



SEEPZ SEZ AUTHORITY

No.: [E-OPT-11/25/2022-IT/COMP](#)

Date: 11/03/2022

Responses to Queries

Tender Title: REQUEST FOR EXPRESSION OF INTEREST (REOI) cum TERMS OF REFERENCE (ToR) for Providing Strategic Advisory and Engineering Services for Rejuvenation and Redevelopment of SEEPZ, Mumbai

Tender Reference No.: [E-OPT-11/25/2022-IT/COMP](#)

Tender ID: 2022_SEEPZ_674437_1

SN	Reference Clause & Page No.	Original Clause Text	Query / Suggestion	Response from SEEPZ
1	Pg 6 of 8 of REOI <i>Eligibili Criteria — Relevant experience</i>	Kindly allow self-certification by MD or CA certification to validate the completion of assignments	We have signed confidentiality agreements with our clients that limit our ability to disclose their names & the contracts / work orders with them. While we shall be happy to disclose the same where we are legally permitted to, we request you to accept the certificate with a brief description of our client (without disclosing their names), the nature of services we performed for them, the duration of the project and a tentative contract value duly attested by CA.	Accepted. The change is reflected in the corrigendum.

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2	Pg 6 of 8 of REOI <i>Eligibili Criteria — Relevant experience</i>	We request that for eligibility, kindly allow the bidders to have qualifications in the following fields: At least 2 projects comprising business process reengineering and project management for government SEZs / EPZs / industrial clusters; and At least 1 project of providing transaction advisory services for development of commercial spaces in PPP mode	This will enable wider set of bidders to participate in the EoI. The requirement related to "engineering services consultancy for large (>30 Acre industrial premises) comprising the elements of structural engineering, utilities planning and energy optimization" may be requested in the RfP stage	The scope of work pertaining to engineering services is modified. Accordingly, the experience requirement is also modified. The scope change is reflected in the revised draft ToR. The revised experience requirement may be seen in the corrigendum.
3	Pg 5 of 8 of TOR	Kindly allow the EoI submission till 28 th March 2022	To allow bidders sufficient time to firm up the consortium and create strong EoI response	Accepted. The change is reflected in the corrigendum.
4	Pg 6 of 8 of TOR <i>Requirement of Key Experts - Legal Expert</i>	Kindly remove the requirement of a legal expert	Management consultancy firms do not provide legal advisory services typically. Moreover, the scope of work does not include providing any explicit legal services to SEEPZ.	Consultants are requested to submit their feedback and suggestions on the draft ToR along with their EoI through the e-procurement portal. These suggestions will be considered positively while finalising the ToR before issuing the RFP to the shortlisted consultants.
5	Pg 6 of 8 of TOR <i>Requirement</i>	In line with other similar RfPs and empanelment of consultants by Ministry of Commerce, we request	Several similar RfPs like techno-economic feasibility of furniture hub by SIPCOT, JNPT and Paradip planning and commercialization, etc.	Consultants are requested to submit their feedback and suggestions on the draft ToR

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	<i>of Key Experts</i>	that number of experts for evaluation to be limited to 6. Other non- critical experts, may be mentioned in the RfP, but not evaluated	required 4-6 relevant experts. This also allows for focused evaluation of essential experts by the evaluation committee during technical presentation.	along with their EoI through the e-procurement portal. These suggestions will be considered positively while finalising the ToR before issuing the RFP to the shortlisted consultants.
6	Pg 6 of 8 of TOR <i>Requirement of deg Experts</i>	Kindly limit the field-based input for team leader and other experts to 25%	While a team of consultants \s available 100% on-ground, the on-ground presence of key experts is generally limited to 20-25%. Several benchmarks are available like Min. of Commerce & Industries empanelment of consultancy firms	Consultants are requested to submit their feedback and suggestions on the draft ToR along with their EoI through the e-procurement portal. These suggestions will be considered positively while finalising the ToR before issuing the RFP to the shortlisted consultants.
7	Pg 6 of 8 of TOR <i>key Deliverables and Payment Milestones</i>	Kindly align the deliverables and payment schedule with the TOR:	This will ensure payment milestones in line with the TOR and schedule of activities	Consultants are requested to submit their feedback and suggestions on the draft ToR along with their EoI through the e-procurement portal. These suggestions will be considered positively while finalising the ToR before issuing the RFP to the shortlisted consultants.
8	General	1. Merge Del #3 and #5 (as	"The total aggregate liability of Consultant,	Consultants are requested to

		<p>both involve baselining of existing MIS/ contracts) with 5% payment.</p> <p>2. Break down Del #6 (Masterplan) into concept/ architectural plan and economic masterplan, with 5% payment each</p> <p>3. Breakdown Del #8 into more concrete deliverables like</p> <p>a. 10% for draft concession agreement 10% for successful onboarding of the co-developer (agreement signing)</p>	<p>whether in contract, tort (including negligence) or otherwise, under or in connection with this agreement, shall in no circumstances exceed a sum equal to the fees paid or payable by the Client under this agreement." In no event will Consultant be liable for any consequential, incidental, indirect, punitive or special losses or damages (including loss of profits, data, anticipated savings, business or goodwill), regardless of whether such liability is based on breach of contract, tort, strict liability, breach of warranties, failure of essential purpose or otherwise.</p>	<p>submit their feedback and suggestions on the draft ToR along with their EoI through the e-procurement portal. These suggestions will be considered positively while finalising the ToR before issuing the RFP to the shortlisted consultants..</p>
<p>9</p>	<p>Scope of work</p>	<p>In the current scope of work, XYZ is unable to continue to be part of the contract beyond 18-24 months, in which we neither have a role or expertise to provide. Hence, they have requested that " They will be able to bid for the project if:</p> <p>a. The scope is limited to providing Strategic Advisory services as mentioned in the earlier bid document dated 25/11/2021 OR</p> <p>b. If the scope remains that of</p>	<p>XYZ is keen to submit expression of interest provided the scope of work, primarily remains that of providing strategic advisory services to SEEPZ, and the engineering consultancy services is limited to providing only block cost estimates for the infrastructure upgrade work required and bid process management for the same. This shall not include any PMC or design supervision services.</p>	<p>Scope pertaining to project management post engagement of the co-developer is removed. The change is reflected in the revised draft ToR.</p>

		<p>providing strategic advisory services to SEEPZ, and the engineering consultancy services is limited to providing only block cost estimates for the infrastructure upgrade work required and bid process management for the same. This shall not include any PMC or design supervision services.</p>		
10	Scope of work	<p>Project Management Services can be separately provided and kept out of the current scope. We envisage that, appointment of PMC will not impact project timelines as that can be separately procured along with the appointment of the contractor and the role of the same will be co-terminus to that of the contractor/developer. Further the current scope of work is limited to 24 months, and construction/ development work will continue beyond this time. Also the scope and timelines of the PMC will be known after the finalization of DPR. At this stage, it is very difficult to estimate the</p>		<p>Scope pertaining to project management post engagement of the co-developer is removed. The change is reflected in the revised draft ToR.</p>

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		time and efforts to provide a reasonable fee quote.		
11	Pg. 1 Key Dates	Submission deadline	Requested that the submission deadline be modified to 28th March 2022 or 10 working days from the response to the queries	Accepted. The change is reflected in the corrigendum.
12	Pg. 3 Eligibility Criteria	At least 2 projects providing engineering services consultancy for large (>30 Acre industrial premises) comprising the elements of structural engineering, utilities planning and energy optimization.	We request that the same be modified to: 'At-least 2 projects comprising of business process reengineering / engineering design and Construction Support; Project Management for Government Sez/ EPS/ industrial Cluster / Industrial Parks'	The scope of work pertaining to engineering services is modified. Accordingly, the experience requirement is also modified. The scope change is reflected in the revised draft ToR. The revised experience requirement may be seen in the corrigendum.
13	TOR	Team	Clarification request: We request clarity if we can request revisions in the following at the time of the RFP process: - Scope of work - Team mentioned for the execution of the project - Payment terms	Consultants are requested to submit their feedback and suggestions on the draft ToR along with their EoI through the e-procurement portal. These suggestions will be considered positively while finalising the ToR before issuing the RFP to the shortlisted consultants.
14	Pg. 3	Must have a turnover of at least	Requested that the same be modified to:	No change in the original

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	Eligibility Criteria	Rs.20 Crore in each of the last 3 financial years, i.e., FY2018-2019, FY2019-2020 and FY2020-2021.	Must have a turnover of at least Rs. 200 Crore on average in each of the last 3 financial years, i.e., FY2018-2019, FY2019-2020 and FY2020-2021. Both must cumulatively satisfy.	requirement.
15	Pg. 1 Key Dates	Submission deadline	Requested for an additional time of 4 weeks for submission of bids	The deadline for submission of EoIs is extended till 28th March 2022. The change is reflected in the corrigendum.
16	Pg. 1 Key Dates	Submission deadline	Since they are working with their parent firm HQ in Belgium for documents required for the EOI submission, Requested for extention of EOI submission date by two weeks i.e. 28th March,2022.	Accepted. The change is reflected in the corrigendum. However, consultant is requested to note the eligibility requirements pertaining to legal status, GST registration, PAN, etc.

Development Commissioner,
SEEPZ SEZ