

IPA	RFQ for Sagarmala Study	Ref no :IPA/MSD/EDP/Sagarmala/2014
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Sr No	Reference Clause No	Clarification Particulars		Question	Clarification
		Clause	Orgn		
1	Section 1 Point 8(d) Preparation of Proposals, page 12		Mckinsey& Company	You have asked for CVs signed by staff or by authorized representative of the professional staff. Request this be amended so that authorized signatory of the proposal can provide signed declaration for the authenticity of the information contained in the CVs.	Electronic signature / signed & scanned copy would be accepted
2	Section 1 Point 13.3 Page 15		Mckinsey& Company	The point mentions “The original and all copies of the Technical Proposal shall be placed in a sealed envelope clearly marked “TECHNICAL PROPOSAL”. How many copies of the proposal are to be submitted?	Two hard copy and one soft copy shall be submitted in the sealed envelope as technical proposal
3	Section 2, Point 7 page 28		Mckinsey& Company	The RFP asks to provide “Copy of Contract/work orders along with completion certificate indicating the details of previous assignment completed, client, value of assignment/ proportionate value in use of projects/ assignment in process date and year of award” We will not be able to provide the as they are confidential documents. Please accept completion certificates, wherever available, and Self declaration from the MD of the company certifying the projects where we are bound by the confidentiality agreements.	Self-certification by the Indian MD/ Equivalent would be accepted if there is a non-disclosure agreement signed with the client. Else the consultant shall have to produce a copy of the contract/ work order / completion certificate.
4	Section 2, Point 3 Page 24		Mckinsey& Company	The Timeframe to complete the entire project is 60 weeks, which according to our estimation seems to be less.	Clause remains unchanged
5	Page 22	"Identify suitable parcels of land for	Mckinsey& Company	Ques- Is consultant expected to identify exact parcels of land or suggest broad areas (at district level)	Consultant shall identify indicative parcels of land with a preference to land owned by

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		developing industrial and economic zones (including SEZs)"			central/state government/ government bodies/ PSUs in the suggested broad areas (at district level)
6	Page 22		Mckinsey& Company	<p>"To prepare the Memorandum and Articles of Association for incorporation of Sagarmala Development Company (SDC) and registration of the Company before the Registrar of Companies under the Companies Act, 1956."</p> <p>Ques- What is the expected role of a consultant in this activity?</p>	<p>The consultant is expected to give legal consulting services in the incorporation of the company.</p> <p>The main consultant is required to have legal, Human resource and other consultant (sub-contractor) as per ToR during the project execution.</p>
7	Page 23		Mckinsey& Company	<p>"The Team of two professional shall be deployed at Ministry of Shipping for a period of one year with following experience from existing PMC team, who has done the study :</p> <ul style="list-style-type: none"> – Team leader with atleast 10 year relevant experience – Team associate with atleast 5 year relevant experience" <p>Ques - Is this team after project duration?</p>	<p>Last bullet point under clause 2(I) – Project management office, has been modified as follows:</p> <p>The Team of two professional shall be deployed at Ministry of Shipping for a period of one year initially from first day of the project execution with following experience from existing PMC team, who will do the study :</p> <ul style="list-style-type: none"> – Team leader with atleast 10 year relevant experience – Team associate with atleast 5 year relevant experience" <p>Period of one year can be extended for another one year</p>

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					<p>on same payment terms. The payment will be made on quarterly basis</p> <p>Last para deleted.</p> <p>Please refer to Addendum No 1.</p>
8	Page 30		Mckinsey& Company	Team Experience: Experts should be either employees or at least involved in one prior engagement (with audited proof)	Clause 10. S No 3a, 3b. The suggested experts/ project director shall be employees and shall have worked for atleast 2 years/ or be associated with consulting firm for atleast 2 assignments in the last 4 years
9	1. Instructions to Consultant	4.1	Mckinsey& Company	Number of days indicated in Section 1"" appears to be missing in Section 1. Please clarify how many days are given to a Consultant for seeking any clarifications before the proposal submission due date.	For the purpose of clarifications, pre-meeting has been kept on 09/02/2015.
8		5.2	Mckinsey& Company	Please provide a definition of a conflicting Assignment/job. Please confirm the definition of measurable physical output excludes downstream engineering services required to be performed by a technical consultant after expiry of the contract and also please confirm the limitation to not provide subsequent services is valid for 2 years from the completion of the Assignment.	<p>i) Conflicting Job is this case could be an ongoing engagement with an Indian port/ port competing for Indian bound cargo.</p> <p>ii) measurable physical output does not include engineering services after the expiry of the contract</p> <p>iii) The consultant shall not be eligible forever for supply of goods/ works/ jobs other than consulting/ engineering</p>

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					<p>services.</p> <p>Under the clause5 -conflict of Interest, para conflicting activities has been deleted.</p> <p>Please refer to Addendum no 1.</p>
9		8.4a	Mckinsey& Company	Please confirm if the assignment/job completed by the parent company whose legal entity in India has submitted the proposal as the Consultant are considered as qualifying assignments, including the legal entities of the parent company who have executed qualifying assignments in other countries. This is required in order to provide the international experts and experience sought by the Authority.	Parent company – should have controlling stakes (26% or more) in the Indian Entity is such cases
10		10	Mckinsey& Company	Please confirm if the withholding tax required to be paid in India by a foreign entity providing the services is included in the definition of Taxes.	Shall be as per clause 10 of section 1.
11		16	Mckinsey& Company	Please clarify in how many days the selected consultant has to provide the PBG after receipt of the LOI.	Within 15 days
12	2. Terms of Reference, Part 2 Scope of Work	(C) 2035 Port Master Plan, 4th Paragraph	Mckinsey& Company	Prepare a shelf of projects (including preliminary feasibility study & preliminary design) for each major port. Please confirm that the preliminary feasibility study will be done based on the existing available data with the Authority and no additional site investigations will be required to do the preliminary feasibility study.	The consultant is expected to collect data for preliminary feasibility if the data is not already available with the ports
13		(E) New Mega Ports, 1st Paragraph	Mckinsey& Company	Please define the requirement of a Mega Port in terms of the annual capacity, minimum water depth and maximum vessel size to be handled. Also, please	Mega port ports shall be have cargo handling capacity not less than 75 MT. Water Depth/Size of the vessel be as

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				confirm if the traffic study does not justify the need for additional 5-6 Mega Ports, then Authority will not enforce the same.	deep/large as possible with technical feasibility as the binding constraint. The consultant shall carryout a minimum of 5 site studies irrespective of the cargo projections
14			Mckinsey& Company	Please confirm that cost of undertaking all site investigations will be borne by the Authority. Due to not knowing the sites and the extent of the work required to be undertaken at each potential Mega Port site, it is not possible for the Consultant to assess the fees for conducting various site investigations.	Cost shall be borne by the consultant
15	2. Terms of Reference, Part 3, Key Deliverables and timeframe	Deliverable 4. Draft Report on capacity enhancement / shelf of projects with high level cost estimates.	Mckinsey& Company	Completion of this activity appears to be dependent on the inputs received from the third party consultant appointed by the Authority to undertake the "Benchmarking and Operational Improvement Study" being undertaken. The time allowed for submission of this deliverable should be minimum 14 weeks after the reference study inputs are received from the consultant.	Accepted
16		Deliverable 6. Report on Identification of sites for new port development.	Mckinsey& Company	Depending on the timing of the completion of earlier activities, it may not be possible to undertake all the site investigations within the given time frame due to the monsoons and other site conditions. Request you to confirm if the time provided excludes the delays due to monsoons.	Consultant will not be penalized for delays outside its control like Force Majore

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17		Clause 4.3. In case of non-submission of final report by the prescribed date, the consultant has to refund the entire amount released by IPA together with a penal rate of interest @10%	Mckinsey& Company	This clause is not acceptable and request you to remove it as the authority will be already holding the PBG in the amount of 10%, including the provision of up to 5% penalty.	last para of clause 4.3 has been amended as follows: In case of non-submission of final report by the prescribed date the consultant has to refund amount of that activity as per payment schedule released by IPA together with a penal rate of interest @ 10% Please refer to the addendum no 1.
18		Section 2 (E) New Mega Ports	BMT	States requirement for surveys and investigations including mathematical model studies and littoral drift studies to identify suitable location for the new ports. However, given the scale of study and the timeframe stipulated therein, we find it appropriate to undertake site identification study based on secondary data and our database. However, if the field survey and investigations are still required, we believe that it would impede the time schedule for the proposed assignment and we would propose that this be increased suitably. In view of the above, we humbly submit our request to consider secondary data as the basis for site identification study instead of undertaking fresh surveys and investigations.	The consultant is expected to collect primary data as indicated in the RFP document. However, the consultant is free to use other available secondary data while making its recommendations. IPA expects the consultant to deploy parallel teams in identified sites to meet the timelines
19	PART I : Objective & Scope of Services	De-bottlenecking existing ports and improving productivity	BCG	How will IPA help facilitate interactions and sharing of documents with minor ports to broadly understand the development plans of large functional minor-ports?	To the extent possible, the Ministry of Shipping/ IPA will facilitate interactions with minor ports. However, the consultant is expected to

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					follow up with the concerned minor ports and state maritime boards
20	PART I : Objective & Scope of Services(2 Scope of work)	2035 Port Master Plan	BCG	We are assuming that IPA will provide us with the existing port master plans of all major ports and will help facilitate interactions with each major port to review their existing capacity augmentation plans.	IPA/ Major ports will share their existing master-plans wherever available; The consultant is expected to validate the same. In other cases the consultant is expected to develop the masterplan.
21	-do -	2035 Port Master Plan	BCG	We understand that only capital cost for (3 phases, 5 , 10 and 20 years corresponding to respective traffic) for all major port master plan needs to be worked out ? Please confirm	Yes
23	-do -	New ports The technical study for port development at a suitable location shall be based on (for e.g.,) – Bathymetric studies – Topographic studies – Mathematical model studies – Littoral drift studies – Geotechnical and soil	BCG	We understand that consultant is supposed to use the existing information available for his desk study and to identify new port locations for mega ports. The physical studies like bathymetric studies, topographic studies and geotechnical and soil investigation studies will be carried out later by relevant SPV's after firming up the decision to build ports in order of priority. Please confirm	The technical studies as indicated in the RFP document, are part of the scope of this study. The consultant is expected to collect primary data in this assignment.

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		investigation studies – Hinterland connectivity – Availability of land			
24	-do -	Marine cluster development	BCG	We understand that consultant is supposed to use the existing information available for his desk study to identify new marine clusters. The physical studies like bathymetric studies, topographic studies and geotechnical and soil investigation studies will be carried out later by relevant SPV's after firming up the decision to build ports in order of priority. Please confirm	Same as above
25		Criteria No2. 45 pts in total. Criteria N03 25 pts in total	BCG	If you add up 2a-2e, the total no of points is 50 instead of 45. Pls. confirm. If you add up 3a and 3b , total no points is 20 instead of 25. Pls. confirm	2a-2e the total marks is 50& 3a-3b the total marks is 20. Please refer to Addendum no 1
26		item 13.3 if ITC	BCG	"...BEFORE-20-03-2015, 3.00 pm..." should read "...BEFORE-24-03-2015, 3.30 PM..". Pls. confirm.	Now shall be read as 02-03-2015. Please refer to Addendum no 1
27	10. Evaluation of proposal	3c Technical Leader for technical feasibility study (evaluated on the basis of the years, quality and relevance of their experience)	BCG	Kindly clarify the desired eligibility, minimum experience extent and required level of(global and local experience that would be used for evaluation of experts and scoring the consultant's application	Global experience preferred There is no minimum eligibility criteria for years of experience.
28		3a Bidder to select a panel of 5 leading	BCG	Kindly clarify the desired eligibility, minimum experience extent and required level of mixed team	Global experience preferred. There is no minimum eligibility criteria for years of experience

		commercial port & shipping experts and 5 from key industries that drive traffic (e.g., power, steel & oil & gas) who will be deployed on this assignment. Experts will be evaluated on the basis of the years, quality & relevance of their experience		(global and local experts) that would be used for evaluation of experts and scoring the consultant's application	
29	S.N. 1a of Evaluation of Proposal (Point 10) of Section 2	Revenue of consulting firm in India (only consulting division revenues; excluding revenues from audit, taxation, financial/transaction advisory and other non-consulting division as well as revenues from offshore consulting services to non-Indian location)	Deloitte	<p>It may be noted that it is practically not possible for auditor / CA to segregate the revenue in the requested manner, as generally strategy related services comprises of various components. Thus, request you to kindly consider the aggregate consulting revenue. Further, if required, the threshold requirements for the revenue may be increased</p> <p>We hope that you will consider this request in its right earnest.</p>	Clause remains unchanged

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30	S.N. 2a of Evaluation of Proposal (Point 10) of Section 2	Strategy assignments (strategic planning, business/operational improvement, and capability/capacity enhancement) done by the consultant for central government/state government/public sector enterprises in India in the last 7 years with value of each engagement being greater Rs. 7 crores	Deloitte	<p>We understand that IPA is interested to appoint a reputed firm / consultant thus the Authority has given an engagement value criteria for considering as an eligible assignment. However, based on our understanding of terms of reference and Scope of Work and our experience of working on similar engagement, we understand that the engagement value is not the only parameter to evaluate the criticalities, impact, benefits and strategic importance of an engagement for the client.</p> <p>Considering, Deloitte has extensive international and Indian experience of advising on such assignments. Request you to reduce the engagement value of the eligible Assignment.</p>	Clause remains unchanged
31	S.N. 2b of Evaluation of Proposal (Point 10) of Section 2	Global Port/coastline and shipping strategy assignments done by the consulting firm globally with individual value exceeding	Deloitte		Clause remains unchanged

		USD 1,000,000 in the last 7 years. Including assignments of sea cargo flows forecasting and implications assessment			
32	S.N. 2c of Evaluation of Proposal (Point 10) of Section 2	Assignments done in industries that are key drivers of port traffic in India including power, steel, oil and gas in India, and containers globally, in the last 7 years with value of each engagement being more than Rs. 5 Crores	Deloitte		Clause remains unchanged
33	S.N. 2d of Evaluation of Proposal (Point 10) of Section 2	Assignments done for Special Economic Zones, Industrial Zones, Free Trade Zones in the last 7 years with value of each engagement being more than	Deloitte		Clause remains unchanged

		USD 1,000,000			
34	S.N. 2e of Evaluation of Proposal (Point 10) of Section 2	Technical port site evaluation assignments done in the last 7 years with value of each engagement being more than USD 300,000	Deloitte		Clause remains unchanged
35	Self-Certified Documentary Evidence to be submitted in support of Eligibility with Technical Proposal	Copy of Contract/work orders along with completion certificate indicating the details of previous assignment completed, client, value of assignment/proportionate value in use of projects/ assignment in process date and year of award. The MD of the Consulting firm shall self-certify if	Deloitte	In the firm like ours, there are various partners / Senior Directors which are authorised by Board to execute / sign any legal documents on behalf of the firm. We understand that the self -certification by the partner /Senior Director will be acceptable to you for this proposal. Please clarify.	Indian MD/ Equivalent shall self-certify

		the firm has done assignments on non-disclosure agreements.			
36	Foot note 2 of Evaluation of Proposal (Point 10) of Section 2	Assignments excluding Preparation of DPRs, regulations, IT implementation, Forensic/ Internal Audit/ Risk Assessment and Transaction/M&A engagements. The Managing Director of the consulting firm shall self-certify; incase confidentiality clause has been signed by the consultant with the client	Deloitte		Clause remains unchanged
37	Last sentence of Point 8.4 (a) of Section 1	In case of client confidentiality agreements, a self-certification has to be provided by the	Deloitte	- Do -	Indian MD/ Equivalent shall self-certify

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		MD of the consultant.			
38	Section 2 (Terms of Reference), 2. Scope of Work	2035 Port Master Plan	Deloitte	We understand that for existing 12 Major Ports covered under this study Master Plan would mainly cover traffic projections, capacity considerations, review of proposed projects and development of shelf of projects. However, it would not include development of engineering plans / layouts for Ports. Request you to kindly confirm.	The scope does not include detail engineering of the proposed projects
39	-do -	2035 Port Master Plan Prepare a shelf of projects (including preliminary feasibility study & preliminary design) for each major port to undertake based on the port master plans.	Deloitte	For estimating effort and time requirement, some clarity is required regarding number of projects in shelf of projects, as for the same preliminary feasibility study and also design is to be prepared. Request you to kindly clarify.	As a part of National Perspective plan , this study is being done to understand the number and type of projects each port needs to do keeping in view the future traffic projections.
40		New Mega Ports Based on the Technical study, traffic scenario and constraints in existing ports, evaluate	Deloitte	We understand that preliminary analysis would be undertaken for 5-6 new port locations and detailed technical study would be undertaken for only 2-3 suitable locations. Request you to kindly confirm. Further, such detailed technical study would include: – Bathymetric studies, Topographic studies,	The scope of the consultant is to asses the technical feasibility of the selected sites. The scope includes collection of primary data as indicated in the RFP document. s

		<p>the case for development of at least 5-6 mega ports sites and suggest development / investment plan for such new ports.</p> <p>Objectives</p> <ul style="list-style-type: none"> - Identify up to 5-6 new port locations - Identify up to 2-3 suitable locations (at least one in east coast another in west coast) for development of "maritimeclusters" 		<p>Mathematical model studies, Littoral drift studies, Geotechnical and soil investigation studies, Hinterland connectivity, Availability of land as well as concept plan (if greenfield location). We understand that it would not include other studies not covered above, like environmental, oceanographic, and meteoroidal studies. Request you to kindly confirm.</p>	
41		<p>Project Management Office</p> <p>The PMC shall assist and hand hold the SDC till such time the Company commences its business activities.</p>	Deloitte	<p>Commencement of business by the Company would be contingent on various decisions by Government, not in control of the Consultant. Accordingly, request you to consider specifying a time period or providing a provision for extension of services and corresponding remuneration.</p>	<p>Initial period of 1 year from the start of the project , which can be extended for further one more year.</p> <p>Please refer to the Addendum No 1.</p>

42	Section 2 (Terms of Reference), 3. Key Deliverables and timeframe:	Final report based on stakeholder consultations by 60 weeks from inception	Deloitte	Request you to kindly clarify nature and extent of consultations envisaged.	As envisaged in ToR and scope of work
43	S.N. 2 of Evaluation of Proposal (Point 10) – No of Assignment to be provided of Section 2	Experience of the firm relevant to the engagement	Deloitte	<p>From the given details of the Assignment it is not clear that how many assignments have to be provided under each category.</p> <p>Request you to provide the no of required assignment and the criteria for the scoring to enable us to propose the most appropriate numbers of assignments for this RFP.</p>	The consultant shall provide the list of all relevant assignments. 20% marks would be for number of assignments and 80% for quality of work
44	S.N. 3 of Evaluation of Proposal (Point 10) – Evaluation Criteria of Section 2	Key personnel to be engaged in assignment (technical experts, partners, engagement leader)	Deloitte	<p>For evaluation of the Key Personnel it is mentioned that “Experts will be evaluated on the basis of the years, quality & relevance of their experience”</p> <p>From the given details thescoring criteria / weightage of years of Experience, quality and relevance of the experience is not clear. Kindly clarify the criteria for the scoring to enable us to propose the most appropriate personnel for the engagement.</p>	20% marks for years of experience & number of assignments. 80% for quality & relevance of the experience
45	Last para of S. No 5.2 of Section 1	Conflicting Relationships: A Consultant (including its Personnel and Sub-	Deloitte	Request you to restrict the clause only to the team who are directly involved in the preparation of the proposal and execution of the project	Clause remains unchanged

		Consultants) that has a business or family relationship with member of the employer's staff who is directly or indirectly involved in any part of (i) the preparation of the Terms of Reference of the Assignment/job, (ii) the selection process for such Assignment/job, or (iii) supervision of the Contract, may not be awarded a Contract, unless the conflict stemming from this relationship has been resolved in a manner acceptable to the Employer throughout the selection process			
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		and the execution of the Contract			
46	S. No. 4.3 of Part – I of Section 2	The consultant shall ensure timely completion of the milestones mentioned above. There will be a penalty @ 0.5% of the Total value of work awarded for every week of delay in non-achieving the milestones of work order unless such delay is duly approved by IPA. In case of non-submission of final report by the prescribed date the consultant has to refund the entire amount released by IPA together with a penal rate of Interest @ 15%	Deloitte	<p>Request you to fix the upper limit of the penalty as 10% of the fee paid.</p> <p>Also, the penalty should only be applicable in case the delay in non-achieving the milestone of work done is solely attributable to Consultant</p>	<p>Clause 4.3 has been defined in different manner. Please read the clause again. Its seems that wrong para has s been quoted under clause 4.3</p> <p>Consultant will not be penalized for delay caused due to Force Majoure</p>

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47	S. No. 13 (VII) of Part – II of Section 2	In case of any dispute arising, the decision of the IPA will be final	Deloitte	Request you to consider the dispute resolution as per conciliation and arbitration act 1996.	Clause remains unchanged
48	Timelines and Schedule (Point 18)	<p>The schedule for receipt of the application is as follows:-</p> <p>2. Submission of document fee of Rs.10,000/- for RFP on or before 1430 Hrs on 24/02/2015.</p> <p>3. Receipt of offers on or before 3.00 PM(1500 Hrs) on 24/02/2015</p> <p>4. Opening of Technical offers at 1530 Hrs on 24/02/2015</p>	Deloitte	<p>As per the RFP document, the due date for submission of Proposal is stipulated as 24th February, 2015. You would appreciate that given the scope of the proposed assignment, the proposal preparation requires putting together a large document, apart from putting together a well-qualified and experienced team. Accordingly, more time would be required to plan and put together the proposal for your perusal.</p> <p>We therefore request to provide at least four (4) weeks for proposal preparation from the date of issuance of clarifications / amendments. This would allow us sufficient time to offer our value proposition in the best possible manner. We hope that you will consider this request in its right earnest.</p>	<p>The submission date is now extended to 02/03/2015</p> <p>Please refer to Addendum no 1</p>
49	10. Evaluation of Proposal – Experience of the Firm relevant to	Strategy assignments (strategic planning, business / operational improvement, and capability /	KPMG	We request Indian Ports Association (IPA) to reduce the threshold value for the eligible engagements from the stipulated Rs. 7 crores. We request if the following can be considered: engagements with value less than Rs. 7 crores but relevant for the proposed engagement may also be included for evaluation of the Consultant's	<p>Clause remains unchanged.</p> <p>20% marks is for number of assignments and 80% marks is for the quality of the assignment</p>

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	the engagement criteria Point 2a.	capacity enhancement) done by the Consultant for Central / State government / public sector enterprises in India in the last 7 years with value of each engagement being greater than Rs. 7 crores		experience. We also request IPA to also specify the score distribution w.r.t the number of relevant engagements that meet the stipulated criteria. (For example: Scoring can be mentioned for Consultants submitting 0-2 relevant engagements; 3-5 relevant engagements and more than 5 relevant engagements). This shall also guide the bidders in submitting the requisite number of relevant engagement credentials.	
50	10. Evaluation of Proposal – Experience of the Firm relevant to the engagement	2d. Assignments done for Special Economic Zones, Industrial Zones, Free Trade Zones in the last 7 years with value of each engagement being more than USD 1,000,000	KPMG	We request Indian Ports Association (IPA) to reduce the threshold value for the eligible engagements for the two clauses 2d and 2e.	Clause remains unchanged
51	Criteria Point 2d & 2e.	2e. Technical port site evaluation assignments done in the last 7 years with value of each engagement being more than	KPMG	We would request if the engagements with value less than the stipulated values but relevant for the proposed engagement may also be included for evaluation of the Consultant's experience. We also request IPA to also specify the score distribution w.r.t the number of relevant	The consultant is free to submit assignments relevant to the engagement. Incase the assignment values is lower than what has been specified in the evaluation criteria then the consultant shall explicitly

		USD 300,000		engagements that meet the stipulated criteria.	mention the same in the proposal
52	10. Evaluation of Proposal – Criteria Point 3a	<p>Key Personnel to be engaged in the assignment (technical experts, partners, engagement leaders)</p> <p>Bidder to select a panel of 5 leading commercial port & shipping experts and 5 from key industries that drive traffic (e.g., power, steel & oil&gas) who will be deployed on this assignment.</p> <p>Experts will be evaluated on the basis of the years, quality & relevance of their experience</p>	KPMG	<p>We request IPA to detail the experience requirements of the Key Personnel. The educational qualifications, number of years of experience, number engagements relevant for the proposed project etc. may be please clarified as an addendum to the RFP document</p>	<p>There is no minimum eligibility criteria for experts proposed.</p> <p>20% marks for years of experience & number of assignments. 80% for quality & relevance of the experience</p>

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53	12. Payment Terms Payment Schedule Table The fir	first deliverable – Inception Report – is to be submitted 2 weeks from the start of engagement. The next deliverable – Draft Report on cargo traffic projections & logistics bottlenecks – is to besubmitted 10 weeks from start of engagement. However, the Payment Schedule mentions that the first payment milestone shall be for the second deliverable – i.e. – Draft Report on cargo traffic projections & logistics bottlenecks	KPMG	We would request if an initial payment milestone for the submission of the Inception Report may also please be created and incorporated in the Payment Schedule Table.	There is no payment against inception report
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54	Scope of Work Section (G) Port-led industrial development	Identify suitable parcels of land for developing industrial and economic zones (including SEZs)	KPMG	We request IPA to please mention the level of detail of analysis needed for identification of suitable parcels of land for industrial and economic infrastructure development as collation of the data and information is likely to be extremely effort intensive depending upon the level of detailed analysis. IPA may please clarify if the land availability information shall be required at a district level or at taluka-level.	Identify exact parcels of land with a preference to land owned by central/state government/ government bodies/ PSUs in the suggested broad areas (district level)
55	Scope of Work Section (I) Project Management Office	The Team of two professional shall be deployed at Ministry of Shipping for a period of one year with following experience from existing PMC team. – Team leader with atleast 10 year relevant experience – Team associate with atleast 5 year relevant experience. The consultant may be asked to handhold the project management	KPMG	The Financial Proposal FP-2 requires Fee for one year on man per month basis for the two professionals. However, the payment milestone(s) for the respective payment for the team deployed at the Project Management Office comprising of the two professionals is not stated in the RFP document. We request if the payment milestone for this team deployment can be made a monthly milestone depending upon the mandays input from this team	Fee payment for the team deployed for assisting the Sagarmala cell in the MoS shall be on quarterly basis

		office at the endthe study.			
56	Cl 10 - Evaluation of Proposal, Sub Clause 2d		TCS	Kindly replace the value of each engagement from USD 1,000,000 to USD 500,000	Clause remains Unchanged
57	Cl 10 - Evaluation of Proposal, Sub Clause 2e		TCS	Kindly replace the value of each engagement from USD 300,000 to USD 200,000	Clause remains Unchanged
58	Cl 2 – Scope of Work Sub Clause (E) New Mega Ports		TCS	We understand that the aforesaid investigations should be carried out for both the land and marine side and we shall be pricing for 5 new Ports. Any additional locations will be on pro rata basis. Hence, we request you to have a separate price schedule for surveys.	Clause remains Unchanged
59	Cl 2 – Scope of Work Sub Clause (F) Marine Cluster Developme nt		TCS	Kindly list the surveys to be carried out at identified marine clusters. Hence, we request you to have a separate price schedule for surveys.	Clause remains Unchanged

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60	Extension of Bid Submission Date		TCS	We request you to kindly extend the date by 3 weeks from the date of hosting of pre-bid replies on your website	The scheduled submission date is 02/03/2015. Please refer to Addendum no 1.
61	List of Major Ports - Included in the study		TCS	Is the port of Andaman and Nicobar included in the scope as its name is not mentioned in page 49 of 50, Annexure I of the RFP	The list doesnot include the port in Andaman & Nicobar