

Responses for Pre-Bid Queries for the selection of Consultant for Demand Assessment and Feasibility Study for all locations (i.e.Maddilapalem, Tirupati, Autonagar, Hanuman Junction, Raj Vihar)

SL.No.	Clause	Query/Suggestion	Reply or Response from APUIAML
1	Page No. 2; Schedule of Tender Process Bid Security Rs.50,000/- in the form of a demand draft issued by one of the Nationalized/Scheduled Banks in India drawn in favour of the CFO,APUIAML.	As per MSME Act,if a Company is registered under MSME,while making application for Government Tender,Bidder is exempted from Tender Cost/Fee,EMD/Bid Security & Security Deposit. In line with above,kindly grant an exemption/relax the criteria for payment of Earnest Money Deposit and Tender/Proposal Fees for those bidders who are registered under MSME and have valid MSME Registration Certificate.	As per RFP
2	Page No.2, Schedule of Tender Process Bid Security Rs.50,000/- in the form of a demand draft issued by one of the Nationalized/Scheduled Banks in India drawn in favour of the CFO,APUIAML.	Normally submission of EMD in form of Bank Guarantee in these kinds of assignment.Therefore, it is requested to allow EMD in form of Bank Guarantee for submission of Proposal.	As per RFP only. Soft copy of the Demand draft to be sent along with dispatch tracking number.
3	Page No.2, Schedule of Tender Process Type of Submission-Hard Copy Only	As per the RFP,proposal should be submitted in Hardcopy. Due to the present condition of pandemic situation, the transport and logistics have still not normalized, if we submit our proposal by courier/Speed Post it will take approx 15-20 days time to deliver or there is chances it may be delay. Therefore, we humbly request you to please consider Only online submission of proposals or Extend the last date of bid submission by 10-15 days after replying pre bid meeting queries.	Given the pandemic situation, submission in soft copy is being allowed with the financial bid to be submitted in a password protected file. The password is to be shared only after a solicitation or confirmation by APUIAML team which will be asked only post technical evaluation. The password to be sent by SMS to following person once technical evaluation is completed Mr. Raj Dabburi Phone: 7715007009
4	Clause No.1.8, Page No.7 Pre-Bid meeting:27.10.2020 at 11:30 HRs at 4th Floor,NTR Administrative Block, PNBS,Vijayawada-500013	Sir,looking to the current pandemic situation,we are unable to attend pre bid meeting at Vijayawada. Keeping in view of the Travel restrictions in several part of India.This is a prestigious project and participation from across the country is expected.Having physical pre bid will be restrictive. We request you, kindly arrange the pre bid meeting through VC link, so that we can attend the pre bid meeting at 27.10.2020 to clear our queries.	Completed through VC on 27.10.2020 @ 3:00 PM
5	Page No. 48.A. Deliverables, Time lines In pursuance of this TOR the Consultant shall prepare the Demand Assessment & Feasibility Study reports as a part of this consultancy. The Consultant shall submit the reports to APUIAML as per the schedule given here under. Upon submission of draft report, APUIAML & APSRTC will scrutinize the draft reports and convey its observations to the consultant for the final submission. The Consultant shall be entitled to the following consultancy fees upon approval of the same by the client and the authority (APSRTC) and the consultant shall raise the invoices for each of the aforementioned deliverable / stage upon completion and approval by the Authority thereof. 1. All payments are subjected to approval of deliverables by APUIAML 2. All deliverables (Reports and Presentations) are to be in editable format.	Kindly amend the payment terms as below: 1. Mobilization Advance - 5-10% 2. Balance payment will be release with in 7 days after submission of invoices for each of the aforementioned deliverable/stage upon completion and approval by the authority	Not accepted. RFP terms will prevail
6		Drop Dead fees should be there.It Could be like, 10% of the residual stage fees should be paid, in case the project is shelved mid way by the Auhtrority.	This is not in line with RFP and cannot be accepted, RFP terms will prevail
7	Page No. 19; Clause; 2.25. Substitution of Key Personnel Sub-Clause; 2.25.2. APUIAML expects all the Key Personnel to be available during implementation of the Agreement. APUIAML will not consider substitution of Key Personnel except for reasons of any incapacity or due to health. Such substitution shall ordinarily be limited to one Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the APUIAML. As a condition to such substitution, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the remuneration specified for the original Key Personnel. Any further substitution may lead to disqualification of the Applicant or termination of the Agreement.	The said clause penalizes Consultant on an aspect beyond its control specifically relating to incapacity or ill health. We request the Authority to reduce the deduction percentage for any substitution of Key Personnel for reasons of any incapacity or due to health to 5% uniformly	The project is under critical timelines and hence this condition cannot be relaxed. Consultant can replace key personnel with other suitable personnel in case of incapacity or ill health
8	Page No. - 6 Clause1.8. SCHEDULE OF SELECTION PROCESS Proposal Due Date: 15.00 Hrs on 30-10-2020	The preparation of bid documents involves extensive work in niche domain and includes heavy paperwork and collation of data. Furthermore, it requires time to formulate a team of qualified professionals suitable for their respective positions. Additionally, as the RFP was released on the 23rd October, we would request that as per the general standard of submission timeline followed across by Government Authorities of providing atleast 2 weeks submission schedule to bidders to assess and develop a mandate with a Govt Authority. Hence, we request the authority to extend the date of submission by atleast 2 weeks from date of release of corrigendum.	The last date of bid submission was changed from 30-10-2020 15:00 hrs to 03-11-2020, 15:00 hrs
9	Page No. - 8; Clause; 2.2. Conditions of Eligibility of Bidders Sub-Clause; 2.2.3 The Applicant shall enclose with its Proposal, certificate(s) from its Statutory Auditors stating its total revenues from professional fees during each of the past three financial years specified in the Proposal. In the event that the Applicant does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the annual accounts of the Applicant.	We CBRE South Asia Private Limited are a US based Multi-National Company and follow the US financial calendar typically ending in the month of September. Hence, we will be able to furnish audited financial statements till the year of 2018-19, and the two years preceding that along with the un-audited statement for the year 19-20. We therefore request the authority to kindly amend the clause and consider financial statements for the 3 years i.e. 2016-17 to 2018-19. Alternatively, we request the Authority to allow us to share the Un-Audited Balance sheet for year 19-20.	If audit for the year 2019-20 not completed: Please provide audited financial statements for the 3 years i.e. 2016-17 to 2018-19 and un-audited or provisional financials for the year 2019-20. If audit for the year 2019-20 completed: Please provide audited financial statements for the 3 years i.e. 2017-18 to 2019-20.