

Response to Queries on " Selection of Consultant for Preparation of Techno-Economic Feasibility Report (TEFR) for Development of Greenfield Airport at Ongole in Andhra Pradesh"

RFP Notice No.7/Ongole Airport/APADCL/2025-26, dt. 03.07.2025

Sl. No	Item Description	Clarification sought	Reply/ Clarification by APADCL
1	Data sheet @ Sl.No.4, Page No.3 of (Transaction Fee) Rs.11,800/- to M/s. Vupadhi Techno Services Pvt. Ltd., Kunchanapalli, Tadepalli Mandal, Guntur District., by using Credit cards (Any MASTER/VISA Card) issued by any bank or through net banking accounts with ICICI or HDFC Banks as per G.O.Ms.No.13 IT&C Dept. Dt.07.05.06 with effect from 02.02.2007.	The RFP document does not explicitly specify any payment link or portal for making the Transaction Fee payment through Credit Card or Net banking. We kindly request you to provide the payment link or detailed instructions for making the payment through online modes. Additionally, we request you to kindly consider allowing submission of the Transaction Fee in the form of Demand Draft (DD), NEFT, or RTGS, as these modes would also facilitate ease of payment and compliance.	As per eprocurement Tender process, payment option for Transaction fee, can be found in the process of uploading the Tender. Hence link for payment of Transaction fee is not required.
2	Data sheet @ Sl.No.6 Pg.No.3 of (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	We kindly request your clarification on the acceptable mode of EMD submission to avoid any ambiguity. Additionally, considering the amount involved and standard industry practices, we also request you to kindly consider allowing submission of EMD in the form of Bank Guarantee (BG), which would provide bidders with greater flexibility while ensuring the required security for the project.	As per Data sheet Sl.No.10 , BG is also acceptable
3	Form 6 (Checklist of documents), Sl.No.i) Technical Bid, d) Non judicial stamp paper of Rs.100.00 at Page No.41 i) Technical Bid d) Non judicial stamp paper of Rs. 100.00 (Rupees one hundred only) of A.P. along with Rs. 1.00 revenue	We request your clarification on whether the Non-Judicial Stamp Paper must mandatorily be from Uttar Pradesh, or if stamp paper from the bidder's state would be acceptable. Additionally, we request your guidance on the specific purpose or placement of the ₹1.00 Revenue Stamp for compliance.	Clause Deleted
4	Last date of Bid Submission 29.07.2025 @ 03.00 PM	Request is to seek extension of the last date for Bid Submission by one week to allow more competitive bid.	Last date of Bid Submission 07.08.2025 @ 03.00 PM
5	Pre Bid Meeting	Is there no provision of a pre bid conference for this RFP?	No Pre Bid meeting scheduled
6	Sub- Contract No explicit mention of sub-contract	Is sub-contract allowed?	Consortium allowed

<p>7</p> <p>2.4 Team Experts - Planner requirements @ Page.No.14</p> <p>Should be Masters in Planning with an Architecture background and over 10 years of relevant experience including infrastructure/ Heliport/ Airport/ Aviation hub projects</p>	<p>Request to give relaxation in educational qualification from masters in architecture/planning to Bachelors in architecture/planning along with relevant experience in infrastructure projects. No change in other details.</p>	<p>RFP Condition Prevails</p>
<p>8</p> <p>2.4 Team Experts -Aviation Expert @ Page.No.14</p> <p>Should be Civil/Mechanical/Aeronautical Engineer with over 10 years of experience in aviation sector projects. He/she should have demonstrated experience in planning & development of airport and related projects</p>	<p>Request to give relaxation in educational background from engineering to Masters in commercial aviation/aviation management and handled more than 3 greenfield airports</p>	<p>RFP Condition Prevails</p>
<p>9</p> <p>Clause No.41 @ Page No.26 Eligibility criteria</p> <p>To be eligible for the qualification and short-listing, the Bidder (Lead Bidder in case of a Consortium) shall fulfill the RFP conditions of eligibility</p>	<p>As we have our 100% wholly owned Indian subsidiary, we request the authority to allow the subsidiary firm to participate using the parent firm's credentials including technical & financial to participate under this RFP.</p> <p>With enhanced local-oriented logistics available from Indian subsidiary along with strong technical back-up of parent firm, we believe the project will be more benefitted.</p> <p>Previously some of the client has allowed the same by providing an undertaking from the Parent firm to support the subsidiary firm during the assignment duration.</p>	<p>RFP Condition Prevails</p>
<p>10</p> <p>Clause No.41 @ Page No.26</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>Kindly consider.</p> <p>We request to authority to kindly consider amending he clause to accept experience in the aviation sector in all countries including India.</p> <p>This would allow wider participation from experienced and reputed consultancy firms with relevant global expertise.</p> <p>Kindly Allow.</p>	<p>RFP Condition Prevails</p>

11	General Man Months	The RFP does not mention the man-month requirements for key experts and support staff. We request that authority to kindly provide indicative man-month details for better clarity in preparing the technical as well as financial proposal.	Not Considered
12	General Budget	We request the authority to kindly Provide the Budget information regarding project or kindly confirm the budget for these assignments.	Budget Provision available for the work. However, it is irrelevant
13	DATA SHEET, Point No.11 @ Page No.4 Opening of envelope- I (Pre- Qualification cum Technical bids) on the AP e - procurement Portal - 30.07.2025 @ 11.00 AM	As we need time to prepare the comprehensive tender document for this prestigious project.	Last date of Bid Submission 08.08.2025 @ 11.00 AM
14	Page No. 3, Sl. No. 6 Data Sheet 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	We request the authority to kindly provide the 4-Week time extension from the current date of submission. 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
15	Page No.4, Sl. No. 16 Mode of Selection Quality cum Cost Based Selection (QCBS) Technical - 70% and Financial 30%	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
16	Page No. 11, Clause 2.1 Scope of Services Obtaining Statutory Clearances	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 of time. We have been highlighting the above clause to various authorities in past and therefore, have not undertaken such scope in our past executed mandates. Considering the above, Real Estate/ International Property consultants like us can only assist the authority in documenting and preparing a list of such required approvals.	RFP Condition Prevails
17	New Clause	We would request the authority to kindly provide details of the site, in case any site has been identified by the authority.	Details included in Tender Document @ Pg.No. 07

<p>18</p> <p>Team</p> <p>Project Director Project Structuring and PPP Expert Planner</p>	<p>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.</p>	<p>RFP Condition Prevails</p>
<p>19</p> <p>Page No. 15, Clause 2.4</p> <p>Team</p> <p>Project Director</p> <p>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>	<p>We understand that Post Graduation/ MBA in equivalent fields such as Finance/ Marketing/ Business Administration/ Strategy will be considered as relevant.</p> <p>Request you to kindly confirm</p>	<p>Yes</p>
<p>20</p> <p>Page No. 25</p> <p>3.5.3. Performance Security</p> <p>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>
<p>21</p> <p>Page No. 26</p> <p>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>RFP Condition Prevails</p>

22	<p>Page No. 26 - 27, Clause 4.2 Technical Evaluation Criteria Criteria 1 Criteria 2 Criteria 3</p>	<p>We understand that any single project which meets all project criteria 1, 2, and 3 can be showcased/ repeated in all the criteria's</p>	<p>Yes, Considered</p>
23	<p>Page No. 26 - 27, Clause 4.2 Technical Evaluation Criteria Criteria 1 Criteria 2 Criteria 3</p>	<p>Request you to kindly confirm 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 authority to kindly accept such similar ongoing mandates, wherein at least 80% of scope has been accomplished.</p>	<p>RFP Condition Prevails</p>
24	<p>Page No. 26, clause 4.1 The Bidder/Lead Member should have a minimum annual turnover of INR 500 crores during each of the last three years ending on 31st March, 2025. The same shall be demonstrated by submitting audited financial statements for the last 3 years.</p>	<p>We CBRE South Asia Private Limited are an US based Multi-National Company and follow US financial calendar typically ending in the month of September. Hence we will be able to furnish audited financial statements till the year of 2023-24, and the two years preceding that. We therefore request the authority to kindly amend the clause and consider financial statements for the 3 years i.e. 2021-22 to 2023-24.</p>	<p>RFP Condition Prevails</p>


Chief General Manager (Tech)
AP Airports Development Corporation Limited