

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	Clause 6 of Data Sheet - Earnest Money Deposit (EMD)	As per the clause, an EMD of ₹5,00,000/- is to be paid via Demand Draft /NEFT/RTGS/Online from a Nationalized or Scheduled Bank (excluding Co-operative or Grameena Banks) in favour of "Andhra Pradesh Airports Development Corporation Limited A/C No: 50200020235682, HDFC Bank of India, IFSC: HDFC0000050, Branch: Dwarakanagar, Visakhapatnam, AP." We kindly request you to consider exemption of EMD for MSME-registered companies.	As per Government of India, Ministry of Finance, Department of Expenditure, Manual for procurement of Consultancy & Other Services. 1.9.1 Public Procurement Policy for Micro and Small Enterprises (MSEs)-Rule 153 (ii) of GFR 2017 iii) The Policy is applicable to all the Central Government Ministries/ Departments /CPSUs, irrespective of the volume and nature of procurement. However, the policy is not applicable to State Government Ministries/ Departments/PSUs. iv) To reduce transaction cost of doing business, MSEs are facilitated by providing them tender documents free of cost, exempting from payment of earnest money deposit, adopting e-procurement to bring transparency in tendering process. However, exemption from paying Performance Bank Guarantee is not covered under the policy. MSEs may also be given relaxation in prior turnover and prior experience criteria during the tender process, subject to meeting of quality and technical specifications. However, there may be circumstances (like procurement of items related to public safety, health, critical security operations and equipment, etc.) where procuring entity may prefer the vendor to have prior experience rather than giving orders to new entities. As per the GRF Guide lines the policy is not applicable to State Government Ministries/Departments/PSUs. However, Since the Aviation sector is related to the National Security, Relaxation in Technical & Financial qualification criteria is not allowed.																																				
2	Deliverables under Task I & II Deliverable 1 - Submission Inception Report Deliverable 2 - Submission Draft Techno Economic Feasibility Report Deliverable 3 - Submission Draft Final Techno Economic Feasibility Report	<table border="1"> <thead> <tr> <th>#</th> <th>Deliverable</th> <th>Timeline (T=0) from signing of Letter of Acceptance (LoA)</th> <th>Payment</th> </tr> </thead> <tbody> <tr> <td colspan="4" style="text-align:center">Task I</td> </tr> <tr> <td>1</td> <td>Submission of Inception Report</td> <td>T+2 weeks</td> <td>10% of Task I fee</td> </tr> <tr> <td>2</td> <td>Submission of Draft Techno Economic Feasibility Report</td> <td>T+12 weeks</td> <td>40% of Task I fee</td> </tr> <tr> <td>3</td> <td>Submission of Final Techno Economic Feasibility Report</td> <td>2 weeks from receipt of final comments from the Authority</td> <td>50% of Task I fee</td> </tr> <tr> <td colspan="4" style="text-align:center">Task II</td> </tr> <tr> <td>4</td> <td>Submission EIA & EMP report plan</td> <td>T+24 weeks</td> <td>25% of fee for task II</td> </tr> <tr> <td>5</td> <td>Submission of SIA report and RAR</td> <td>T+12 weeks</td> <td>25% of fee for task II</td> </tr> <tr> <td>6</td> <td>Obtaining EC</td> <td>T+32 weeks</td> <td>50% of fee for task II</td> </tr> </tbody> </table> <p>breakdown of payment percentage linked for each task in the entire scope of work.</p>	#	Deliverable	Timeline (T=0) from signing of Letter of Acceptance (LoA)	Payment	Task I				1	Submission of Inception Report	T+2 weeks	10% of Task I fee	2	Submission of Draft Techno Economic Feasibility Report	T+12 weeks	40% of Task I fee	3	Submission of Final Techno Economic Feasibility Report	2 weeks from receipt of final comments from the Authority	50% of Task I fee	Task II				4	Submission EIA & EMP report plan	T+24 weeks	25% of fee for task II	5	Submission of SIA report and RAR	T+12 weeks	25% of fee for task II	6	Obtaining EC	T+32 weeks	50% of fee for task II	This to clarify that, the according to the scope of work for Task-I @75% & for Task-II@25% of assignment cost, according to the deliverables specified in the RFP document.
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<p>4.1. Eligibility criteria. The Bidder should have at least 5 (five) years of experience in providing aviation consultancy services in India, preferably 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. Pg. 27 of 42 of the RFP documents</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 entities should be considered relevant and valuable for the project.</p>	<p>RFP Condition Prevails</p>												
<p>4 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 understand that any of the consortium member full fill this criterion. Kindly Confirm.</p>	<p>RFP Condition Prevails</p> <p>This is to clarify that the lead member should have Annual Turnover of INR 500 Crs or Other Wise in the Consortium the bid can be submitted by the party who are having the specified turnover i.e. INR 500 Crs.</p>												
<p>5 2.2. Timeline and payment milestone Page No.13</p>	<p>The financial quote is to be submitted on a lump sum basis, and the payment is linked to milestones under Task-1 and Task-2. We would like to understand how the quoted lump sum fee will be distributed across these stages—for example, whether it will be split 50% for Stage 1 and 50% for Stage 2. Kindly confirm. As per our understanding, the cost incurred in the first stage is likely to be higher compared to the second stage. Therefore, split the shall be made accordingly as per the scope of the assignment between the payments of stage -1 and stage -2.</p>	<p>This to clarify that, the according to the scope of work for Task-I @75% & for Task-II@25% of assignment cost, according to the deliverables specified in the RFP document.</p>												
<p>6 Financial Proposal Page No.42</p>	<table border="1" data-bbox="853 1086 1013 1422"> <thead> <tr> <th>Sl. No.</th> <th>Name of the Assignment</th> <th>Cost (quoted in INR/Lakhs)</th> </tr> </thead> <tbody> <tr> <td>1</td> <td>Stage -1 (A)</td> <td></td> </tr> <tr> <td>2</td> <td>Stage -2 (B)</td> <td></td> </tr> <tr> <td>3</td> <td>Contingency for Preparation of Technical-Economic Feasibility Report (TEFR) for Airport in Nagpur's Sector in the State of Andhra Pradesh</td> <td>Sum of (A + B)</td> </tr> </tbody> </table>	Sl. No.	Name of the Assignment	Cost (quoted in INR/Lakhs)	1	Stage -1 (A)		2	Stage -2 (B)		3	Contingency for Preparation of Technical-Economic Feasibility Report (TEFR) for Airport in Nagpur's Sector in the State of Andhra Pradesh	Sum of (A + B)	<p>RFP Condition Prevails</p>
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<p>7 Page No.4, Sl. No. 16 Mode of Selection Quality cum Cost Based Selection (QCBS) Technical - 70% and Financial 30%</p>	<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%</p>	<p>RFP Condition Prevails</p>												
<p>8 Page No. 11, Clause 2.1 Scope of Services Obtaining Statutory Clearances</p>	<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 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.</p>	<p>RFP Condition Prevails</p>												

9	New Clause	We would request the authority to kindly provide details of the site, in case any site has been identified by the authority.	The Proposed Site details mentioned in the RFP @ Pg.No.7
10	<p>Page No. 25</p> <p>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>	We would request the authority to kindly reduce this Performance Security amount from 10% to 5%.	RFP Condition Prevails
11	<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> <p>Technical Evaluation cannot be done without the specified documents in the RFP. Hence Amendment is not possible.</p>
12	<p>Page No. 26, clause 4.1</p> <p>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>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>Consideration of Financial statements for the recent 3 years (i.e 2022-23, 2023-24 & 2024-year 2024-25 the tender approving Authority accepted to allow your financial statement for 3 years before year (i.e 2021-22, 2022-23 & 2023-24).</p> <p>Clarification: as per your request, since you haven't received the financial statements for the year 2024-25 the tender approving Authority accepted to allow your financial statement for 3 years before year (i.e 2021-22, 2022-23 & 2023-24).</p>
13	General	We understand that a wholly owned subsidiary firm of a foreign (parent) company is eligible to quote based on the technical and financial credentials of its parent company, provided the parent company is registered in India. Kindly confirm.	RFP Condition Prevails



Managing Director
AP Airports Development Corporation Limited