

Queries and clarifications during the Pre-bid Meeting held on 5th December, 2018 at JNARDDC, Nagpur

Pre-bid meeting was organized in JNARDDC Nagpur to clarify the points raised by various vendors on the tender document no. 52, published for the appointment of consultant to "Provide consultancy services for developing road map for Indian Aluminium Industry"

The pre-bid queries and remarks of JNARDDC is given below :-

SN	Tender clause no.	Query in brief	Remarks of JNARDDC
1.	9 Pre-Qualifying Criteria (PQC) – Format PQ2 and, 10.1 Technical evaluation criteria & Formats 2.1, 2.2, 2.3, 2.4, 2.5, 3.1, 3.2 (A, B, C)	Bidder has requested to accept the formats with a brief sanitized description of their clients along with nature of services, duration and tentative contract value without address and contact person details	It was clarified that in place of name of the client a specific description of the client is acceptable however closest details like type of industry, city & state details, type of client, brief write up on work done, starting & ending month of assignment along with calendar year etc are to be provided as per the format. Bidder representative readily agreed for the same.
2.	11 Evaluation of bids and, 12 Selection procedure	Does S_t denote absolute score or S_t will be arrived by normalization.	It was clarified that S_t is the absolute score that will be arrived at by totaling all the marks obtained against points indicated in Table 10.1
3.	10.1 Technical evaluation criteria	Does applicant have to share copy of the presentation along with the RFP response now.	Regarding presentation before committee, it was clarified that the same is envisaged 15-20 days after the last date of submission of bid and will be communicated through email. Hard/Soft copy of the presentation will have to be made available to JNARDDC 3-4 days prior to date of presentation for reference of Members.
4.	Clause 10.1. Technical Evaluation Criteria: Pg 16 – Point 2.1: Experience in India:	<u>Experience in India:</u> BIDDER proposed to consider the nature of the assignments rather than the value of assignments. The condition of "professional fee INR 5 crores or higher is quite high and restrictive. BIDDER requested to consider the relevant experience in metals and mining and allied sectors as well such as power and infrastructure.	BIDDER representative was explained about the logic of Professional Fee of INR 5 Crores as well as assignment values. It was also made clear that inclusion of experience in power and infrastructure industries is not considered as the job relates to metal and mining in general and aluminium industry in specific.
5.	Clause 10.1. Technical Evaluation Criteria: Pg 16 – Point 2.2: Global Experience	<u>Global experience :</u> BIDDER proposed that the relevant experience should consider the nature of assignment and not the value. Further, the condition of professional fee exceeding USD 1 million is quite high and restrictive	BIDDER representative was explained about the logic of Professional Fee exceeding USD 1 million. It was also made clear that inclusion of experience in power and

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		Further, BIDDER requested to consider the relevant experience in metals and mining and allied sectors as well such as power and infrastructure	infrastructure industries is not considered as the job relates to metal and mining in general and aluminium industry in specific.
6.	Clause 10.1. Technical Evaluation Criteria: Pg 16 – Point 2.3: Experience in Aluminium industry	<u>Experience in Aluminium industry:</u> BIDDER proposed that the relevant experience should consider the nature of assignment and not the value. The condition of “professional fee INR 5 crores or higher is quite high and restrictive. BIDDER requested to remove this requirement. They also requested to consider power, infrastructure and other industries and remove value restriction. Further Aluminium industry is very small and not many consulting engagements are done in the industry thus all metals should be considered.	BIDDER representative was explained about the logic of Professional Fee of INR 5 Crores. It was also made clear that inclusion of experience in power and infrastructure industries is not considered as the job relates to metal and mining in general and aluminium industry in specific.
7.	Clause 10.1. Technical Evaluation Criteria: Pg 17 – Point 2.4: Experience with Ministries / Departments of the central / state Government and PSU in India:	<u>Experience with Ministries / Departments of the central / state Government and PSU in India</u> BIDDER proposed that the relevant experience should consider the nature of assignment and not the value. They also requested to remove the value restriction of INR 3 crores.	BIDDER representative was explained about the logic of the professional fee of 3 Crore or more for Govt/PSU.
8.	Clause 10.1. Technical Evaluation Criteria: Pg 18 – Point 3.1 Team Leader Experience	<u>Team Leader(s) Experience</u> The relevant experience should consider the nature of assignment and not the value. The criteria for professional fee is quite restrictive. Hence, we request you to remove the condition of “professional fee exceeding Rs 5 Cr.” Further, authorized signatory may not be able to certify value of assignment done by individual while employed at other organization	BIDDER representative was explained about the logic of the professional fee of 1Crore or more for the team leader.
9.	Table – A S.No: 5 Earnest Money Deposit	BIDDER has requested that Bank Guarantee may be considered in this case towards EMD.	As per JNARDDC norms, BG not acceptable for EMD.
10.	Clause 14 Security Deposit	BIDDER has requested that Bank Guarantee may be considered in this case towards Security Deposit.	As per JNARDDC norms, BG not acceptable for security deposit.
11.	Table – A S.No 9 Bid Submission	The RFP is very elaborate and the bid preparation involves collation of credentials and related documentation from our global offices. Hence BIDDER has requested to shift the last date of submission of bid to 11 th Jan 2019 instead of 21 st Dec. 2018.	Agreed. Revised last date of bid submission shall be 10 th Jan 2019.

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12.	10.1 Technical Evaluation Criteria	<u>1.1 Average Financial turnover of the company</u> BIDDER has proposed that turnover from advisory services provided in India by Member firms, operating under the same brand may be considered.	Clause remains unchanged. In place of exact value the vendor may provide a range of values or above a threshold value certified by the Auditor, however for the purpose of evaluation the lower figure of the range or threshold shall be considered only
13.	10.1 Technical Evaluation Criteria	<u>2.1 Experience in India:</u> BIDDER has proposed that each of these assignments should have professional fee of INR 50 Lakhs or higher instead of INR 5 Crores or higher	Clause remains unchanged.
14.	10.1 Technical Evaluation Criteria	<u>2.2. Global Experience:</u> BIDDER has proposed that each of these assignments should have professional fee of INR 50 Lakhs equivalent or higher instead of USD 1 Million or higher	Clause remains unchanged.
15.	10.1 Technical Evaluation Criteria	<u>2.3 Experience in Aluminium industry:</u> Each of these assignments should have professional fee of INR 50 Lakhs equivalent or higher instead of USD 0.5 million or higher.	Clause remains unchanged.
16.	10.1 Technical Evaluation Criteria	<u>2.4 Experience with Ministries / Departments of the central / state Government and PSU in India:</u> Each of these assignments should have professional fee of INR 50 Lakhs or more instead of INR 3 Crore or more and also include the word in metal and mining sector.	Clause remains unchanged.
17.	10.1 Technical Evaluation Criteria	<u>2.6 Number of publications (internal & external):</u> This criteria may be deleted. Since it is not a very relevant criteria for this type of assignment.	The reason for the word limit of 10000 words was explained, considering the quality, the depth of analysis required to fulfil this criterion and the reasons stated by the vendors. The limit stands revised to 5000 words Rest of the clause remains unchanged.
18.	10.1 Technical Evaluation Criteria	<u>Team Leader(s) Experience</u> (Partner level or equivalent having minimum <u>5/10/15/20 years experience</u>) <u>instead of 8 years:</u> Total no. of years of consulting experience which should include experience of having led at least <u>15 assignments instead of 5 assignments</u> in Metal and Mining Industry in India out of which minimum 3 assignments in aluminium industry & any one of its value chain (Bauxite/Alumina/Aluminium Downstream). Each of these assignments should have professional fee of INR 1 Crore or more.	It was agreed to change the Team Leader's Experience under 3.1 (partner level or equivalent from minimum 8 years to minimum 10 years

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19.	10.1 Technical Evaluation Criteria	Minimum <u>10 years instead of 5 years</u> of consulting experience and should have undertaken <u>at least 5 assignments instead of 2 assignments</u> in Metal and Mining Industry in India (<u>Additional clause proposed</u>) <u>-out of which minimum 1 assignment in aluminium industry & any one of its value chain (Bauxite/Alumina/Aluminium Downstream).</u>	It was also agreed that under 3.2 Project Manager with 5 years or more experience and should have undertaken 2 assignments in Metal and Mining industry out of which one assignment should be from aluminium industry
20.	10.1 Technical Evaluation Criteria	<u>Team experience</u> Considering the importance of Team experience in successful delivery of a high quality report and to give it its due weightage, the scoring assigned to Team experience may be increased from 20 to 30 marks	Clause remains unchanged.
21.	11.3 Evaluation of Financial Proposal	The weightage of technical bid (based on technical criteria) and financial bid for CQCCBS evaluation will be in the ratio of 70:30 respectively instead of 80:20	Clause remains unchanged.
22.	New Clause	Notwithstanding anything to the contrary, the aggregate maximum liability of the Consultant shall not exceed the contract price under this Agreement.	Not accepted.
23.	7 Instructions to Service Providers PQC-3; Format PQ 1,2 & 3 Format 2.1; 2.2; 2.3; 2.4; 2.5; 3.1	<u>Details of experience in India:</u> In keeping with their policy and commitments on client confidentiality, Bidder proposed that they cannot disclose their client list or provide specific examples of our client work.	It was decided that in place of name of the client a specific description of the client is acceptable however closest details like type of industry, city & state details, type of client, brief write up on work done, starting & ending month of assignment along with calendar year etc are to be provided as per the format.
24.	7 Instructions to Service Providers Format 1.1 10.1 Technical Evaluation	<u>Financial Strength of Company</u> As a private company, Bidder do not disclose their financial information.	In place of exact turnover value, the Bidder may provide a range of values or above a threshold value certified by the Auditor, however for the purpose of evaluation the lower figure of the range or threshold shall be considered only
25.	7 Instructions to Service Providers Format 1.1 10.1 Technical Evaluation	<u>Number of publications (internal & external):</u> Bidder requested to remove the 10,000 word limit on the publications as the page limit as it is not a primer for the Quality of the Research material and publications.	The limit stands revised to 5000 words. Rest of the clause remains unchanged.
26.	14. Security Deposit	<u>Security Deposit :</u> In case the Bidder fails to execute the work as per the Work Order, where Bidder is solely responsible for such non-execution, the JNARDDC shall have the right to	The Security Deposit and EMD clause shall remain unchanged.

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		forfeit the EMD. No interest shall be payable by JNARDDC on the EMD, so held The amount forfeited shall be the lower of -the direct loss incurred by the client due to failure to execute the work by Consultant, or, -EMD/Security deposit held. Direct loss does not include any indirect/incidental cost ,any loss profit or any other opportunity cost	



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