

Madhya Pradesh Metro Rail Co Limited

CIN: U75100MP2015SGC034434

Address -: Palika Bhawan, Shivaji Nagar, Bhopal – 462016 Madhya Pradesh (India)

(Ph:-0755-2552730)

Email id: metrorail@mpurban.gov.in

No: MRTS/2016/ 3780

Dated: 17/11/2016

Minutes of the Pre-Bid Meeting regarding preparation of feasibility study report of rail based MRTS at Jabalpur and Gwalior

RFP No. MPMRCL/MRTS/002/2016 Dated 27/10/2016

Pre-Bid Meeting regarding preparation of feasibility study report for rail based MRTS at Jabalpur and Gwalior was organized in Room No. 204 of Directorate of Urban Administration and Development at 11:30 AM on 7th November 2016 in the presence of members of tender committee and representatives of various consultancy firms. List of participants is enclosed in **Annexure-I**. After due deliberations the reply on clarifications sought towards RFP regarding preparation of feasibility study report for rail based MRTS at Jabalpur and Gwalior are furnished here under:

Sr.No	Clause No. Page No	RFP existing condition	Clarification/Suggestions	MPMRCL's Reply
1.	NIT and Clause No. 2.1 : Check list, Page No. 6 and Clause No. 4.2.5 Page No. 19	Joint venture /Consortium shall not be allowed	The scope of work pertains to both the technical as well as financial feasibility. It is very difficult for one firm to have financial experience (Non-fare revenue estimation, land value capture studies, financial viability, project structuring, financing options, alternate revenue models) in addition to the technical experience (technology selection, route selection, traffic demand modeling, capacity estimation) Therefore it is requested that the condition may be relaxed to include JV/ Consortium/ Sub consultant Given the scale of the project and the capital expenditure involved, only the companies of repute whether as single entity or consortium shall be allowed. Therefore, we request that minimum turnover criteria of Rs. 100 Cr. in the last 3 years for both the members of the	JV/ Consortium shall not be allowed, After award of work Sub consultancy for survey and financial consultancy shall be allowed after prior approval of the client

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			<p>consortium may be specified It is requested that Joint venture / consortium / sub consultancy shall be allowed</p> <p>In case if JV/ Consortium is not allowed, we understand that provision for sub –consultancy is allowed for the project</p>	
2.	<p>Clause No. 2.2.1. E-Tendering</p> <p>Page no. 9 and 10</p> <p>Clause No. 4.15. Submission of Proposal</p> <p>Page no. 25</p>	EMD of INR 20,00,000/-	<p>We found EMD of INR 20,00,000/- is found to be very high. For FR/DPR projects generally EMD is 1 % of the consultancy fee. We would request if EMD can be reduced to INR 5,00,000/-</p> <p>Request you to consider the same</p>	We partially agree, addendum is being issued separately
3.	<p>Clause 3.8 Point 5</p> <p>Page No. 14</p>	Proposal submission (online as well as Physical)- End Date and Time 29.11.2016 16.00 (IST)	We request you to please extend the date of proposal submission at least 15 days	<p>Agreed.</p> <p>Addendum is being issued separately</p>
4.	<p>ITA, Clause 4.1.3 Key Personnel,</p> <p>Page No. 16</p>	S.No. 4 civil/Infrastructure engineer & S. No. 4 alignment Expert	In pg 16 key personnel S. No. 4 civil/Infrastructure engineer and pg 17 Sr. No. 4 alignment Exert please clarify	In page No. 16 and Page No 35 key personnel S.No.4 Civil/ Infrastructure engineer will be replaced by

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	<p>and 35 & Clause 4.2.2 (C) Page No. 17</p>		the correct position	Alignment expert. Rest of the provision will remain same. In this regard addendum is being issued separately.
5.	Clause No. 4.2. Conditions of Eligibility of Applicants Page No. 16- 18	Key personnel requirement for the following positions as per RFP - Urban TOD / LPA expert - Economic and Financing scheme expert - Property development expert - Project planning and scheduling expert a) Education Qualification (maximum marks 20%) (b) experience of personnel in MRTS related surveys/studies (max. marks 70%) (c) Experience in India for MRTS related surveys/studies (max. marks 10%)	Key personnel requirements for which modification is requested - Urban TOD / LPA expert - Economic and Financing scheme expert - Property development expert - Project planning and scheduling expert - PPP/ Project structuring expert (new) (a) Education Qualification (maximum marks 20%) (b) Relevant experience of personnel in Transport sector related surveys/studies (max. marks 70%) (c) Relevant Experience in India for transport related surveys/studies (max. marks 10%)	Partially agree, Addendum is being issued separately
6.	Clause 4.2.2, Sr. No.4 Page No. 17	Alignment Expert: He/She should have completed at least one project on alignment design for DPR/feasibility/MRTS projects	This criteria is not clear to us, does it mean that "He/She should have completed at least one project on alignment design for DPR/feasibility for MRTS/highway/BRTS projects. Kindly clarify.	We partially agree, "He/She should have completed at least one project on Alignment design for DPR/Feasibility of MRTS project/ MRTS projects.

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7.	Clause No. 4.2. Conditions of Eligibility of Applicants, Page No. 18	Economic and Financing scheme expert : He/ She should have undertaken financial analysis and modeling for MRTS and should have been part of one Feasibility/ DPR project.	Economic and Financial scheme expert : He / she should have prepared business plan/ financial analysis / financial modeling/ economic assessment / project structuring for transport projects	Partially agree. Addendum is being issued separately
8.	Clause 4.2.2, Sr. No.7 Page No. 18	Economic & Financing scheme expert. He/She should have undertaken financial analysis and modeling for MRTS and should have been part of one feasibility/DPR project	As financial expert who is having experience in Roads/highway/infra projects can also complete the SOW. We request you to allow consider “He/She should have undertaken financial analysis and modeling for MRTS/Infrastructure and should have been part of one feasibility/DPR project”	Partially agree. Addendum is being issued separately.
9.	Clause No. 4.2. Conditions of Eligibility of Applicants Page No. 18	Property Development Expert: He/ She should have been responsible for property development/PPP related work for at least one eligible rail based MRTS Assignment.	Property Development Expert: He/ She should have been responsible for property development/ land value capture studies/ transit oriented studies / non fare revenue estimation related work for at least one transport sector assignment.	Agreed. Addendum is being issued separately
10.	Clause No. 4.2. Conditions of Eligibility of Applicants Page No. 18	Project Planning and Scheduling expert: He/ She should have been responsible for project planning and scheduling related work through software for at least one Eligible Rail based MRTS Assignment.	Project Planning and Scheduling expert: He/ She should have been responsible for project planning and scheduling related work through software for at least one Eligible Rail based MRTS .Assignment and must have worked in metro / rail sector / transport sector for at least five(5) years	Provisions of RFP shall prevail

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11.	Clause No. 4.2. Conditions of Eligibility of Applicants Page No. 18	Urban TOD/LPA Planner: He/ She should have been responsible for Urban TOD/LPA involving MRTS for one DPR/Feasibility project	PPP / Project structuring expert: He/She should have been responsible for phasing, financial analysis, funding plan, PPP structuring, project structuring for at least one transportation project. Should have experience of either working in or worked with multilateral/bilateral agencies.	We partially agree. Addendum is being issued separately
12.	Criteria for evaluation- Background and reputation of the organization , Clause No. 5.1.2 (1) (a) Page No. 33	Experience of the Firm in urban rail related feasibilities studies/ Detailed Project Reports/ General Consultancy/Project Management Consultancy/Independent Engineers (IE)/Detailed Design/ Proof checking of Detailed Design /effective implementation and supervision of MRTS projects • >15 years – (15 marks) • 10-15 years – (10 marks) • 5-10 years – (5 marks)	The horizon of 15 years is too long considering the fact that Indian MRTS sector is relatively new and many experienced Indian companies are relatively young. We request to please consider 10 years instead of 15 years for full marks	Provisions of RFP shall prevail
13.	Criteria for evaluation- Background and reputation of the organization , Clause No. 5.1.2 (1) (a) Page No. 33	Experience of the Firm in urban rail related feasibilities studies/ Detailed Project Reports/ General Consultancy/Project Management Consultancy/Independent Engineers (IE)/Detailed Design/ Proof checking of Detailed Design /effective implementation and supervision of MRTS projects	We understand that Independent Engineers Projects will be considered as Qualifying assignment for following categories: • IE for Employer • IE for Lender • IE for Borrower Kindly confirm the same	IE for employer shall be allowed

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14.	Criteria for evaluation- Background and reputation of the organization , Clause No. 5.1.2 (1) (b) Page No. 33	(b) Total volume of work under taken / ongoing by the firm over last 3 years from urban rail related feasibilities studies / Detailed Project Reports/ General Consultancy/Project Management Consultancy/Independent Engineers (IE) /Detailed Design/Proof checking of Detailed Design. <ul style="list-style-type: none"> • >= 50 cr (15 marks) • >= 25 cr (10 marks) • >= 10 cr (5 marks) 	This is highly restrictive clause considering the fact that the current assignment is a feasibility study. There are only few companies who has acquired business of such high value in the last three years and that too from GC/PMC etc. We request you to please consider only "Feasibility Study / DPR" related projects of the last 10 years and maximum marks for more than 10 Cr fee.	Provisions of RFP shall prevail
15.	Criteria for evaluation- Experience of the firm, Clause No. 5.1.2 (2) Page No. 33 and 34	Experience of the Firm in carrying out rail based MRTS assignments	We understand that feasibility studies / Detailed Project Reports preparation projects for RRTS (Regional Rapid Transit Systems), which includes rail based system study can be considered under eligible projects. .Kindly confirm the same	Provisions of RFP shall prevail
16.	Criteria for evaluation- Experience of the firm, Clause No. 5.1.2 (2) Page No. 33 & and 34	Experience of the Firm in carrying out rail based MRTS assignments (a) No. of Feasibility studies /DPRs prepared for MRTS in last 10 years. (b) No. of GC/PMC/IE for MRTS under taken in last 10 years	Considering the fact that this assignment is predominantly a Study and needs relevant skill sets to carry out such projects. We feel that client should consider only studies related projects experience and not GC/PMC/IE/Detailed Design etc. which needs different type of skill sets. We therefore request client to please	Provisions of RFP shall prevail

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		(c) No. of Detailed Design for MRTS under taken in last 10 years (d) Experience in India of MRTS projects	remove point b & c and redistribute the marks accordingly.	
17.	Clause 5.1 Technical Evaluation Criteria Page no. 33	Evaluation criteria as per RFP Clause 5.1 i. Background and reputation of organization: 30 marks ii. Experience of firms in carrying rail based MRTS: 20 marks ii. Approach and Methodology: 20 marks v. Background, experience and qualification of key personnel: 30 marks	Suggested revised evaluation criteria is as under: i. Background and reputation of organization: 10 marks ii. Experience of firms in carrying rail based MRTS: 10 marks iii. Experience of firm in PPP structuring, financial modeling, non-fare revenue estimation in transport sector: 10 marks iv. Approach and Methodology: 30 marks v. Background, experience and qualification of key personnel: 40 marks	Provisions of RFP shall prevail.
18.	Clause 5.1.2(4)b, Page No. 34	(b) Experience of personnel in MRTS related surveys/studies(maximum Marks 70%) <ul style="list-style-type: none">• >5 Projects (maximum marks 70%)• 3-5 Projects (maximum marks 50%)• <3 Projects (maximum marks 25%)	We request you to consider: <ul style="list-style-type: none">• ≥5 projects (maximum marks 70%)• 3 - 4 projects (maximum marks 50%)• <3 projects (maximum marks 25%)	Provisions of RFP shall prevail
19.	Clause 5.4 and Clause 5.4.1 Page No. 36	Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows: $S = ST \times Tw + SF \times Fw$	To ensure competitive bidding weightage of Technical and Financial proposals should be 70:30 respectively.	Agreed. Addendum is being issued separately.

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		Where S is the combined score, and Tw and Fw are weights assigned to Technical Proposal and Financial Proposal that shall be 0.80 and 0.20 respectively.		
20.	ToR- C. Scope of work,1(iv) Page No. 42	Identification of probable corridor base upon Four stage model using Transportation planning software i.e. CUBE/ SATURN/ VISSIM/ TRANSCAT/ EMME4 etc & Alternative Analysis and estimation of ridership on the corridors.	Transportation Planning Software should be VISUM instead of VISSIM and TRANSCAD instead of TRANSCAT. Please Confirm	Agreed, It will be read as "VISUM" instead of VISSIM and "TRANSCAD" instead of TRANSCAT
21.	ToR- C. Scope of work,1(v) Page No. 42	Comprehensive Traffic & Transportation surveys including House Hold Interviews for estimation of Transport Demand and projection of sectional and station traffic loads for various horizon years. A minimum of 2 (Two) percent sampling of urban population shall be considered when carrying out house hold surveys, ensuring coverage of entire cross section. Preparation of MRTS Master Plan based on the Transport demand model developed for cities.	Please confirm 2% belong to percentage of total urban population	Yes, A minimum of 2 (Two) percent sampling of total urban population shall be considered
22.	ToR- C. Scope of work,1(iii)(i))	Traffic Surveys including but not limited to Traffic Volume Counts (TVC), OD Survey, Screen Line Survey, Speed Delay Survey, Public Transport/IPT Survey, Work	Kindly confirm the percentage of samples to be collected as part of House hold surveys.	It is clearly mentioned in the RFP , minimum 5% of total sample has to be collected as part of House hold surveys

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	Page No. 42	Place/Retail Area Survey, Transport Network Inventory and Household Survey (minimum 5% of total sample) etc. shall be conducted for Comprehensive Planning and Analysis.																																												
23.	Clause F.2, ToR, Page No. 47	<table border="1"> <tr> <td data-bbox="491 444 537 553">1</td> <td data-bbox="537 444 726 553">Mobilization fee</td> <td data-bbox="726 444 963 553">10% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="491 553 537 667">2</td> <td data-bbox="537 553 726 667">Submission and approval of Inception Report</td> <td data-bbox="726 553 963 667">10% of the total lump sum fees for feasibility</td> </tr> <tr> <td data-bbox="491 667 537 805">3</td> <td data-bbox="537 667 726 805">Submission and approval of Traffic Survey report</td> <td data-bbox="726 667 963 805">25% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="491 805 537 919">4</td> <td data-bbox="537 805 726 919">Submission and approval of Interim report</td> <td data-bbox="726 805 963 919">20% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="491 919 537 1032">5</td> <td data-bbox="537 919 726 1032">submission and approval of Draft Feasibility report</td> <td data-bbox="726 919 963 1032">25% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="491 1032 537 1146">6</td> <td data-bbox="537 1032 726 1146">On approval of Feasibility Report</td> <td data-bbox="726 1032 963 1146">10% of total total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="491 1146 537 1203"></td> <td data-bbox="537 1146 726 1203"></td> <td data-bbox="726 1146 963 1203">100%</td> </tr> </table>	1	Mobilization fee	10% of the total lump sum fees for feasibility study	2	Submission and approval of Inception Report	10% of the total lump sum fees for feasibility	3	Submission and approval of Traffic Survey report	25% of the total lump sum fees for feasibility study	4	Submission and approval of Interim report	20% of the total lump sum fees for feasibility study	5	submission and approval of Draft Feasibility report	25% of the total lump sum fees for feasibility study	6	On approval of Feasibility Report	10% of total total lump sum fees for feasibility study			100%	<table border="1"> <tr> <td data-bbox="976 444 1022 553">1</td> <td data-bbox="1022 444 1205 553">Mobilization fee</td> <td data-bbox="1205 444 1430 553">10% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="976 553 1022 667">2</td> <td data-bbox="1022 553 1205 667">Submission of Inception Report</td> <td data-bbox="1205 553 1430 667">10% of the total lump sum fees for feasibility</td> </tr> <tr> <td data-bbox="976 667 1022 805">3</td> <td data-bbox="1022 667 1205 805">Submission and approval of Traffic Survey report</td> <td data-bbox="1205 667 1430 805">25% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="976 805 1022 919">4</td> <td data-bbox="1022 805 1205 919">Submission of Interim report</td> <td data-bbox="1205 805 1430 919">20% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="976 919 1022 1032">5</td> <td data-bbox="1022 919 1205 1032">Submission of Draft feasibility report</td> <td data-bbox="1205 919 1430 1032">25% of the total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="976 1032 1022 1146">6</td> <td data-bbox="1022 1032 1205 1146">On approval of Feasibility Report</td> <td data-bbox="1205 1032 1430 1146">10% of total total lump sum fees for feasibility study</td> </tr> <tr> <td data-bbox="976 1146 1022 1203"></td> <td data-bbox="1022 1146 1205 1203"></td> <td data-bbox="1205 1146 1430 1203">100%</td> </tr> </table>	1	Mobilization fee	10% of the total lump sum fees for feasibility study	2	Submission of Inception Report	10% of the total lump sum fees for feasibility	3	Submission and approval of Traffic Survey report	25% of the total lump sum fees for feasibility study	4	Submission of Interim report	20% of the total lump sum fees for feasibility study	5	Submission of Draft feasibility report	25% of the total lump sum fees for feasibility study	6	On approval of Feasibility Report	10% of total total lump sum fees for feasibility study			100%	Provisions of RFP shall prevail
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24.	Scope of work Point No. H. Location of	Location of the Consultants: The Consultants shall have a local office at Jabalpur and Gwalior and a coordinator at Bhopal for close co-ordination and consultation with the	RFP States that Consultant shall have their office at Jabalpur Kindly confirm the purpose of the office i.e. Project office , Liasoning Office	At Jabalpur and Gwalior project office has to be established and at Bhopal Liasoning office will be established , Project and																																										

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	consultant Page No. 48	MPMRCL.	If it is a Project office, kindly the team size and members need s to be deployed.	liasoning office will have coordinating person along with experts as per scheduling of expert towards project implementation
25.	ToR Clause I Penalty Clause 1.1, Page No. 48	If the deliverable reports are not submitted as per the schedule/inferior quality reports are submitted/factual information is not given or directions given by the MPMRCL is not complied with then penalty could be imposed, penalty of 1% of the total fee for the delay of each fortnight/each instance and after cumulative / aggregated delay of one month then onwards penalty of 1% of the total fee for further delay of each week beyond agreed delivery milestone could be imposed .The aggregate of maximum penalty/LD payable to the client shall be subject to a maximum of 10% of the total fee for deliverables. If delay in submission of report is due to force majeure or beyond the control of the consultancy firm and MPMRCL is in agreement with the explanation for delay then in that case penalty will not be imposed.	We request you please delete this clause	Provisions of RFP shall prevail
26.	Form-16 Page No. 75	Aforesaid format will be duly authenticated by the auditor and submitted by the bidder along with Technical proposal as Form16.	We request you to consider, aforesaid format will be duly authenticated by the auditor/chartered accountant and submitted by the bidder along with technical proposal as Form-16	Agreed.

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27.	EMD 2 Point Page 10 & Annexure A, Page No. 102-104	The EMD of Rs 20, 00,000/ (Rs. Twenty lacs only) is to be submitted by bidder only in the form of Demand Draft drawn/ Bank Guarantee in favour of Managing Director, MPMRCL. & in Annexure A to the Commissioner Urban Administration & Development, Bhopal in mentioned	The EMD of Rs 20, 00,000/ (Rs. Twenty lacs only) is to be submitted by bidder only in the form of Demand Draft drawn/ Bank Guarantee in favour of Managing Director, MPMRCL. But Annexure A to the Commissioner Urban Administration & Development, Bhopal in mentioned We request you to kindly clarify the name which we made ban Guarantee	Agreed. Addendum is being issued separately.

Madhya Pradesh Metro Rail Co Limited**List of Participants**

Representatives: Consulting Firms/Organizations		
<i>S. No.</i>	<i>Name</i>	<i>Organization</i>
1	Mr.Karun Raj Singh	KPMG
2	Mr. M. H Patil	Louis Berger
3	Mr. Sratul Singh	BARSYL
4	Ms. Sajitha Nair	D'Appolonia
5	Mr.Amit Kumar	VBS Consortium
6	Mr. Rajeev Badkam	TUV SUD South Asia Pvt. Ltd.
Representative: Urban Administration and Development & Madhya Pradesh Metro Rail Co Limited.		
1	Mr. J. K. Dubey	E-in-C/Director (Technical), MPMRCL
2	Mr. Manish Gangarekar	GM, MPMRCL
3	Mr. Kamal Nagar	OSD (Transport), UAD & MPMRCL
4	Mr. Vijendra Nanavati	Technical Advisor, MPMRCL
5	Dr. Arun Paliwal	Joint Director (Finance), UAD
6	Mr. Anoop Vijay	Chartered Accountant, MPMRCL
7	Mr. Sandeep Jain	Company Secretary, MPMRCL