

## RFP for Appointment a consultant for conducting a comprehensive study to determine the role of coastal shipping in vehicle scrapping

### Replies to Pre-Proposal Meeting Queries

The replies to queries raised by the Applicants at the Pre-Proposal Meeting held on 28<sup>th</sup> April 2022 are provided as below. Applicant are requested to refer the Replies and Revised RFP in details before submitting their Applications. Revised RFP will include all the changes provided as below in the responses to pre-bid queries. No separate corrigendum will be issued for the same.

#	Clause No., Page no	Existing Clause	Queries	Replies
1.	Clause No. 3 Page No. 9	Important Dates Proposal Due Date (P) = 11th May 2022, 1500 hrs IST	Due to the complex nature of the terms of reference and requirements for pre-proposal consultations in order for us to prepare an insightful proposal, we request the Client to further extend the proposal due date. We request the client to extend the proposal due date to 18th May 2022, 1500 hrs IST	Provisions of the RFP Document hold good
2.	Clause No. 4 Page No. 18	Requirement of Key Personnel - Automotive Specialist  Graduation in Automobile or Mechanical or Electrical or Electronic Engineering + Full time MBA/PGDBM/PGDM	We request the client to broaden the relevant educational field as mentioned below:  <b>Graduation in Engineering + Full time MBA/PGDBM/PGDM</b>  This would allow the inclusion of relevant professionals and will be in line with expectations from similar RFPs.	<b>Graduation in Engineering + Full time MBA/PGDBM/PGDM</b>
3.	Clause No. 4 Page No. 18	Requirement of Key Personnel - Logistic Expert  Graduation in Engineering + Full time MBA/PGDBM/PGDM  Should have minimum 20 years of overall work experience in which minimum 15 years of experience in	We submit that Masters in Economics is an equally relevant degree for Logistics expert. Keeping this as Engineering + MBA/PGDBM will be too restrictive and accordingly we request to broaden the relevant education as mentioned below:  <b>Relevant Graduation with Full time MBA/PGDM/PGDBM/Masters in Economics or similar degree</b>	Full time MBA/PGDBM/PGDM /Masters in Economics



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		Ports, Inland waterways and Maritime Sector AND Minimum one assignment on coastal shipping / water transport potential on Indian coastline.	This would allow the inclusion of relevant professionals and will be in line with expectations from similar RFPs.	
4.	Clause No. 4 Page No. 18	Requirement of Key Personnel - Logistic Expert  Minimum one assignment on coastal shipping / water transport potential on Indian coastline	We request the client to broaden the relevant work experience as mentioned below:  Minimum one assignment in <b>maritime sector including ports / inland waterways</b> / coastal shipping / water transport potential in India <b>or globally</b>  This would allow the inclusion of relevant professionals and will be in line with expectations from similar RFPs.	Minimum one assignment in <b>maritime sector including ports / inland waterways</b> / coastal shipping / water transport potential in India <b>or globally</b>
5.	Clause No. 4 Page No. 18	Requirement of Key Personnel - Financial & Economic Expert  Minimum one assignment on coastal shipping / water transport potential on Indian coastline	We request the client to broaden the relevant work experience as mentioned below:  Minimum one assignment in <b>maritime sector including ports / inland waterways</b> / coastal shipping / water transport potential in India <b>or globally</b>  This would allow the inclusion of relevant professionals and will be in line with expectations from similar RFPs.	Minimum one assignment in <b>maritime sector including ports / inland waterways</b> / coastal shipping / water transport potential in India <b>or globally</b>
6.	Clause No. 2.9.1 Page No. 22	Eligible Assignments and Minimum Eligibility Criteria  Category 2: Preparation of Techno-Economic Feasibility Report/ Detailed	We request the client to broaden the relevant work experience as mentioned below:  Category 2: Preparation of Techno-Economic Feasibility Report/ Detailed Project Report/	Category 2: Preparation of Techno-Economic Feasibility Report/ Detailed Project Report/ Perspective Plan / Business Plan <b>for ports / inland</b>



#	Clause No., Page no	Existing Clause	Queries	Replies
		Project Report/ Perspective Plan / Business Plan/ for coastal shipping / water transport in Indian coastline	<p>Perspective Plan / Business Plan/ <b>for ports / inland waterways</b> / coastal shipping / <b>Rail or multimodal transport</b>/ water transport potential in India <b>or globally</b></p> <p>This would allow the inclusion of relevant project experience which would demonstrate our experience and expertise in conducting tasks mentioned in the current ToR.</p>	<b>waterways</b> / coastal shipping / water transport potential in India <b>or globally</b>
7.	Clause No. 2.9.2 Page No. 22	<p>Technical Capacity</p> <p>The Applicants should have successfully completed at least One project of Category 1 of Eligible Assignments in the past 7 years prior to Proposal Due Date with a contract value not less than Rs. 60 lacs</p>	<p>We request the client to broaden the horizon for relevant work experience as mentioned below:</p> <p>The Applicants should have successfully completed at least One project of Category 1 of Eligible Assignments in the <b>past 10 years prior to Proposal Due Date</b> with a contract value not less than Rs. 60 lacs</p> <p>This would allow the inclusion of relevant project experience which would demonstrate our experience and expertise in conducting tasks mentioned in the current ToR.</p>	Provisions of the RFP Document hold good
8.	Clause No. 2.9.2 Page No. 22	<p>Documentary evidence to substantiate/support Eligible Assignments</p> <p>Completion Certificate issued by the Client for the Assignment</p>	<p>We request the client to broaden the horizon for documentary evidence as mentioned below:</p> <p><b>Work order and/or</b> completion certificate issued by the Client for the Assignment</p> <p>In many cases, despite the completion of projects, completion certificates are not issued by Clients on account of change in mandate or management. Further, this makes it difficult to obtain Statutory Auditors certification for such assignments.</p>	Provisions of the RFP Document hold good



#	Clause No., Page no	Existing Clause	Queries	Replies
9.	Clause No. 5.2 Page No. 59	Identify land use & development plan for existing used and unused land parcels at Ports for movement of vehicle scrap	<p>Could the Client please clarify and provide a list of facilities for which the Consultant will have to study land use and development plans?</p> <p><b>Suggestion:</b></p> <p>We request the Client to identify a <b>focussed sample of 3-5 ports and associated facilities</b> which would be productive in-line with the objectives of this study.</p>	Provisions of the RFP Document hold good
10.	Clause No. 5.3 (ii) Page No. 60	To identify the mode in which these commodities are moving in and out of the hinterland by carrying out O-D study taking into consideration Registered Vehicle Scrapping Facility (RVSF) being developed by Ministry of Road Transport and Highways	Request you to please clarify the expectations for Origin-Destination surveys as part of the proposed assignment. Kindly prescribe the minimum duration and quantum of O-D survey (in locations). This would ensure that all consultants budget for a similar quantum of such survey and no over estimation or under estimation takes place	Provisions of the RFP Document hold good
11.	General conditions of the bid		<p>While the Client has mentioned that there is a two-stage bidding process based on a L1 bidding basis, there is no mention of the evaluation mechanism of the technical proposal.</p> <p>Could the Client please provide the marking scheme for the technical proposal including the following:</p> <ul style="list-style-type: none"> <li>• Marks per credentials / eligible assignments</li> <li>• Marks for various CVs (4 key positions)</li> <li>• Breakdown of marks for CVs including: <ul style="list-style-type: none"> <li>➤ Educational qualifications</li> <li>➤ Total years of work experience</li> <li>➤ Relevant years of work experience</li> <li>➤ Number of relevant assignments</li> </ul> </li> </ul>	Please Refer clause No. 2.10.2 of RFP.



#	Clause No., Page no	Existing Clause	Queries	Replies
12.	Point 2.6.2 of Clause 2.6; Page 15 of 82	An Applicant may be a Natural person, partnership firm, LLP, private entity or government owned entity and should submit the proposal in accordance with the terms of this RFP. Applicant can apply only on sole basis and should be registered in India; <b>consortium is not allowed</b>	<p>Request for allowed consortium/Joint Ventures so as to allow Organisations with suitable technical experience to participate and the make the process more competitive and especially for MSMEs and start-ups in compliance with S.O.581(E) published under Gazette of India as “Public Procurement Policy for Micro and Small Enterprises (MSEs) Order, 2012”.</p> <p>Also, our team has rich prior experience working in Ports and coastal sector and we carry rich on-ground geographical experience across sectors.</p> <p>Suggestion:</p> <p>We request that the text be altered to “An Applicant may be a Natural person, partnership firm, LLP, private entity or government owned entity and should submit the proposal in accordance with the terms of this RFP. Applicant can apply only on sole basis or consortium and should be registered in India; <b>consortium is allowed</b>”</p>	Consortium is allowed, required changes with respect to this response will be provided in revised RFP, which will be uploaded on the website by 02.05.2022.
13.	Selection process: 1.4; Page 6	The Consultant will be selected on the Price based System (Least Cost Selection) as per procedures described in this RFP.	<p>Request for modification The Consultant will be selected on the Quality and cost based selection (QCBS) as per procedures described in this RFP.</p> <p><b>Remark:</b></p> <p>Technical competency and experience in such projects play important part in overall output. We, therefore, request Authority to use QCBS with 70:30 as share for Technical and Financial bid.</p>	Provisions of the RFP Document hold good

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14.	Critical Datasheet: (3) Important dates; Page 9	Proposal due date: 11th May 2022, 1500 hrs IST	Request for modification Proposal due date: <b>30th May 2022, 1500 Hrs IST</b>  <b>Remark:</b>  We request you to extend the proposal submission date	Provisions of the RFP Document hold good
15.	Preparation of proposal – The Key Personnel 2.7.3 (4)(iv); Page 17	The Key Personnel shall remain available for the period as indicated in the RFP.	Request for modification In case of any contingencies, where any key personnel is required to be replaced, another key personnel of equal or higher educational qualification and experience may be provided with approval from SDCL  <b>Remark:</b>  Request to allow a substitute in case of any contingency.	Please Refer clause No. 2.11.2 of RFP
16.	Preparation of proposal – Requirement of Key Personnel 2.7.3 (5): Team Leader; Page 17	Minimum Work Experience Should have minimum 15 years of overall work experience in which minimum 5 years in transport/ logistic sector	Request for modification Minimum Work Experience Should have minimum <b>10</b> years of overall work experience in which minimum 5 years in transport/ logistic sector  <b>Remark:</b>  Request to reduce work experience requirement to 10 years.	Provisions of the RFP Document hold good
17.	Preparation of proposal – Requirement of Key Personnel 2.7.3 (5): Logistic	Minimum Qualification Graduation in Engineering + Full time MBA/PGDBM/PGDM  Minimum Work Experience Should have minimum 20 years of overall work experience in which minimum 15 years of experience in Ports, Inland	Request for modification <b>Minimum Qualification Full time MBA/PGDBM/PGDM or equivalent</b>  Minimum Work Experience Should have minimum <b>10</b> years of overall work experience in which minimum <b>8</b> years of experience in Ports, Inland waterways and Maritime Sector	Provisions of the RFP Document hold good



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	Expert; Page 18	waterways and Maritime Sector	<p><b>Remark:</b></p> <p>An Engineering degree may not be the only suitable graduation qualification for a Logistic Expert who can be a supply chain, shipping, commerce, etc graduate.</p> <p>An MBA or equivalent degree shall be sufficient for a Logistic Expert Request to reduce minimum work experience criteria to 10 years</p>	
18.	Location 6.1.5; Page 68	The Services shall be performed at such locations, whether in Country or elsewhere, as the Client may approve.	<p>Request for clarification Request you to clarify if the Key Personnels are required to work out of Client office or if they will be allowed to work from their base locations</p> <p><b>Remark:</b></p> <p>We would like to provide the most suitable team for the project. However, key personnel suitable for the project may be based at different locations within India. Need clarity to provision for travel and stay costs accordingly</p>	<p>Please refer to Clause 5.4 (Page 61) of ToR given in RFP.</p> <p>Applicant may take all cost including travelling to other area based on the project requirement and provide lump sum cost in the Financial proposal</p>
19.	Point 2.6.2 of Clause 2.6; Page 15 of 82	An Applicant may be a Natural person, partnership firm, LLP, private entity or government owned entity and should submit the proposal in accordance with the terms of this RFP. Applicant can apply only on sole basis and should be registered in India; <b>consortium is not allowed</b>	We would like to request to allow consortium	Refer to reply of S.N. 12 above
20.			We would like to request to change the duration from 7 years to 10 or 12 years for category 2 requirement in technical capacity	Provisions of the RFP Document hold good



#	Clause No., Page no	Existing Clause	Queries	Replies
21.			We would also request if the first option of category 1 in technical capacity can be changed to “One project of 30 lacs” instead of 60 lacs	Provisions of the RFP Document hold good