

Reply to 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)

**PROPOSED CHANGES / INCLUSIONS****General Clause:**

Clause	Current Clause	Proposed Clause	Bidder Request	KIAL Response
10. EVALUATION CRITERIA, Item 10.5  Page 11	10.5 Bidder has to submit the documentary evidence in proof of the credentials. To demonstrate technical competence the bidders will need <i>to furnish details of assignments, number of similar assignments undertaken and completed in the past, client certificates, contract copies and undertakings,</i> as necessary for demonstrating successful completion of such assignments	To demonstrate technical competence the bidders will need <i>to</i> furnish details of assignments, number of similar assignments undertaken which have been <b>completed / partially completed / ongoing with client certificates/ contract copies/ work orders/ CA Certificates,</b> as necessary for demonstrating <b>project experience on</b> such assignments.	We request the Authority to accept CA Certification of projects exhibited, wherein the Consultant does not have a Client Certificate or the project is ongoing. CA Certificate of these assignments act as a proof of the Consultant having executed/engaged on the assignment	Client certificates are preferred. However certification from Statutory Auditor/CA regarding completion of assignment can be accepted if the bidder is unable to produce client certificates.  Ongoing/partially completed assignments cannot be accepted

<p>Clause 5, Earnest Money Deposit</p> <p>Page 9</p>	<p>An Earnest Money Deposit (EMD) of Rs. 75,00,000/- (Rupees Seventy-Five Lakh only). 50% (Fifty Percent) of the EMD shall be paid in the form of Demand Draft/bank transfer from a Nationalized/Scheduled Bank in India in favour of "Kannur International Airport Limited" payable at Mattanur and balance in the form of a bank guarantee from a Nationalized/Scheduled Bank in India valid for 180 days from bid submission date must be submitted along with the proposal</p>	<p>An Earnest Money Deposit (EMD) of Rs. 75,00,000/- (Rupees Seventy-Five Lakh only). The bidder may pay the EMD by adopting either of the following</p> <ul style="list-style-type: none"> <li>• <b>100% of the EMD in the form of Demand Draft/bank transfer from a Nationalized/Scheduled Bank in India in favour of "Kannur International Airport Limited" payable at Mattanur.</b></li> <li>• 50% (Fifty Percent) of the EMD shall be paid in the form of Demand Draft/bank transfer from a Nationalized/Scheduled Bank in India in favour of "Kannur International Airport Limited" payable at Mattanur and balance in the form of a bank guarantee from a Nationalized/Scheduled Bank in India valid for 180 days from bid submission date must be submitted along with the proposal</li> </ul>	<p>We request the Authority to let bidders furnish the entire amount of Earnest Money Deposit i.e. INR 75 Lakhs the Form of a <b>Demand Draft</b>.</p>	<p>Entire amount of Earnest Money Deposit i.e. INR 75 Lakhs in the Form of <b>Demand Draft/Bank Transfer</b> is also acceptable</p>
<p>Due Date for Bid Submission 18<sup>th</sup> March</p>	<p>Due Date for Bid Submission 18<sup>th</sup> March</p>	<p>Due Date for Bid Submission 5<sup>th</sup> April</p>	<p>Request the authority to extend the date of submission by atleast 2 weeks from the date of release of Corrigendum/ release of revised RFP.</p>	<p>Extension already granted until 25 March 2019.</p>

				No further extension can be granted
<p>As per Email Dated 28<sup>th</sup> February 2019</p> <p>Please note below our comments against your request for confirmation on the following whether;</p> <p>a. Aviation expertise shall encompass airport advisory experience on all fronts:</p> <p>Reply from the Authority: Aviation expertise shall include airport advisory experience on all fronts.</p>	<p><b>Examples of consultant experience cited across the bid</b></p> <p>Page 35 A1. - Bidder should have at least 2 (two) consulting assignments related to business plan review and/or feasibility studies for <b>airport infrastructure</b> projects in India or abroad with at least one in India in the last 7 (seven) years.</p> <p>Page 36 B1. b) - At least 15 years of experience out of which at least 7 years as a team leader for projects in <b>aviation sector</b></p>	<p>Page 35 A1. - Bidder should <b>cumulatively</b> have at least 2 (two) consulting assignments related to <b>business plan review and/or feasibility studies</b> for <b>airport (airside / landside) advisory</b> projects in India or abroad with at least one in India in the last 7 (seven) years.</p> <p>Page 36 B1. b) - At least 15 years of experience out of which at least 7 years as a team leader for projects on <b>airport (airside / landside) advisory</b></p>	<p>Our understanding is that <b>Aviation / Airport Infrastructure</b> experience wherever mentioned in the RFP, shall encompass <b>"Airport Advisory Experience on All Fronts"</b>.</p> <p>We would request you to provide concurrence on our understanding once again.</p>	<p>This was already clarified that aviation expertise shall include airport advisory experience on all fronts.</p>
C. Technical Criteria	For the purpose of evaluation of this NIT, all projects and experience claimed shall be undertaken within <b>7 years</b> from the date of this NIT. The consulting firm must	For the purpose of evaluation of this NIT, all projects and experience claimed shall be undertaken within <b>10 years</b> from the date of this NIT. The consulting firm must fulfil all of the following technical criteria:	Request to consider project and experience undertaken within last 10 years.	Project and experience undertaken in the past 10 years prior to the date of this NIT is acceptable and not beyond.

	fulfil all of the following technical criteria:  In the past <b>7 years</b> prior to the date of this NIT,	In the past <b>10 years</b> prior to the date of this NIT,		
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**Bidder's proposals (Option 1 & 2 ) to modify technical evaluation criteria –**

<b>A. Project Experience – Option 1</b>			
<b>S.no.</b>	<b>Technical Capacity</b>	<b>Max Marks</b>	<b>KIAL Response</b>
<b>A</b>	<b>Project Experience</b> <b>Bidder should be evaluated for project experience submitted under the categories A.1 to A.5 OR under category A.6</b>	<b>50</b>	No change in NIT conditions
<b>A.1</b>	Bidder should have at least 2 (two) consulting assignments related to <b>business plan review and/or feasibility studies</b> for airport infrastructure projects in India or abroad with at least one in India in the last 7 (seven) years.  <b>Scoring:</b> 5 or more projects: 12 marks 4 projects: 8 marks 2-3 projects: 5 marks	Bidder should have at least 2 (two) consulting assignments related to <b>business plan review and/or feasibility studies</b> for <b>airport (airside / landside) advisory</b> projects in India or abroad with at least one in India in the last 7 (seven) years.  <b>Scoring:</b> 5 or more projects: 12 marks 4 projects: 8 marks 2-3 projects: 5 marks	No change in NIT conditions

<b>A.2</b>	<p>Bidder should have carried out at least 2 (two) assignments on economic impact analysis of airports.</p> <p><b>Scoring:</b> 4 or more projects: 14 marks 2-3 projects: 7 marks</p>	<p>Bidder should have carried out at least 2 (two) assignments on economic impact analysis of airports.</p> <p><b>Scoring:</b> 4 or more projects: 14 marks 2-3 projects: 7 marks</p>	<p>No change in NIT conditions</p>
<b>A.3</b>	<p>Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India/abroad out of which at least one (1) assignment should be for an Indian Airport with annual traffic of 5 (five) mppa or more with an annual traffic of 5 mppa or more.</p> <p><b>Scoring:</b> 6 or more projects: 5 marks 3-5 projects: 3 marks</p>	<p>Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India/abroad out of which at least one (1) assignment should be for an Indian Airport with annual traffic of 5 (five) mppa or more with an annual traffic of 5 mppa or more.</p> <p><b>Scoring:</b> 6 or more projects: 5 marks 3-5 projects: 3 marks</p>	<p>No change in NIT conditions</p>
<b>A.4</b>	<p>Bidder should have advised at least 2 (two) airport operators on real estate development initiatives/transactions, growth strategy (including traffic growth) and revenue enhancement initiatives or cost optimization initiatives.</p> <p><b>Scoring:</b> 3-5 projects: 9 marks 2 projects: 3 marks</p>	<p>Bidder should have advised at least 2 (two) airport operators on real estate development initiatives/transactions, growth strategy (including traffic growth) and revenue enhancement initiatives or cost optimization initiatives.</p> <p><b>Scoring:</b> 3-5 projects: 9 marks 2 projects: 3 marks</p>	<p>No change in NIT conditions</p>

<p><b>A.5</b></p>	<p>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 any public sector or private sector entity in past 7 (seven) years</p> <p><b>Scoring:</b> 5 or more projects: 10 marks 2-4 projects: 5 marks</p>	<p>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 any public sector or private sector entity in past 7 (seven) years</p> <p><b>Scoring:</b> 5 or more projects: 10 marks 2-4 projects: 5 marks</p>	<p>No change in NIT conditions</p>
<p><b>A.6</b></p>		<p><b>Bidder should have carried out at least 8 (eight) assignments in India or abroad encompassing any of the project experience mentioned under A.1 to A.5</b></p> <p><b>Scoring:</b> <b>Over 12 projects with atleast 2 projects having a capacity of over 50 mppa : 50 marks</b></p> <p><b>9-12 projects with atleast 2 projects having a project cost of over 500 cr: 40 marks</b></p> <p><b>8 projects: 30 marks</b></p>	<p>No change in NIT conditions</p>

A. Project Experience – Option 2			
S.no.	Technical Capacity	Max Marks	KIAL Response
<b>A</b>	<b>Project Experience</b>	<b>50</b>	
<b>A.1</b>	<p>Bidder should have at least 2 (two) consulting assignments related to <b>business plan review and/or feasibility studies</b> for airport infrastructure projects in India or abroad with at least one in India in the last 7 (seven) years.</p> <p><b>Scoring:</b>            5 or more projects: 12 marks            4 projects: 8 marks            2-3 projects: 5 marks</p>	<p>Bidder should <b>cumulatively</b> have at least 2 (two) consulting assignments related to <b>business plan review and/or feasibility studies</b> for <b>airport (airside / landside) advisory</b> projects in India or abroad with at least one in India in the last 10 (ten) years.</p> <p><b>Scoring:</b>            5 or more projects: 12 marks            4 projects: 8 marks            2-3 projects: 5 marks</p>	No change in NIT conditions
<b>A.2</b>	<p>Bidder should have carried out at least 2 (two) assignments on economic impact analysis of airports.</p> <p><b>Scoring:</b>            4 or more projects: 14 marks            2-3 projects: 7 marks</p>	<p>Bidder should have carried out at least 2 (two) assignments on economic impact analysis of airports.</p> <p><b>Or</b></p> <p><b>Bidder should have carried out atleast 2 assignments for a Government/Private</b></p>	No change in NIT conditions

		<p><b>sector client; providing Advisory Services for any aspect of the airport, with the airport having a capacity of 50 million passengers per annum</b></p> <p><b>Scoring:</b>  <b>8 or more projects: 14 marks</b>  <b>4 - 7 projects: 10 marks</b>  <b>2-3 projects: 7 marks</b></p>	
<b>A.3</b>	<p>Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India/abroad out of which at least one (1) assignment should be for an Indian Airport with annual traffic of 5 (five) mppa or more with an annual traffic of 5 mppa or more.</p> <p><b>Scoring:</b>  6 or more projects: 5 marks  3-5 projects: 3 marks</p>	<p>Bidder should have carried out traffic forecasting for a minimum of 2 (two) airports in India/abroad out of which at least one (1) assignment should be for an Indian Airport with annual traffic of 5 (five) mppa or more with an annual traffic of 5 mppa or more.</p> <p><b>Or</b></p> <p><b>The Bidder should have carried out Advisory Services for formulation of Business Plan / Highest &amp; Best Use / feasibility / Due Diligence for atleast 2 Airport Entities / Airports</b></p>	No change in NIT conditions



		<p><b>(government / private) with a project cost of over INR 500 crores</b></p> <p><b>Scoring:</b> 6 or more projects: 5 marks 3-5 projects: 3 marks</p>	
<b>A.4</b>	<p>Bidder should have advised at least 2 (two) airport operators on real estate development initiatives/transactions, growth strategy (including traffic growth) and revenue enhancement initiatives or cost optimization initiatives.</p> <p><b>Scoring:</b> 3-5 projects: 9 marks 2 projects: 3 marks</p>	<p>Bidder should have advised at least 2 (two) airport operators on real estate development initiatives/transactions, growth strategy (including traffic growth) and revenue enhancement initiatives or cost optimization initiatives.</p> <p><b>Scoring:</b> 3-5 projects: 9 marks 2 projects: 3 marks</p>	No change in NIT conditions

<p><b>A.5</b></p>	<p>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 any public sector or private sector entity in past 7 (seven) years</p> <p><b>Scoring:</b> 5 or more projects: 10 marks 2-4 projects: 5 marks</p>	<p>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 any public sector or private sector entity in past 7 (seven) years</p> <p><b>Scoring:</b> 5 or more projects: 10 marks 2-4 projects: 5 marks</p>	<p>No change in NIT conditions</p>
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