

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
1.	Clause No. 2 Page No. 3	The bidder (company incorporated under the Companies Act or a limited liability partnership registered in India), which meets the Eligibility Criteria	We, request you to Accept the Experience of Eligibility Criteria of Last 10 (ten) years.	The Applicant should have experience of successfully managing a Project Monitoring Unit in the last <b>10 (ten) years</b> from the proposal due date, in any government agency/ULB/PSU in India for a period of at least 3 years. <b>(PMC may be considered if Applicant has deployed minimum 3 key personnel in client site)</b>  The Applicant should have successfully completed at least 1 Advisory /Consulting services for solid waste management project or <b>Swachh Bharat Mission (SBM)</b> for any government body/ULB in the last <b>10 years</b> from the proposal due date.
2.	Clause 2 (b) Page No. 3	The Applicant should have Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past 5 years.	We, request you to Confirm and Accept Experience of successfully managing Project Management Consultancy Services on running Smart City Projects will be accepted.  Also, we request you to accept with UNDERTAKING Experience of Parent Company for its 100% subsidiaries and also accept the Experience of Company for its Parent Company (Vice – Versa)	Please refer reply of S.N. 1 as above.
3.	Clause 2 (c) Page No. 3	The Applicant should have successfully completed at least 1 Advisory /Consulting services for solid waste management project for any government body/ULB in the last 5 years from the proposal due date.	We, request you to Confirm and accept for Solid Waste Management the Experience of successfully managing Project Management Consultancy Services on running Smart City Projects also to be accepted.	Please refer reply of S.N. 1 as above.
4.	Clause 15 Page No. 7	Evaluation of the Technical and financial proposals will	We request as this project is a prestigious project, hence kindly accept the Evaluation of the Technical and	RFP Clause prevails

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		be based on Quality cum Cost Based Selection mode with weightage of 70% and 30% for technical and financial proposals, respectively.	financial proposals will be based on Quality cum Cost Based Selection mode with weightage of 80% and 20% for technical and financial proposals, respectively.	
5.	Clause 17 Page No. 9	Performance Security in the form of Bank Guarantee for an amount equivalent to 10% of the contract value and enter into the contract agreement	We request you to accept and make Performance Guarantee for 2.5% of the Consultancy fee at the time of signing the Contract Agreement.	Clause no. 17 of RFP modified as below:  “BMC shall issue a letter of award (LoA) along with the Draft Contract Agreement to the selected Bidder within 15 days from the opening of the financial proposals.  Within 15 days of such issuance, the selected firm is required to submit a Performance Security in the form of Bank Guarantee for an amount equivalent to 10% of the <b>annual</b> contract value and enter into the contract agreement with BMC and start the work on an immediate basis.”
6.	Joint Venture/Consortium	In the RFP it is not mentioned regarding, whether we can bid Joint Venture /Consortium.	We request to Confirm and Accept Joint Venture / Consortium among 2 atleast in the Bid.	Joint Venture/Consortium is not allowed.
7.	NIT	The Last date & time of submission of proposal is 28.09.2018 till 3:30 PM.	We also request to extend the Submission date of at least 21 days to prepare a competitive Bid after publishing of Pre bid Clarification.	RFP Clause prevails
8.	Clause 17 Page No. 9	Contract Agreement and Performance Bank Guarantee	We request BMC to provide format for Contract / Agreement and also for Performance Bank Guarantee	Please refer Annexure A of Replies to Pre-bid queries for format of Performance Bank Guarantee.  Contract Agreement will be shared to Selected Bidder only.

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Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
9.	TOR Clause 3.3 Page No. 12	<p>Team Leader/ SWM Expert</p> <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical / Chemical / Environment engineering or Masters in Environmental Sciences with MBA with experience of at-least 10 years</li> <li>• At-least 5 years of experience as Team Leader/ Project Director</li> <li>• At-least 3 years of experience in municipal solid waste management projects such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-to-energy, Construction &amp; Demolition Waste Management etc.</li> </ul>	<ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical / Chemical / Environment engineering or Masters in Environmental Sciences or MBA or M. Plan with experience of at-least 07 years.</li> <li>• At-least 3 years of experience as Team Leader/ Project Director</li> <li>• At-least 3 years of experience in municipal solid waste management projects such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-to-energy, Construction &amp; Demolition waste management etc.</li> </ul> <p>Justification: Typically M.Sc is considered to be equivalent to B.Tech. So to make it rationale, MBA should be optional requirement. For M.Plan, Graduates or Post-graduate in Planning are also considered as eligible qualifications for urban projects. Few recently published RFPs covering SWM function in urban/rural area where Urban Planners are also included in qualification.</p> <p>Further the Solid Waste Management (SWM) being very niche field and Municipal bodies have only recently started engaging professional organisation for planning / implementing SWM projects. Hence request BMC to relax the experience criteria as suggested above</p>	<p>Team Leader/ SWM Expert</p> <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical / Chemical / Environment engineering / Masters in Environmental Sciences <b>and MBA/PGDM</b> with experience of at-least <b>10</b> years</li> <li>• At-least <b>5</b> years of experience as Team Leader/ Project Director</li> <li>• At-least <b>3</b> years of experience in municipal solid waste management projects/ <b>Swachh Bharat Mission (SBM)</b> such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-to-energy, Construction &amp; Demolition Waste Management etc.</li> </ul>
10.	TOR Clause No. 3.3 Page No. 13	<p>Contract Management Expert</p> <ul style="list-style-type: none"> <li>• Chartered Accountant/ MBA (Finance)</li> <li>• 7 years' Experience out of which at least 3 years' Experience in monitoring &amp; evaluation of contracts</li> </ul>	<ul style="list-style-type: none"> <li>• Chartered Accountant/ MBA (Finance or Procurement or Law)</li> <li>• 5 years' Experience out of which at least 2 years' Experience in monitoring &amp; evaluation of contracts</li> </ul> <p>Justification: A contract management expert will be involved in procurement or legal aspects related to the SWM contracts. Therefore, the qualification should not be restricted to the Finance background. Further,</p>	<p>Contract Management Expert</p> <ul style="list-style-type: none"> <li>• Chartered Accountant / <b>ICWA</b> or <b>MBA/PGDM</b> in Finance</li> <li>• <b>7</b> years' Experience out of which at least 3 years' Experience in monitoring &amp; evaluation of contracts</li> </ul>

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			personnel having finance background in SWM sector, will be very limited. Hence request BMC to relax the experience criteria as suggested above	
11.	TOR Clause No. 3.3 Page No. 13	Project Monitoring Expert <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical / Chemical / Environment engineering or Masters in Environmental Sciences with MBA</li> <li>• Minimum 3 year experience in Database Management and Generation of Periodical reports</li> </ul>	<ul style="list-style-type: none"> <li>• Any Engineering graduate or M.Sc. or MBA</li> <li>• Minimum 2 year experience in Database Management and Generation of Periodical reports</li> </ul> Justification: Database Management (DBM) is a specialized activity and should not be linked with any specific engineering branch or masters in science. For Eg: even an IT expert can be specialized in database management.	Project Monitoring Expert <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical / Chemical / Environment engineering / Masters in Environmental Sciences and <b>MBA/PGDM</b></li> <li>• Minimum 3 year experience in Database Management and Generation of Periodical reports</li> </ul>
12.	TOR Clause No. 3.3 Page No. 14	Project Associates: Project Associates shall be made available as and when such requirement arises and/or a separate work is being assigned to the team which is not envisaged at the moment. A prior notice of one month shall be provided by BMC for requirement of such Associates. The compensation for this additional requirement is capped at Rs. 50,000/- per month per associate and will	The cap may be increased to INR 75,000 p.m. per associate, owing to the cost of resources, overheads, hiring cost, etc. leading to high cost of mobilization / deployment	RFP Clause prevails.  Escalation of 10% per annum will apply to Project Associates.

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		not form part of financial proposal.		
13.	Clause No. 15 Page No. 7	Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past 5 years. <ul style="list-style-type: none"> <li>• 1 project – 5 marks</li> <li>• 2 to 4 projects – 7 marks</li> <li>• More than 4 projects – 10 marks</li> </ul>	Experience in running Program Management Unit (PMU) for at least two years duration with ULBs/ any government entity in India, undertaken in the past 5 years <ul style="list-style-type: none"> <li>• 1 project – 4 marks</li> <li>• 2 projects – 6 marks</li> <li>• 3 projects – 8 marks</li> </ul> Additional two marks shall be awarded if at-least one PMU involved planning & implementation of SWM projects	Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past <b>10 (ten)</b> years. <b>(PMC may be considered if Applicant has deployed minimum 3 key personnel in client site)</b> <ul style="list-style-type: none"> <li>• 1 project – 5 marks</li> <li>• 2 to 4 projects – 7 marks</li> <li>• More than 4 projects – 10 marks</li> </ul> Experience of executing solid waste management projects/ <b>Swachh Bharat Mission (SBM)</b> in India in past <b>10 (ten)</b> years. <ul style="list-style-type: none"> <li>• 1 project – 7 marks</li> <li>• 2-3 projects- 10 marks</li> <li>• More than 3 projects – 15 marks</li> </ul>
14.	Form B Bidders Profile: Point 9. Page No. 16	Average Annual turnover of the Applicant (in INR) during the last three Financial Years.	We would like to draw kind attention of BMC that our financial statement for year FY 2017-18 is still under preparation. Hence we request BMC to accept provisional turnover certificate for year FY 2017-18 and additionally we shall submit turnover certificates for previous three years (other than FY 2017-18)	BMC will <b>accept provisional turnover certificate</b> for year FY 2017-18 and additionally we shall submit turnover certificates for previous three years (other than FY 2017-18).  In the above case, selected bidder will submit final certificate for FY 2017-18.
15.	Clause no. 3.1 Page No. 11	Scope of Work	We understand that the PMU will also be entrusted with planning, developing projects & providing assistance during implementation phase for SWM projects. Hence we request BMC to add following to the scope of work: <ol style="list-style-type: none"> <li>1. Financial advice on development of SWM projects including option appraisals, risk identification &amp; management, development of</li> </ol>	<b>Additional scope of work</b> for Applicant added in Clause No. 3.1 of Terms of Reference in Page 12 as below: <ol style="list-style-type: none"> <li>g) Financial advice on development of SWM projects including option appraisals, risk identification &amp; management, development of financial</li> </ol>

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			<p>financial models, funding options and assisting BMC in marketing projects</p> <p>2. Assist BMC in proposal appraisals, negotiation of commercials services for SWM projects from private sector partners</p>	<p>models, funding options and assisting BMC in marketing projects</p> <p>h) Assist BMC in proposal appraisals, negotiation of commercials services for SWM projects from private sector partners</p>
16.	Clause No. 3.3 Page No. 12	Team Composition	<p>We feel that the team composition sought in this RFP will need additional support from senior level experts on an intermittent basis. Hence we request BMC to consider the following:</p> <ul style="list-style-type: none"> <li>• Project Director: 2-3 days/month</li> <li>• Senior SWM expert: 2-3 days/month</li> <li>• Legal Expert: 1-2 days/Month</li> </ul> <p>Also the CVs of such experts shall be considered for evaluation.</p>	RFP Clause prevails.
17.	Clause No. 2 (a) Page No. 3	Average Annual turnover of minimum INR 25 crore in last three preceding financial years (2015-16, 2016-17 & 2017-18).	<p>We request you to modify the clause as below: Minimum average annual turnover of INR 5 crore in last three preceding financial years (2015-16, 2016-17 &amp; 2017-18).</p>	Average Annual turnover of minimum INR 5 crore in last three preceding financial years (2015-16, 2016-17 & 2017-18).
18.	Form B Bidders Profile: Point 9. Page No. 16	Average Annual turnover of the Applicant (in INR) during the last three Financial Years.	<p>Please attach copy of three audited financial statements and for the year 2017-18 if audited statements are not available, provisional statements certified by an auditor shall be considered for evaluation for the year 2017-18.</p>	Please refer reply of S.N. 14 as above.
19.	Clause No. 2 (c)	The Applicant should have successfully completed at least 1 Advisory /Consulting services for solid waste management project for any government body/ULB in the last 5 years from the proposal due date.	<p>The applicant should have experience of successfully handling consulting services as PMU or as PMC/IE (Project management Consultants for SWM projects), in any government agency / ULB/ PSU in India in the last three years.</p>	Please refer reply of S.N. 1 as above.

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20.	Clause No. 15 Page No. 8	Bidder's Average Annual Turnover for the last Three Financial Years (ending 31 March 2018) has to be at least INR 25 Crore <ul style="list-style-type: none"> <li>Between INR 25–50 crore –10 marks</li> <li>More than INR 50 crore – 15 marks</li> </ul>	Bidder's average annual turnover for the last three financial year (ending 31 march 2018) has to be atleast INR 5 Crore. <ul style="list-style-type: none"> <li>Between INR 3-5 Crore – 10 marks</li> <li>More than 5 crore – 15 marks</li> </ul>	Bidder's Average Annual Turnover for the last Three Financial Years (ending 31 March 2018) has to be at least INR 5 Crore <ul style="list-style-type: none"> <li>Between INR 5 to 25 crore – 5 marks</li> <li>Between More than INR 25 to 50 crore – 10 marks</li> <li>More than INR 50 crore – 15 marks</li> </ul>
21.	Clause No. 15 Page No. 8	Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past 5 years.	Experience as program management unit (PMU) for SBM or PMC/IE (Project management Consultants for SWM projects in the last three years duration with ULB / any government entity in India.	Please refer reply of S.N. 13 as above.
22.	Clause No. 3.3 Page No. 12	Team Leader/ SWM Expert <ul style="list-style-type: none"> <li>At-least 5 years of experience as Team Leader/ Project Director</li> </ul>	Team Leader / SWM Expert: Experience as Team leader in at least on similar project	Please refer reply of S.N. 9 as above.
23.	Clause No. 7 (C) Page No. 5 Payment term	The Quoted Fee per month shall be paid by BMC subject to the fulfilment of conditions in this RFP / Agreement by the selected bidder.	There are no details on payment term & conditions in this RFP. Please clarify	RFP Clause prevails.
24.	General		Please confirm that JV or consortium is allowed and their combined qualification would be considered to meet the minimum eligibility criteria.	Please refer reply of S.N. 6 as above.
25.	Form F	Name of Lump Sum position of quote per month	We request to modify the financial proposal as below:	Accepted as below:

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			Name of position	Lump Sum financial quote per month	Name of position	Lump Sum financial quote per month
		Team leader / SWM expert				
		Contract management expert				
		Project monitoring expert				
		<b>Subtotal</b>				
		<b>GST as applicable</b>				
		<b>Grand Total</b>				
			Other contingencies (Administrative / Documentation, stationary, communication, printing, etc.)			
			<b>Subtotal (B)</b>			
			<b>GST as applicable (C)</b>			
			<b>Grand Total (A+B+C)</b>			
26.	Clause. No 2(b) Page No. 3	The Applicant should have experience of successfully managing a Project Monitoring Unit in the last five years from the proposal due date, in any Government agency/ ULB/ PSU in India for a period of at least 3 years.	We request the Authority to kindly consider experience during the last 10 years instead of 5 years.		Please refer reply of S.N. 1 as above.	
27.	Clause. No 2(c) Page No. 3	The Applicant should have successfully completed at least 1 Advisory /Consulting services for solid waste	We request the Authority to kindly consider experience during the last 10 years instead of 5 years		Please refer reply of S.N. 1 as above.	



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		management project for any government body/ ULB in the last 5 years from the proposal due date.		
28.	Clause 17 Page No. 9	Contract Agreement and Performance Bank Guarantee	We request the Authority to kindly include the Draft Contract Agreement in the Request for Proposal.	Please refer reply of S.N. 8 as above.
29.	Clause 22 Page No. 10	<b>Liability:</b> The Liability of the selected consultant under this agreement in any case shall not be beyond the amount of fees payable to the selected consultant under this agreement.	We request BMC to kindly confirm that the selected consultant will not be liable for indirect/consequential losses of any nature whatsoever.	RFP Clause prevails
30.	Clause No. 3.3.1 Page No. 12	1. Team Leader/ SWM Expert: <ul style="list-style-type: none"> <li>Engineering graduate in Civil / Mechanical / Chemical / Environment engineering or Masters in Environmental Sciences with MBA with experience of at-least 10 year</li> </ul>	We request that this requirement be revised as: Team Leader/ SWM Expert:  Graduate in Civil / Mechanical / Chemical / Environment engineering/Planning or equivalent, and MBA/ Masters in Environmental Sciences or equivalent with experience of at least 10 years	Please refer reply of S.N. 9 as above.
31.	Page 13 CL. No-3.3.2	2. Contract Management Expert: <ul style="list-style-type: none"> <li>Chartered Accountant/ MBA (Finance)</li> </ul>	We request that this requirement be revised as: Contract Management Expert: <ul style="list-style-type: none"> <li>Chartered Accountant/ MBA or PG equivalent</li> <li>7 years' Experience out of which at least 3 years' Experience in monitoring &amp; evaluation of contracts</li> </ul>	Please refer reply of S.N. 10 as above.

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		<ul style="list-style-type: none"> <li>7 years' Experience out of which at least 3 years' Experience in monitoring &amp; evaluation of contracts</li> </ul>		
32.	Page 13 CL. No-3.3.3	<p>3. Project Monitoring Expert:</p> <ul style="list-style-type: none"> <li>Engineering graduate in Civil / Mechanical / Chemical / Environment engineering or Masters in Environmental Sciences with MBA</li> <li>Minimum 3 year experience in Database Management and</li> <li>Generation of Periodical reports</li> </ul>	<p>We request that this requirement be revised as:</p> <p>3. Project Monitoring Expert: Graduate in Civil / Mechanical / Chemical / Environment engineering/Planning or equivalent, and MBA/ Masters in Environmental Sciences or equivalent Minimum 2 year experience in Database Management and Generation of Periodical reports</p>	Please refer reply of S.N. 11 as above.
33.	General Query		The RFP does not mention any details on submission of bids by consortium partners. We request BMC to confirm if the bid can be submitted by two or more firms in JV/consortium.	Please refer reply of S.N. 6 as above.
34.	General Query		We request the Authority to kindly confirm that the deliverables submitted by the selected consultant will only be used by BMC and the Consultant's consent shall be obtained for use of the deliverables by any third party.	RFP Clause prevails

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35.	Clause No. 15 Evaluation Criteria No. 2 Page No. 8	Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past 5 years. <ul style="list-style-type: none"> <li>• 1 project – 5 marks</li> <li>• 2 to 4 projects – 7 marks</li> <li>• More than 4 projects – 10 marks</li> </ul>	It may be written as Experience for running Program Management Unit (PMU)/Project Implementation Unit (PIU) for at least one years duration with ULBs/ any government entity in India, undertaken in the past 5 years. <ul style="list-style-type: none"> <li>• 1 project – 5 marks ·</li> <li>• 2 to 4 projects – 7 marks ·</li> <li>• More than 4 projects – 10 marks</li> </ul>	Please refer reply of S.N. 13 as above.
36.	Evaluation Criteria No. 2 Page No. 8	Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past 5 years. <ul style="list-style-type: none"> <li>• 1 project – 5 marks</li> <li>• 2 to 4 projects – 7 marks</li> <li>• More than 4 projects – 10 mark</li> </ul>	Experience for running Program Management Unit (PMU) for at least one years duration with ULBs/ any government entity in India, undertaken in the past 5 years. <ul style="list-style-type: none"> <li>• 1 project – 5 marks ·</li> <li>• 2 to 4 projects – 7 marks ·</li> <li>• More than 4 projects – 10 marks</li> </ul>	Please refer reply of S.N. 13 as above.
37.	Clause No. 15 Proof of Experience in the Last 5 Years CR. No- 2 Page No. 8	Experience of executing solid waste management projects in India in past five years. <ul style="list-style-type: none"> <li>• 1 project – 7 marks</li> <li>• 2-3 projects- 10 marks</li> <li>• More than 3 projects – 15 marks</li> </ul>	Experience of executing solid waste management projects/work experience in Urban Development/UDHD in India in past Ten years. <ul style="list-style-type: none"> <li>• 1 project – 7 marks ·</li> <li>• 2-3 projects- 10 marks ·</li> <li>• More than 3 projects – 15 marks</li> </ul>	Please refer reply of S.N. 13 as above.

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38.	Clause No- 3.3 Team Composition: Page No. 12		<p>Please confirm on the below points:</p> <p>a) Please confirm whether all the proposed team members will be full time deployed in the project?</p> <p>b) Please confirm if the resources to be deployed needs to be in the payroll of the organization or can be contractual resources as well.</p> <p>c) Is there any lock-in period before replacement of the proposed resources to be deployed in the project?</p>	<p>a) Yes, All the proposed team members will be full time deployed in the project including project associates (if any).</p> <p>b) The resources to be deployed needs to be in the payroll of the organization preferably or can be contractual resources as well.</p> <p>c) Please refer Clause no. 18 (a) Page No. 10 of RFP</p>
39.	Clause No- 3.3 Team Composition: Project Associates Page No. 14	...The compensation for this additional requirement is capped at Rs. 50,000/- per month per associate and will not form part of financial proposal.	Like the Project Associates, if any price range is there for the below mentioned resources too? - Team Leader/ SWM Expert - Contract Management Expert - Project Monitoring Expert	There is <b>no price range</b> for Team Leader/ SWM Expert, Contract Management Expert, Project Monitoring Expert.
40.	Clause No- 3.3 Team Composition Page No. 12	<p>Team Leader/ SWM Expert:</p> <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical /Chemical /Environment engineering or Masters in Environmental Sciences with MBA with experience of at-least 10 years</li> <li>• At-least 5 years of experience as Team Leader/ Project Director</li> <li>• At-least 3 years of experience in municipal</li> </ul>	<p>Team Leader/ SWM Expert:</p> <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical /Chemical /Environment engineering or Masters in Environmental Sciences/ Master in Social Work (MSW) with experience of more than 10 years ·</li> <li>• At-least 5 years of experience as Team Leader/ Project Director/Project Manager in Senior level ·</li> <li>• At-least 1 years of experience in municipal solid waste management projects such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-to-energy, Construction &amp; Demolition waste management etc.</li> </ul>	Please refer reply of S.N. 9 as above.

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		solid waste management projects such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-to-energy, Construction & Demolition waste management etc.		
41.	Team Composition Clause No- 3.3 Page No. 13	<p>Project Monitoring Expert:</p> <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical /Chemical /Environment engineering or Masters in Environmental Sciences with MBA</li> <li>• Minimum 3 year experience in Database Management and Generation of Periodical reports</li> </ul>	<p>Project Monitoring Expert:</p> <ul style="list-style-type: none"> <li>• Engineering graduate in Civil / Mechanical /Chemical /Environment engineering/IT or Masters in Environmental Sciences/ MSW/ MBA.</li> <li>• Minimum at least 5 years' experience in Database Management and Generation of Periodical reports</li> </ul>	Please refer reply of S.N. 11 as above.
42.	Composition Clause No- 3.3 Page No. 13	Contract Management Expert:	Considering the profile (procurement), Chartered Accountant qualification is irrelevant and needs to be removed.	Please refer reply of S.N. 10 as above.

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		<ul style="list-style-type: none"> <li>Chartered Accountant/ MBA (Finance)</li> <li>7 years' Experience out of which at least 3 years' Experience in monitoring &amp; evaluation of contracts</li> </ul>		
43.	Team Composition Clause No- 3.3 Page No. 13	Project Associates : Project Associates shall be made available as and when such requirement arises and/or a separate work is being assigned to the team which is not envisaged at the moment. A prior notice of one month shall be provided by BMC for requirement of such Associates. The compensation for this additional requirement is capped at Rs. 50,000/- per month per associate and will not form part of financial proposal.	Project Associates: Project Associates shall be made available as and when such requirement arises and/or a separate work is being assigned to the team which is not envisaged at the moment. A prior notice of one month shall be provided by BMC for requirement of such Associates. The compensation for this additional requirement is capped at Rs 50000/ per month per associate and will not form part of financial proposal. Capped amount needs to be flexible at this moment for the best suited candidate for the designated work and based on mutually agreed T&C (Wipro & BMC) the amount can be finalized.	Please refer reply of S.N. 12 as above.
44.	Team Composition Clause No- 3.3 Page No. 13		Total man month requirement of each position of the resources is not mentioned in the RFP. Assuming the all resources across all positions will work throughout the project duration i.e. 3 years. Please confirm.	Please refer reply of S.N. 38 as above.

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

<b>Sl. No.</b>	<b>Clause No. &amp; Page No. of Tender</b>	<b>Tender clause Description</b>	<b>Queries</b>	<b>Response from BMC</b>
45.	Team Composition Clause No- 3.3 Page No. 13		Consortium: Is there any provision for consortium? Please confirm. If, yes how many agencies can form a consortium.	Please refer reply of S.N. 6 as above.
46.	Point No-7 Financial Proposal Page No. 5	The financial proposal shall be the Quoted Fee per month and shall be submitted in the given format i.e., Form-F. All Taxes and surcharges as applicable shall be paid by the selected Consultants / Firms. BMC will only reimburse the GST as applicable.	All taxes involved in the project, including GST, shall be paid by the client, and the price to be quoted by Wipro should be exclusive of all taxes.	Please refer reply of S.N. 25 as above.
47.	Clause No. 18 Termination of contract Page No. 10	a) BMC, if required, may ask for replacement of any personnel in case of non-satisfactory performance. In such case, concerned personnel shall be replaced within 30 days by the firm and the replacement expert shall have equal or better qualifications and experience as those of the originally proposed expert. b) Either party can terminate the agreement by giving 30 days prior written notice.	Request to addition: Termination : Either Party shall have the right to terminate this Agreement at any time: a. without cause and for convenience– on the delivery of ninety (90) calendar days’ prior written notice to the other Party. b. with cause – in the event that the other party commits a material breach of the Agreement and fails to cure such default to the non-defaulting party’s reasonable satisfaction within thirty (30) days (or fifteen (15) days in the event of non-payment by the Customer)  Upon expiration or termination of this Agreement all rights and benefits granted by this Agreement shall revert to the respective Parties; and all amounts due for services and products delivered to Consultant up to the effective date of termination shall be immediately payable.	RFP Clause prevails

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

<b>Sl. No.</b>	<b>Clause No. &amp; Page No. of Tender</b>	<b>Tender clause Description</b>	<b>Queries</b>	<b>Response from BMC</b>
48.	Clause No. 22 Liability Page No. 10	The Liability of the selected consultant under this agreement in any case shall not be beyond the amount of fees payable to the selected consultant under this agreement.	The capping to be made at 10% of the contract value for the consultant, and other inclusion/exclusion to be suggested by the Legal team.	RFP Clause prevails
49.	Clause No. 23 Indemnity Page No. 10	The Consultant at all times during the pendency of this agreement, keep the Government/ Authority Indemnified to an amount not exceeding the total fees payable to the consultant under this agreement.	Capping to be made at 10% of the contract value.	RFP Clause prevails
50.	Clause No. 15 S.No-2 Page No. 8	Proof of Experience in the last 5 years: Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/any government entity in India, undertaken in the past 5 years.	Five year is a very short duration to showcase the experience of PMU projects, since most of the project run for the period of 3 to 6 years. Therefore, we request you to kindly relax the criteria of the PMU projects undertaken in the last 5 years to last 10 years.	Please refer reply of S.N. 1 as above.
51.	Clause No. 15 S.No-2 Page No. 8	Proof of Experience in the last 5 years: Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/any government entity in India, undertaken in the past 5 years.	We understand that projects initiated before 5 years of period however, completed in the last five years are eligible for the submission. We would request you to kindly clarify the same	Please refer reply of S.N. 1 as above.  For more clarity, The projects initiated before 10 years from Proposal due date and completed in the last 10 years from Proposal due date are eligible.



**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
52.	Clause No. 15 S.No-2 Page No. 8	Proof of Experience in the last 5 years: Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/any government entity in Indian, undertaken in the last 5 years.	Since the duration of PMU projects can vary from 3 to 6 years, not necessarily the ongoing project have completed three years. To showcase ongoing projects, we request you to kindly modify the criteria to “ Either 50% project is completed or the project is substantially completed” Supporting documents for the ongoing projects will be submitted duly signed by the client	Please refer reply of S.N. 51 as above.
53.	Clause No. 15 S.No-4 Page No. 8	Approach and Methodology: Approach of the proposed unit along with work plan based on the terms of reference highlighting the job responsibility of each team member. The Bidders shall be invited for a Power Point Presentation in front of the committee to be formed by BMC to evaluate the presentation.	Please specify the breakup of the marks allotted for approach of the proposed unit along with work plan and power point presentation. In case of no bifurcation of marks, it is difficult to understand the exact weightage given for approach and methodology	<ul style="list-style-type: none"> <li>• Approach and methodology -10 marks</li> <li>• Work Plan - 10 marks</li> <li>• Design and Engineering -10 marks</li> </ul>
54.	Clause No. 6 Page No. 5	EMD	Please specify the timeline and clause in which the Bank Guarantee will be returned to the successful bidder upon the submission of performance security during contract signing	EMD of Selected bidder will be returned after signing of Contract Agreement with Authority.
55.	Clause No. 3.3 Page No. 12	Team Composition	We understand that proposed team would be deployed for throughout the duration of the project. i.e. 36 months Request you to clarify if there is any deviation in our understanding	Please refer reply of S.N. 38 as above.

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
56.	Section-C TOR- Clause No. 1 Page No. 11	Terms of Reference	Based on our understanding of the project objective and experience in the sector, we envisage that lot of work is related to sanitation and capacity building. We suggest you to kindly add two more positions in the proposed team to make the input comprehensive. 1. Capacity Building Expert 2. Sanitation Expert The additional team can be proposed as an intermittent positions. Also, would request you to make 02 positions mandatory for project associate.	Please refer reply of S.N. 16 as above.
57.	Clause No. 15 Page No. 7	Evaluation of the Technical and financial proposals will be based on Quality cum Cost Based Selection mode with weightage of 70% and 30% for technical and financial proposals, respectively.	As per current practices of government bids, we have observed that higher technical score ensure soundness of the technical proposal. We request you to kindly modify the QCBS criteria to 90:10 or 80:20 to maintain the quality work of PMU team	Please refer reply of S.N. 4 as above.
58.	Clause No. 3.3 Page No. 12	Engineering graduate in Civil/ Mechanical/Chemical/Environment engineering or Masters in Environmental Sciences with MBA with experience of at-least 10 years	We request you to kindly modify the qualification criteria of team leader from Master's degree environmental science with MBA to Master in environmental engineering/ MSc in environmental science. MBA is no-where relevant for this assignment	Please refer reply of S.N. 9 as above.
59.	Clause No. 3.3 Page No. 12	Team Composition: Project Associate	Request you to clarify number of project associates required at later stage	RFP Clause prevails
60.	Clause No. 4 Page No. 14	As per the requirement ascertained, a project vehicle may also be allocated to the PMU, for official use only, upon due approval	Please confirm whether the project vehicle will be provided to the PMU or not as it would have the financial implication of proposal. In case, the vehicle is provided by BMC who will bear the O&M cost of the same.	RFP Clause prevails

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
		from the competent Authority in BMC.		
61.	General	General	We request you to kindly provide three weeks of time after uploading of pre-bid queries response.	Please refer reply of S.N. 7 as above.
62.	General	General	There is no format available for BG in the RFP, kindly clarify if any format for the same will be provided by yourself.	Please refer reply of S.N. 8 as above.
63.	Evaluation criteria table 1 , point 1	<p>Bidder's Average Annual Turnover for the last Three Financial Years (ending 31 March 2018) has to be at least INR 25 Crore</p> <ul style="list-style-type: none"> <li>• Between INR 25–50 crore – 10 marks</li> <li>• More than INR 50 crore – 15 marks</li> </ul>	<p>Bidder's Average Annual Turnover for the last Three Financial Years (ending 31 March 2018) has to be at least INR 50 Crore</p> <ul style="list-style-type: none"> <li>• Between INR 50–75 crore –10 marks</li> <li>• More than INR 75 crore – 15 marks</li> </ul>	Please refer reply of S.N. 17 & 20 as above.
64.	Evaluation criteria table 1 , point 4	Approach of the proposed unit along with work plan based on the terms of reference highlighting the job responsibility of each team member. The Bidders shall be invited for a Power Point presentation in front of the committee to be formed by /BMC to evaluate the presentation. - Allocated marks 20	Approach of the proposed unit along with work plan based on the terms of reference highlighting the job responsibility of each team member. The Bidders shall be invited for a Power Point presentation in front of the committee to be formed by /BMC to evaluate the presentation. - Allocated marks 15	Please refer reply of S.N. 53 as above.
65.	Disputes Point Number 21 page 10	All legal disputes are subject to the jurisdiction of Bhubaneswar courts only.	Disputes All legal disputes are subject to the jurisdiction of Odisha courts only.	RFP Clause prevails

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
66.	Terms of Reference Page no 11 Objective	<p>Improve basic service delivery in a more transparent and accountable manner:</p> <ul style="list-style-type: none"> <li>• Elimination of open defecation.</li> <li>• Eradication of Manual Scavenging.</li> <li>• Modern and Scientific Municipal Solid Waste Management as per SWM Rule 2016.</li> <li>• To effect behavioural change regarding healthy sanitation practices.</li> <li>• Help generate awareness about sanitation and its linkage with public health</li> <li>• Capacity Augmentation for ULB.</li> <li>• To create an enabling environment for public and private sector participation</li> </ul>	<p>The Objective covers not only covers the Solid Waste Management Plant and it also covers the sanitation part also. Therefore the team requirement needs changes and the team requirement needs to be changes accordingly The present requirement is as follows</p> <ul style="list-style-type: none"> <li>– Team Leader/SWM Expert</li> <li>– Contract Management Expert</li> <li>– Project Monitoring Expert</li> </ul> <p>IEC Expert and Sanitation Expert also needs to be added</p>	Please refer reply of S.N. 16 as above.

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Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
		<p>in Capex (capital expenditure) and Opex (operation and maintenance expenditure).</p> <ul style="list-style-type: none"> <li>• Establish a collaborative partner relationship between departments working in sanitation sector.</li> <li>• Urban Sector Policy, programme design and implementation.</li> <li>• Upgrade provincial information systems for planning, operations, monitoring and evaluation (M&amp;E).</li> <li>• Deepen the capacities of local body administration.</li> <li>• Conduct City Sanitation Task Force (CSTF) meetings to achieve</li> </ul>		

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
		above mentioned targets.		
67.	Evaluation criteria Table 1 point number 3 page number 7, Financial Capacity of Bidder	Experience of executing solid waste management projects in India in past five years. <ul style="list-style-type: none"> <li>• 1 project – 7 marks</li> <li>• 2-3 projects- 10 marks</li> <li>• More than 3 projects – 15 marks</li> </ul>	The Line should be changed to Experience of executing SBM projects in India in past five years.	Please refer reply of S.N. 13 as above.
68.	Eligibility Criteria Point 2 (a), Page no. 4	Average Annual turnover of minimum INR 25 crore in last three preceding Financial years (2015-16, 2016-17 & 2017-18).	Average Annual turnover of minimum INR 25 crore in last three preceding Financial years (2014-15, 2015-16 & 2016-17).	Please refer reply of S.N. 17 as above.
69.	Page 4 Clause 2 : Eligibility Criteria	The Applicant should have successfully completed at least 1 Advisory /Consulting services for solid waste management project for any government body/ULB in the last 5 years from the proposal due date.	As this criterion is very restrictive and limit the participation of very few firms, please relax the criteria  <b><u>Our Submission:</u></b> The Applicant should have completed/ongoing 1 project for solid waste management project for any government body/ULB in the last 5 years from the proposal due date.	Please refer reply of S.N. 1 as above.
70.	Page 14 Clause 3.3 Team Composition	Expert Pool:  Team Leader/SWM Expert At-least 3 years of experience in municipal solid waste management projects such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-	The Expert should have experience in municipal solid waste management projects such as Municipal solid waste handling facilities, Integrated Solid waste management project, waste-to-energy, Construction & Demolition waste management etc.	Please refer reply of S.N. 9 as above.

**Response to the Pre-bid Queries for PMU for SWM Projects in BMC – Advertisement No. 28573 dated 28.08.2018**

Sl. No.	Clause No. & Page No. of Tender	Tender clause Description	Queries	Response from BMC
		to-energy, Construction & Demolition waste management etc.		
71.	Page 14  Clause 3.3 Team Composition	Expert Pool:  <u>Contract Management</u>  • Chartered Accountant/ MBA (Finance)  7 years' Experience out of which at least 3 years' Experience in monitoring & evaluation of contracts	Please include the Master's degree in Construction Engineering & Management	Please refer reply of S.N. 10 as above.
72.	<b>New Clause Added</b>	<p><b>PPP Projects for Solid Waste Management only:</b> The selected bidder shall also carry out Bid process management of PPP Projects assigned to them, as the Transaction Advisor.</p> <p><b>Success fee sharing:-</b> A success fee of 0.5% of the project cost (except exclusive O&amp;M projects) will be charged from the successful bidders of the PPP Projects which will be shared equally between BMC &amp; the selected firm (i.e 0.25% each).</p> <p><b>For Exclusive O&amp;M Projects:-</b> For exclusive O&amp;M projects only to be undertaken in PPP mode, the success fee shall be 1% of the O&amp;M cost shared equally between BMC &amp; the selected firm (i.e 0.50% each) as ascertained by the Transaction Advisors and duly approved by the competent Authority.</p> <p><b>Projects allocated by other Departments/ Authorities:-</b> A Success Fee of 1% of the Project Cost (exclusive of applicable taxes) will be charged from the successful bidders of the PPP projects, which shall be shared equally between BMC &amp; Selected Bidder (0.5% each).</p> <p>Additional GST, will be levied on the Success Fee payable to the Consultant. Appropriate Income Taxes will be deducted thereof.</p>		
73.	<b>New Clause Added</b>	<p>Self-declaration by the bidder duly signed by the authorized signatory. "The bidder should not have been blacklisted or debarred from participating in consulting/implementation assignments by any State/Central Govt. Organization/department/agency or any PSU in India as on the date of bid submission."</p>		

### Revised Evaluation Criteria

S.N.	Parameter	Total/Maximum Marks
1	FINANCIAL CAPACITY OF BIDDER	<b>15</b>
	Bidder's Average Annual Turnover for the last Three Financial Years (ending 31 March 2018) has to be at least INR 25 Crore <ul style="list-style-type: none"> <li>• <b>Between INR 5 to 25 crore – 5 marks</b></li> <li>• <b>Between More than INR 25 to 50 crore – 10 marks</b></li> <li>• More than INR 50 crore – 15 marks</li> </ul>	15
2	PROOF OF EXPERIENCE IN THE LAST 5 YEARS	<b>25</b>
	Experience for running Program Management Unit (PMU) for at least three years duration with ULBs/ any government entity in India, undertaken in the past <b>10 (ten)</b> years. <ul style="list-style-type: none"> <li>• 1 project – 5 marks</li> <li>• 2 to 4 projects – 7 marks</li> <li>• More than 4 projects – 10 mark</li> </ul>	10
	Experience of executing solid waste management projects/ <b>Swachh Bharat Mission (SBM)</b> in India in past <b>10 (ten)</b> years. <ul style="list-style-type: none"> <li>• 1 project – 7 marks</li> <li>• 2-3 projects- 10 marks</li> <li>• More than 3 projects – 15 marks</li> </ul>	15
3	SUITABILITY FOR THIS SCOPE: TEAM COMPOSITION	<b>30</b>
	Team Leader/SWM Expert	12
	Contract Management Expert	9
	Project Monitoring Expert	9
4	APPROACH AND METHODOLOGY	<b>30</b>
	Understanding of Corporation and its objectives of the assignment and terms of reference Approach of the proposed unit along with work plan based on the terms of reference highlighting the job responsibility of each team member. The Bidders shall be invited for a Power Point presentation in front of the committee to be formed by /BMC to evaluate the presentation. <ul style="list-style-type: none"> <li>• Approach and methodology -10 marks</li> <li>• Work Plan - 10 marks</li> <li>• Design and Engineering -10 marks</li> </ul>	
	Total	<b>100</b>



**Earnest Money Deposit – Bank Guarantee Format**

To,  
The Commissioner,  
Bhubaneswar Municipal Corporation,  
Vivekananda Marg, Near Kalpana Square,  
Bhubaneswar – 751 014

Whereas M/s < \_\_\_\_\_ >, a company incorporated under the Indian companies Act 1956/2013, its registered office at ...../  
(hereinafter called 'the Bidder') has submitted its Proposal dated ----- for Appointment of consultants for Project Monitoring Unit (PMU) for SWM  
Projects in Bhubaneswar Municipal Corporation (hereinafter called "the Bid") to Bhubaneswar Municipal Corporation.

KNOW ALL MEN by these presents that WE <> of ----- having our registered office at -----  
----- (hereinafter called "the Bank") are bound unto the Bhubaneswar Municipal Corporation (hereinafter called "the Client") in the sum  
of Rs. XXX/- (Rupees XXX only) for which payment well and truly to be made to the said Client, the Bank binds itself, its successors and assigns by these  
presents. Sealed with the Common Seal of the said Bank this ----- day of -----2018

THE CONDITIONS of this obligation are:

1. If the Bidder, having been notified of the acceptance of its Proposal by the Client during the period of validity of Proposal
  - Withdraws his participation from the Proposal during the period of validity of Proposal document;
  - Fails to extend the validity if required and as requested or
  - Fails to produce Performance Bank Guarantee in case of award of tender within 15 days of award of LOA or awarding contract whichever is earlier.

We undertake to pay to the Client up to the above amount upon receipt of its first written demand, without the Client having to substantiate its demand, provided that in its demand the Client will note that the amount claimed by it is due to it owing to the occurrence of one or any or a combination of the above conditions, specifying the occurred condition or conditions.

This guarantee will remain in force up to the period of bid validity and its validity should be extensible to 60 days beyond the bid validity date. Any demand in respect thereof should reach the Bank not later than the above date.

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(Authorized Signatory of the Bank)