form of Demand Draft/Bank Transfer and balance in the form of Bank Guarantee valid for 180 days from the bid submission date
28.	Page 10	8.4 Evaluation and Award Criteria The award for the contract shall be	Request the authority to revised the score to 80:20	The scoring to remain 70:30

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		based on the weighted average score of technical capacity and Financial Bid score in the ratio of 70:30.		
29.	Page 11	Bidder has to submit the documentary evidence in proof of the credentials. To demonstrate technical competence the bidders will need to furnish details of assignments, number of similar assignments undertaken and completed in the past, client certificates, contract copies and undertakings, as necessary for demonstrating successful completion of such assignments	We propose that where contract copies or client certificates may not be available an undertaking by the Bidder with client references can be provided demonstrate relevant experience.	Client Certificates are mandatory. Undertaking by the bidder is also required. However, Contract copies can be dispensed with
30.	Page 15	13. STAGES OF PAYMENT OF CONSULTANCY FEE	Can the vendor suggest and revise the payment terms? Please find our note on the payment terms and deliverable milestones	See revised terms
31.	Page 27	Annexure IA: 3. Review and propose all other business opportunities that the airport company can take with a view to maximize revenue earning capacity, including other business opportunities.	Request the authority to clarify on specific scope of discussions with airlines - Terminal, GH, cargo, catering contracts etc	All areas.
32.	Page 28 SL 13	Duration of the contract is 3 to 5 years, with some aspects materializing in 3 years and other getting completed in 5 years. The consultant can suggest timelines with milestones.	We suggest that the initial contract maybe for a period of 3 years with identified deliverables with a provision for extension of the contract for 2 more years at the discretion of KIAL. The financial proposal may be sought for both the initial 3 year period and for the extended 2 year period separately. Our note attached	Agreed and see revised terms incorporated in the bid document

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33.	Page 29	Annexure IA: Detailed Scope of Services Part A: Review of Business Plan 1. Review of Business Plan and Financial Model (ii) Review and revise the traffic forecasts based on current market outlook and constraints in ramp up of international traffic because of policy and regulatory bottlenecks.	Request the authority to clarify on following points i. What is the horizon of the forecast (how many years)? ii. Do we need only passenger traffic forecast or cargo as well? iii. Do we need to provide aggregate forecast or point to point (for each Origin / Destination)? iv. Will the consultant get data on the profile of catchment area and traffic profile of existing airports / competing airports in the vicinity a. Catchment area of the existing airports b. Traffic profile of existing airports and corresponding historical numbers (international / domestic and tourism/employment/commercial etc.). Also cargo categories and corresponding numbers c. Split of traffic by the regions to which this traffic flows d. Contributors to the traffic (corresponding numbers / percentage split) – industry, tourism, international employment etc. Also cargo categories and corresponding numbers e. Historical GDP / per-capita-income of the region and forecast f. Trade volume in and out of region (historical data and projections) v. Will the consultant get data on the profile of the catchment area of Kannur airport and the profile of traffic flow between this catchment area and existing airports a. Traffic flow from the catchment area to the nearby airports b. Profile of this traffic c. Airline plans and intentions d. Plans for other / new airports in vicinity e. Target regions for Kannur airport. Historical	i) 3,5,7 and 10 (ii) Both passenger and cargo traffic (iii) To provide OD pair forecast (iv) Kerala (Kannur, Kasaragod, Mahe, Wayanad, portion of Calicut), Karnataka (Coorg/Madikeri, Mysore, Hassan, Chickmangalore), TN (Ooty). KIAL will facilitate all available data and also will assist in getting data from the State agencies/Depts. Traffic contributors – Tourism, Commerce, Overseas Employment, Ayurveda – but need to explore new avenues than conventional sectors.

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			data and forecasts of the regions / countries (GDP etc.)	
34.	Page 34; D. Evaluation of Technical Capacity	Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 15 mppa.	<p>We suggest that traffic forecasting for Greenfield airports may also be included since this is relevant for Kannur airport which has just commenced operations. The forecasting models for Greenfield airports are more challenging given the absence of historical data and would need to consider a variety of demand drivers and variables, including competing facilities and catchment areas. We, therefore propose the following criteria for your consideration</p> <p>Bidder should have carried out traffic forecasting for a minimum of 3 (three) airports in India, out of which at least 1 airport should be a Greenfield airport with a projected annual traffic of over 15 million passengers per annum over a 20 year forecasting period and other airports where traffic is not less than 10 mppa over a 20 year forecasting period.</p> <p>Scoring:  6 or more projects: 9 marks  3-5 projects : 5 marks  2 projects: 3 marks</p>	Traffic forecasting for Greenfield Airports is not required
35.	Page 35	Annexure IB: Bidder's Eligibility and Evaluation Criteria	We request the authority to clarify if the minimum engagements are three or five	Three, Bid document amended

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		D. Evaluation of Technical Capacity B.2 Airport Sector Expert c) Should have advised on at least 3 (five) consulting/ advisory engagements in airports in the last 7 years		
36.	Page 36	Annexure IB: Bidder's Eligibility and Evaluation Criteria D. Evaluation of Technical Capacity B.4 Real Estate Expert b) Minimum 15 (eighteen) years' professional experience	We request the authority to clarify if the minimum years of experience required should be fifteen or eighteen years	Bid document amended. Please see the document
37.	Section 7 and Annexure IA	Per Section 7, the period of consultancy shall be for five years. Annexure IA, point 13 says that duration is 3 to 5 years with some aspects materializing in 3 years and other getting completed in 5 years. Also the consultant can suggest timelines with milestones.	Can we suggest which all activity will be supported for 3 years and which all for 5 years as the timeline has a binding over eight stages of payment as well? Our note added	Bid document amended.
38.	Annexure 1 A	Detailed Scope of Services	We propose a revised structure for the scope of services as provided in attachment (Annexure-1) for ease of payments since deliverables are linked to both strategy and implementation phases.	Bid document amended.
39.		Financial bid submission	Normally there exists a clause on the minimum marks expected for the bidders in the technical round in order for their financials to be opened. Request you to set the eligibility for a min marks of 80	No change in tender conditions
40.	5.2 – Earnest	EMD will be refunded to unsuccessful	Section is currently not clear on the timelines	

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	Money Deposit	bidders. Also the said EMD will be refunded to successful Bidder on signing of the Contract and after submission and confirmation of Performance Bank Guarantee. EMD shall not carry any interest	within which the EMD will be returned to unsuccessful bidders. We request KIAL to amend the clause to add that EMD will be returned within 15 days of financial opening.	EMD will be returned to unsuccessful bidders within one month of financial bid opening date
41.	6.1 Performance Bank Guarantee	The successful bidder shall be required to furnish Performance Bank Guarantee to the extent of 5 (five) percent of the contract value within 05 (five) working days of communication of Letter of Award (LOA) as per format at Form V	<p>The current timeline given to furnish the Performance Bank Guarantee of 5 days is very stringent. Given that there are number of administrative procedures for a firm to obtain the BG, we request that this timeline be extended to 15 days of communication of Letter of Award.</p> <p>Further, currently the contract is not clear on when the Performance BG will be returned. Request that the contract be amended to clarify the timelines in which the Performance BG would be returned to the Consultant.</p>	<p>Performance bank guarantee should be furnished within 7 working days of communication of Letter of Award</p> <p>Please see Form No. V – Format of Bank Guarantee for validity of Performance Bank Guarantee. Performance Bank guarantee will be returned after 28 days from the date of completion of contract period</p>
42.	17 Confidentiality	The Consultant shall treat all the documents and information received from Kannur International Airport and all other related documents /communications in confidence and shall ensure that all who have access to such material shall also treat them in confidence. The Consultant shall not divulge any	We suggest the addition of the following "The confidentiality obligations shall survive the termination of this Contract / completion of services for a period of one (1) year."	No change in contract conditions

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		such information unless Kannur International Airport authorizes this in advance in writing. The Consultant further shall return all the documents received from Kannur International Airport from time to time after completion of the work related to those documents.		
43.	18 Documents prepared by the Consultant to be the property of the "Authority"		We request KIAL to clarify that the pre-existing IPR of Consultant will remain with the Consultant	Pre-existing IPR of the consultant will remain with the consultant
44.	Liability		We request KIAL to note that currently there is no clause in the contract which restricts the Consultant's liability. Accordingly, we request KIAL to please add the following: "Notwithstanding anything contained in the contract, Client agrees that the Consultant shall not be liable to Client for any losses, claims, damages, liabilities, costs or expenses (Losses) of any nature whatsoever, for an aggregate amount in excess of the fee paid under the contract for the services provided under the contract, except where such Losses are finally judicially determined to have arisen primarily from fraud or bad faith of Consultant. In no event shall the Consultant be liable for any consequential (including loss of profit and	Inclusion of Liability clause is not relevant since RFP do not have a clause for any penalty/damages for non-performance of the contract except for the performance bank guarantee and success fee based payment system

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			loss of data), special, indirect, incidental, punitive, or exemplary loss, damage, or expense relating to the services provided pursuant to the Contract.	
45.	Annexure 1A – Detailed Scope of Services	3. Conduct an Economic Impact Analysis (EIA)	<p>Currently the scope of work requires the consultant to undertake Economic Impact Analysis for the airport. We would like to highlight that typically such impact analysis is undertaken prior to the development of the airport to assess the economic viability of the project. In the current case, the airport has already been developed and operational and hence undertaking a fresh economic impact analysis may not be required.</p> <p>We understand that the objective of KIAL is to highlight the economic loss on account of international operations not being undertaken at the airport and KIAL wishes to assess the same for preparing a strategy to discuss with Government of India. We wish to highlight that the same should be considered as a limited review of the previously undertaken economic analysis / review of proposed business plan only. Accordingly, we suggest deletion of this part of the scope and the related credential requirements.</p>	<p>Please see the scope as per revised bid document with respect to this.</p> <p>This is not the intention.</p>
46.	Annexure 1A –	4. Preparation of revised Business Plan	The proposed scope of work includes the	Please see the revised scope of



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	Detailed Scope of Services	and action plan	<p>following aspect:            “e) Develop the technology strategy and digitalization road map for the next 5 years.”            Based on the RFP, objective of the engagement is to review and revise the business plan of KIAL. Development of technology strategy and digitization road map doesn't seem to align with the overall objective of the engagement. While technology and digital are important aspects for airport development / operations, however the same shouldn't be considered as part of business plan review or land monetization plan and accordingly we request removal this from the scope</p> <p>In case KIAL wishes to keep technology strategy as part of scope, we suggest a detailed scope be included, including the deliverables and outcomes.</p>	bid document uploaded in the website
47.	Annexure 1A – Detailed Scope of Services	4. Preparation of revised Business Plan and action plan	<p>Currently, the scope includes:            “Assist KIAL in re-negotiation with lenders / investors based on the revised business plan”            Based on the above, it is understood that KIAL wishes the consultant to support KIAL in assisting in analysing the current lending terms and provide advisory support for any re-negotiation. The scope doesn't include any debt raising / debt syndication etc - request confirmation.</p>	If it is based on the proposed investment objectives recommended by the consultant, they should assist KIAL in debt syndication/ mobilization
48.	Annexure 1A –	4. Master plan	It is understood that the Master Plan is only for	

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	Detailed Scope of Services	Based on recommended optimal mix for development, prepare and submit a Master Plan Report comprising: a) Concept Plan b) Overall Master Plan c) Site Layout Plan	the Real Estate Component and not for the airport –request KIAL to confirm. Further, it is also understood that the scope doesn't include preparation of any drawings – preliminary / details – request KIAL to confirm	Master Plan is for the real estate component. Preparation of any drawings not required
49.	Annexure 1A – Detailed Scope of Services	Float RFPs and Finalize Tenders: Prepare RFPs and invite tenders for each of the business models developed for land monetization plans, invite tenders, carry out bid evaluation and finalize tenders including preparation and signing of agreements.	<ol style="list-style-type: none"> <li>1) We request KIAL to please provide an indicative range of the land parcel available for development of real estate development</li> <li>2) We request KIAL to kindly confirm that whether a separate Legal Consultant would be hired by KIAL for the preparation of the RFPs and agreements or the consultant would be required to bring on legal consultants as part of their team</li> <li>3) Request KIAL to confirm that the KIAL would constitute a tender evaluation committee for evaluation of the technical proposals etc. The consultant would only be required to support the evaluation committee in the evaluation of the tenders in terms of preparation of checklists, compliance with RFP etc.</li> </ol>	<ol style="list-style-type: none"> <li>1) 1600 acres</li> <li>2) No separate legal consultant would be hired by KIAL. The consultant would be required to bring on board their legal consultant for this purpose.</li> <li>3) No, the consultant would be required to evaluate and recommend KIAL</li> </ol>
50.	Annexure 1A – Detailed Scope of Services	Identifying and locating investors: The consultant should identify and locate investors for each of the activities and get the investors to invest in each of the aero and non-aero activities	We understand that scope of consultant would include only assisting KIAL in identifying potential investors / bidders who can participate in the tender process (for land monetization). The scope would not include	The consultant would be required to identify potential investors and get them to invest in each of the aero/non-aero activities recommended by

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
		recommended by them for implementation.	any other investors for fund raising – request confirmation Further, the scope of the engagement only focusses on non-aero / commercial development, accordingly, the term “aero” should be removed.	the consultant. Payment of consultancy fee shall be linked to the success rate of investment by potential investors  Scope of engagement focusses both, aero and non-aero
51.	Annexure 1 B - Eligibility Criteria	<p>1. Bidder should have completed at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for airport infrastructure projects in India/abroad with atleast one airport in India.</p> <p>2. Bidder should have carried out at least 2 (two) assignments on economic impact analysis of airports, out of which at least one (1) assignment should be for an Indian airport.</p> <p>3. Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 5 (five) mppa.</p> <p>4. Bidder should have advised at least two airport operators on growth strategy and revenue enhancement initiatives.</p> <p>5. Bidder should have at least 2 (two) consulting assignments related to</p>	<p>As discussed earlier, we believe scope of work should only include review of of business plan, traffic estimates, existing economic impact assessment, we suggest that the Eligibility requirement of having two assignments on economic impact analysis may be removed. Further, we believe that experience of economic regulation of airports would also be critical and hence experience in economic regulation may be considered by KIAL</p> <p>If KIAL decides to retain this requirement, we wish to highlight that economic impact assessment is region / country agnostic and hence restricting the experience to only India is very stringent and restrictive. Accordingly, we request KIAL to remove the restriction of considering only economic impact analysis undertaken in India and allow for economic impact analysis from anywhere in the world.</p> <p>Considering the above suggestions, we suggest the following amendment “2. Bidder should</p>	Please see the scope as per revised bid document with respect Economic Impact Analysis.

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
		<p>Transaction advisory/ Optimal Land Use/ Feasibility Study / Business Plan/ Market Assessment/ Strategic Advisory / Bid process Management for Commercial, Recreational or Mixed Use Land or Premises granted by the Government, regulatory commission, tribunal, statutory authority or any public or private sector entity</p> <p>6. Team leader with MBA/PGDM/PhD from a reputed institution or equivalent qualification with minimum of 15 years of experience and having lead at least 3 (three) Consulting / advisory engagements in the categories mentioned above.</p> <p>7. Team leader should be an employee of the Bidder for the last 10 years with expertise in aviation sector</p>	<p>have carried out at least 2 (two) assignments on economic analysis / economic regulation for airports".</p> <p>Similar to the above query,restricting the experience of undertaking traffic forecasting to India is very restrictive and we request KIAL to consider experience of undertaking traffic forecasting for airports globally. Accordingly, we request KIAL to amend the requirement as "3. Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports with annual traffic of over 5 (five) mppa."</p> <p>Scope of the work for the current engagement includes reviewing the business plan, assisting with strategy for land monetization etc. To be able to achieve these objectives, it should be important for the consultant to have the experience of advising airports on growth strategy (traffic development), real estate development / real estate transactions, revenue enhancement, cost optimization etc.</p> <p>Further, the focus should be on the number of airports and not on the number of airport operators.</p> <p>Accordingly, we suggest the existing eligibility criteria is updated to "4. Bidder should have</p>	<p>Please see revised bid document for revised conditions. Traffic forecasting of one airport outside India can be accepted. However, bidder should have done traffic forecasting of one airport in India with annual traffic of over 5 mppa</p> <p>Please see the revised bid document for changes</p>

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
			<p>advised at least two airports on real estate development initiatives / transactions, growth strategy (including traffic growth) or revenue enhancement initiatives or cost optimization initiatives”</p> <p>The current requirement of the Team Leader is as follows</p> <p>“6. Team leader with MBA/PGDM/PhD from a reputed institution or equivalent qualification with minimum of 15 years of experience and having lead at least 3 (three) Consulting / advisory engagements in the categories mentioned above.</p> <p>7. Team leader should be an employee of the Bidder for the last 10 years with expertise in aviation sector”</p> <p>The current requirement for the Team Leader to be an employee of the Bidder for the last 10 years is extremely restrictive and may result in lower competition in this tender. Typically, in similar tenders, the tendering authority has requested for key personnel to be employee of the Bidders for a minimum period of one year – the objective being that the key personnel is not hired only for the specific tender. Accordingly, we suggest the requirement should be amended to as follows:</p>	<p>Team leader should be an employee of the bidder for the last 7 years with experience in Aviation sector</p>

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies						
			<p>"6. Team leader with MBA/PGDM/PhD from a reputed institution or equivalent qualification with minimum of 15 years of experience and having lead at least 3 (three) Consulting / advisory engagements in the categories mentioned above.</p> <p>7. Team leader should be an employee of the Bidder for the last one year with expertise in aviation sector"</p>							
52.	Evaluation of Technical Capacity	<p><b>Project Experience</b></p> <p>Bidder should have at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for airport infrastructure projects in India or abroad with at least one in India in the last 7 (seven) years.</p> <p>Scoring:            5 or more projects: 12 marks            4 projects: 8 marks            2-3 projects: 5 marks</p>	<p><b>Max Marks</b></p> <p>12 marks</p>	<p>Considering the various points highlighted previously, we request the following table (with amendments) be considered for technical evaluation for the Project experience</p> <table border="1"> <thead> <tr> <th>Project Experience</th> <th>Max Marks</th> <th>Amendment and Justification</th> </tr> </thead> <tbody> <tr> <td>Bidder should have at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for airport infrastructure</td> <td>12 marks</td> <td>Clarification being requested that the requirement for experience in India is restricted to one project and other projects can be international</td> </tr> </tbody> </table>	Project Experience	Max Marks	Amendment and Justification	Bidder should have at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for airport infrastructure	12 marks	Clarification being requested that the requirement for experience in India is restricted to one project and other projects can be international
Project Experience		Max Marks	Amendment and Justification							
Bidder should have at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for airport infrastructure		12 marks	Clarification being requested that the requirement for experience in India is restricted to one project and other projects can be international							
	<p>Bidder should have carried out at least 2</p>	<p>10</p>								
				YES, the bidder is correct						

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies	
		(two) assignments on economic impact analysis of airports. Scoring: 4 or more projects: 10 marks 2-3 projects: 5 marks	projects in India or abroad with at least one in India in the last 7 (seven) years. Scoring: 5* or more projects: 12 marks 4 projects: 8 marks 2-3 projects: 5 marks *Note: the requirement of project in India is limited to 1 project and other projects may be international projects as well	as well	
		Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 15 mppa. Scoring: 6 or more projects: 9 marks 3-5 projects : 5 marks 2 projects: 3 marks	9		
		Bidder should have advised at least 2 (two) airport operators on growth strategy and revenue enhancement initiatives. Scoring: 3-5 projects: 9 marks 2 projects: 3 marks	9		
		Transaction advisory/ Feasibility/ Optimal	10		
			Bidder should have carried out at least 2 (two)	10	As highlighted earlier, international experience
					No change in tender conditions
					Please refer to revised tender

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks			Replies
		<p>Land Use/ Business Plan/ Strategic Advisory/ Financial Assessment/ Bid process Management for Commercial, Recreational or Mixed Use Land or Premises granted by the Government, regulatory commission, tribunal, statutory authority or any public sector or private sector entity in past 7 (seven) years</p> <p>Scoring: 5 or more projects: 10 marks 2-4 projects: 5 marks</p>	<p>assignments on economic analysis / economic regulation of airports in India / globally.</p> <p>Scoring: 4 or more projects: 10 marks 2-3 projects: 5 marks</p>		<p>should also be considered. Further, experience in economic regulation of airports should also be considered. Accordingly, experience of international projects has been added. Further economic regulation experience has been added</p>	<p>conditions</p>
			<p>Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports with annual traffic of over 5 mppa in India / globally.</p>	9	<p>As highlighted earlier, Bidders international experience should be considered as well. Further, while eligibility requirement suggests</p>	<p>Please see revised tender conditions</p>



SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks		Replies
			Scoring: 6 or more projects: 9 marks 3-5 projects : 5 marks 2 projects: 3 marks	experience of airports with pax size of 5 mppa, however the technical evaluation table suggests scale of 15 mppa. Accordingly, amendment is proposed to allow for international experience. Further, the scale requirement (pax throughput) should be considered as 5 mppa.	
			Bidder should have advised at least two airports on real estate development	9	As highlighted earlier, scope of work for the current engagement includes

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks		Replies
			<p>initiatives / transactions, growth strategy (including traffic growth) for revenue enhancement initiatives or cost optimization initiatives.</p> <p>Scoring: 3-5 projects: 9 marks 2 projects: 3 marks</p>	<p>reviewing the business plan, assisting with strategy for land monetization etc. To be able to achieve these objectives, it should be important for the consultant to have the experience of advising airports on growth strategy, real estate development, revenue enhancement, cost optimization etc. The focus should be on the number of airports and not on the</p>	

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks		Replies
				<p>number of airport operators.</p> <p>Accordingly, we suggest the technical evaluation criteria is modified to "Bidder should have advised at least two airports on real estate development initiatives / transactions, growth strategy (including traffic growth) or revenue enhancement initiatives or cost optimization initiatives</p> <p>Scoring: 3-5 projects: 9</p>	

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks			Replies
					marks 2 projects: 3 marks".	
			Transaction advisory/ Feasibility/ Optimal Land Use/ Business Plan/ Strategic Advisory/ Financial Assessment/ Bid process Management for Commercial, Recreational or Mixed Use Land or Premises granted by the Government, regulatory commission, tribunal, statutory authority or	10	No change	

SI No.	Referred Section/Clause (of the RFP)	Clause		Remarks			Replies					
				any public sector or private sector entity in past 7 (seven) years Scoring: 5 or more projects: 10 marks 2-4 projects: 5 marks								
53.	Evaluation of Technical Capacity	<b>Key Personnel</b>	<b>Max Marks</b>	We request the following table (with amendments) be considered for technical evaluation for the Key Personnel			Please see revised tender conditions.  Team leader should be an employee of the company for the last 7 years.  No change in other conditions					
Team Leader a) MBA/PGDM/ PhD or equivalent from a reputed institution b) At least 15 years of experience out of which at least 7 years as a team leader for projects in aviation sector c) Should have been team leader in at least 3 (three) consulting/ advisory engagements in airports in the last 7 years d) Should be an employee of the Bidder		10 marks	<table border="1"> <thead> <tr> <th data-bbox="1032 916 1263 1031">Key Personnel</th> <th data-bbox="1263 916 1413 1031">Max Marks</th> <th data-bbox="1413 916 1659 1031">Amendment and Justification</th> </tr> </thead> <tbody> <tr> <td data-bbox="1032 1031 1263 1474">Team Leader a) MBA/PGDM/ PhD or equivalent from a reputed institution b) At least 15 years of experience out of which</td> <td data-bbox="1263 1031 1413 1474">10 marks</td> <td data-bbox="1413 1031 1659 1474">The current requirement for the Team Leader to be an employee of the Bidder for the last 10 years is extremely restrictive and may result in lower</td> </tr> </tbody> </table>	Key Personnel	Max Marks	Amendment and Justification		Team Leader a) MBA/PGDM/ PhD or equivalent from a reputed institution b) At least 15 years of experience out of which	10 marks	The current requirement for the Team Leader to be an employee of the Bidder for the last 10 years is extremely restrictive and may result in lower		
Key Personnel	Max Marks	Amendment and Justification										
Team Leader a) MBA/PGDM/ PhD or equivalent from a reputed institution b) At least 15 years of experience out of which	10 marks	The current requirement for the Team Leader to be an employee of the Bidder for the last 10 years is extremely restrictive and may result in lower										

SI No.	Referred Section/Clause (of the RFP)	Clause		Remarks		Replies	
		<p>for the last 10 years with expertise in aviation sector</p> <p>Total projects as Team Leader:</p> <p>8 or more projects: 10 marks</p> <p>6-7 projects: 7 marks</p> <p>4-5 projects: 5 marks</p> <p>3 projects: 3 marks</p>		<p>at least 7 years as a team leader for projects in aviation sector</p> <p>c) Should have been team leader in at least 3 (three) consulting/ advisory engagements in airports in the last 7 years</p> <p>d) Should be an employee of the Bidder for the last one year with expertise in aviation sector</p> <p>Total projects as Team Leader:</p> <p>8 or more projects: 10 marks</p> <p>6-7 projects: 7 marks</p>		<p>competition in this tender. Typically, in similar tenders, the tendering authority has requested for key personnel to be employee of the Bidders for a minimum period of one year – the objective being that the key personnel is not hired only for the specific tender.</p> <p>Accordingly, we suggest that the current requirement is amended.</p>	<p>Please see the revised tender conditions; Master's degree in Economics can be included. No change in other conditions.</p>

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks			Replies	
		Airport Sector Expert a) MBA/MSc/ PhD (Economics) b) Minimum 12 years of consulting experience in aviation sector c) Should have advised on at least 3 (five) consulting/ advisory engagements in airports in the last 7 years d) Should be an employee of the Bidder for the last 7 years with expertise in aviation sector Scoring: 8 or more projects: 7 marks 6-7 projects: 6 marks 4-5 projects: 5 marks 3 projects: 3 marks	5	4-5 projects: 5 marks 3 projects: 3 marks			CA/CFA can be included.5 Years' experience can be considered under Clause (c). No change in other conditions
				Airport Sector Expert a) Master's Degree from a reputed institute b) Minimum 12 years of consulting experience in aviation sector c) Should have advised on at least 3 (five) consulting/ advisory engagements in airports in the last 7 years d) Should be an advisor / employee of the Bidder for the last on year with	8	Based on the proposed scope of work, it is understood that the Airport Sector expert would be expected to be the industry expert bringing in the necessary airport development / operational experience and knowledge. Given the expertise required from Airport Sector Expert, we request that the specific requirement of	

SI No.	Referred Section/Clause (of the RFP)	Clause		Remarks			Replies
				expertise in aviation sector Scoring: 8 or more projects: 7 marks 6-7 projects: 6 marks 4-5 projects: 5 marks 3 projects: 3 marks		MBA/MSc/Phd (Economics) be replaced with "Masters Degree from Reputed Institute". Also, similar to the Team Leader, the requirement of Airport Sector Expert to be an employee of the Bidder for last 7 years is restrictive and we suggest the same is relaxed.	No change in tender conditions
		Finance Expert a) MBA/PGDM from reputed institution b) Minimum 7 years of consulting experience in aviation sector c) Should have advised on at least three (3) consulting/ advisory engagements in aviation sector the last 7 (seven) years. Scoring: 5 or more projects: 5	5			Finally, given the experience required, we request that any Bidder may be allowed to have external advisors.	
				Finance	7	Given the	



SI No.	Referred Section/Clause (of the RFP)	Clause		Remarks			Replies
		marks 4 projects: 4 marks 3 projects: 3 marks		Expert a) MBA/PGDM from reputed institution / CA / CFA b) Minimum 7 years of consulting experience c) Should have advised on at least three (3) consulting/ advisory engagements in aviation sector the last 7 (seven) years. Scoring: 5 or more projects: 5 marks 4 projects: 4 marks 3 projects: 3 marks		expertise required from Finance Expert, we believe that the CA and CFA should be considered as relevant education qualifications. Further, the requirement of Finance Expert to have 7 years consulting experience in aviation sector is restrictive. Given the nature of the expertise required, the finance expert would typically have experience in multiple sectors and the	
		Real Estate Expert a) MBA/CA/CFA or equivalent b) Minimum 15 (eighteen) years'	5				

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks		Replies
		<p>professional experience</p> <p>c) Should be on the rolls of the Applicant</p> <p>d) In the past 10 (ten) years, should have undertaken assignments for:</p> <p>□ at least 3 (three) PPP projects involving feasibility assessment and bid advisory for recreational or mixed use real estate for Govt./Public Sector Entity; and;</p> <p>□ at least 3 (three) projects involving optimal use/ business plan/ feasibility assessment for recreational or mixed use real estate for Private Sector Entity;</p>		<p>same should be considered. Finally, similar to the Team Leader, the requirement of Finance Expert to be an employee of the Bidder for last 7 years is restrictive and we suggest this should be reduced to one year.</p>	
			<p>Real Estate Expert</p> <p>a) MBA/CA/CFA or equivalent</p> <p>b) Minimum 10 (ten) years' professional experience</p> <p>c) Should have undertaken assignments</p>	<p>5</p> <p>We believe that Real Estate Expert and Real Estate 'Market Specialist' positions should be merged and considered as one position as the expert – given the</p>	

SI No.	Referred Section/Clause (of the RFP)	Clause		Remarks		Replies
				for: □ at least 3 (three) projects involving feasibility assessment or bid advisory for recreational or mixed use real estate for Govt./Public Sector Entity/Private sector entity		
		Real Estate 'Market' Specialist MBA/CA/CFA or equivalent a) Minimum 10 (ten) years' professional experience b) Should be on the rolls of the Applicant c) In the capacity of Real Estate Expert, in past 10 (ten) years, undertaken: □ at least 2 (two) eligible projects related to	5		similar nature of expertise required. Further, the experience of the real expert should be aligned to the experience of other experts and we suggest the same is considered as 10 years. Given the special nature of expertise required, we believe for the best results for KIAL, flexibility for the consultants to either consider an employee or an external expert for this position and	

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks		Replies
		airport land development/ monetization □ at least 3 (three) eligible project involving feasibility/ DPR/ market study in India or Abroad;		hence the minimum requirement of real estate expert to be on the rolls of the Bidder should be removed. The experience requirement of having undertaken real estate analysis / assessments as part of PPP does not fit the role / requirement. Experience of feasibility assessment outside PPP are also relevant and should be considered. Further, real estate	

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks		Replies
				experience, whether for private sector entity or public sector entity, is typically similar and hence we suggest that these are merged.	
54.	EMD Amount	Rs 1,25,00,000/- (Rupees One Crore Twenty Five Lakh only)	The current EMD amount is significant. Typically, for consulting engagements the EMD amounts are in the range of 2-5 lakhs and are capped at 10 lakhs. While we appreciate that this engagement is a 3-5 year consulting engagement, however we would request that the EMD amount be reduced and be considered as Rs. 10 lakhs.		EMD reduced to Rs 75 lakh; 50% payable in the form of demand draft/bank transfer; balance in the form of bank guarantee. Please revised tender conditions.
55.		Note: For the purposes of satisfying the eligibility under this RFP, 'Eligible Projects' shall be defined to include advisory projects for Commercial, Residential Industrial, Recreational or Mixed Use Real Estate Asset Classes. Advisory projects shall be defined to include advisory engagements related to DPR/ feasibility preparation,	Given that number of airports have considered Multi-level car parks (MLCP) as an infrastructure at the airport, experience of MLCP or similar infrastructure should be considered as Eligible Projects		No change in tender conditions

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
		<p>business plan, valuation, PPP transaction advisory and not land or built up sale or leasing related advisory. Real Estate asset classes shall include Commercial Offices, Retail /Malls/Shopping Complexes, Hotels, Resorts, Serviced Apartments, Entertainment/Leisure Centers, Recreational facilities (Theme parks, Lakeside Developments, etc.), Tourism City/Destinations, and Airport/City Side Real Estate. However, these shall exclude advisory projects related to old age homes, time share residences, etc. public tourism projects such as aquariums, zoos, ropeways, etc. and infrastructure projects such as Multilevel Car Parks, Integrated Bus Terminals, Bus Shelters, Depots, highway way side amenities, waterway hubs, etc.</p>		
56.		<p>With reference to tender notice (page 4) Clause 11. – Bid Submission - Start Date: 23 January 2019 End date: 8 February 2019 upto 1700 hrs</p>	<p>We intend to participate in the bid vide – Ref No. KIAL/CFO/01/2019 dated on 14th January, 2019.</p> <p>Basis the tender document, we understand that presently the bid due date is 8th February, 2019. The preparation of bid documents involves</p>	<p>Please refer to the revised Notice Inviting Tender for revised timelines</p>

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
			extensive work in niche domain and includes heavy paper work and collation of data. Furthermore, it requires time to formulate a team of qualified professionals comprising Aviation, Infrastructure and Financial expert(s) along with the support staff. Owing to the same we request the authority to consider extending the last date of the submission of the bid by at least 15 working days from the date of receiving clarifications from the Authority.	
57.		<p>With reference to Annexure 1B – <b>Bidder’s Eligibility and Evaluation Criteria- Clause A</b></p> <p>Bidder shall be a Government Organization/PSU/PSE/ Partnership firm / LLP or a Limited company under Indian Laws. (Joint Ventures, consortiums, Association of persons etc. would not be accepted).</p>	<p>The scope of work involves Financial Planning, undertaking Review of Existing Landuse Plan and devise plans for the best utilization and Land Resources, Revenue Maximization, Suggesting preparing RFPs, Economic Impact Assessment, preparation of master plan – regional analysis, real estate market overview, best use development, land monetization plan et al.</p> <p>Hence, in our understanding, the scope of work is diverse in nature and requires expertise in multiple domains across various sectors. In order to get the best quality experts on board to undertake the specific tasks as stipulated in the Detailed Scope of Work, we thereby request the authority to kindly allow the formation of JV / Consortium / Sub Consultancy</p>	No change in tender conditions
58.		With reference to Annexure 1B <b>Clause</b>		

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
		<p align="center"><b>C – TECHNICAL CRITERIA</b></p> <p>For the purpose of evaluation of this RFP, all projects and experience claimed shall be undertaken within 7 years from the date of this RFP</p>	<p>Keeping into consideration the scale and the infrequent nature of the project and the fact that similar projects exhibit longer execution periods, we would request the authority to kindly consider the projects during last 10 years timeline for technical evaluation</p>	<p>No change in tender conditions</p>
59.		<p>With reference to Annexure 1B <b>Clause C – TECHNICAL CRITERIA</b></p> <p align="center"><b>Subclause 1 - 5</b></p>	<p>Keeping into consideration the scale and infrequent nature of aviation projects on a regular basis, to obtain a better insight on the expertise of the prospective bidder, we would request the authority to consider the ongoing and substantially completed projects (50 – 90% completed) as well</p>	<p>No. change in tender conditions. Only completed contracts will be considered</p>
60.		<p>With reference to Annexure 1B <b>Clause D – Evaluation of Technical Capacity</b></p> <p align="center"><b>Subclause A1 – A5</b></p>	<p>The authority has requested for various specialized categories of services/projects as part of the evaluation of technical capacity and has requested for more than 3 number of projects in each category for the bidders to secure maximum score</p> <p>In our understanding, most of the Aviation sector projects we have done, encompasses more than one category of services enlisted as part of the technical capacity</p> <p>Keeping into consideration the vast categories of services we have provided under each</p>	<p>No change in tender conditions</p>



SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
			Aviation sector mandate, we would request the authority to consider such mandates under multiple categories under subclause A1 – A5	
61.		<p>With reference to Annexure 1B <b>Clause C – TECHNICAL CRITERIA</b></p> <p><b>Subclause 7</b></p> <p>Team leader should be an employee of the Bidder for the last 10 years with expertise in aviation sector</p>	<p>We would like to highlight the fact that there are very few instances wherein the sector expert continues his/her employment with one specific company for a duration of 10 years.</p> <p>Hence, we would like to request the authority to relax this criterion and allow any sector expert with equal or more than 10 years' experience to lead the key team</p>	<p>No change in tender conditions. However, the team leader with aviation sector expertise need to be an employee of the bidder only for 7 years as per revised tender conditions. Please refer to the revised bid document.</p>
62.		<p>With reference to Annexure 1B <b>Clause C – TECHNICAL CRITERIA</b></p> <p><b>Subclause 3</b></p> <p>"Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 5 (five) mppa"</p> <p><b>And</b></p> <p><b>1B Clause D – Evaluation of Technical Capacity</b></p> <p><b>Subclause A 3</b></p>	<p>We would like to highlight that as part of the Technical Criteria, the document mentions <b>5 mppa</b> against the traffic forecasting of minimum 2 (two) airports</p> <p><b>Whereas</b></p> <p>As part of evaluation criteria, it mentions carrying out traffic forecasting of minimum 2 (two) projects over <b>15 mppa</b></p> <p>Hence, we would request the authority to clarify if the airport project/s under evaluation in this category should have 5 or 15 mppa annual</p>	<p>5 mppa as per revised bid document. Please refer to the revised bid document</p>

SI No.	Referred Section/Clause (of the RFP)	Clause	Remarks	Replies
		"Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 15 mppa"	traffic capacity	
63.		<p>With reference to Annexure 1B <b>Clause C – TECHNICAL CRITERIA</b></p> <p><b>Subclause 3</b></p> <p>"Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 5 (five) mppa"</p> <p><b>And</b></p> <p><b>1B Clause D – Evaluation of Technical Capacity</b></p> <p><b>Subclause A 3</b></p> <p>"Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India with annual traffic of over 15 mppa"</p>	<p>We would request the authority to revise the technical eligibility/capacity including the traffic forecast for other transport modes as part of this bid document to ensure a wider spectrum of traffic forecasting expertise</p>	<p>Traffic forecast of other transport modes cannot be considered</p>