

## Pre-bid Queries & Responses

### “Selection of Consultant for providing Transaction Advisory services for Development of a Four-star and a Budget Hotel in Gardanibagh, Patna on Concession basis through Public Private Partnership”

<b>M/s Darashaw &amp; Company Private Limited</b>				
No.	Reference	Provision/Clause in the RFP	Suggestion	IDA Responses
1.	3.I. B of the RFP Document on page no 5 of the RFP Document - Minimum Eligibility Criteria	Minimum Eligibility Criteria	<p>We request you to add the below condition as minimum eligibility criteria for regular coordination with the client and successful completion of the assignment:</p> <p>As the project will require regular interactions with client on frequent basis about the progress of the project, the consultants are expected to have <b>office at Patna</b> for smooth functioning of the project. The consultant shall provide their office address along with the proposal at the time of bidding. The proposal of consultants without office in Patna will be summarily rejected.</p>	The office of the firm may situate anywhere in India or abroad. But the concerned professional should be available at Patna whenever required.
2.	Clause No 3. I. C on page no 5 of the RFP Document - Minimum Eligibility Criteria	The Firm should have received a minimum of Rs 200 Cr per annum as revenue from operations during each of the last three financial years 2015-16,2016-17, 2017-18 (duly Supported by audited balance sheet or Statutory Auditor certificate).	<p>The criteria is very stringent, we request the authority to make following changes:</p> <p>The Firm should have received a minimum of <b>Rs 20 Cr</b> per annum as revenue from operations during each of the last three financial years <b>2015-16, 2016-17, 2017-18</b> (duly Supported by audited balance sheet or Statutory Auditor certificate).</p>	The Firm should have received an average minimum of <b>Rs 100 Cr</b> per annum as revenue from operations during the last three financial years 2015-16,2016-17, 2017-18 (duly Supported by audited balance sheet or Statutory Auditor certificate).

No.	Reference	Provision/Clause in the RFP	Suggestion	IDA Responses
			<p>We also request you <b>add marks for the above turnover in technical evaluation.</b> In absence of providing marks in the technical evaluation, the above minimum turnover criteria does not serve much purpose.</p>	No Change
3.	<p>Clause No 3.2.4 on page no 5 of the RFP Document - Criteria for Technical Evaluation</p>	<p><b>S.No 2</b> - Additional 1 mark for each such project taken in Star Hotel/Tourism - <b>5 Marks</b>  <b>S.No 4</b> - Experience of providing consultancy services in development of Star Hotels and Tourism Project worth more than 50 crore. - <b>10 Marks</b>  <b>S.No 5</b> - Consultancy services for Investment promotion in India in past 5 years preceding the PDD. - <b>5 Marks</b></p>	<p>In S.No 1 already 20 marks are provided for Hotel and Tourism projects. Repeatedly asking again and again Tourism and Hotel Projects in S.No 2 and 4 and providing separate marks for the same does not serve any purpose. Similarly in S.No 5 Investment Promotion Projects are not related to the assignment and hence we request you to remove S.No 2,4 and 5 and replace as below.</p> <p>Requesting you to replace the above <b>20 marks</b> by Turnover Experience as below:</p> <p>Minimum Turnover Per annum in last 3 years</p> <p><b>Above 20 Crores - 5 Marks</b></p> <p><b>Above 30 Crores - 10 Marks</b></p> <p><b>Above 40 Crores - 20 Marks</b></p>	<p>Maximum 20 marks will be given for all infrastructure projects including Star Hotel/Tourism. If more numbers of projects found in Star Hotel/Tourism, additional max 5 marks will be given.</p> <p>No Change</p>
4.	<p>Clause No 3.2.4 on page no 6 of the RFP Document - Criteria for Technical Evaluation</p>	<p>S.No 6 - CV Experience  Team Leader - 10 Marks  Finance Expert - 10 Marks  Legal Expert - 5 Marks  PPP cum Procurement Expert - 5 Marks  Facility Management Expert - 5 Marks  <b>Total 35 Marks</b></p>	<p>Since no marks are provided for the applicant years of experience, we request you to provide 10 marks for the applicant year of experience by adjusting 10 marks from CV experience as below:</p> <p>The applicant experience in providing Transaction Advisory services / Consultancy to government clients in Infrastructure projects through PPP / experience of providing consultancy services in hotel/tourism projects:</p>	No Change

No.	Reference	Provision/Clause in the RFP	Suggestion	IDA Responses																																				
			<p>Above 10 Years - 5 Marks</p> <p>Above 15 Years - 10 Marks</p> <p>The CV Experience marks can be adjusted as below:</p> <p>Team Leader - 8 Marks</p> <p>Finance Expert - 7 Marks</p> <p>Legal Expert - 4 Marks</p> <p>PPP cum Procurement Expert - 3 Marks</p> <p>Facility Management Expert - 3 Marks</p> <p>Total 25 Marks</p>																																					
5.	Clause 5.A - Page 8 of RFP	<p><b>Professional Fees and Timelines :</b> The Consultant shall be paid the professional fee under the engagement as per following:</p> <p><b>(A) Project Fee:</b> In consideration of services linked to the professional fee shall be linked to following milestones.</p> <table border="1" data-bbox="510 981 1108 1492"> <thead> <tr> <th>Sr No</th> <th>Milestone</th> <th>Fee Payable</th> </tr> </thead> <tbody> <tr> <td colspan="3">Phase- I</td> </tr> <tr> <td>1</td> <td>On acceptance of Project Concept &amp; Plan</td> <td>10% of Quoted Fee</td> </tr> <tr> <td>2</td> <td>On acceptance of RFQ , RFP&amp; DCA</td> <td>20% of Quoted Fee</td> </tr> <tr> <td>3</td> <td>On Submission of RFP Evaluation</td> <td>10% of</td> </tr> </tbody> </table>	Sr No	Milestone	Fee Payable	Phase- I			1	On acceptance of Project Concept & Plan	10% of Quoted Fee	2	On acceptance of RFQ , RFP& DCA	20% of Quoted Fee	3	On Submission of RFP Evaluation	10% of	<p>We request the authority to change the following:</p> <table border="1" data-bbox="1137 837 1809 1444"> <thead> <tr> <th>Sr No</th> <th>Milestone</th> <th>Fee Payable</th> </tr> </thead> <tbody> <tr> <td colspan="3">Phase- I</td> </tr> <tr> <td>1</td> <td>On acceptance of Project Concept &amp; Plan</td> <td>25% of Quoted Fee</td> </tr> <tr> <td>2</td> <td>On acceptance of RFQ , RFP&amp; DCA</td> <td>25% of Quoted Fee</td> </tr> <tr> <td>3</td> <td>On Submission of RFP Evaluation report</td> <td>10% of Quoted Fee</td> </tr> <tr> <td>4</td> <td>On Signing of Concession Agreement</td> <td>10% of Quoted Fee</td> </tr> <tr> <td colspan="3">Phase- 2</td> </tr> </tbody> </table>	Sr No	Milestone	Fee Payable	Phase- I			1	On acceptance of Project Concept & Plan	25% of Quoted Fee	2	On acceptance of RFQ , RFP& DCA	25% of Quoted Fee	3	On Submission of RFP Evaluation report	10% of Quoted Fee	4	On Signing of Concession Agreement	10% of Quoted Fee	Phase- 2			No Change
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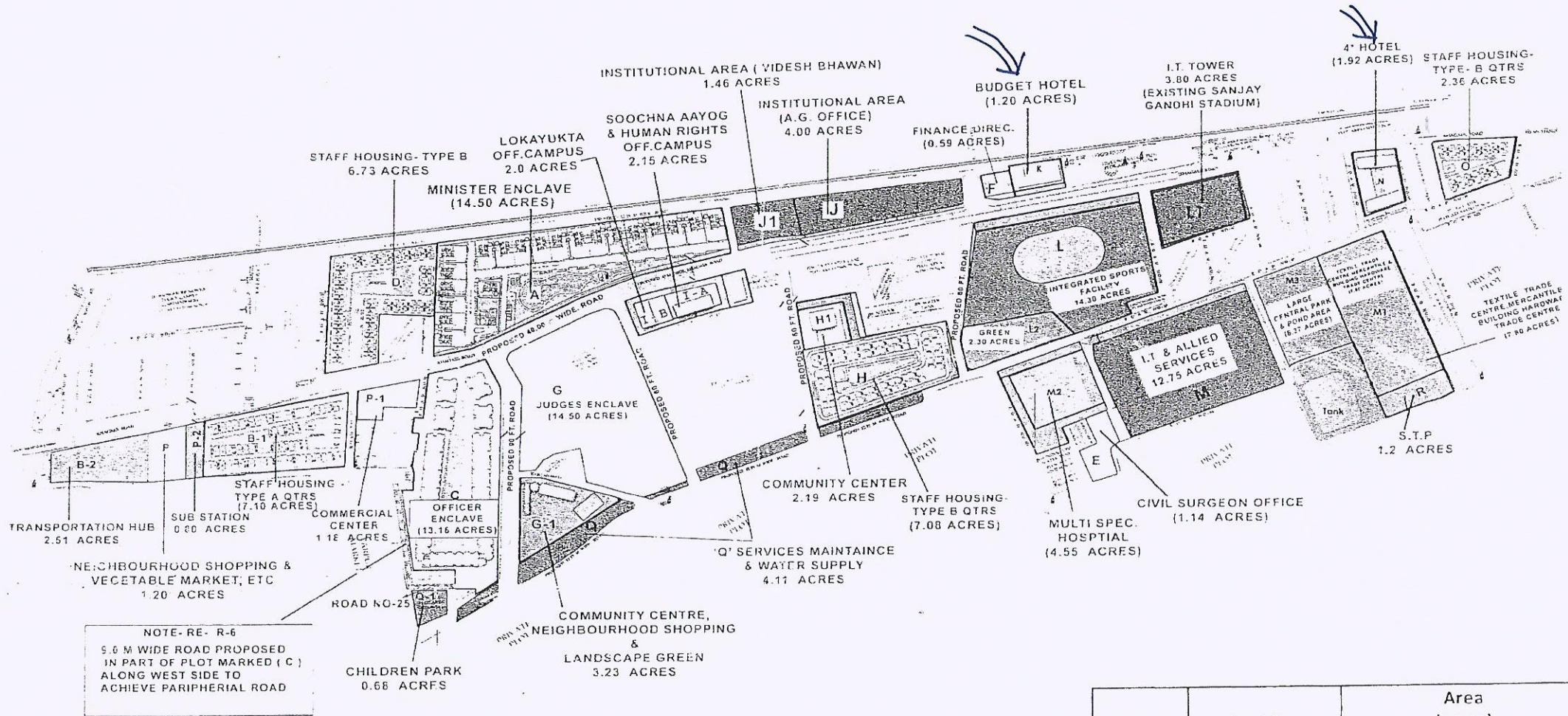
No.	Reference	Provision/Clause in the RFP		Suggestion			IDA Responses			
			report	Quoted Fee	5	In equal QGR in 24 months	30% of Quoted Fee			
		4	On Signing of Concession Agreement	30% of Quoted Fee	We request the authority to kindly consider the change because majority of the work will have to be done in first stage.					
		Phase- 2								
		5	In equal QGR in 24 months	30% of Quoted Fee						
<b>M/s MAZARS</b>										
6.	Para 2 (i) The Scope Of Work	The Scope Of Work: Finalize the Project Structure.		We understand the technical feasibility along with designs, cost etc. will be available with the authority.  We also understand that our role will be limited to financial structuring and financial modeling.  Please confirm our understanding.			Transaction Advisor shall have to prepare technical feasibility along with designs, cost etc. and complete bid documentation works till financial closure.			
7.	Para – 3 (ii) 4 Criteria for Technical Evaluation Pg. No 5	Experience of providing consultancy services in development of Star Hotels and Tourism Project worth more than 50 crore. 2 marks for each project.		Please clarify whether accreditation for experience of providing consultancy services for project worth more than 50 Cr has to be provided for both Star Hotels and Tourism or any one of the above.			Both Star Hotels and Tourism Project worth more than 50 crore.			
8.	Para – 3 (ii) 5 Criteria for Technical Evaluation	Consultancy services for <b>Investment promotion</b> in India in past 5 years preceding the PDD. 1 project 3 marks, 2 projects 5 marks, else 0.		Kindly elaborate investment promotion in this context.			It is concerned with experiences in attracting investments to Country or State.			

No.	Reference	Provision/Clause in the RFP	Suggestion	IDA Responses
	Pg. No 5			
9.	Para 5 Professional Fees and Timelines. A. Project Fee	In consideration of services linked to the professional fee shall be linked to following milestones. 1) On acceptance of Project concept & Plan 10% of quoted fee. 2) On acceptance of RFQ, RFP& DCA 20% of quoted fee. 3) On Submission of RFP Evaluation report 10% of quoted fee. 4) On Signing of Concession Agreement 30% of quoted fee. Phase-2 5) In equal QGR in 24 months 30% of quoted fee.	We request the client to please look into the possibility of changing the Project fee structure as below: 1) On acceptance of Project concept & Plan 10% of quoted fee. 2) On acceptance of RFQ, RFP& DCA 20% of quoted fee. 3) On Submission of RFP Evaluation report- 15% of quoted fee. 4) On Signing of Concession Agreement- 35% of quoted fee. Phase-2 5) In equal QGR in 24 months- 20% of quoted fee.	No Change
10.	Para – 3 (ii) 4 Criteria for Technical Evaluation Pg. No 5	Experience of providing consultancy services in development of Star Hotels and Tourism Project worth more than 50 crore. 2 marks for each project.	Please clarify whether accreditation for experience of providing consultancy services for project worth more than 50 Cr has to be provided for both Star Hotels and Tourism or any one of the above.	No Change
<b>M/s Jones Lang LaSalle Property Consultants (India) Private Limited</b>				
11.		“.....The Department has already identified land admeasuring 1.92 acre for four-star Hotel and 1.20 acre for the Budget Hotel.....”	Whether the Department will share site plans of the two identified land parcels.	As per request it is being shared along with RFP.

No.	Reference	Provision/Clause in the RFP	Suggestion	IDA Responses
12.	Clause 2.1 X	<p><b>“Post concession Agreement</b> The transaction adviser shall assist the Building Construction department in monitoring the implementation of the project in accordance with the provision of the concession agreement and management of the contract”.</p>	Kindly elaborate on the exact Scope of Work in this phase.	Transaction Advisor shall have to prepare technical feasibility along with designs, cost etc. and complete bid documentation works till financial closure.
13.	Clause 3.ii. Criteria for Technical Evaluation” Sr. no 6	<p><b>(I) Team Leader:</b> The Team Leader Should be a B.E/B.Tech in civil engineering/Computer Science/B.Arch., or their equivalent, with post-graduation in MBA/CA/CFA or equivalent from a reputed institute with at least 12 years of experience.</p> <p><b>(II) Financial Expert:</b> MBA in finance or equivalent with minimum 10 years of relevant experience.</p> <p><b>(III) PPP cum Procurement expert:</b> MBA or equivalent with min 10 years of work-experience out of which 5 years’ experience should be in consultancy in Govt. Sector</p> <p><b>(IV) Expert in Facility Management:</b></p>	<p>Request you kindly also consider post-graduation in Architecture/Planning for this position.</p> <p>Request you kindly consider MBA with 5 years experience.</p> <p>Request you kindly also consider post-graduation in Architecture/Planning for this position.</p> <p>Kindly elaborate the role of facility manager here, as it is understood that Stage II shall involve the construction process. A facility manager typically has involvement post construction completion, i.e during building operations stage. Kindly clarify.</p>	<p>Equivalent qualifications are acceptable.</p> <p>No Change</p> <p>Equivalent qualifications are acceptable.</p> <p>Agreed.</p>
14.	Clause 5	Professional Fees and Timelines	The RFP does not provide timeline for the	No Change

No.	Reference	Provision/Clause in the RFP	Suggestion	IDA Responses
			<p>deliverables.</p> <p>As Deliverable 1 of the Phase I includes market study, Feasibility Report, Revenue Model and Project Structuring based on which RFQ and RFP will be formulated, request you kindly increase the milestone payment of 10% to 20%.</p>	No Change
15.	Clause 14	<p><b>Duration:</b> .</p> <p>ii) The Authority reserves the right to extend the duration on mutually agreeable terms and conditions.</p>	JLL assume that in case of an extension of duration in case of Phase II, the fees will also be increased pro-rata basis for the extended duration, as per proposed QGR.	No price-escalation or fee shall be increase on the case of extension of duration.
16.	Clause 22	<b>Schedule of Events</b>	Kindly extend the proposal due date by three weeks for preparation of a comprehensive proposal.	<b>05.01.2019</b>

# MASTER PLAN



NOTE- RE- R-6  
 9.6 M WIDE ROAD PROPOSED  
 IN PART OF PLOT MARKED ( C )  
 ALONG WEST SIDE TO  
 ACHIEVE PERIPHERIAL ROAD

Dt. 31- 10 -17  
 Revision - 06

Date	Revision	Area (acres)
31-10-17	R - 06	Plot D, O, & H - Changed for Staff Housing

<b>Master Plan for Redevelopment of Gardanibagh Area, Patna</b> ( Structure Plan )			<b>Sen &amp; Lall Consultants Pvt. Ltd.</b>			UD/10 
N . Saunik Sr. Architect	N . Lall Sr. Architect Urban Designer	K . Lall M . D				



# Gardanibagh Master Plan

## Land Area Distribution Chart

Sl. No.	Particulars	Areas in Acres
1.	Total Land area of Gardanibagh Project	278.03 Acres (A)
2.	Land used by various institutions (retained)	63.25 (B) *
2.	Land allotted for Finance Coop	11.87 (C)
3.	Proposed Govt. Housing Development	
i)	Residential Enclave for Hon'ble. Ministers – 20 nos. (A)	14.50 Acres
ii)	Residential Enclave for Hon'ble. Judges – 20 nos (G)	14.50 "
iii)	Residential Enclave for Officers (Type, C1, 1D & C – Total 752 Units) (C)	13.16 "
iv)	Residential Enclave for Staff Housing (A & B Type – 1184 Qrs.)	23.27 Acres
	4 nos Enclave Marked as	65.43 Acres
i)	B-1 - 7.10 Acres	
ii)	D - 6.72 "	
iii)	O - 2.36 "	
iv)	H - 7.08 "	
	23.27 Acres	
4.	Remaining Land available for further Development proposals as per Master Plan : A – (B+C+D+E)	86.01
5.	Land in Roads	51.47 (E)
	<b>TOTAL</b>	<b>278.03 Acres</b>

### \* DETAILS OF LAND USE OF INSTITUTIONS RETAINED MARKED "B"

S.No.	Usaged	Area (Sqm)	Area (Acres)
1	Ashwarohi Sainya Police Campus Area	18,346.64	4.53
2	P.W.D. Office Area	820.29	0.20
3	Girls High School & College area	17,166.81	4.24
4	Proposed Over Head Water Tank Area	1,206.32	0.30
5	Kamla Nehru Girl's High School Area	5,873.50	1.45
6	Sri Daroga Prasad Rai High School Sharistabad Area	6,173.06	1.52
7	Church Campus Area	2,517.61	0.62
8	Proposed Over Head Water Tank Area	1,395.12	0.34

S.No.	Usaged	Area (Sqm)	Area (Acres)
9	Church Campus Area	753.57	0.19
10	Community Hall Area	8,692.19	2.15
11	School Area	673.27	0.17
12	School Area	641.55	0.16
13	Cooperative Land Gardanibagh Thakurbari	10,804.75	2.67
14	Gate Public Campus	3,132.31	0.77
15	Gate Public Campus	11,583.78	2.86
16	School	2,147.25	0.53
17	Water Tank	2,280.90	0.56
18	Patna High School	50,690.48	12.52
19	Gardanibagh Hospital (1)	6,422.26	1.59
20	P.W.D Section Office No. -1	1,050.85	0.26

## Gardanibagh - Area Chart

Dt. 31- 10-17

S.No.	Area Marked	Usage	Area (acres)
1	A	Ministers Bungalows	14.50
2.	G	Judges Enclave	14.50
3.	C	Officers Housing	13.16
4.	B-1	Staff Housing - I	7.10
4.1	D	Staff Housing - II	6.73
4.2	O	Staff Housing - III	2.36
4.3	H	Staff Housing - IV	7.08
5.	B-2	Transport Hub	2.51
6.	E	Allotted to Civil Surgeon Office	1.14
7	F	Finance Directorate	0.59
8.	G1	Community Centre, Neighbourhood Shopping & Park	3.2
9.	H1	Community Centre	2.19
10.	I	Institution Area (Aayog office)	4.15
11	J1	Institutional – Videsh Bhawan	1.46
12	J	Institutional, (A.G. Office)	4.00

S.No.	Area Marked	Usage	Area (acres)
13	L	Integrated Sport Facility	14.10
14.	L-1	I.T. Tower	3.80
15.	L-2	Open Green Space	2.30
16.	K	Budget Hotel	1.20
17	M	IT & Allied Services	12.75
18	M-1	Textile Trade Centre, Mercantile & Building Hardware Trade Centre	7.80
19	M-2	Multi-speciality Hospital	4.55
20	M-3	Organised open Green & Pond area	8.37
21	N	4 Star Hotel	1.92
22.	P	Neighbourhood Shopping Vegetable Market	1.20
23	P1	Commercial Complex	1.18
24	P2	Sub-Station	0.80
25.	Q1	Children Park	0.68
26	Q	Security Maintenance Sub-station, Water Supply	4.11
27	R	S.T.P.	1.20
<b>Total Area =</b>			<b>150.63 Acres</b>

S.No.	Usaged	Area (Sqm)	Area (Acres)
21	(A+B+C) P & T Campus	20,631.49	5.10
22	Patna Nagar Nigam	3,708.09	0.92
23	BSNL Campus	11,333.98	2.80
24	BSNL & (P&T) Campus	9,079.73	2.24
25	Kachhi Talab	15,082.52	3.73
26	Corporation Plot	9,796.07	2.42
27.	Sahid Bhagat Singh School	375.56	0.09
28	Gardanibagh Hospital (2)	1515.22	0.37
29	Gardanibagh Police Station	3,487.81	0.86
30.	Pump House Campus (2) Water Tank (under Cons.)	482.97	0.12
31.		2,532.60	0.62
32.	Masjid Land	1,632.84	0.40
33	Irrigation Dept. Area	8,899.47	2.20
34.	Mosque	468.94	0.11
35	L.I.C. Qtr.	4,244.21	1.05
<b>Total</b>		<b>2,56,088.82 Sqm</b>	<b>63.25 Acres</b>

for Redevelopment of Gardanibagh Area, Patna