

**TIDEL Park Coimbatore Limited
(A JV of TIDCO, ELCOT, TIDEL & STPI)**



REQUEST FOR PROPOSAL (RFP)

**SELECTION OF CONSULTANTS FOR
CONDUCTING MARKET SURVEY AND TO PREPARE A TECHNO ECONOMIC FEASIBILITY
REPORT FOR ESTABLISHING AN IT-PARK (PHASE-II)
IN ELCOSEZ, COIMBATORE, TAMILNADU, INDIA**

Reference No. RFP/IT/2017/01

Volume I

OCTOBER 2017

Name of the bidder	
Signature	
Name of Authorised Person	

Note: The application should be submitted in a prescribed format i.e. this tender document with relevant enclosures / statements

DISCLAIMER

The information contained in this Request for Proposal ("RFP") document or subsequently provided to Bidders, whether verbally or in documentary form by or on behalf of the TIDEL Park Coimbatore Ltd. (TPCL) or any of their employees or advisors (collectively referred to as "TPCL Representatives"), is provided to the Bidders on the terms and conditions set out in this RFP document and any other terms and conditions subject to which such information is provided. This RFP document is not an agreement and is not an offer or invitation by TPCL Representatives to any other party. The purpose of this RFP document is to provide interested parties with information to assist the formulation of their Proposal.

This RFP document does not purport to contain all the information each Bidder may require. Certain Bidders may have a better knowledge of the proposed assignment and project than others. Each Bidder should conduct its own due diligence, investigations and analysis and should check the accuracy, reliability and completeness of the information in this RFP document and obtain independent advice from appropriate sources. TPCL Representatives make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the RFP document and concerned with any matter deemed to form part of the RFP Document, the award of the assignment, the information and any other information supplied by or on behalf of TPCL or otherwise arising in any way from the selection process.

The prospective Bidder will be responsible for all obligations to its staff, their payments, complying with the labour laws, minimum wages Act and any other Act relevant for the working of the Bidder's staff. Under no circumstances, TPCL will be responsible for any non-compliance with statutory requirements of the bidder's staff.

TPCL may in their absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP document from time-to-time, after intimating the same to the Bidders. TPCL reserve the right to accept or reject any or all proposals without giving any reasons. The bidding process shall be governed by the laws of India and courts in the State of Tamil Nadu will have jurisdiction over the matter concerning and arising out of RFP document.

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CHAPTER - I LETTER OF INVITATION

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Dear Sirs,

In the Budget 2006-07, Government of Tamilnadu announced establishment of an Information Technology Park (IT Park) in the Tier-II City of Coimbatore on lines of TIDEL Park Ltd. at Chennai and vide GO (Ms) No. 49 of the Industries (IT) Department dated 21.2.2007, TIDEL Park Coimbatore Ltd. (TPCL) was promoted as a Joint Venture of TIDCO, ELCOT, TIDEL and STPI. TIDEL Park Coimbatore Ltd. has constructed an Information Technology Park in 9.5 acres with Built-up area of 1.7 Million Sq.ft at Project Cost of Rs.407.40 Crores as Co-developer, in the Special Economic Zone (SEZ) of 61.59 acres established by ELCOT at Coimbatore.

While 100% space at the IT Park stands concluded, there are continuous enquiries for space. Board of Directors of TPCL has approved the proposal to appoint a Consultant for conducting a Market Study and preparing a Feasibility Report to construct Phase-II of the IT Park in the adjacent plot of the SEZ at Coimbatore with built-up area of 5 Lakh Sq.ft.

This document viz. Request for Proposal (RFP) is being issued for the selection of a competent consultancy firm through competitive bidding process to conduct Market Survey and prepare a Techno Economic Feasibility report for establishing an IT-Park (Phase-II) in ELCOSEZ, Coimbatore, Tamilnadu, India. This RFP contains the following chapters:

1. Letter of Invitation
2. Tender Notice
3. Information about TIDEL Park Coimbatore
4. Information about the proposed project
5. Instruction to Bidders
6. Terms of Reference
7. Proposal submission
8. Evaluation and Methodology
9. Formats

We request you to kindly submit the bids duly completed as per this RFP on or before **3.00 PM on 7.11.2017.**

Yours faithfully,
For **TIDEL Park Coimbatore Ltd.**

Committee of Directors (Operations)

CHAPTER – II**TENDER NOTICE**

TPCL has issued Tender Notice in News Papers and also in the web site of TPCL and the same is reproduced hereunder for ready reference:

	TIDEL PARK COIMBATORE LTD. (TPCL) (A JV of TIDCO, ELCOT, TIDEL & STPI)
REQUEST FOR PROPOSAL CONDUCT OF MARKET SURVEY AND PREPARATION OF TECHNO ECONOMIC FEASIBILITY REPORT FOR ESTABLISHING AN IT PARK (PHASE-II) AT COIMBATORE (No.RFP/IT/2017/01)	
<p>TIDEL Park Coimbatore Ltd. (TPCL) has established a 1.7 Million Sq.ft. IT Park (SEZ) in Coimbatore. TPCL intends to expand its IT Space and hence invites Request for Proposal (RFP) from reputed "Real Estate Consultants" for "Conducting Market Survey and for preparing a Techno Economic Feasibility Report for establishing IT Park (Phase-II)" in ELCOSEZ at Coimbatore. Please visit our website for details, Scope of Work, Terms & Condition etc. Detailed 'Request for Proposal' along with documents should reach on or before 07-11-2017.</p> <p>TPCL reserves the right to reject any or all the proposals without assigning any reason thereof.</p>	
The Committee of Directors (Operations) TIDEL PARK COIMBATORE LTD. [CIN-U45209TN2007PLC064060] ELCOSEZ, Aerodrome Post, Coimbatore – 641 014 Phone: 0422 – 2513604, Fax: 0422 – 2513609 Web: www.tidelparkcoimbatore.in / Mail: tpcl@tidelpark-coimbatore.com	

DIPR/1123/DIS/2017

Indian Express (TN) & Daily Thanthi (TN) on 17.10.2017

CHAPTER - III**INFORMATION ABOUT TIDEL PARK COIMBATORE****3.01 THE PROJECT**

The Government of Tamilnadu in G.O. Ms No. 49 Industries (IT) Department dated 21.02.2007, had issued orders that:

- a. The Coimbatore IT Park will be implemented by a new Joint Venture Company with Electronics corporation of Tamilnadu Ltd(ELCOT) and Tamil Nadu Industrial Development Corporation Ltd. (TIDCO) as major shareholders;
- b. TIDEL Park Ltd's service will be utilized for design contracting and construction of the Coimbatore IT Park.

Hence TIDEL Park Coimbatore Ltd. has been promoted as a Joint Venture of TIDCO, ELCOT, TIDEL Park Ltd and STPI, with the Objective of Development of IT / ITES industry in the TIER-II City of Coimbatore in Tamilnadu.

3.02 SPECIAL ECONOMIC ZONE

Electronics Corporation of Tamilnadu Ltd. (ELCOT), has obtained approvals from Ministry of Commerce & Industry, Govt. of India for setting up a sector specific Special Economic Zone(SEZ) for IT/ITES sector in over an area of 11.76 Hectares of the below said property, acquired from the Government of Tamil Nadu. Subsequently Ministry of Commerce & Industry has notified area of 11.76 Hectares at Vilankurichi Village, Coimbatore North Taluk, Coimbatore, Tamilnadu. ELCOT has allotted 9.5 acres of land in the above said SEZ-area, for construction of IT Park by TIDEL Park Coimbatore.

3.03 LAND & CO-DEVELOPER

TPCL and ELCOT have entered a Lease Deed dated, 20.2.2008 for allotment of 9.5 acres of land with lease period of 90 years as Co-Developer plot with exclusive property right for setting up I T Park in Survey.No.427/1(1.81 acres), 427/2(6.40 acres) and 436(1.29 acres) situated at Vilankurichi Village, Coimbatore North Taluk, Coimbatore District and also 1.431 acres of land earmarked in the above said IT-SEZ for common facilities as undivided land share. TPCL and ELCOT have entered an agreement on 10.03.2008 to construct an Information Technology Park in the above said IT-SEZ Plot, as Co-Developer. The Board of Approval (BoA), Government of India approved TIDEL Park Coimbatore Ltd. as a Co-Developer on 22.5.2008.

3.04 IT PARK

TPCL has constructed its IT Park in 1.7 Million Sq.ft in the ELCOSEZ at Coimbatore. The IT Park has 9 Lakh Sq.ft of IT / ITES Space which is occupied by over 73 clients. 6 Lakh Sq.ft of space is earmarked for vehicle parking, whereas the balance 2 Lakh Sq.ft accommodates the Service Building. Inaugurated during August 2010, TPCL is an operational SEZ since May 2011. The IT Park is a self-contained, full-fledged facility with the requisite support services of Food Court, Banking Operations, ATMs / Post Office / Pharmacy etc.

With Floor Plate of 2,03,652 Sq.ft. in each floor, the IT Park offers Modular IT space (Warm Shell) of 10 modules per floor ranging from 5,000 Sq.ft to 24,273 Sq.ft.

3.05 Features of TPCL

The features of IT Park constructed by TPCL are broadly summarized as below:

- a) TPCL's IT building is constructed as a G+ 4 structure with 3 basements
- b) Total Built-up area of the IT Park is 1.7 million Sq.ft. (including Basements and Utility Buildings)
- c) Building is designed as 3 Blocks and 10 Modules of IT space per floor
- d) Total IT Floor area is 9,14,000 Sq.ft
- e) Area of typical single floor plate is 2,03,652 Sq.ft
- f) Separate Service Building houses Electrical, DG and Chiller plant, UG sump, STP and Diesel yard
- g) Support services viz; Food Court, Banks, ATM, Post Office, Pharmacy, Gym etc are designed in the Ground Floor
- h) Parking lot is available in 3 basements of 6 Lakhs Sq.ft to accommodate 1083 Four wheelers and 1900 Two Wheelers
- i) Communication and Internet Services by BSNL, Tata Communications, Tata Teleservices, Reliance, Airtel, Aircel, Vodafone, Indus Towers, Reliance Jio and Vijaya Comnet etc.

3.06 Infrastructure and Utilities

- a) Integrated Building Management Systems (IBMS)
- b) Contemporary / State-of-the-Art Design & Facilities
- c) 12.5 MVA Power Supply from TNEB through 33 KV System (2,500 KVA X 5 Transformers with Contracted Maximum Demand of 5,000 KVA)
- d) 100% Power Back up - 5 No.s of 2,000 KVA DGs [MTU Germany], underground HSD storage tank of 60 KL capacity
- e) AC Plant with 4,000 TR Chillers and Thermal Energy Storage of 6,000 TR [Chillers - CLIVET, Italy / Cooling Towers - Marley, USA / TES Tanks - CALMAC, USA]
- f) 20 Nos passenger Lifts and 04 Nos Goods Lifts
- g) Adequate rest rooms in all floors for Gents / Ladies and Physically challenged
- h) Fire exit staircases for all modules and shafts in all blocks for mechanical / electrical services
- i) Access control for 4 / 2 wheelers, pedestrians & visitors at lift lobbies, service entries, service lift and staircase lobbies
- j) Structural glazing system, wall cladding with aluminium composite panel (ACP) and Granite and Entrance lobby glazing with sliding door
- k) 400 KLD membrane bio reactor type Sewage Treatment Plant

3.07 Facilities

- a) IT Friendly
- b) Multi-Tenanted
- c) Work Friendly Ambience of Interior spaces
- d) Energy Efficient
- e) Fire Detection and Fire Fighting Systems
- f) Data Communication Systems
- g) Usability Lab, Console Room, Business Centre
- h) Video Conference Hall with seating capacity for 160 persons
- i) Integrated hard and soft landscape with combination of exotic and indigenous plants
- j) 24 x 7 premises and facility management services by service providers / dedicated agency
- k) House Keeping & Waste Management Services
- l) Security and fire prevention / control services
- m) Common pantry in each block
- n) Store in each block
- o) Statutory approvals are in place for the IT Park viz; SEZ approvals, DTCP, LPA, Fire, Airport Authority, Police, CRAC, TNPCB, TNEB, Lift, Explosive etc.

3.08 SEZ Benefits to clients

TPCL's offers hassle free and cost effective IT / ITES business to clients with all benefits of Special Economic Zone, in line with Govt. policy.

3.09 Share Holding Pattern

TPCL is a Public Limited Company with Authorised Share Capital of Rs. 250 Crores and Paid Up Share Capital of Rs. 177.11 Crores as on 31.3.2017. the present shareholding pattern of TPCL is as below:

Share Holders	Rs. in Crs.	% of Shares
TIDCO	37.69	21.28
ELCOT	47.17	26.63
TIDEL	90.00	50.82
STPI	2.25	1.27
Total	177.11	100

3.10 Means of Finance (TPCL):

TPCL's IT Park at Project Cost of Rs.407.40 Crs. is funded with means of finance mainly including Term Loan Rs.171 Crs., Equity Rs.177.11 Crs. & Funding support from Govt. Rs.50.42 Crs.

3.11 Financial Position

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.

CHAPTER - IV

INFORMATION ABOUT THE PROPOSED PROJECT

4.01 IT Industry

The IT & ITES Sector is a field which is undergoing rapid evolution and is changing the shape of Indian business standards. This sector includes software development, consultancies, software management, online services and Business Process Outsourcing. The IT Industry is one of the major contributors towards India's liberalization. IT industry is a major contributor in terms of employment generation, Export and Foreign Direct Investments. New markets have opened up in the Middle East, Africa, Eastern Europe, and South and South East Asia. India is now a major destination for IT outsourcing. There is no dearth of IT job opportunities in India.

4.02 Initiatives of the State Government

Tamil Nadu has emerged as hub for software, hardware and research & development in ICT sector. The ICT business in Tamil Nadu has reached a very high scale with significant number of IT companies & lakhs of IT professionals in the State.

TIDCO & ELCOT have taken initiatives for establishing many IT Parks / SEZs in the state for the development of IT / ITES industry. 1.3 Million sq.ft IT Park of TIDEL Park at Chennai by TIDCO & ELCOT, 1.7 Million sq.ft at TIDEL Park Coimbatore by TIDCO, ELCOT, TIDEL & STPI, 2.0 Million sq.ft of IT Park by TIDCO & Ascendas, 4.2 Million sq.ft TRIL Info Park by TATA & TIDCO, and IT SEZs in Chennai, Vellore, Trichirappalli, Madurai, Hosur, Salem, Coimbatore & Tirunelveli by ELCOT.

4.03 The Project Proposal

TPCL's IT Park located in the Heart of the City provides hassle free and cost effective IT business in 9.14 Lakh Sq.ft with SEZ benefits to clients. Having designed its IT / ITES facility as "Warmshell", TPCL explored the SME market with limited "Ready to Occupy SME space" during the year 2014 and the response was encouraging. Considering the need to accommodate the need for Plug and Play facility with minimum capital investment and affordable rates, Government during the year 2015, sanctioned grant for establishment of 'Fully Furnished Development Centre'. A 952 Seater facility was established in the Fourth Floor of the IT Park, which found huge success and was a major attraction in the industry.

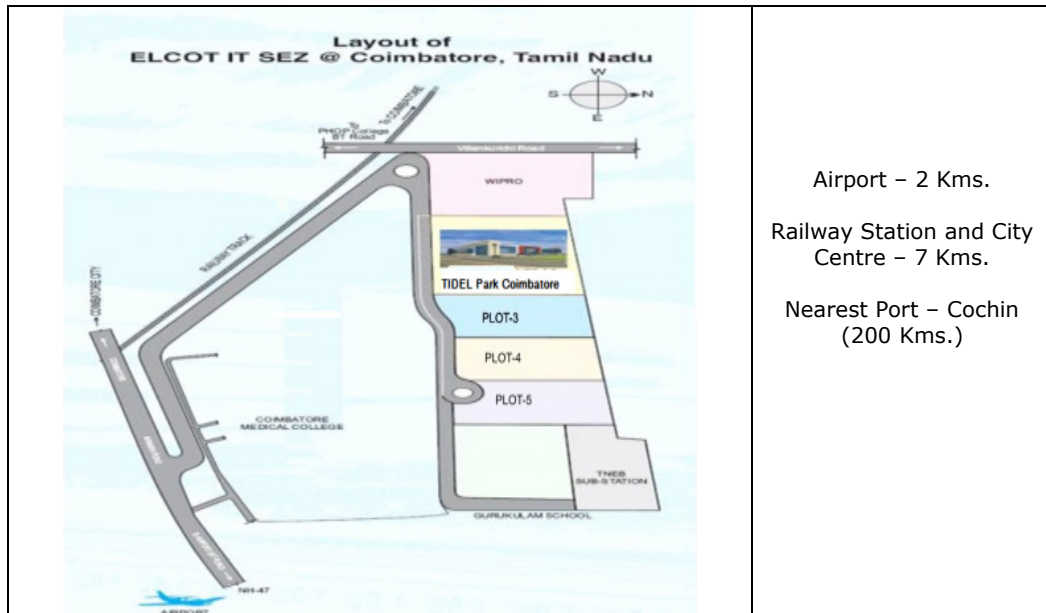
With its three variants of Warmshell, Ready to Occupy semi-furnished space and Fully Furnished Plug and Play facility, TPCL has achieved 100% occupancy of the IT Park. Over 78 clients engaging over 11,000 staff operate from the IT Park, thereby fulfilling Government's objective of creating employment opportunities for 12,000 IT / ITES professionals.

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 Start ups/ SMEs operate from the ready to occupy space meant for SMEs and the fully furnished IT / ITES Development Centre.

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. Board of Directors of TPCL have approved the proposal to appoint a Consultant for preparing a Feasibility Report to construct Phase-II of the IT Park in Coimbatore with built-up area of 5 Lakh Sq.ft. at cost of Rs.150 Crores (excluding land cost) in 5-6 acres of land in ELCOTSEZ at Coimbatore.

4.04 Project Site Location

The project will be created in 5-6 acres of land in the SEZ of ELCOT at Coimbatore in the State of Tamilnadu. The location is at Vilankurichi Village in Coimbatore North Taluk.



4.05 Locational Advantage

The proposed site is located in the SEZ established by ELCOT at Coimbatore. Coimbatore is a City well connected by Air, Road, Rail to all metros and other cities and has a cluster of Educational Institutions and Universities from where over 6,000 Engineers / IT Professionals annually. Trade / Convention Centre of Codissia, 5 / 3 star hotels, corporate hospitals, recreation clubs, shopping malls, skilled and technical manpower at competitive rate etc. provide ample scope for IT / ITES activities in the city.

CHAPTER - V**INSTRUCTION TO BIDDERS****5.01 General**

- i) This Request for Proposal (RFP) document is issued for the purpose of selection of a reputed and capable Consulting Agency for preparing Detailed Project Report (DPR) for "Conducting Market Survey and Preparing a Techno Economic Feasibility Report for establishing an IT-Park (Phase-II) in the SEZ at Coimbatore".
- ii) TPCL invites the Consulting Agencies to submit a Technical Proposal and a Financial Proposal in the prescribed formats as specified elsewhere in this RFP document for the services required.
- iii) The name, address and telephone numbers of TPCL officials is "The Committee of Directors (Operations), TIDEL Park Coimbatore Ltd., ELCOSEZ, Aerodrome Post, Coimbatore - 641 018; Phone: +91-0422-2513604; Fax: 91-0422-2513609; email:tpcl@tidelpark-coimbatore.com".

5.02 Conditions of Eligibility**i) Technical Eligibility**

The Bidder shall have, over the past Ten years preceding the proposal due date, completed at least one assignment as per the evaluation criteria (I) specified in para 8.2 of Chapter - VIII.

ii) Financial Eligibility

The Bidder shall have received a minimum average annual income of Rupees Ten Crores per annum from professional fees during the past Five Financial Years preceding the Proposal Due Date. (Professional fees hereunder refer to fees received by the Consultant for providing advisory or consultancy services to its clients).

5.03 Cost of Preparation of the Proposals

- i) The costs of preparing the proposal and of negotiating the contract, including visits to TPCL, are not reimbursable as a direct cost of the Assignment; and TPCL is not bound to accept any of the Proposals submitted.
- ii) TPCL reserves the right to accept or reject any bid, and to annul the bidding process and reject all bids, at any time prior to the award of Contract, without thereby incurring any liability to the affected bidder or bidders or any obligation to inform the affected bidder or bidders of the grounds for TPCL's action.
- iii) TPCL also reserves the right to terminate the contract on the grounds of negligence of obligations as per the accepted bid conditions or any other reasons not attributable to TPCL and on account of any Force Majeure events that may be decided solely at the discretion of TPCL. In such cases the compensation shall be restricted up to the amount paid by TPCL and no claim whatsoever for any compensation shall be entertained by TPCL.

5.04 Cost of RFP document

- i) The cost of this RFP document is Rs.1,180/- (Rupees One Thousand One Hundred and Eighty only). This RFP document can be obtained from TPCL on payment of non-refundable fee of Rs. 1,180/- (Rupees One Thousand One Hundred and Eighty only) by way of demand draft drawn in favour of TIDEL Park Coimbatore Ltd. in any scheduled bank payable in Coimbatore.
- ii) Alternately, the RFP document can be downloaded from www.tidelparkcoimbatore.in and in such cases, the bidders will be required to pay the non-refundable fee as mentioned above at the time of submission of proposals.
- iii) Any proposal not accompanied by the DD towards the cost of the RFP document shall be rejected as non-responsive

5.05 Time lines

Sl.No.	Activity	Tentative Date
1	Advertisement – Date of Issue	17.10.2017
2	Last date for receiving queries to be answered in pre-bid meeting	29.10.2017
4	Pre- bid meeting	30.10.2017
5	Last date of purchase of RFP document	7.11.2017
6	Last date and time for submission of Bid	7.11.2017 - 3.00 PM
7	Opening of Technical Bid	7.11.2017 - 4.00 PM

TPCL will endeavour to adhere to the date indicated above. However, it reserves the right to effect changes to the above dates, if the need arises. Such changes would be uploaded in TPCL website (www.tidelparkcoimbatore.in) or informed to the concerned bidders.

5.06 Pre-Bid Meeting

A pre- bid meeting will be held on 30.10.2017 at 3.00 p.m at TPCL office. Any change in date and venue of the pre-bid meeting will be duly intimated to the bidders or uploaded in TPCL website.

5.07 Clarification and amendment to RFP documents

- i) Consultants may request clarifications on the RFP document. Any request for clarification must be sent in writing by Paper Mail / Facsimile / E-mail to TPCL's address. TPCL will respond by Paper Mail / Facsimile / E-mail to such requests and will send copies of the response (including an explanation of the query, but without identifying the source of inquiry) to all bidders.
- ii) In case the bidders want the queries to be answered in pre-bid meeting, the queries/clarification should be sent to TPCL before 29.10.2017.
- iii) At any time before the submission of Proposals, TPCL may, for any reason, whether at its own initiative or in response to a clarification requested by an invited Consulting Agency, modify the RFP documents by amendment. Any amendment shall be issued in writing through addenda. Addenda shall be sent by Paper Mail / Facsimile / E-mail to all bidders.
- iv) TPCL may at its discretion extend the deadline for submission of Proposals, if needed.

5.08 Preparation of Proposal

- i) Consultants are requested to submit a Proposal written in English language.
- ii) Consultants are advised to visit the proposed project location in the adjacent plot of TIDEL Park Coimbatore located in the Special Economic Zone of ELCOT at Coimbatore in Tamilnadu before submission of a proposal. The location map is available with TPCL for reference. The costs and liabilities if any and arising out of such visits by the consultants are not reimbursable by TPCL.
- iii) Proposals must remain valid for 120 days from the date of opening of bid.
- iv) Consultants must submit one original and one additional copy of their proposal. Each Technical Proposal and Financial Proposal should be marked "Original" or "Copy" as appropriate. If there are any discrepancies between the original and the copies of the Proposal, the original governs.
- v) The outer envelope should be super scribed as: **"Proposal for Consultancy Assignment for Conducting Market Survey and Preparing Techno Economic Feasibility Report for establishing the Phase-II IT Park of TIDEL Park Coimbatore"**.
- vi) 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.
- vii) After the deadline for submission of proposals, first the Technical Proposal shall be first opened by TPCL.

5.09 Fee Proposal

- i. The consultants are required to quote a lump sum fixed fee in "Indian Rupees" for carrying out this assignment as per the scope of work
- ii. The fixed fee quote should include all applicable taxes.

5.10 Submission of Bank Guarantee

The appointed consultants shall submit a Bank Guarantee (BG) for 10% of the value of the assignment as performance guarantee from any Scheduled Bank in favour of "TIDEL Park Coimbatore Ltd." enforceable in Coimbatore in the Format given at **Appendix 5.9**. The BG shall be submitted within ten days of the date of acceptance of the Letter of Award. Failure of the successful bidder to submit the required Bank Guarantee within the time specified shall constitute sufficient grounds for the termination of the Award. The BG shall remain in force as performance security until the satisfactory completion of the contract and will be discharged thereafter. The obtaining of such Guarantee (and the cost of Guarantee) shall be at the expense of the successful bidder.

5.11 Earnest Money Deposit

- i) The consultants shall furnish an Earnest Money Deposit (EMD) for an amount of Rs.1,00,000/- (Rupees One Lakh only) in the form of Demand Draft drawn in favour of "TIDEL Park Coimbatore Ltd." from any Scheduled Bank along with the Technical Proposals as per the format **Appendix 5.10**.
- ii) Any proposal not accompanied by EMD shall be rejected as non-responsive.
- iii) The EMD of the successful bidder will be retained as retention money, which will be released after the completion of the assignment. The EMD of the unsuccessful bidders will be returned after completion of the selection process.
- iv) 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 Letter of Award (LoA).

5.12 Liquidated Damages

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 in the Clause 6.4 of Chapter VI of the RFP 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.

5.13 Proposal Evaluation

- i) The committee constituted by TPCL would evaluate the proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub criteria and point system specified. From the time the bids are opened to the time the contract is awarded, if any consultant wishes to contact TPCL on any matter related to its proposal, it should do so in writing. Any effort by the Consulting Agency to influence TPCL in TPCL's proposal evaluation, proposal comparison or contract award decisions may result in the rejection of the consultant's proposal.
- ii) Evaluators of Technical Proposals shall have no access to the Financial Proposals until the technical evaluation is concluded.
- iii) TPCL would evaluate the proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub criteria and point system specified. Each responsive proposal will be given a technical score. A proposal shall be rejected at this stage if it does not respond to important aspects of the Terms of Reference or if it fails to achieve the minimum technical score.
- iv) The Financial Proposals of only those consultants who have scored the minimum 70 marks in the technical proposals shall be opened.
- v) The Financial Proposals will be opened publicly in the presence of the consultants' representatives who choose to attend. The name of the consultant, the quality scores, and the proposed prices will be read aloud and recorded when the Financial Proposals are opened.
- vi) Once the financial proposals are evaluated, the final selection will be made based on the lowest net cost of the assignment quoted by the technically qualified bidder.

5.14 Negotiations

i) Negotiations will be held at TPCL. The aim is to reach agreement on all points and sign a contract. Negotiations will include a discussion of the Technical Proposal, the proposed methodology (work plan), staffing and any suggestions made by the Consulting Agency to improve the Terms of Reference. TPCL and Consulting Agency will then work out final Terms of Reference, staffing, and bar charts indicating activities, staff, periods in the field and in the home office, staff-months, logistics, and reporting. The agreed work plan and final Terms of Reference will then be incorporated in the "Description of Services" and form part of the contract. Special attention will be paid to getting the most the Consulting Agency can offer within the available budget and to clearly define the inputs required from TPCL to ensure satisfactory implementation of the Assignment.

ii) Having selected the Consulting Agency, TPCL expects to negotiate a contract on the basis of the experts named in the Proposal. Before contract negotiations, TPCL requires assurance that the experts will be actually available. TPCL will not consider substitutions during contract negotiations unless both parties agree. If this is not the case and if it is established that key staff were offered in the proposal without confirming their availability, the Consulting Agency may be disqualified. If negotiations fail, TPCL will invite the next ranked bidder to negotiate the contract

5.15 Award of Contract

A Letter of Award (LOA) will be issued followed by the negotiations. After issuance of LOA, TPCL will promptly notify other consultants on the shortlist that they were unsuccessful and return the Financial Proposals of those consultants who did not pass the technical evaluation.

The selected consultant is expected to commence the Assignment immediately after acceptance of the LOA.

5.16 Confidentiality

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.

CHAPTER – VI**TERMS OF REFERENCE****6.01 Objective of the Assignment**

- i) To conduct Market Survey & Prepare Techno Economic Feasibility Study for the Phase-II IT Park of TIDEL Park Coimbatore at Coimbatore.
- ii) To validate and review the concept and feasibility of establishing the Phase-II IT Park of TIDEL Park Coimbatore.

6.02 Detailed Scope of Work**A. Sector Analysis and Baseline Setting of the Project**

Analysis of the IT/ITES sector includes:

- i) Review of available data with TPCL and collection of additional data/information required for structuring the Project.
- ii) Investment trends in the IT / ITES industry and demand for IT / ITES space, with futuristic view in line with the ICT Policy of the Govt. of Tamilnadu and SEZ Policy of the Govt. of India.
- iii) Understanding in particular, the potential of Coimbatore's attractiveness as Tier-II City for IT / ITES activities.
- iv) Understanding the Physical features, Strategic and Locational advantages of the ELCOSEZ at Coimbatore.

B. Assessment of the Project Site

- i) Analysis, on the suitability of the identified site considering its plot size, configuration, locational advantages, connectivity, existing ambience and the proposed social infrastructure in the proximity of the site etc.
- ii) Study on various site related parameters such as land use pattern, terrain, flood history, drainage, characteristics etc.
- iii) Assessment of the availability of water, power, construction material sources, etc.
- iv) Development constraints, environmental/ecological sensitive aspects.

C. Potential Market Assessment Study

The assignment includes detailed analysis and study on the following aspects

- i) Assess the growth potential in IT / ITES sector in India and Tamilnadu State taking into consideration of the past trend, proposed investment in this sector etc.
- ii) The demand for various sub groups in the IT / ITES Sector such as software development, consultancies, software management, online services and Business Process Outsourcing etc.

- iii) The growth and demand drivers and decision variables to substantiate the reason for the prospective investors to locate their facilities/operations in the proposed Project.
- iv) Formulating the possible project structure / IT model for channelizing the investments in this project.
- v) The USP and attractiveness of the proposed Project from the point of foreign investors.
- vi) SWOT analysis on establishing the advantages of the Project vis-vis other such facilities in India.

D. Demand Assessment

1. Demand from prospective users in terms of Sq.ft built up space.
 - i) Carryout primary survey through structured questionnaire. The survey sample should represent the segments of the IT / ITES sector with respect to this project.
 - ii) Carry out one to one interactions with group wise key players and elicit their plans and interest.
 - iii) Consultations with stake holders and extract views of prospective tenants in order to formulate the specification and facilities requirement.
 - iv) Target group interactions to find out the perceptions about the location, project facilities, policies etc. and the preferences for sale/lease terms.
 - v) Current sale/Lease terms, occupancy levels, absorption periods for the comparable facilities in the vicinity and in the sector elsewhere.
2. The consultant shall identify more appropriate activities/operations/facilities to be adopted in the Expansion Project after sources of consultations and successive grounds of eliminations through the following approach.
 - i) List all major products/activities/operations that may be possibly considered based on market studies.
 - ii) Determine the domestic and international market potential of the identified activities and short list those worth considering.
 - iii) List out promising prospective and clients probable and their space requirement based on the market study.

E. Project Cost Estimation and Commercial Viability Analysis

- 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.
- 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 viability assessment shall be carried out by using IRRs, NPVs, DSCR and Pay back method covering the following:

- Estimate project revenues by assessing space absorption pattern and determining lease rent/User fee
- Estimate Project Capex, periodic asset replacement/maintenance expenditure
- Estimate operating expenses
- Project cash flow considering project execution period, phasing and funding mix
- Assessing financial viability with a horizon of 15 year period with IRR, NPV, DSCR, Pay Back period
- Sensitivity analysis based on variations in absorption pattern, revenue streams, project cost, debt cost and O&M assumptions.

F. Clearances & approvals

- 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
- Spell out the regulatory aspects, procedures, formats, time lines, pre requisites studies, approval processes, etc

G. Projects schedule

Based on the past experience for developing and commissioning of such project, realistic time lines for each of the activity should be indicated in form of a Bar Chart.

6.03 Terms of Payment

The milestone achievement linked payment schedule as below shall be followed:

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

6.04 Reports Deliverables & Timeframe

- 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.
- 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.
- iii) Time frame for completing the assignment as below:

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

CHAPTER - VII

PROPOSAL SUBMISSION

7.01 Technical Proposal Submission

- i) Subject to fulfillment of the other terms and conditions of tender document, the bidder/s shall meet the Qualifying Requirements and comply with the terms stipulated hereunder:
- ii) The Technical proposal submission form (**Appendix 5-1**) should provide the following information using the attached standard format.
 - a. A brief description of the Firm of Consultants (**Appendix 5-2**)
 - b. Financial capability of Consultant. (**Appendix 5-3**)
 - c. Firm's Experience References (For each assignment, the outline of recent experience should indicate, inter alia, the profiles and names of the staff provided, duration of the assignment, contract amount, and firm's involvement). (**Appendix 5-4**)
 - d. A description of methodology and work plan for performing this assignment. (**Appendix 5-5**)
 - e. The list of the proposed staff team, the tasks that would be assigned to each staff team member. (**Appendix 5-6**)
 - f. CVs recently signed by the proposed professional staff and the authorized representative submitting the proposal. (**Appendix 5-7**)
 - g. Activity (work) schedule. (**Appendix 5-8**)
 - h. Format of the Bank Guarantee for Performance Security (**Appendix 5-9**)

Note:

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.

7.02 FINANCIAL Proposal Submission

- i) Bidders are expected to take into account the requirements and conditions of the RFP documents, in preparing the Financial Proposal.
- ii) The Financial Proposal should be submitted in separate cover in the Standard Formats prescribed at **Appendix 5-11**.
- iii) Bidders must express the price of their services in lump sum amount in Indian Rupees only.
- iv) During the validity period of the proposal, the consultant is expected to keep available the professional staff proposed for the assignment.
- v) TPCL will make its best effort to complete negotiations within this period. If TPCL wishes to extend the validity period of the proposals, the consultants who do not agree have the right not to extend the validity of their proposals.

CHAPTER- VIII**EVALUATION CRITERIA AND METHODOLOGY****8.01 Basis for Evaluation of Technical Proposal**

- i) The Selection Process is designed to select a technically strong and cost effective consultant to carry out the scope of work defined elsewhere in this document.
- ii) The consultants are required to submit both technical and financial proposal. The Maximum points awarded for the technical proposal is 100 points. The financial proposals of those bidders who have scored 70 points or more than 70 points in their respective technical proposal would only be considered for selection.
- iii) However TPCL reserves the rights to relax the minimum technical qualification points depending on the response and need whatsoever.
- iv) Final selection of the consultants will be made based on the lowest net cost of the assignment quoted by the technically qualified bidder.

8.02 Parameters for assessing Technical Capabilities

The bidder is expected to possess relevant and adequate professional experience in such projects as outlined elsewhere in this document. The parameters to be considered for assessing the technical capabilities and the maximum scores to be assigned for each parameter are detailed as below:

I.	Specific Experience of the bidder	Max. Marks	Max. Marks
		Max. Marks	
a	Experience in Conduct of Market Survey for the development of sector specific Industrial park / IT park.	20	
b	Experience in Preparation of Techno Economic Feasibility Study for IT Parks, Special Economic Zones, large premier Industrial Estates, Hotels, Convention Centres, Technology Parks, Office Space, Commercial Space, Residential Space, Modern Townships, Shopping Complexes and the infrastructure required for such assignments	20	
c	Experience in Detailed Project Report / Master Planning for Industrial / IT Parks project	10	
d	Experience in preparing Financial advisory services for any Industrial / IT Park project	10	
			60

II.	Domain Expertise and competence of the key staff for the Assignment		
a	Exposure to Global IT / ITES industry, trends & growth, outsourcing/investment strategy of leading players, OEMs in IT / ITES industry	10	
b	Experience in Financial advisory on Industrial / IT development projects	10	
c	Specific expertise in dealing with development facilities in IT / ITES Sector	10	
d	Ability to drive large investment promotion programs and market assessment in the IT / ITES sector	10	40
	Total		100

8.03 Evaluation & Assignment of scores

I.	Specific Experience of the bidder	
		Assignment of score
a	Experience in Conduct of Market Survey for the development of sector specific Industrial park / IT park.	<ul style="list-style-type: none"> ▪ 2.5 marks for each completed assignment. ▪ Full marks will be assigned for completed assignments of four projects and above
b	Experience in Preparation of Techno Economic Feasibility Study for IT Parks, Special Economic Zones, large premier Industrial Estates, Hotels, Convention Centres, Technology Parks, Office Space, Commercial Space, Residential Space, Modern Townships, Shopping Complexes and the infrastructure required for such assignments	<ul style="list-style-type: none"> ▪ 10 marks for each completed assignment ▪ Full marks will be assigned for completed assignments of two projects and above
c	Experience in Detailed Project Report / Master Planning for Industrial / IT Parks project	<ul style="list-style-type: none"> ▪ 5 marks for each completed assignment. ▪ Full marks will be assigned for completed assignments of two projects and above
d	Experience in preparing Financial advisory services for any Industrial / IT Park project	<ul style="list-style-type: none"> ▪ 10 marks for each completed assignment. ▪ Full marks will be assigned for completed assignments of two projects and above

II.	Domain Expertise and competence of the key staff for the Assignment	
		Assignment of score
a	Exposure to Global IT / ITES industry, trends & growth, Outsourcing/investment strategy of leading players, OEMs in IT / ITES industry	<ul style="list-style-type: none"> ▪ 2 marks for every year of experience in any aerospace (OEM) industry by any one of the team member proposed for this assignment. ▪ Full marks will be assigned for 5 years of experience in any aerospace industry possessed by any one of the team member proposed for this assignment
b	Experience in Financial advisory on Industrial / IT development projects	<ul style="list-style-type: none"> ▪ 5 marks for every project handled by any one of the team members proposed for this assignment on the financial advisory on Industrial area / Zone development project. ▪ Full marks will be assigned for completed assignments of two projects and above
c	Specific expertise in dealing with development facilities in IT / ITES Sector	<ul style="list-style-type: none"> ▪ Atleast one project should have been handled by any one of the team members
d	Ability to drive large investment promotion programs and market assessment in the IT / ITES sector	<ul style="list-style-type: none"> ▪ Any one of the team members should have completed at Least one assignment related to market / investment promotion in the aerospace sector

i) For II (a), (b), (c) & (d) above, the particular team member who should be evaluated for each of them can be identified by the bidder. It can be the same person in all categories or can be different people. Cumulative experience of the individual members proposed for this assignment will not be considered for assigning of this score.

Note: 1.The Project experience considered for assigning marks in any one parameter will not be considered for assigning mark in other parameter.

2. The Experience of all members of the consortium will be considered for assigning marks

CHAPTER- IX

FORMATS

Appendix 5-1

9.01 Technical Proposal Submission

[Location, Date]

From (Name of the Consulting Agency)

To

The Committee of Directors (Operations)
TIDEL Park Coimbatore Ltd.
ELCOSEZ, Aerodrome Post
Coimbatore – 641 014

Dear Sir:

Sub: Proposal for Consultancy Assignment for Conducting Market Survey and Preparing Techno Economic Feasibility Report for establishing the Phase-II IT Park of TIDEL Park Coimbatore - Technical Proposal

-
1. We, the undersigned, offer to provide the consulting services for the above in accordance with your Request for Proposal dated [Date],
 2. We are hereby submitting our Proposal, which includes this Technical Proposal, and a Financial Proposal sealed under separate envelopes.
 3. We enclose the Demand Draft for Rs.----bearing no. xx dtd xx towards Earnest Money Deposit (EMD) for this assignment and we understand that the EMD shall be forfeited if we withdraw our bid during the period of bid validity or if we fail to take up the work in the case of the Letter of Award issued to us.
 4. If negotiations are held during the period of validity of the Proposal, i.e., before [Date] we undertake to negotiate on the basis of the proposed staff.
 5. Our Proposal is binding upon us and subject to the modifications resulting from contract negotiations. We understand you are not bound to accept any Proposal you receive.

Yours sincerely,

We remain,

Authorised Signature:

Name and Title of Signatory:

Name of Firm & Address:

Appendix 5-2

9.02 Format for the Brief description of Bidder

1. Name
2. Address of the office(s)
3. Date of incorporation and/or commencement of business
4. Brief description of the firm including details of its main lines of business.
5. Name, Designation, Address and Phone Numbers of Authorised Signatory of the Bidder:
 - a. Name :
 - b. Designation :
 - c. Firm :
 - d. Address :
 - e. Telephone Number :
 - f. Fax Number :
 - g. Mobile Number :
 - h. E-Mail Address :
6. Details of individual(s) who will serve as the point of contact / communication for TPCL within the firm:
 - a. Name :
 - b. Designation :
 - c. Firm :
 - d. Address :
 - e. Telephone Number :
 - f. Fax Number :
 - g. Mobile Number :
 - h. E-Mail Address :

Appendix 5-3**9.03 Financial Capacity of Consultant**

Sl.No.	Financial Year	Annual Revenue (Rs. in Crores)
1.	2007-2008	
2.	2008-2009	
3.	2009-2010	
4.	2010 - 2011	
5.	2011 - 2012	
6.	2012 - 2013	
7.	2013 - 2014	
8.	2014 - 2015	
9.	2015 - 2016	
10.	2016 - 2017	

Certificate from Chartered Accountant

This is to certify that (NAME OF THE CONSULTANTS) has received payments shown above against the respective years on account of professional fees.

Name of the audit firm:

Seal of the audit firm:

Date:

(Signature, name and designation of the authorized signatory)

Appendix 5-4**9.04 Format for Submission of Experience**

(To be provided separately for each evaluation parameters given in the paragraph 8.2 of Chapter VIII)

SPECIFIC EXPERIENCES REFERENCE FORMAT

Using the format below, provide information on each reference assignment for which your firm/entity was engaged either individually as a corporate entity or as one of the consortium.

- i) Name of the Client, Address & Assignment Name
- ii) Country, Location within Country
- iii) Approx. Value of Services in Indian Rupees*
- iv) Start Date, Completion Date and duration of assignment (Month/Year),
- v) Professional Staff Provided by Your Firm/entity(profiles):
- vi) Name of Associated Consultants, if any:
- vii) Name of Senior Staff (Project Director/Coordinator, Team Leader) involved and functions performed
- viii) Narrative Description of Project
- ix) Description of Actual Services Provided by Your Staff:

* For the purpose of consultancy value of the completed assignments, the amount shall be stated in INR. For conversion of US \$ to Rupees, the rate of conversion shall be RBI reference rate as on the date of issue of Advertisement for this RFP. In case of any other currency, the same shall first be converted to US \$ as on the date of issue Advertisement for this RFP, and the amount so derived in US \$ shall be converted into Rupees at the aforesaid date.

Appendix 5-5**9.05 Description of Methodology and work plan for performing the Assignment****Description of the methodology**

Please explain your understanding of the objectives of the assignment, approach to the services, methodology for carrying out the activities and obtaining the expected output, and the degree of detail of such output. You should highlight the problems being addressed and their importance, and explain the technical approach you would adopt to address them. You should also explain the methodologies you propose to adopt and highlight the compatibility of those methodologies with the proposed approach.

Present and justify here any modifications or improvement to the Terms of Reference you are proposing to improve performance in carrying out the assignment (such as deleting some activity you consider unnecessary, or adding another, or proposing a different phasing of the activities). Such suggestions should be concise and to the point, and incorporated in your Proposal.

Work Plan

You should propose the main activities of the assignment, their content and duration, phasing and interrelations, milestones (including interim approvals by the Client), and delivery dates of the reports. The proposed action plan should be consistent with the technical approach and methodology, showing understanding of the TOR and ability to translate them into a feasible working plan. A list of the final documents, including reports, drawings, and tables to be delivered as final output, should be included here.

Appendix 5-6**9.06 Team Composition and Task Assignments****1. Technical/ Managerial Staff**

Sl. No.	Name	Position	Task	Proposed Number of Man days
1.				
2.				
3.				
4.				
..				

2. Support Staff

Sl. No.	Name	Position	Task	Proposed Number of Man days
1.				
2.				
3.				
4.				
..				

Appendix 5-7**9.07 Format of Curriculum Vitae of proposed Key staff**

Format of Curriculum Vitae (CV) for submission of details on the Domain Expertise and competence of Key staff

CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

Proposed Position :
 Name of Firm :
 Name of Staff :
 Profession :
 Date of Birth :
 Years with Firm/Entity :
 Nationality :
 Membership in Professional Societies :
 Detailed Tasks Assigned :

Key Qualifications:

[Give an outline of staff member's in-depth and successful experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations, Reference projects, Client's acknowledgments of successful completion of projects. Use about half a page.]

Education:

[Summarize college/university and other specialized/management/ professional education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page.]

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and Client references, where appropriate. Use about three-quarters of a page]

Languages:

[For each language indicate proficiency: excellent, good, fair, or poor; in speaking, reading, and writing.]

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

Date: _

[Signature of staff member and authorized representative of the Firm] Day/Month/Year

Full name of staff member: _____

Full name of authorized representative: _____

The information should cover for each parameter as below

1. Exposure to Global IT / ITES industry, trends & growth, outsourcing/investment strategy of leading players, OEMs in IT / ITES industry
2. Experience in Financial advisory on IT / Industrial development projects
3. Specific expertise in dealing with aerospace design/development facilities in IT / ITES sector
4. Ability to drive large investment promotion programs and market assessment in IT / ITES sector

Appendix 5-8**9.08 Activity (Work) Schedule****A. Activity schedule:**

The assignment to be carried out may be broken up into several activities/components sequencing in relation of the Scope of Work

		Weekly program progress in the form of bar chart									
Sl No	Name of the work	1 st week	2nd	3rd	4th	5 th	6 th	7 th	8 th	9 th	...
1											
2											
4											
5											
..											
...											

B. Completion and Submission of Reports:

Reports	Program: (Date)
1. Preliminary Report	
2. Interim report	
3. Draft Report	
4. Final Report	

Appendix 5-9

9.09 Format of Bank Guarantee for Performance Security

(To be stamped in accordance with Stamp Act)

(Name of Bank)hereby agree unequivocally and unconditionally to pay at Coimbatore within 48 hours on demand in writing from the TIDEL Park Coimbatore Ltd. or any Officer authorized by it in this behalf, of any amount upto and not exceeding Rs. ...(Rupees.....only) **(an amount equivalent to 10% of the awarded Lump sum Fees)** to the said TIDEL Park Coimbatore Ltd. on behalf of, (hereinafter referred to as Bidder) who have undertaken to TIDEL Park Coimbatore Ltd. for conducting Market Survey and preparing Techno Economic Feasibility Study for Phase II IT Park of TIDEL Park Coimbatore.

This guarantee is irrevocable and shall be valid and binding on this Bank upto and including (date corresponding to three months from the date of execution of the Agreement) and shall not be terminable by notice or any change in the constitution of the Bank or the form of contract or by any other reasons whatsoever and our liability hereunder shall not be impaired or discharged by any extension of time or variations or alterations made, given, concerned or agreed with or without our knowledge or consent, by or between parties to the said within written contract.

In case any dispute arising out of or in connection with the encashment of Bank Guarantee, the courts in Chennai will have jurisdiction.

We(name of the Bank) do hereby irrevocably undertake to, without any reference to the Bidder or any other person and irrespective of the fact whether any dispute is pending between TIDEL Park Coimbatore Ltd. and the Bidder before any court or tribunal or arbitrator relating thereto, pay the amount due any payable under this guarantee without any demur, merely on a demand from TIDEL Park Coimbatore Ltd. stating that the amount claimed is due by way of loss suffered by reason of any breach by the said Bidder of any the terms and conditions contained in the said RFP and other communications or by reason of the said Bidder's failure to perform the covenants of the same. Any such demand made on the Bank shall be conclusive, absolute and unequivocal as regards the amount due and payable by the Bank under this guarantee.

Place:

Date:

Signature

For Banker's Rubber Seal and Full Address

Appendix 5-10

9. 10 Format for Earnest Money Deposit

(in the letter head of the bidder)

To
The Committee of Directors (Operations)
TIDEL Park Coimbatore Ltd.
ELCOSEZ, Aerodrome Post
Coimbatore – 641 014
Tamil Nadu

Sub: Proposal for Consultancy Assignment for
Conducting Market Survey and Preparing Techno
Economic Feasibility Report for establishing the Phase-II
IT Park of TIDEL Park Coimbatore - Technical Proposal –
Earnest Money Deposit

Ref: Request for Proposal issued by TIDEL Park
Coimbatore Ltd.

1. We herewith enclose the Demand Draft for the value of Rs 1,00,000/- (Rs. One lakh only) bearing number. ***** dtd ***** drawn from ***** Bank towards Earnest Money Deposit (EMD) for the selection of Consultant for conducting market survey and Preparing Techno Economic Feasibility Study for the Phase – II IT Park to be created by TIDEL Park Coimbatore Ltd.

2. We understand that

- i) The EMD of the successful bidder will be retained as retention money which will be released after the completion of the assignment.
- ii) The EMD of the unsuccessful bidders will be returned after completion of the selection process.
- iii) The EMD shall be forfeited if we withdraw our bid during the period of bid validity or if we fail to take up the work after issue of Letter of Award, in the case of we become successful bidder.
- iv) TIDEL Park Coimbatore will not accept any proposal received without the EMD as prescribed

Yours Sincerely
by the hand of Mr.....(name of authorized signatory)

Appendix 5.11

9.11 Financial Proposal Submission- Format

[Location, Date]

From: (Name & Address of the Consulting Agency)

To:

The Committee of Directors (Operations)
TIDEL Park Coimbatore Ltd.
ELCOSEZ, Aerodrome Post
Coimbatore – 641 014

Dear Sir,

Sub: Proposal for Consultancy Assignment for
Conducting Market Survey and Preparing Techno Economic
Feasibility Report for establishing the Phase-II IT Park of
TIDEL Park Coimbatore – Financial Proposal

1. We, the undersigned offer to provide the consulting services for the above in accordance with your Request for Proposal dated xxxxx and our proposal (technical and financial proposal) dated xxxxx. Our attached financial proposal is for the sum of Rs. (Figs) (Rupees. Words only/-). This amount includes all applicable taxes.
2. Our financial proposal is binding upon us and subject to the modifications resulting from contract negotiations, up to expiration of validity period of the proposal, i.e. date xxx.
3. We undertake that, in competing for (and, if the award is made to us, in executing) the above contract, we will strictly observe the laws against fraud and corruption in force in India namely "Prevention of Corruption Act 1988".
4. We understand you are not bound to accept any proposal you receive.

Lump sum fee for providing services including out of pocket expenses and all other expenses, net of taxes complete but excluding service tax.	Fee in Rs. (in words)
---	-------------------------------

Yours sincerely,

Authorized Signature:
Name and Title of Signatory:
Name of the Firm:
Address: