

**ADDENDUM No1**  
**(RFP for Appointment of Consultant for Transforming Indian Major Ports to drive Sustainable Profit improvement)**

1. **Schedule for receipt of the application shall be read as follows :**
  1. Receipt of offers on or before 3.00 PM (1500 Hrs) on **10/12/2015**
  2. Opening of offers at 3.30 PM (1530 Hrs) on **10/12/2015**
2. **Clause 9 Evaluation of proposal : The scoring criteria table shall be read as**

S.No	Criteria	Marks
1	<b>Relevant Past experience of the agency in the last ten years</b>	<b>40</b>
A	<p>India case studies of assignments on productivity/profit improvement/operations excellence. (Excluding assignments related to transaction advisory, risk management and audit). This would be assessed inter-alia on the recency, size, no of assignments and relevance and quality of the assignments. Assignments should be of a minimum value of Rs 5 Crs.</p> <p><i>(The consultant shall provide the list of all relevant assignments. 20% marks would be for number of assignment and 80% for quality of work. Who secure maximum marks will get highest score and other bidder based on normalization. )</i></p>	10
B	<p>International case studies of assignments on productivity improvement /profit improvement/operations excellence for Ports/terminals outside India. This would be assessed inter-alia on the recency, size, no of assignments and relevance and quality of the assignments. Ideally, the bidder should demonstrate experience of transformation / comprehensive performance improvement. Assignments should be of a minimum value of USD 1,000,000 (Rs 6.0 Crs).</p> <p><i>(The consultant shall provide the list of all relevant assignments. 20% marks would be for number of assignment and 80% for quality of work. Who secure maximum marks will get highest score and other bidder based on normalization. )</i></p>	30

S.No	Criteria	Marks
2	<b>Qualification and Experience of Team Proposed for the assignment</b>	<b>30</b>
A	<p><b>Team Leader (One):</b></p> <p>Post Graduate with minimum 10 years work experience in either strategy / operations improvement, productivity improvement/profit improvement programs in ports and maritime sector. Team leader should have been a permanent employee of the bidder for at least 3 years. The candidate must have ideally been involved in at least 3 ports. Preference for international experience.</p> <p><i>(20% marks for year of experience &amp; number of assignment. 80% for quality &amp; relevance of the experience. Who secure maximum marks will get highest score and other bidder based on normalization.)</i></p>	10
B	<p><b>Transformation and Capability Development Experience (One):</b></p> <p>Post Graduate with minimum 10 Years work experience leading large transformation programs and capability building programs in areas of Organization, operations or process benchmarking studies / business process reengineering / cost reduction assignments / profit improvement program. Ideally, the expert should have worked on at least 3 ports. The expert should have been a permanent employee of the bidder for at least 3 years. Preference for international experience.</p> <p><i>(20% marks for year of experience &amp; number of assignment. 80% for quality &amp; relevance of the experience. Who secure maximum marks will get highest score and other bidder based on normalization.)</i></p>	5
C	<p><b>Port Sector Expert (Three ) (5 marks for each expert):</b></p> <p>Post Graduate with minimum 10 Years work experience in business consulting, operations improvement and strategy consulting assignments in ports &amp; maritime sector. Port expert should have ideally worked on 3 ports and should have international experience. The expert should have been a Permanent employee of the bidder for at least 3 years. Preference for international experience. <b>Out of three, one Port expert should have experience in dredging operations &amp; Techniques</b></p>	15

S.No	Criteria	Marks
	<i>(20% marks for year of experience &amp; number of assignment. 80% for quality &amp; relevance of the experience. Who secure maximum marks will get highest score and other bidder based on normalization.)</i>	
3	<p><b>Approach, Methodology and Work Plan Proposed</b></p> <p>Understanding of key operational improvement implantation levers in ports</p> <p>Approach, tools, methodologies, Work plan and approach</p> <p><i><b>Bidders also have to make presentation on above before the evaluation Committee</b></i></p>	<b>30</b>

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