

<b>Response to Queries on " Selection of Consultant for Conducting Prefeasibility Study and Preparation of Techno-Economic Feasibility Report (TEFR) for Development of Greenfield Airport at Srikakulam in Andhra Pradesh"</b>			
<b>Sl. No.</b>	<b>Item Description</b>	<b>Clarification sought</b>	<b>Reply/ Clarification by APADCL</b>
1	<p><b>Page No. 27, Clause No. 4.1. Point No. 3</b></p> <p>The Bidder should have at least 5 (five) years of experience in providing aviation consultancy services in India, especially to government entities/departments. This must be demonstrated by providing project details and Work Orders of minimum 2 similar aviation sector projects undertaken in last 5 years.</p>	<p>We request your good self to kindly clarify the definition of the similar works asked in the para from the bidders.</p> <p>Also, we request you to kindly allow projects from last 10 years</p>	RFP condition Prevails.
2	<p><b>Page No. 28, Clause 4.2 Table Sl. No. 3</b></p> <p>Bidder's experience in providing Technical Services for development for Airport Project in the past ten years.</p> <p>Technical Consultancy here means consultancy on all or substantially all technical aspects of an airport including DPR, Master Plan, Detailed Designs, Surveys etc.</p> <p>Providing technical services to 2(two) airports with min Project value of INR 500 Crore each.</p>	<p>We understand that the bidders should have experience in any one of the following:</p> <ol style="list-style-type: none"> <li>1. Techno- Economic Feasibility Studies</li> <li>2. DPR Preparation</li> <li>3. Transaction Advisory Services</li> </ol>	RFP condition Prevails.
3	<p><b>Page No. 3 Data Sheet, Sl. No. 9</b>End date of Online submission of Bids envelopes I &amp; II on AP e procurement Portal: 21.03.2025 @ 03.00 PM</p>	<p>we Kindly request you to extend the submission date by 10 days to prepare all the technical documents</p>	RFP condition Prevails.

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4	<p><b>Page No. 28, Clause 4.2 Table Sl. No. 1</b></p> <p>Bidder's experience in providing consulting services for development for Airport Project in the past ten years. Herein consulting services would include any of the following: Techno-Economic Feasibility studies, DPR preparation and Transaction Advisory Services.</p> <ul style="list-style-type: none"> <li>• Providing consulting services to an airport with min Project value of INR1500 Crore</li> <li>OR</li> <li>• Providing consulting services to 2 (two) airports with min Project value of INR750 Crore each (5 marks per project).</li> </ul>	<p>Kindly request to consider - Herein consulting services would include any of the following: Techno-Economic Feasibility studies / DPR Preparation. Providing consulting services to an airport with min Project value of INR 1500 Crore. OR Providing consulting services to 2 (two) airports with min Project value of INR 750 Crore each.</p>	<p><b>Now read as:</b> Bidder's experience in providing consulting services for development for Airport Project in the past ten years.</p> <p>Herein consulting services would include any of the following: <b>Techno-Economic Feasibility studies/ DPR preparation /Transaction Advisory Services.</b></p> <ul style="list-style-type: none"> <li>• Providing consulting services to an airport with min Project value of INR 1500 Crore</li> <li>OR</li> <li>• Providing consulting services to 2 (two) airports with min Project value of INR 750 Crore each.</li> </ul>
5	<p><b>Page No. 28, Clause 4.2 Table Sl. No. 3</b></p> <p>Bidder's experience in providing Technical Services for development for Airport Project in the past ten years. Technical Consultancy here means consultancy on all or substantially all technical aspects of an airport including DPR, Master Plan, Detailed Designs, Surveys etc.</p>	<p>Kindly request to consider - Bidder's experience in providing Technical Services for development for Airport Project in the past ten years. Technical Consultancy here means consultancy on all or substantially all technical aspects of an airport either DPR, Master Plan /Detailed Designs, Surveys etc. Providing technical services to 2</p>	<p>RFP condition Prevails.</p>

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	Providing technical services to 2(two) airports with min Project value of INR 500 Crore each.	(two) airports with min Project value of INR 500 Crore each.	
6	<b>Page No. 27, Clause No. 4.1. Point No. 3</b>  The Bidder should have at least 5 (five) years of experience in providing aviation consultancy services in India, especially to government entities/departments. This must be demonstrated by providing project details and Work Orders of minimum 2 similar aviation sector projects undertaken in last 5 years.	Kindly request to consider -The Bidder should have at least 5 (five) years of experience in providing aviation consultancy services. in India/Abroad, to government entities/departments. This must be demonstrated by providing. project details and Work Orders of minimum 2 similar aviation sector projects undertaken in last 5 years.	RFP condition Prevails.
7	<b>Page No. 3 Data Sheet, Sl. No. 3</b>  Time period of Contract: 32 Weeks	Time period of contract: 64 Weeks	RFP condition Prevails.
8	<b>Page No. 35, Clause 5.10: Conflict of Interest,Point: a.</b> Conflict between consulting activities and procurement of goods, works or services: A firm that has been engaged to provide goods, works or services for a project, and each of its affiliates, shall be disqualified from providing consulting services related to those goods, works or services. Conversely, a firm hired to provide consulting services for the preparation or implementation of a project, and each of its affiliates, shall be disqualified from subsequently providing goods, works or services for such preparation or implementation.	We believe that in this case, the restriction may limit our ability to contribute to future consultancy services during the ongoing execution of the project. As we value our continued involvement and the expertise we can bring to future phases of the project, we kindly request your consideration in waiving this clause to allow us to retain the right to apply for future consultancy services as they arise throughout the project's execution.	RFP condition Prevails.

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9	<p><b>Page No. 28, Clause 4.2 Table Sl. No. 3</b></p> <p>Bidder's experience in providing Technical Services for development for Airport Project in the past ten years.                      Technical Consultancy here means consultancy on all or substantially all technical aspects of an airport including DPR, Master Plan, Detailed Designs, Surveys etc.</p> <p>Providing technical services to 2(two) airports with min Project value of INR 500 Crore each.</p>	<p>We understand that the bidders experience under the various categories of projects need not be exclusive.</p> <p>Kindly confirm if our understanding is correct.</p>	RFP condition Prevails.
10	<p><b>Page No. 28, Clause No. 4.2. Sl. No. 1 &amp; 2</b></p>	<p>In Points No. 1 and 2 of the Evaluation Criteria, it is mentioned that 5 marks are awarded per project, while the maximum marks are also stated as 5.</p> <p>We kindly request the Authority to clarify the marking scheme per project and the overall maximum marks allocation.</p>	RFP condition Prevails.
11	<p><b>Page No. 27, Clause No. 4.1. Point No. 3</b> The Bidder should have at least 5 (five) years of experience in providing aviation consultancy services in India, especially to government entities/departments. This must be demonstrated by providing project details and Work Orders of minimum 2 similar aviation sector projects undertaken in last 5 years.</p>	<p>We request the Authority to kindly consider changing the clause as –“The Bidder should have at least 5 (five) years of experience in providing aviation consultancy services in India, preferably to government entities/departments. In recent years, a significant number of airports have been privatized by government entities, leading to increased involvement of private players in the aviation sector. Consulting services provided to these private players have encompassed a scope of work largely similar to that required by APADCL. Given this industry shift, experience with both government and private</p>	RFP condition Prevails.

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		entities should be considered relevant and valuable for the project.	
12	<p><b>Page No. 3 Data Sheet, Sl. No. 6</b></p> <p>Earnest money Deposit: E.M.D. Rs. 5,00,000/- (Rupees Five lakh only) to be paid in the form of Demand Draft/ NEFT/ RTGS/ ONLINE from Nationalized or any scheduled bank (but not from Co- operative or Grameena Bank) in favour "Andhra Pradesh Airports Development Corporation Limited A/C No:50200020235682 of HDFC Bank of India, IFSC: HDFC0000050, (APADCL), Branch: Dwarakanagar, Visakhapatnam AP.</p>	We wish to highlight that EMD amount in such typical government mandates is within a range of 1 Lakh – 3 Lakhs Considering the same, we would request the authority to kindly reduce the EMD amount.	RFP Condition Prevails.
13	<p><b>Page No. 3 Data Sheet, Sl. No. 16</b> Mode of selection: Quality cum Cost Based Selection (QCBS) Technical – 70% and Financial 30%</p>	We would request the authority to kindly modify the QCBS weightage as follows: Quality cum Cost Based Selection (QCBS) Technical – 80% and Financial 20%	RFP Condition Prevails.

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14	<b>Page No. 11, Obtaining statutory clearances</b>	<p>We wish to highlight that Obtaining requisite approvals, Statutory clearances from the authorities like DGCA/ICAO, Airports DCA of India, Ministry of Defense, etc. require larger time to execute and ultimately increases the time and cost for execution of the mandate, additionally, when these approvals are taken by the authority itself, it can be executed in a short span.</p> <p>We have been highlighting the above clause to various authorities in past and therefore, have not undertaken such scope in our past executed mandates.</p> <p>Considering the above, Real Estate/ International Property consultants like us can only assist the authority in undertaking the required approvals. Request you to kindly accept</p>	RFP Condition Prevails.
15	New Clause	We would request the authority to kindly provide details of the site, in case any site has been identified by the authority.	As of now no site plans could be furnished
16	<b>Page No. 15, Clause 2.4 Team Table.</b> TeamProject DirectorProject Structuring and PPP ExpertTransport PlannerUtility/ Infrastructure ExpertFinance Specialists	We understand that a key Personnel coming from an International Property Consultant firm/ Real Estate Consultancy firm like us will have similar experience in Urban Development projects as well and thereby such project experience should also be considered as relevant. Therefore, we request the authority to kindly accept these key personnel experiences in Urban Development Projects.	

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17	<p><b>Page No. 15, Clause 2.4 Team Table Sl. No. 1.</b></p> <p>Project Director: Should be a postgraduate/MBA/Transport Planner/equivalent from a reputed institute with at least 20 years of experience in managing projects in the infrastructure/Transport/ Aviation sector.</p> <ul style="list-style-type: none"> <li>• Should have successfully closed infrastructure projects with value above 1,000 crores on PPP basis and have experience of working in minimum one Airport project.</li> </ul>	<p>We understand that Post Graduation/MBA in equivalent fields such as Finance/ Marketing/ Business Administration/ Strategy will be considered as relevant. Request you to kindly confirm</p>	<p><b>Will be Consider with Specified Exeperience.</b></p>
18	<p><b>Page No. 15, Clause 3.5.3</b></p> <p><b>Performance Security:</b> Prior to award of contract, to fulfill the requirement of performance security during the implementation period, the successful Bidder will deposit Performance Security amount equivalent to 10% of the final Bid value in the form of Bank Guarantee drawn on any Nationalized Bank in favor of APADCL valid for six months after completion of the Project.</p>	<p>We would request the authority to kindly reduce this Performance Security amount from 10% to 5%.</p>	<p>RFP Condition Prevails.</p>

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19	<p><b>Page No. 27, Clause No. 4.1. Notes:</b></p> <p>The bidder shall submit their details, financial details, work completed/in progress by them in the Performa of Appendix-Form 1-6 of E-Bid and in compliance to checklist given in appendix 6.7 shall be considered for qualification in Eligibility. Documentary proof such as work order/ completion certificates from client clearly indicating the nature/ scope of work and actual date of completion for such work should be submitted. The offers submitted without this documentary proof shall not be evaluated.</p>	<p>We wish to highlight that various client documents such as Work Order/ Completion Certificates don't highlight the necessary Project details such as Nature/ scope of work and actual date of completion. Also there is NDA signed with some clients for sharing any client document.</p> <p>Considering the above we, request the authority to kindly accept following documents as supporting document for showcased eligible projects:</p> <p>In case of Completed Project - Completion Certificate/ Letter of Award/ Letter of Intent/ Work Order/ Contract Agreement + CA Certificate highlighting the necessary project details as above.</p> <p>In case of Ongoing Projects - Letter of Award/ Letter of Intent/ Work Order/ Contract Agreement + CA Certificate highlighting the necessary project details as above.</p>	<p><b>It will be Considered.</b></p>
20	<p><b>Page No. 28, Clause No. 4.2. Sl. No. 1,2 &amp; 3</b></p>	<p>We understand that any single project which mees all project criteria 1, 2, and 3 can be showcased/ repeated in all the criteria's Request you to kindly confirm</p>	<p>RFP Condition Prevails.</p>
21	<p><b>Page No. 28, Clause No. 4.2. Sl. No. 1,2 &amp; 3</b></p>	<p>We wish to highlight that typically execution timelines of such large-scale Airport projects is huge and therefore completion of such mandates requires immense time. Considering the same, we would request the</p>	<p>Completed Projects can only be considered as per RFP. RFP Condition Prevails.</p>



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		authority to kindly accept such similar ongoing mandates, wherein at least 80% of scope has been accomplished.	
22	<p><b>Page No. 8, Clause No. 2.1.1.</b></p> <p>Based on the output from above, where possible, information in the TEFR study shall be utilized to reduce the scope of work and time required to complete the Project.</p>	Are there any pre-existing studies on traffic, demand/ supply scenario that have been commissioned by the Authority that would be made available and used for the current study and could be relied on?	On records preexisting studies are Not Available.

  
**Managing Director (FAC)**  
**APADCL**