

TIDEL PARK COIMBATORE LTD.

PRE-BID CLARIFICATIONS OF REQUEST FOR PROPOSAL [NO. RFP/IT/2017/01] FOR "SELECTION OF CONSULTANTS FOR CONDUCTING MARKET SURVEY AND TO PREPARE A TECHNO ECONOMIC FEASIBILITY REPORT FOR ESTABLISHING AN IT-PARK (PHASEII) IN ELCOSEZ, COIMBATORE, TAMIL NADU, INDIA" HELD ON 30TH OCTOBER 2017 AT 3.00 PM IN THE BOARD ROOM OF TIDEL PARK COIMBATORE LTD., ELCOSEZ, AERODROME POST, COIMBATORE – 641 014

Sl. No.	Reference on RFP document	Extract from RFP document	Queries and/or Comments	Reply / Remarks
1.	Page 8 Clause 3.05	a) TPCL's IT building is constructed as a G+ 4 structure with 3 basements	Is there any particular reason for construction of the current campus as a G+4 structure? Any height restrictions from AAI or any other local body?	Yes. The IT Park was initially conceived as a 8 storied building. However in view of height restriction imposed by the AAI at that point of time, the building was designed as a G+4 structure and basements were designed for parking facility. The proposed structure for the expansion is to be suggested by Consultant, in consideration of prevailing factors, including the proposed expansion plan of AAI for International flights.
2.	Page 9 Clause 3.11	The Company has shown constant improvement in performance over the years and has reported increased operational profits. Turnover of the Company has increased from Rs.1 Crore during 2011-12 to Rs.41 Crores as on date. The IT Park is fully operational and a major financial restructuring has been implemented, as a result of which, TPCL has turned into a profitable entity. Operational profits are on the increasing trend and TPCL expects to achieve Break Even during 2017-18. Exports from the SEZ have improved from Rs. 22 Crores during 2011-12 to Rs.1060 Crores during 2016-17.	Would the selected consultant be provided access to the financial accounts (historic) of TPCL?	Limited information on the summarized Balance Sheet and Profit and Loss statement can be made available on request.
3.	Page 10 Clause 4.03	The IT Park is 100% occupied and over 11,500 staff operate out of the IT Park as on date. Main clients of TPCL include KMIT Solutions, Robert Bosch, Owler Technologies, Aarbee Structurals, Envision Engineering, Indmax IT Services, Prologiq Business Services, Kovai Systems, Information Evolution, SRJ Infojnana, Creoson Services (India), Payoda Technologies, Merrill Technologies, A.G. Resources, S&T Interior, Exterro R&D, Skava Systems, Visionnet, Kavin Engineering, Statestreet HCL Services, Robert Bosch, Cameron, Soliton Technologies, Technosoft Global Services, Next Techno Enterprises, AG Resources, Texila, Name Cheap, Visionary RCM Infotech, N Dot, Access Health Care Services etc. In addition around 40 Startups/ SMEs operate from the ready to occupy space meant for SMEs and the fully furnished IT / ITES Development Centre.	Will the selected consultant be provided a copy of the rent roll for the phase 1 of the TPCL for us to understand the tenant profile of the project?	Appropriate information will be shared with the selected consultant.

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4.	Page 11 Clause 4.03	While 100% space at the IT Park stands concluded, there is constant demand for space. TPCL continues to receive enquiry for space from various IT companies. Also there is considerable demand for space for expansion from existing clients.	Will the selected consultant be provided with names of the companies who have enquired for new space or extension by current clients at the park? Any MoU / LoI that TPCL may have received?	No. The TEFS report is to be submitted based on independent analysis of the industry by the Consultant.
5.	Page 13 Clause 5.05	Last date and time for submission of bid 7.11.2017 (3 PM)	Kindly request you to extend the date of submission by to minimum of two weeks from the date of pre-bid as in all the other tenders we participate there is a minimum of two week gap between pre-bid meeting and the date for submission of proposal to ensure proper submission.	In consideration of the request, the last date stands extended to 17.11.2017 (3.00 PM)
6.	Page 14 Clause 5.08	The completed Technical and Financial Proposal must be put in separate sealed covers and both together in an outer cover and submitted before due date and time. Any Proposal received after the closing time for submission of proposals shall be returned unopened.	Does the hard copy submission of the technical & financial proposal need to done at the Coimbatore office or Chennai office? Please confirm.	Coimbatore Office.
7.	Page 15 Clause 5.11 & 5.12	The EMD shall be forfeited if the bidder withdraws their bid during the period of bid validity or if he fails to take up the work after issue of LoA. In the event of delays in submission of the Final report of the Detailed Project Report vis a vis the Timeframe prescribed for the proposed Deliverables pertaining the submission of the Final Report, Liquidated Damages will be payable at the rate of half Percent of the Awarded Lumpsum Fees per week or part thereof of delay, subject to a maximum of two Percent of the Awarded Lumpsum Fees.	We note that there is no express limitation on our liability under the RFP. In accordance with standard industry practice, we assume that our aggregate liability for direct damages under the RFP shall be limited to one time the fees paid to us. CONSULTANT shall not be liable for any indirect or consequential losses. Please confirm.	Please refer Clause 5.11 on 'Earnest Money Deposit' and Clause 5.12 in Page 15 on 'Liquidated Damages'

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8.	Page 16 Clause 5.16	Information relating to evaluation of proposals and recommendations concerning awards shall not be disclosed to the consultants who submitted the proposals or to other persons not officially concerned with the process, until the winning Consultant has been notified that it has been awarded the contract.	Any product or services shall be for the internal use of the Client and shall not be disclosed to any third party without prior written consent of CONSULTANT. Client shall reimburse and hold harmless CONSULTANT for any liability or damages suffered by CONSULTANT as a result of unauthorized disclosure/use of the product or the services. Client shall not quote CONSULTANT's name or reproduce CONSULTANT's logo in any form or medium without CONSULTANT's prior written consent.	The information will be kept confidential by TPCL.
9.	Page 17 Clause 6.02 A i)	i) Review of available data with TPCL and collection of additional data / information required for structuring the Project.	What kind of data shall be made available by TPCL?	Details of space availability for expansion and utilities available etc. will be provided
10.	Page 17 Clause 6.02 B ii)	ii) Study on various site related parameters such as land use pattern, terrain, flood history, drainage, characteristics etc.	Does the client need a topographic survey to be carried out? Will the client provide the same to the selected consultant?	The consultant is expected to provide limited details on site parameters / properties.
11.	Page 17 Clause 6.02 B iii)	iii) Assessment of the availability of water, power, construction material sources, etc.	Does the consultant need to provide information regarding the sources of such utility infrastructure? If not, then what is the expectation of the client?	Yes. The consultant will be required to assess availability of such infrastructure, in context of the prevailing times.
			Will TIDEL share the water testing report	Can be shared
			Will consultant be required to carry out soil testing	No
12.	Page 17 Clause 6.02 B iv)	iv) Development constraints, environmental/ecological sensitive aspects.	Does the client require a Environment Impact Assessment (EIA) and/or Environment Management Plan (EMP)?	EIA is not required. Consultant is however expected to indicate the likely environmental constraints in proposed expansion and other sensitive aspects to be considered by TPCL in the context of expansion. This may also include factors associated with infrastructure initiatives of the Govt., Green Building, Lead certification etc.

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13.	Page 18 Clause 6.02 C iv)	iv) Formulating the possible project structure / IT model for channelizing the investments in this project.	What does project structure refer to here? Organization Structure / Company Structure (LLP/Pvt Ltd). Please clarify?	Possible structure refers to the proposed construction structure. The IT Model for channelizing investment refers to the proposed space to be made available viz; warmshell / semi-fit out / fully furnished space etc.
14.	Page 18 Clause 6.02 D 1. i)	i) Carryout primary survey through structured questionnaire. The survey sample should represent the segments of the IT / ITES sector with respect to this project.	Is it necessary to conduct a questionnaire based primary assessment? Is interview based approach acceptable? What is the expected sample size for the survey?	Interview based approach is acceptable. The sample size should be reasonable, in consideration of the objective for which the survey is being undertaken, with minimum of 300 No.s, including Corporates, SMEs etc.
15.	Page 18 Clause 6.02 E i)	i) Detailed cost estimates for each component of the project need to be prepared taking into account the site specific conditions, prevailing cost of materials, rates, etc. The cost of project should include the architectural requirements, cost of capital etc.	The overall cost of construction for Phase II has already been provided by the client. What kind of detailing is expected from the consultant for the costing? Does TIDEL have an already existing team of contractors, as the same may reflect in cost advantages.	The overall cost is an indicative figure. Consultant is expected to arrive at cost of construction based on consideration of all associated factors, independently. New contracts will be awarded through tender process for the expansion project.
16.	Page 18 Clause 6.02 E ii)	A detailed Financial Analysis shall be undertaken in order to assess the viability of the Project. The financial viability analysis would be based on the technical data and Demand assessment made by the consultant.	The client has indicated the funding mix for Phase 1 of the project in the RFP? Would the funding mix (debt to equity) be any different for Phase 2? Please clarify.	Funding mix for Phase 2 can vary. The consultant is expected to suggest the ideal funding mix.
17.	Page 19 Clause 6.02 E ii)	Sensitivity analysis based on variations in absorption pattern, revenue streams, project cost, debt cost and O&M assumptions	Cost of debt & equity would need to be provided by the client, since these are client specific parameters impacting discount rate for the cash flows. Considering market rates may not reflect the accurate financial viability of the project. Please confirm. Does TIDEL have a tie-up for source of finance? If so, the details of cost of debt would have be considered.	No specific cost would be given. Consultant should consider rates based on prevailing market rates. No.

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18.	Page 19 Clause 6.02 F i) & ii)	i) List out the approvals, permissions, clearances, licenses, etc. to be secured from various Domestic / International agencies/ institutions/ authorities for this project from concept to commissioning stage ii) Spell out the regulatory aspects, procedures, formats, time lines, pre requisites studies, approval processes, etc.	Does the client only need listing of the approvals required for the Phase 2 of the project? Please confirm.	Yes. The consultant is required to list out approvals required alongwith regulatory aspects, procedures, formats, timelines, pre requisite studies and approval processes.												
19.	Page 19 Clause 6.03	The milestone achievement linked payment schedule as below shall be followed: <table border="1" data-bbox="520 456 1178 954"> <thead> <tr> <th data-bbox="520 456 890 581">Mile stone Description</th> <th data-bbox="890 456 1178 581">Percentage of contract payment at each stage</th> </tr> </thead> <tbody> <tr> <td data-bbox="520 581 890 646">Upon submission of Preliminary report</td> <td data-bbox="890 581 1178 646">25% of the total fees</td> </tr> <tr> <td data-bbox="520 646 890 711">Upon submission of Interim report</td> <td data-bbox="890 646 1178 711">25% of the total fee</td> </tr> <tr> <td data-bbox="520 711 890 808">Upon submission of Draft Final Report & Presentation to TPCL</td> <td data-bbox="890 711 1178 808">25% of the total fees</td> </tr> <tr> <td data-bbox="520 808 890 873">Upon Submission of Final Report</td> <td data-bbox="890 808 1178 873">15% of the total fees</td> </tr> <tr> <td data-bbox="520 873 890 954">On approval of Final Detailed Project Report by TPCL</td> <td data-bbox="890 873 1178 954">10% of the total fees</td> </tr> </tbody> </table>	Mile stone Description	Percentage of contract payment at each stage	Upon submission of Preliminary report	25% of the total fees	Upon submission of Interim report	25% of the total fee	Upon submission of Draft Final Report & Presentation to TPCL	25% of the total fees	Upon Submission of Final Report	15% of the total fees	On approval of Final Detailed Project Report by TPCL	10% of the total fees	Is there any possibility of provisioning releasing a mobilization advance to the selected consultant?	No. Not permissible as per guidelines.
Mile stone Description	Percentage of contract payment at each stage															
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20.	Page 20 Clause 6.04 (i)	The consultant shall submit ten numbers of hard copies of the final reports. Two soft copies of each reports/ presentations shall also be submitted to TPCL.	Does the client need the submission of the report in A4 format? Can the consultant prepare the report in PPT version?	A4 format and PPT are both permissible. However the core TEFS report should also be in the form of a write up. This should also be supported with an executive summary.												
21.	(ii)	All data, information, analysis collection prepared for this assignment shall be the sole property of TPCL. The consultant shall not have the rights to disclose any of the information pertaining to the project to the third parties.	Please confirm whether the Engaging Party (Entity that shall provide the LoA to the selected consultant) for the project shall be TPCL. If not, then please provide the name of the entity.	TPCL would be the entity issuing the LOA.												

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22.	(iii)	<p>Time frame for completing the assignment as below:</p> <table border="1" data-bbox="527 147 989 727"> <thead> <tr> <th data-bbox="527 147 590 285">Sl. No.</th> <th data-bbox="590 147 779 285">Deliverables Activity</th> <th data-bbox="779 147 989 285">Time frame (from the date of acceptance of LoA)</th> </tr> </thead> <tbody> <tr> <td data-bbox="527 285 590 342">1</td> <td data-bbox="590 285 779 342">Preliminary report</td> <td data-bbox="779 285 989 342">Two weeks</td> </tr> <tr> <td data-bbox="527 342 590 399">2</td> <td data-bbox="590 342 779 399">Interim Report</td> <td data-bbox="779 342 989 399">Ten weeks</td> </tr> <tr> <td data-bbox="527 399 590 594">3</td> <td data-bbox="590 399 779 594">Draft of Detailed Project Report & Presentation to TPCL</td> <td data-bbox="779 399 989 594">Sixteen weeks</td> </tr> <tr> <td data-bbox="527 594 590 727">4</td> <td data-bbox="590 594 779 727">Final Detailed Project Report</td> <td data-bbox="779 594 989 727">Two weeks from date of receipt of comments from TPCL</td> </tr> </tbody> </table>	Sl. No.	Deliverables Activity	Time frame (from the date of acceptance of LoA)	1	Preliminary report	Two weeks	2	Interim Report	Ten weeks	3	Draft of Detailed Project Report & Presentation to TPCL	Sixteen weeks	4	Final Detailed Project Report	Two weeks from date of receipt of comments from TPCL	<p>Are there any specific components of the SOW that TPCL would need to be covered as part of the Preliminary Report and/or Interim Report? Please confirm.</p> <p>Kindly extend the timeline for submission of Preliminary report to three weeks from two weeks.</p>	<p>Left to discretion of consultant. Based on the preliminary report, TIDEL would suggest additions required in the final report.</p> <p>In consideration of the request, the time line for submission of preliminary report stands extended to 'Three Weeks'. Other timelines remain unaltered.</p>
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23.	Page 21 Clause 7.01	The above should be supported by relevant documentary evidence. The certificates (work order, Work Completion Certificate) issued by the clients shall form basis for considering experience of work executed.	<p>Can we submit work orders for assignments in case there are no completion certificates for evaluation of the bidder</p> <p>Can we submit experience with respect to feasibility studies conducted for infrastructure projects as eligible assignments?</p> <p>Will a certificate from the bidder be adequate to validate the experience of the Key staff to be utilized for the project?</p>	<p>Completion certificates are essential to confirm completion of work</p> <p>Please refer eligible assignments in Clause 8.02(b). Please note that the Minimum qualifying assignments should be for minimum area of 3 Lakh Sq.ft.</p> <p>Yes</p>															
24.	Page 22 Clause 8.02 point c) of Table 1	'Specific Experience of Bidder' under section 8.02 – 'Parameters for accessing Technical Capabilities' –	Please clarify the relevance of 'Experience in Detailed Project Report / Master planning for Industrial / IT Parks project' as the scope does not seem to require one	With focus of the study being on identification of potential for IT / ITES industry, bidders with broader experience in the field of IT / ITES would gain weightage in technical qualification.															

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25.	Page 22 Clause 8.02 Table 2	Under Table 2 named 'Domain Expertise and competence of the key staff for the assignment' under section 8.02	Please clarify if experience in Transaction services are required and What educational qualification are required for them?	The domain expertise required is as spelt out in SI.No. (a)to(d) in the table.
26.	Page 24 Clause 8.03 (II)(a),(d)	2 marks for every year of experience in any aerospace (OEM) industry by any one of the team member proposed for this assignment. Any one of the team members should have completed at Least one assignment related to market / investment promotion in the aerospace sector	for the assignment of scores relevant experience include experience in aerospace OEM industry. Kindly clarify this as the Assignment is for an IT Park whether experience in aerospace industry is required?	Typographical error. Please read as IT / ITES sector
27.	Page 24 Clause 8.03 (II)(c)	Specific expertise in dealing with development facilities in IT / ITES sector	Kindly clarify if this is with respect to construction of IT buildings?	Construction / promotion / demand assessment / TEFS
28.	Page 24 Clause 8.03 (II)(d)	Ability to drive large investment promotion programs and market assessment in the IT / ITES sector	Requesting to exclude` investment promotion programs as a criteria for scoring as this is only a Feasibility study.	The requirement of 'investment promotion program' is being excluded.
29.	Page 29 Clause 9.05	A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here.	What do "drawings" as deliverables refer to in the case of this assignment? Please clarify.	Detailed report covering scope of work should be presented. Drawings & deliverables thereon should be related to the scope of work as appropriate.
30.	Page 31 Clause 9.07	Format of Curriculum Vitae (CV) for submission of details on the Domain Expertise and competence of Key staff	Can the CVs of key staff be submitted in World Bank format (which is anyways very similar to the one suggested in the RFP)?	Please refer format as given in Appendix 5.7 of RFP document.
31.	Page 31 Clause 9.07	Specific expertise in dealing with aerospace design/development facilities in IT / ITES sector	Why is there specific reference for "aerospace" sector? Please clarify.	Typographical error. Stands corrected as IT / ITES sector.
32.	Page 32 Clause 9.08	The assignment to be carried out may be broken up into several activities/components sequencing in relation of the Scope of Work	The timelines for submission have been provided on Page 20. Since the bidder would not be in a position of estimating the LoA date, it would be difficult to provide specific dates for submission of various milestones. Please clarify.	Milestones may be fixed in terms of number of days / weeks from LOA

Note: Details submitted alongwith RFP in the sealed cover will be considered for evaluation. Submission of details in any other manner will not be entertained.