

**VISAKHAPATNAM PORT TRUST**



**VISAKHAPATNAM PORT TRUST**

**REQUEST FOR PROPOSAL  
AMENDMENT (Three)**

<b>RFP Title :</b>	
"CONSULTANCY SERVICES FOR PREPARATION OF TECHNO-ECONOMIC FEASIBILITY STUDY REPORT FOR DEVELOPMENT OF MULTI MODEL LOGISTIC PARK (MMLP) AT VISAKHAPATNAM PORT TRUST"	
<b>RFP Amendment No. Three (3)</b> <b>Issued : 24th September, , 2015</b> <b>Revised closure dates :</b>	
Sale Period (Amended dates)	<b>Extended upto 07 . 10.2015</b> (between 10-00 Hrs. and 17-00 Hrs. on all working days except on Sundays, 2nd & 4 <sup>th</sup> Saturdays and Port Holidays).
Last date for submission (Amended dates)	<b>08 .10.2015 at 14.00 hours.</b>
Date of Opening of tender (Amended dates)	<b>08.10.2015 at 15.00 hours.</b>
For more details, please visit our web site <a href="http://www.vizagport.com">www.vizagport.com</a>	
<b><u>CHIEF ENGINEER</u></b>	

**Instructions :**

- A. This amendment forms part of the RFP documents and modifies them as follows.
- B. Amend your copy of the RFP in accordance with the details below.
- C. All other sections/conditions as details in our original RFP, Amendment (one) of RFP and Amendment (Two) of RFP, remain unchanged.

**Details of Amendment:**

S. NO.	CLAUSE No./ Page No.	EXISTING in RFP	AMENDED AS (read as)																								
1.	3.1.2 / 36	<p><b>As per Amendment (One) of RFP issued on 29th August 2015.</b></p> <p>The scoring criteria to be used for evaluation shall be as follows :</p> <table border="1" data-bbox="418 611 881 1852"> <thead> <tr> <th>Clause</th> <th>Evaluation Criteria</th> <th>Points</th> </tr> </thead> <tbody> <tr> <td>a</td> <td>Specific experience of the consultants related to the assignment. The firm should have undertaken / completed similar project of preparing Techno-Economic Feasibility Study Report (TEFR) for setting up rail-linked Multi-Modal Logistics Parks, with project cost not less than Rs.200.00 crores in the last 10 years.</td> <td>25</td> </tr> <tr> <td>b</td> <td>Specific experience in preparation of master plan for MMLP/FTWZ, SEZ, ICDs etc., with an area of more than 50 acres, which have been implemented in last 10 years.</td> <td>15</td> </tr> <tr> <td>c</td> <td>Adequacy of the proposed work</td> <td>10</td> </tr> </tbody> </table>	Clause	Evaluation Criteria	Points	a	Specific experience of the consultants related to the assignment. The firm should have undertaken / completed similar project of preparing Techno-Economic Feasibility Study Report (TEFR) for setting up rail-linked Multi-Modal Logistics Parks, with project cost not less than Rs.200.00 crores in the last 10 years.	25	b	Specific experience in preparation of master plan for MMLP/FTWZ, SEZ, ICDs etc., with an area of more than 50 acres, which have been implemented in last 10 years.	15	c	Adequacy of the proposed work	10	<p>The scoring criteria to be used for evaluation shall be as follows :</p> <table border="1" data-bbox="914 611 1414 1852"> <thead> <tr> <th>Clause</th> <th>Evaluation Criteria</th> <th>Points</th> </tr> </thead> <tbody> <tr> <td>a</td> <td>Specific experience of the consultants related to the assignment. The firm should have undertaken/completed similar project of preparing Techno-Economic Feasibility Study Report (TEFR) for setting up Multi Model Logistics Park/ Free Trade Warehousing Zone (FTWZ), Special Economic Zone (SEZ)/ICDs etc., with project cost of not less than Rs.200 crores in the last 10 years. On-going projects (complete up to 80%) will be considered only in case of Govt./Semi Govt. Agency/PSU.</td> <td>25</td> </tr> <tr> <td>b</td> <td>Specific experience in preparation of master plan for MMLP/FTWZ, SEZ, ICDs etc., with an area of more than 50 acres, which have been implemented in last 10 years.</td> <td>15</td> </tr> <tr> <td>c</td> <td>Adequacy of the proposed work plan and methodology in response to the TOR followed by</td> <td>10</td> </tr> </tbody> </table>	Clause	Evaluation Criteria	Points	a	Specific experience of the consultants related to the assignment. The firm should have undertaken/completed similar project of preparing Techno-Economic Feasibility Study Report (TEFR) for setting up Multi Model Logistics Park/ Free Trade Warehousing Zone (FTWZ), Special Economic Zone (SEZ)/ICDs etc., with project cost of not less than Rs.200 crores in the last 10 years. On-going projects (complete up to 80%) will be considered only in case of Govt./Semi Govt. Agency/PSU.	25	b	Specific experience in preparation of master plan for MMLP/FTWZ, SEZ, ICDs etc., with an area of more than 50 acres, which have been implemented in last 10 years.	15	c	Adequacy of the proposed work plan and methodology in response to the TOR followed by	10
Clause	Evaluation Criteria	Points																									
a	Specific experience of the consultants related to the assignment. The firm should have undertaken / completed similar project of preparing Techno-Economic Feasibility Study Report (TEFR) for setting up rail-linked Multi-Modal Logistics Parks, with project cost not less than Rs.200.00 crores in the last 10 years.	25																									
b	Specific experience in preparation of master plan for MMLP/FTWZ, SEZ, ICDs etc., with an area of more than 50 acres, which have been implemented in last 10 years.	15																									
c	Adequacy of the proposed work	10																									
Clause	Evaluation Criteria	Points																									
a	Specific experience of the consultants related to the assignment. The firm should have undertaken/completed similar project of preparing Techno-Economic Feasibility Study Report (TEFR) for setting up Multi Model Logistics Park/ Free Trade Warehousing Zone (FTWZ), Special Economic Zone (SEZ)/ICDs etc., with project cost of not less than Rs.200 crores in the last 10 years. On-going projects (complete up to 80%) will be considered only in case of Govt./Semi Govt. Agency/PSU.	25																									
b	Specific experience in preparation of master plan for MMLP/FTWZ, SEZ, ICDs etc., with an area of more than 50 acres, which have been implemented in last 10 years.	15																									
c	Adequacy of the proposed work plan and methodology in response to the TOR followed by	10																									

		<p>plan and methodology in response to the TOR followed by presentation (if desired by evaluation committee)</p> <ul style="list-style-type: none"> <li>• Project appreciation and understanding of assignment</li> <li>• Project approach and methodology</li> <li>• Duties and responsibilities of the team leader and other key personnel</li> </ul> <p>* Work plan and manning schedule</p>		<p>presentation (if desired by evaluation committee)</p> <ul style="list-style-type: none"> <li>• Project appreciation and understanding of assignment</li> <li>• Project approach and methodology</li> <li>• Duties and responsibilities of the team leader and other key personnel</li> </ul> <p>* Work plan and manning schedule</p>	
	d	Qualification and competence of the proposed key staff for the Assignment.	50	Qualification and competence of the proposed key staff for the Assignment.	50
		Total Points	100	Total Points	100
		<p>(I) The minimum technical score required to qualify technical evaluation is 70 Points out of 100. A proposal will be considered unsuitable and will be rejected at this stage if it does not respond to important aspects of RFQ cum RFP Document and the Terms of Reference or if it fails to achieve the minimum technical score. The Client will notify Applicants who fail to score the minimum technical score about the same and return their Financial Proposals unopened after completing the selection process.</p> <p>(II) The Client will notify the Applicants who secure the minimum qualifying technical score, indicating the date and time set for opening the Financial Proposals. The notification may be sent by registered letter, facsimile, or electronic mail.</p> <p>(III) The Financial Proposals will be</p>			
		<p><u>While awarding marks for the number of Eligible Projects, the Applicant or Key Personnel, as the case may be, that has undertaken the highest number of Eligible Assignments shall be entitled to the maximum score for the respective category and all other competing Applicants or respective Key Personnel, as the case may be, shall be entitled to a proportionate score.</u></p> <p>(I) The minimum technical score required to qualify technical evaluation is 70 Points out of 100. A proposal will be considered unsuitable and will be rejected at this stage if it does not respond to important aspects of RFQ cum RFP Document and the Terms of Reference or if it fails to achieve the minimum technical score. The Client will notify Applicants who fail to score the minimum technical score about the same and return their Financial Proposals unopened after completing the selection process.</p> <p>(II) The Client will notify the Applicants who secure the minimum qualifying technical score, indicating the date and time set for opening the Financial Proposals. The notification may be sent by registered letter, facsimile, or electronic mail.</p>			

		<p>opened publicly in the presence of Applicants' representatives who choose to attend. The name of the Applicants, their technical scores and the proposed prices will be read aloud and recorded when the Financial Proposals are opened.</p> <p>(IV) Prior to evaluation of the Financial Proposals, the Tender Committee will determine whether the Financial Proposals are complete in all respects, unqualified and unconditional, and submitted in accordance with the terms hereof.</p> <p>Qualification and competence of key staff : The total number of marks allocated for qualification and competence of the proposed Key Staff is 50 marks, distributed among 5 Key personnel, as detailed below:</p> <table border="1"> <thead> <tr> <th>S.NO.</th> <th>Key Personnel</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Team Leader</td> <td>15</td> </tr> <tr> <td>2</td> <td>Financial Expert</td> <td>9</td> </tr> <tr> <td>3</td> <td>Traffic Expert</td> <td>10</td> </tr> <tr> <td>4</td> <td>Infrastructure Expert</td> <td>8</td> </tr> <tr> <td>5</td> <td>Logistic Expert</td> <td>8</td> </tr> <tr> <td></td> <td>TOTAL</td> <td>50</td> </tr> </tbody> </table>	S.NO.	Key Personnel	Marks	1	Team Leader	15	2	Financial Expert	9	3	Traffic Expert	10	4	Infrastructure Expert	8	5	Logistic Expert	8		TOTAL	50	<p>(III) The Financial Proposals will be opened publicly in the presence of Applicants' representatives who choose to attend. The name of the Applicants, their technical scores and the proposed prices will be read aloud and recorded when the Financial Proposals are opened.</p> <p>(IV) Prior to evaluation of the Financial Proposals, the Tender Committee will determine whether the Financial Proposals are complete in all respects, unqualified and unconditional, and submitted in accordance with the terms hereof.</p> <p>Qualification and competence of key staff : The total number of marks allocated for qualification and competence of the proposed Key Staff is 50 marks, distributed among 5 Key personnel, as detailed below:</p> <table border="1"> <thead> <tr> <th>S.NO.</th> <th>Key Personnel</th> <th>Marks</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Team Leader</td> <td>15</td> </tr> <tr> <td>2</td> <td>Financial Expert</td> <td>9</td> </tr> <tr> <td>3</td> <td>Traffic Expert</td> <td>10</td> </tr> <tr> <td>4</td> <td>Infrastructure Expert</td> <td>8</td> </tr> <tr> <td>5</td> <td>Logistic Expert</td> <td>8</td> </tr> <tr> <td></td> <td>TOTAL</td> <td>50</td> </tr> </tbody> </table>	S.NO.	Key Personnel	Marks	1	Team Leader	15	2	Financial Expert	9	3	Traffic Expert	10	4	Infrastructure Expert	8	5	Logistic Expert	8		TOTAL	50
S.NO.	Key Personnel	Marks																																											
1	Team Leader	15																																											
2	Financial Expert	9																																											
3	Traffic Expert	10																																											
4	Infrastructure Expert	8																																											
5	Logistic Expert	8																																											
	TOTAL	50																																											
S.NO.	Key Personnel	Marks																																											
1	Team Leader	15																																											
2	Financial Expert	9																																											
3	Traffic Expert	10																																											
4	Infrastructure Expert	8																																											
5	Logistic Expert	8																																											
	TOTAL	50																																											
2.	1.4	<p>Sale of RFP Document</p> <p>In case of a downloaded form, the applicant shall deposit the aforesaid fee, at the time of pre-proposal conference.</p>	<p>Sale of RFP Document</p> <p>In case of a downloaded form, the applicant shall deposit cost of RFP Document, in the form of DD along with EMD in a separate cover at the time of submission of the proposal.</p>																																										
3.	1.8 / 10	<p><b>As per Amendment (Two) of RFP issued on 4th September 2015.</b></p> <p>4. Proposal Due Date : 30 .09.2015 upto 14.00 Hrs.</p> <p>5. Opening of Proposals: 30.09.2015 at 15.00 Hrs.</p> <p>6. Letter of Award (LOA) : 15.10.2015</p> <p>7. Signing of Agreement : 26.10.2015</p>	<p>4. Proposal Due Date : 08 .10.2015 upto 14.00 Hrs.</p> <p>5. Opening of Proposals: 08.10.2015 at 15.00 Hrs.</p> <p>6. Letter of Award (LOA) : 21.10.2015</p> <p>7. Signing of Agreement : 29.10.2015</p>																																										

**VISAKHAPATNAM PORT TRUST**

**ENGINEERING DEPARTMENT**

**"CONSULTANCY SERVICES FOR PREPARATION OF TECHNO-ECONOMIC  
FEASIBILITY STUDY REPORT FOR DEVELOPMENT OF MULTI MODEL LOGISTIC  
PARK (MMLP) AT VISAKHAPATNAM PORT TRUST**

**TENDER NOTICE No. IENG/ESTATE/MMLP/T/960, Dt.03-07-2015.**

**AUTHORITY'S REPLY TO APPLICANTS'S QUERY**

<b>S.NO.</b>	<b>CLAUSE No./ Page No.</b>	<b>QUERY FROM THE BIDDER</b>	<b>AUTHORITY CLARIFICATION</b>
<b>1.</b>	<b>Form - 7/ 103</b>	Considering the vast scope of work, it is essential to have a clear and detailed approach and methodology at this stage so that the project is completed in the given timeframe with proper justification. Therefore, we request the authority to remove the page limit criteria from the approach and methodology.	Agreed.
<b>2.</b>	<b>3.11 / 78  45 of Amendment One of RFP</b>	We would request to Authority to clarify if the consultant needs to have a project office at the Port premise.	Not required.
<b>3.</b>	<b>1.4 / 9</b>	We request the Authority to accept the RFP document fee of Rs.10,000/- in the form of DD at the time of proposal submission (Proposal Due Date).	Please refer Amendment (Three) of RFP, issued on Dt. 24-09-2015.
<b>4.</b>	<b>2.16.1 / 27</b>	We request the Authority to allow the submission of SPIRAL BOUND form of Proposal document.	Agreed.
<b>5.</b>	<b>6.1 / 56</b>	We request the Authority to clarify that the payment for the milestones will be made on completion and submission of the	The payment shall be made in stages as clarified vide our reply dt.29-08-2015.

		reports by the Consultant (as given in the response to queries issued on 29th Aug 2015 and the total completion period of the assignment is 6 months.	
<b>6.</b>	<b>Agreement</b>	We request the Authority to consider making modifications in certain clauses of the agreement on mutually agreeable basis at the time of award (time of signing the agreement).	Not Acceptable. RFQ conditions prevail.
<b>7.</b>	<b>2.2</b>	We request the Authority to change it to the following :  "Consortium / Joint Venture members shall severally be responsible for satisfactory completion of the project."	Not Acceptable. RFQ conditions prevail.
<b>8.</b>	<b>3.5 / 74</b>	PwC at an organisational level maintains Professional Liability Insurance coverage, property/equipment insurance, medical/ hospitalization/ life insurance for its staff as per applicable HR policies, and motor vehicle insurance as per statutory requirements. Under the clause, do you require PwC to take out project specific insurance? Please clarify.	RFQ conditions prevail.
<b>9.</b>	<b>3.4 / 74</b>	Could you please consider slight changes in the clauses. This will help us to meet our legal team's requirement  <b>Liability of the Consultant:</b> Clause 3.4 of the draft agreement.  (i) PwC's as a service provider would want its entire liability in relation to each Statement of Work to be capped at 1x the fees paid to PwC under that	RFQ conditions prevail.

		Statement of Work (without any exceptions or exclusions) and  (ii) PwC should not be liable for any indirect/consequential losses of any nature whatsoever - this is in sync with applicable laws of the land and is also mentioned in the RFP.	
<b>10.</b>	<b>3.6 &amp; 3.11 / 76 &amp; 78</b>	<b>Access/Inspection:</b> Clause 3.6 read with Clause 3.11 of the draft agreement - The audit rights are widely worded. Due to client confidentiality & internal data policy reasons, we would be unable to provide such unqualified access to our systems, premises and records. That said, we are agreeable to a review to the extent that it is: (i) restricted to providing access to PwC's fees/ invoicing related records relating to the services under this project; (ii) is carried out within 6 months of the expiry or termination of the agreement. PwC should not be expected to provide any information which may cause it to breach confidentiality vis-a-vis other parties. If an audit is contemplated to be conducted by an external/third party auditor, we would need such third party to sign an NDA with us (in a format suggested by us).	RFQ conditions prevail.
<b>11.</b>	<b>3.3 / 73</b>	<b>Confidentiality:</b> Clause 3.3 Subject to confidentiality restrictions, PwC should be given a one-time approval to refer to this engagement for client citation purposes	RFQ conditions prevail.

<b>12.</b>	<b>2.17 / 28</b>	We wanted to check if the proposal can be submitted in person or by courier or if both are acceptable.	Proposal can be submitted in person or by courier and should reach before 14.00 hrs on the Proposal Due Date specified and at the address provided in Clause 1.11 in the manner and form as detailed in this RFP.
<b>13</b>	<b>3.1.2 / 36</b>	<p>1. It is our submission as there are very few rail linked MMLP's that are operational in the country, such as MIHAN and MMLP's operated by CONCOR, the scoring criteria is very restrictive and will not encourage competition, since the Minimum Eligibility criteria has also been amended to include experience of Free trade warehousing zone (FTWZ), Special Economic Zone (SEZ), we request you to kindly amend the Scoring criteria to reflect the same.</p> <p>2. Further We also request you to kindly provide the basis for giving points for the parameters and the maximum projects required to be showcased for securing maximum points.</p>	Please refer Amendment (Three) of RFP, issued on Dt. 24-09-2015.