

Clarifications on the Issues raised by Consultancy firms in Pre-bid meeting (revised)

Sl No.	Clause as per RFP	Points as per RFP	Clarification /Suggestions of firms	Decision of Ministry
01	2.1(a)	Economic attractiveness of coastal shipping over other modes of transport for major cargo- type/ commodities (i) Detailed economic case across key N-S/ S-N routes; Costs broken by different modes in case multi-modal transport, taxes, port charges etc.	<p>(i) Considering the time available for the study, it is understood that an high level assessment of indicative costs shall be undertaken and a detailed costing study is not envisaged under the scope of work.</p> <p>(ii) Except primary physical survey, Specify the details of minimum survey to be undertaken.</p> <p>(iii) Is qualitative study or traffic modelling required?</p> <p>(iv) Nature of data available with authority.</p> <p>(v) The data/support to be extended by the Authority on inter state/ inter corridor movement for roads or coastal movements.</p> <p>(vi) Key routes/ nodes that are to be studied as part of scope. Pan-India study within time frame is not be possible.</p>	<p>(i-iii) Detailed OD survey is not envisaged. However, it is expected that consultants would build upon the latest survey/studies carried out by other agencies such as RITES, KPMG etc. This will be supplemented with the feedback from coastal shipping & logistics players.</p> <p>(iv) The coastal cargo handled by ports is published in the publication 'Basic port statistics'. The data for 2013-14 will be available by March, 2015. The publication for 2012-13 can be downloaded from the website of the Ministry.</p> <p>(v) The Ministry does not have data on inter state/inter corridor movement. However, Ports are expected to, have origin destination data on cargo handled by them. The consultants may approach the ports to get the data.</p> <p>(vi) In first stage key N-S/S-N routes are to be studied. However, in phase II all combination of routes will have to be studied.</p>

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02	(2.1)	"Stage – I: Short Term Study";	<p>(i) The main objectives and expected outcome of Stage I</p> <p>(ii) Is Inland waterways shipping to be included in the study? If so, please suggest which waterways (or regions) that should be prioritized?</p>	<p>(i) Para 1.2. of RFP gives the objective of the study. Expected outcomes flow from the scope of the study. The consultant is expected to identify the commodities in first phase on key N-S/ S-N routes to be targeted for promotion of Coastal Shipping. The study will also suggest measures - policy and procedures through which these commodities would be targeted for modal shift. The non-economic factors, which affect transport and logistics, will have to be identified. The coastal routes, on which ferry services and cruise liners can be started, have to be identified.</p> <p>(ii) No. Inland waterways are not part of this study.</p>
03	(2.2)	"Stage – II: Long term Study";	<p>(i) The main objectives and expected outcome of Stage II</p> <p>(ii) Time perspective (future) should the analysis and roadmap cover?</p> <p>(iii) New building program – new ships and technology as a mean to increase attractiveness of coastal shipping is not mentioned. Should that be included?</p>	<p>(i) Detailed identification of cargo routes for development of coastal shipping keeping in view the existing infrastructure, extant policies and statutes within the country and to make recommendations for different stake holders especially MOS and its affiliates for promoting coastal shipping. Detailed implementation road map to promote the Coastal Shipping is the focus area of this stage.</p> <p>(ii) 5 years</p> <p>(iii) No. Shipbuilding or technology for building ships is not part of this study.</p>

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04	2.2(a)	Stage – II: Long Term Study, which would inter-alia, involve following: (a) Overview of cargo movement across the country.	The scope of work would involve mapping of key commodity movement in India based on the data collected from key stakeholders and secondary sources. Undertaking detailed road traffic surveys is not envisaged in the scope of work.	Undertaking detailed road traffic surveys is not envisaged.
05	2.3	<p>Stage – III: Assisting Ministry in implementing the road map The Team of two professionals shall be deployed at the Ministry with the following experience from the existing team which has done the study:</p> <ul style="list-style-type: none"> - Team leader with at least 10 years relevant experience in coastal shipping - Team associate with at least 5 years relevant experience in coastal shipping. <p>Stage III</p> <p>Assisting Ministry in implementing the road map</p>	<p>(i) Amendment in - Team leader with at least 8 years relevant experience in coastal shipping / ports & shipping/ logistics; Team associate with at least 5 years relevant experience in coastal shipping/ ports & shipping/ logistics.</p> <p>(ii) Expected availability of consultant team and consultant team size at Ministry's office for Stage III.</p> <p>(iii) The responsibilities of the consultant during stage III of the project? What will constitute success of the consultancy project in stage III.</p> <p>(iv) Main objectives and expected outcomes of stage III</p>	<p>(i) The criteria for selection has been decided keeping in view the type of work experience required for this consultancy.</p> <p>(ii) The Consultant team is required on full time basis. MOS had envisaged a minimum of two consultants. However, it is up to the consultant to decide on the team which has requisite experience to implement the suggested road map and may include other consultants who may be intermittently available for limited period. But the team as a whole should be indicated and consultants to be deployed on full time basis may also be indicated.</p> <p>(iii) The consultant should assist in implementation of road map proposed in stage II.</p> <p>(iv) The consultant will have to prepare draft notes on proposals for implementation of the road map, trace their progress, monitor the key milestones so that the road map is fully implemented.</p>

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06	5.1	<p>The payment will be released by the Ministry of Shipping to the Consultant as per following schedule:</p> <p>(i) 30% on to be submission and acceptance of Short Term Reports (Final) as per Stage – I</p> <p>(ii) 30% on submission and acceptance of long Term Report (Final) as per Stage - II.</p> <p>(iii) 40% on satisfactory completion of Stage - III.</p>	<p>DELOITTE</p> <p>Based on our past experience in various similar engagements, substantial work would be undertaken by the consultant during initial stages (Stage I & Stage II) of the engagement. It is requested that the payment schedule may be revised in line with the time & effort involved of the consultant. Accordingly, it is suggested that the milestones are revised as below</p> <p>(i) 30% on to be submission and acceptance of Short Term Reports (Final) as per Stage – I.</p> <p>(ii) 40% on submission and acceptance of long Term Report (Final) as per Stage - II.</p> <p>(iii) 30% of the total fee in Stage – III paid on monthly basis for undertaking activities to the satisfaction of the Ministry.</p> <p>CRISIL</p> <p>(i) 10% on commencement, 30% on submission & acceptance of short term Reports (final), 30% on submission and acceptance of long term report (final), 30% on satisfactory completion of stage III.</p> <p>(ii) Stage III payment on a monthly basis (pro-rata).</p>	<p>The changes required in the percentage of amount to be disbursed at each stage cannot be amended. However, the payment schedule on quarterly basis for stage III can be considered.</p>
07	7.1	<p>The criteria for selection of the Consultancy firm and weightage accorded are as follows:</p> <p>a. Technical score..... 80 points</p> <p>b. Financial score.....20 points</p> <p>Total.....100 points</p> <p>7.3 (b) The financial bid shall be inclusive of applicable taxes. Based on bid amount, the following criterion is to be</p>	<p>As per Clause 7.3 (b) it seems that the weightage for financial score is 15 points while the 7.1 suggest the same to be 20 points. Please confirm the weightage for Technical & Financial Score.</p>	<p>In the finance score 05 points are for annual turnover of consultancy firm as per clause 7.3 of the RFP.</p>

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		followed: (i) L1 gets full 15 points.		
08	7.2 & 7.3	Criteria for technical and financial score.	Several request of relaxation/change in criteria for technical and financial score were made by the participants.	The criteria for selection has been decided keeping in view the type of work experience required for this consultancy. No change can be agreed at this stage.
09	7.2(c)	Relevant case example	The details which need to be showcased in presentation of case need to be forwarded.	The following details atleast be included: (i) Objective of the study (ii) Scope (iii) Methodology (iv) Cost of study (v) Period of study (vi) Important recommendations (vii) How this case study is relevant for the present consultancy.
10	Annex V	Financial bid format	Bid will be evaluated on Manday rate basis or on a Lump sum basis	On Lump sum basis.
11		Last date for responding to RFP 13/02/2015 by 1500 Hrs.	In view of the detailed submissions and requirement of the RFP, the last date should be extended to 28th Feb 2015.	Agreed for the extension to 28.02.2015
12		--	How involved will Ministry of Shipping be in the project to facilitate interaction with other government entities?	M/o Shipping will provide a letter of Introduction for interaction with the Govt. entities.
13		--	The cargo movement studies and coastal shipping studies that have already been carried out and on which this study can build upon.	The consultancy can use studies conducted by KPMG, RITES, XII th Plan report, NTDP report etc.
14		--	Draft contract has not been provided along with the RFP. It is suggested that Consultant is allowed to provide their terms & conditions along with the Proposal?	Can be provided. However, it should not materially affect the outcome of the study, deliverable and change in cost.
15		--	Number of copies of the technical and financial proposal required to be submitted.	One Copy each of Technical and financial proposal.
16		--	Work Order or CA certificate or Completion certificate could be provided as a testimony of assignment.	Yes
17		--	Whether individual firm or consortium can bid for the consultancy contract?	Individual firm or consortium can bid for the consultancy contract.
18		--	Whether the duration of stages can be changed to Stage I: 3 months, Stage II: 6 months; Stage III: 1 year 3 months?	The duration cannot be changed.