

**MAHARASHTRA METRO RAIL CORPORATION LTD**



e-tender Notice

**EMPANELMENT OF TRANSACTION ADVISORS (TA) FOR VARIOUS EXISTING & UPCOMING PROPERTY DEVELOPMENT PROJECTS OF PUNE METRO**

The Maharashtra Metro Rail Corporation Ltd. (MAHA-METRO), a Joint Venture Company of Govt. of India and Govt. of Maharashtra established under the Companies Act, 2013 has been established for construction, operation and maintenance of various Metro Rail Projects including the Pune Metro project. As a part of the non-fare box revenue augmentation, MAHA-METRO is envisaging real estate and property development avenues in the vicinity of the metro corridors and leasing areas within station premises. In this regard, MAHA-METRO invites applications for Empanelment of Transaction Advisors (TAs) for Various Existing and Upcoming Property Development Projects of Pune Metro.

Empanelment Documents are being invited by the Managing Director, Maharashtra Metro Rail Corporation Limited (MAHA-METRO) from eligible and interested Consultants having prior experience of working as Transaction Advisors for real estate sector projects by e-tendering system in portal <https://mahametrorail.etenders.in>

**Time Schedule**

Tender No.	P1PD-03/2020
Tender Name	Empanelment Of Transaction Advisors (TA) For Various Existing & Upcoming Property Development Projects of Pune Metro
Documents on sale	Documents can be downloaded from 16.00 Hrs. on 05/10/2020 to 16.00 Hrs of 26/10/2020 from Maha-Metro's e-tender Portal.
Cost of documents	INR 11,800/- (Rupees Eleven Thousand Eight Hundred Only) non-refundable (inclusive applicable taxes) though e-payment by Debit Card/Credit Card/Net banking, as per procedure given in e-tender portal
Last date of submission of queries for clarification	Up till 17.00 Hours on 12/10/2020 (hard & soft Copy)
Date & Time of submission of Tender	Online submission up to 16.00 Hrs on 26/10/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> ).
Date & Time of Opening of Tender	On 26/10/2020- at 16.30 Hours or as decided by the Authority at 101, The Orion, Opposite Don Bosco Youth Centre, Koregaon Park, Pune- 411001.
Authority to seeking clarifications and submission of completed tender document.	Executive Director (Procurement & Contracts), 101, The Orion, Opposite Don Bosco Youth Centre, Koregaon Park, Pune- 411001 E-mail: <a href="mailto:tenders.pmrp@mahametro.org">tenders.pmrp@mahametro.org</a> Website: <a href="http://www.punemetrorail.org">www.punemetrorail.org</a> Telephone: 020-26051072

Executive Director - Procurement, Maha-Metro



## MAHARASHTRA METRO RAIL CORPORATION LIMITED

### Pune Metro Rail Project

Joint Venture of Govt. of India & Govt. of Maharashtra

CIN: U60100MH2015SGC262054

Date: 13 Oct 2020

### CORRIGENDUM-I

**Tender No.:** P1PD-03/2020 dated 04 Oct 2020

**Name of Work:** Empanelment of Transaction Advisors (TA) for Various Existing & Upcoming Property Development Projects of Pune Metro

**Reference:** Further to **Tender Documents** dated 05 Oct 2020

**Extension of Last Date of Submission of queries for clarification:**

Description	As per Tender Documents	Revised Condition
Last date of submission of queries for clarification	Up till 1700 hrs. on <b>12/10/2020</b> (Hard & Soft Copy)	Up till 1700 hrs. on <b>21/10/2020</b> (Hard & Soft Copy)

DGM (Procurement)  
Pune Metro Rail Project,  
Maharashtra Metro Rail Corporation Limited



## MAHARASHTRA METRO RAIL CORPORATION LIMITED

### Pune Metro Rail Project

Joint Venture of Govt. of India & Govt. of Maharashtra

CIN: U60100MH2015SGC262054

Date: 24 Oct 2020

### CORRIGENDUM-II

**Tender No.:** P1PD-03/2020 dated 04 Oct 2020

**Name of Work:** Empanelment of Transaction Advisors (TA) for Various Existing & Upcoming Property Development Projects of Pune Metro

**Reference:** Further to **Tender Documents** dated 05 Oct 2020, **Corrigendum-I** dated 13 Oct 2020

**Extension of Date of Submission and Date of Opening of Tender is as follows:**

Description	As per Tender Documents	Revised Condition
Date & Time of submission of tender	Online submission upto 1600 Hrs on 26/10/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> )	Online submission upto 1600 Hrs on 10/11/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> )
Date & Time of Opening of Tender	On 26/10/2020 – at 16.30 Hours or as decided by the Authority at 101, The Orion, Opp. Don Bosco Youth Centre, Koregaon Park, Pune – 411 001.	On 10/11/2020 – at 16.30 Hours or as decided by the Authority at 101, The Orion, Opp. Don Bosco Youth Centre, Koregaon Park, Pune – 411 001.

**DGM (Procurement)**  
**Pune Metro Rail Project,**  
**Maharashtra Metro Rail Corporation Limited**



## MAHARASHTRA METRO RAIL CORPORATION LIMITED

### Pune Metro Rail Project

Joint Venture of Govt. of India & Govt. of Maharashtra

CIN: U60100MH2015SGC262054

Date: 06 Nov 2020

### CORRIGENDUM-III

**Tender No.:** P1PD-03/2020 dated 04 Oct 2020

**Name of Work:** Empanelment of Transaction Advisors (TA) for Various Existing & Upcoming Property Development Projects of Pune Metro

**Reference:** Further to **Tender Documents** dated 05 Oct 2020, **Corrigendum-I** dated 13 Oct 2020, **Corrigendum-II** dated 24 Oct 2020

Following Documents shall be construed to be part of Corrigendum-III:

1. Corrigendum-III – Replies to Queries and Pre-Bid Clarifications – **12 (Twelve)** pages
2. Addendum-I to Corrigendum-III – **06 (Six)** pages
3. Annexures to Addendum-I – **10 (Ten)** pages

DGM (Procurement)  
Pune Metro Rail Project,  
Maharashtra Metro Rail Corporation Limited

<b>Title: Empanelment of Transaction Advisors (TA) For Various Existing &amp; Upcoming Property Development Projects of Pune Metro</b>				
<b>Tender No: P1PD-03/2020</b>				
<b>Date of NIT: 05.10.2020</b>				
<b>Corrigendum-III dated 06 Nov 2020</b>				
<b>Replies to Queries and Pre-Bid Clarifications</b>				
<b>S.No.</b>	<b>Clause No.</b>	<b>Existing Tender Condition</b>	<b>Bidder's Queries</b>	<b>Replies to Queries</b>
1	5.2.1	The Applicant should have completed work(s) of value detailed below during last 10 years prior to Bid Due Date	Would request the Authority to kindly consider allowing the bidder to demonstrate ongoing projects as well.	Ongoing works which are substantially completed as mentioned in Notes of Clause 5.2.1 of the tender document shall be considered for ascertaining the eligibility. Please refer Addendum-01.
2	5.4 (ii)	<b>PPP Expert:</b> Should have post- qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.	Would request the Authority to kindly allow us to demonstrate ongoing PPP projects including feasibility studies, project structuring and transaction advisory in development of large real estate projects (along with infrastructure project) for government as well as private sector clients across India	Please refer to Addendum -01.
3	5.4 (iii)	<b>Finance Expert:</b> Should have post-qualification experience of working on financial modelling for at least 3 infrastructure Projects for government sector clients across India during last 5 years	Would request the Authority to allow us to demonstrate experience of financial modelling for large real estate projects (along with infrastructure projects) undertaken for government as well as private sector clients across India during last 5 years	Please refer to Addendum -01.
4	5.4	Consultant should submit copies of employment certificates duly signed by the authorised signatory of the Bidding Firm	Request the Authority to allow us submit an undertaking on the Company/Bidder's letter head to certify that all the proposed experts are associated with the bidding firm on a full-time basis for at least 3 months as on the date of submission of the bid.	Accepted.
5	5.5.1 (i)	<b>Average Annual Turnover:</b> The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for the last three financial years immediately preceding the Bid Due Date (FY 17- 18, 18- 19, 19-20) of at least Rs. 25 Crore (Rupees Twenty-Five Crore) or equivalent in USD. The Applicant should submit certificate from a Statutory Auditor to demonstrate the same.	Since this empanelment is primarily to identify a transaction advisor for development of various existing and upcoming projects, we would request the Authority to allow us to include the real estate brokerage revenues also as part of the annual turnover for the Company.	Please refer to Addendum -01.
6	5.5.1 (ii)	<b>Net Working Capital:</b> The Applicant shall demonstrate that it has access to, or has available, liquid assets, unencumbered real estate assets, lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the cash flow requirements for the subject contract net of theApplicant's other commitments of at least Rs. 1.80 Crore (Rupees One Crore and Eighty lakh only) or equivalent in USD for the last financial year (FY: 19- 20) immediately preceding the Bid Due Date.	Would request the Authority to elaborate on this ask either via response to queries or during the pre-bid meeting.	Conditions are self-explanatory. Tender conditions prevail.
7	5.5.1 (iii)  5.5.1 (iv)	Net worth: The Applicant should demonstrate a positive Net worth in the last financial year (FY: 19- 20) immediately preceding the Bid Due Date.  Profitability: Profit before Tax should be positive in at least 2 (two) years out of the last three financial years preceding the Bid Due Date.	We would like to submit here that despite the current financial crunch, Anarock has been able to achieve a very healthy annual turnover in the last few years but are yet to achieve a positive net worth. Request the Authority to introduce the scoring system for these two parameters i.e. Networth and Profitability. Bidders with a positive net worth and positive profitability shall be given higher score whereas bidders with negative Networth and negative profitability will be given relatively less score.	5.5.1 (iii) Tender conditons prevail.  5.5.1 (iv) Please refer Addendum -01.
8	e-Tender Notice	<b>Date &amp; Time of submission of Tender:</b> Online submission up to 16.00 Hrs on 26/10/2020 at Maha-Metro's e-tender portal	Request the Authority to allow us an extension of submission timeline uptill <b>10 November 2020</b> . We are requesting this extension in order to collate all the necessary information required to submit a responsive bid.	Please refer Addendum-01.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
9	e-Tender Notice	INR 1,800/- (Rupees Eleven Thousand Eight Hundred Only) non-refundable (inclusive of applicable taxes) though e- payment by Debit Card/Credit Card/Net Banking, as per procedure given in e-tender portal	As per MSMAT Act, if a Company is registered under MSME, while making application for Government Tender, bidder is exempted from Tender Cost/Fee, EMD/Bid Security etc.	Please refer Addendum-01.
10	5.6 Scoring Methodology: Financial Standing (30)	The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for last three financial years immediately preceding the Bid Due Date: 0 Between INR. 25 crore and INR. 50 crore - 5 marks 0 More than INR 50 Crore and upto INR 100 Cr. - 10 marks 0 More than INR 100 Crore and upto INR 300 Cr. - 20 marks 0 More than INR. 300 crore - 30 marks	The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for last three financial years immediately preceding the Bid Due Date: 0 Minimum INR. 25 crore- 10 marks 0 More than INR 25 Crore and upto INR 50 Cr. - 20 marks 0 More than INR. 50 crore –30 marks Department of Economic Affairs, Ministry of Finance has formulated detailed guidelines for selection of Consultant wherein it has benchmarked the turnover at Rs 20 crores. This tender is for consultancy and not for developer. The purpose of having high Turnover Criteria is not understandable and should be reconsidered	Please refer Addendum-01.
11	Page. 13 5.6 Scoring methodology Sr. No. I Financial standing	The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for last three financial years immediately preceding the Bid Due Date: ·Between INR. 25 crore and INR. 50 crore — 5 marks ·More than INR 50 Crore and upto INR 100 Cr. — 10 marks ·More than INR 100 Crore and upto INR 300 Cr. — 20 marks ·More than INR. 300 crore — 30 marks	In our opinion, there would be very few consultancy firms with turnover more than 100 crores. We therefore request you to revise the criteria to: ·Between INR. 25 crore and INR. 50 crore — 5 marks ·More than INR 50 Crore and upto INR 100 Cr. —20 marks ·More than INR 100 Crore—30 marks	Please refer Addendum-01.
12	Clause 5.1.3	<i>Clause 5.1.3: "Consortium is not allowed and only single bidders are eligible for bidding. Bidders shall be allowed to form Consortium/ Joint Venture/ Sub-Consulting during the stage of Request for Proposals for specific Projects depending upon the techno-commercial nature of the Projects as per the requirements and terms and conditions mentioned therein."</i>	It is suggested that consortium / JV / association for the EOI be allowed at current stage based on broader contours of engagement as sought in the TOR. An early association of firms to cater needs of the Corporation shall further enable quicker responses from empanelled group of firms during RFP stages. Applicant's suggestion in this regard may please be considered and confirmed.	Consortium of maximum upto 2 members shall be allowed. Please refer Addendum-01.
13	Clause 5.2: Technical Experience	<i>Note II: "Wherever completion certificates are not available but the assignment are substantially completed (80% and above), the Applicant should provide documentary evidence to this effect showcasing the same. For clarification purpose, such letter shall be issued by the Competent Authority not below the rank of Executive Engineer or equivalent."</i>	It is noted that although Work Orders / Agreements are available for all projects to be highlighted under the EOI, selected completion certificates may not be available for all mandates. Please confirm if CA certified fee collection for the particular engagement shall suffice the requirements pertaining to documentary evidence for the completion / substantial completion of the eligible projects. The Applicant's query may please be clarified.	Please refer Addendum-01
14	Clause 5.6: Scoring Methodology	The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for last three financial years immediately preceding the Bid Due Date: • Between INR. 25 crore and INR. 50 crore — 5 marks • More than INR 50 Crore and upto INR 100 Cr. — 10 marks • More than INR 100 Crore and upto INR 300 Cr. — 20 marks • More than INR. 300 crore — 30 marks	It is believed that the corporation shall enable provisions for empanelment of eligible firms under transaction advisory and procurement support as per the EOI conditions. It is suggested that the scoring methodology be revised to enable more firms compete for the opportunity. The Corporation is requested to kindly consider modifications in the criteria as below:  •Between INR. 25 crore and INR. 50 crore — 5 marks •More than INR 50 Crore and upto INR 100 Cr. — 10 marks •More than INR 100 Crore and upto INR 200 Cr. — 20 marks •More than INR 200 Cr — 30 marks The Applicant's suggestion may please be considered and accepted.	Please refer Addendum-01.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
15	Clause 5.6: Scoring Methodology	--	<p>It is believed that the consultants' firm shall be required to support Corporation in development of multiple public projects under PPP mode and it is suggested that Applicants' experience in innovative procurement methodologies be considered for evaluation purpose. This shall bring in added value to Corporation during engagement that may considerably improve performance of the project.</p> <p>Inline to the above, is it suggested that "Experience in Hybrid Annuity Mode of Procurement" be incorporated in the EoI as eligibility criteria and appropriate marking be allotted for suitable assessment. The Applicant's suggestion may please be considered and accepted.</p>	Tender condtions prevail
16	Clause 5.6: Scoring Methodology	--	<p>Monitoring through E-Platforms such as contracts and progress monitoring dashboards have become an integral part of lifecycle monitoring. Such interventions have brought in better time control, enabled proactive decision making and enhanced documentation during contract lifecycle.</p> <p>It is suggested that Procurement Dashboard be considered by corporation to be included in the detailed scope of work for the TA and suitable allocation of marking criteria be made to cater the same.</p> <p>The Applicant's suggestion may please be considered and accepted.</p>	Tender condtions prevail
	e-Tender Notice		<p>We have gone through the tender published and interested in submitting our bid for Empanelment of Transaction Advisors (TA) For Various Existing &amp; Upcoming Property Development Projects of Pune Metro. Request to extend the bid submission date by few more days would be really helpful for us.</p>	Please refer to Corrigendum-02
17	5.2.1	<p>Work Experience: The Applicant should have completed work(s) of value detailed below during last 10 years prior to Bid Due Date as follows:</p> <p>At least one similar consultancy work where the Project is having a minimum built up area of 10.50 lakh sq ft</p> <p>OR</p> <p>Two similar consultancy works where the Project is having a minimum built up area of 7 lakh sq ft each.</p> <p>OR</p> <p>Three similar consultancy works where the Project is having a minimum built up area of 5.60 lakh sq ft each.</p>	<p>We request you to the amend the clause as below:</p> <p>Work Experience: The Applicant should have completed work(s) /Ongoing projects of value detailed below during last 10 years prior to Bid Due Date as follows:</p> <p>At least one similar consultancy work where the Project is having a minimum built up area / land area of 10.50 lakh sq ft</p> <p>OR</p> <p>Two similar consultancy works where the Project is having a minimum built up area / land area of 7 lakh sq ft each.</p> <p>OR</p> <p>Three similar consultancy works where the Project is having a minimum built up area / land area of 5.60 lakh sq ft each.</p>	<p>Please refer Addendum-01</p> <p>Ongoing works which are substantially completed as mentioned in Notes of Clause 5.2.1 of the tender document shall be considered for ascertaining the eligibility.</p>
18	5.2.1. Notes Point No. I	<p>Similar Consultancy Work carried out for government entities / PSUs / Special Purpose Vehicles (SPVs) / Corporations/public listed companies /REIT / Institutions / Trusts wherein developer has been successfully selected and Concession Agreement signed or Letter of Award issued.</p>	<p>We request to also consider ongoing assignments and also projects undertaken for private sector clients</p>	Please refer Addendum-01.
19	5.5.1(i)	Average Annual Turnover	<p>We request the authority to consider the average turnover of the period FY 2016-17, 2017-18 and 2018-19 if the audited financial statements for FY 2019-20 are not available.</p>	<p>Tender conditions prevail.</p> <p>Bidder can submit provisional financial statements for FY 2019-20 as mentioned Note at Sr. No.4 of Clause 5.5.1.</p>
20	5.5.1 (iv)	<p>Profitability: Profit before Tax should be positive in at least 2 (two) years out of the last three financial years preceding the Bid Due Date.</p>	<p>We request the authority to remove this criterion as it is not relevant to the task at hand.</p>	Please refer Addendum-01.
21	5.1.3	<p>Consortium is not allowed and only single bidders are eligible for bidding</p>	<p>We request you to allow consortiums (with a maximum number of three participants)</p>	Please refer Addendum-01

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
22	Time Schedule	Last date of submission	Kindly provide at least 2 weeks' time after the release of the response to pre-bid queries for the submission of the Empanelment Document.	Due date has been extended to 10.11.2020. Please refer Corrigendum-02.
23	5.2 Technical Experience	Work Experience: The Applicant should have completed work(s) of value detailed below during last 10 years prior to Bid Due Date as follows: At least one similar consultancy work where the Project is having a minimum built up area of 10.50 lakh sq ft OR Two similar consultancy works where the Project is having a minimum built up area of 7 lakh sq ft each. OR Three similar consultancy works where the Project is having a minimum built up area of 5.60 lakh sq ft each.	Technical experience has been asked in sqft of built up area to be verified through appointment documents. In this regard kindly allow certificates/Work Orders provided by clients in terms of acres of land. Request that a suitable equivalence of 1 FSI to be considered and allow the acres of land to be converted to built-up area.	The same may be certified by the Competent Authority not below the rank of Executive Engineer or equivalent or an Independent Architect. Please refer to Note at of Clause 5.2.1 of the tender document.
24	14.2 Scope of work	Study master plans and development plans of the corridor and its surrounding areas to analyse the prevailing land use and other applicable development control norms governing the development of the identified land parcels	Which agency will be the source of the master plan and development plan? Will Pune Metro provide these documents?	Consultant shall be required to study master plan and development plan issued by the concerned agencies. Maha-Metro shall provide necessary support and liasoning in this regard
25	14.2 Scope of work	Scope of Work	There is no mention of a Stage I. Kindly clarify	Scope of work mentioned prior to Stage-II Conducting Investor meet may be considered as Stage-I.
26	14.2 Scope of work	Scope of Work	1. Request you to clarify on the payment stages and percent details. 2. There could be cases where after initial studies the land is not found suitable for development either for economic, legal or technical reasons. Similarly, even after finding the land feasible for development it doesn't find a suitable developer during the investor meet stage. In that case how much will the consultants be paid?	This is an empanelment process. During selection of the agencies for respective projects, success fee based model shall be used. Terms and conditons of the payment mechsanim shall be specified therein.
27	14.2 Scope of work	Scope of Work	Will site details including result from Total Station surveys of the site be provided by the Pune Metro?	Maha-Metro shall provide necessaary documents availabe with it for reference of the Transaction Advisor. Wherever, additonal information is requiried which is not readily available with Maha-Metro, TA shall be required to undertake necessary studies in this regard.
28	14.2 Scope of work	Scope of Work	If during the study other surveys are required such as Willingness to Pay survey, Traffic Survey, Real Estate Demand Survey etc. who will bear the costs? Pune Metro or the Consultant? In case consultant has to bear the cost, what will the base of estimation be?	This is an empanelment process. During selection of the agencies for respective projects, success fee based model shall be used. TA shall be required to ascertain such costs while bidding for such projects during the selection stage.
29	5.1 Eligibility of Applicants, 5.4.1,(f)	Have sufficient technical and support staff manpower including software, hardware, networking, security experts to fulfill the installation and operations & maintenance aspects of the work	Kindly elaborate what are the expectations from consultants?	Please refer to Addendum-01.
29A			Request you to please share the scan copy of GST and PAN number to complete the tender fee process.	GST & PAN Number is available in public domain.
30	Eligibility of Applicants 5.1.1	The Applicant must be a company registered under the Companies Act, firms established as LLP, partnership firms established in India, of National / International reputre having prior experience of working as Transaction Advisor for similar projects	Request you to confirm if there is a requirement of minimum year of experience for working as Transaction Advisor for similar projects	The clause is self explanatory.
31	Eligibility of Applicants 5.1.4 c	Certify that it has not been debarred/ Blacklisted by any other government agency in India for non-performance of contract on account of its default during the last 5 years immediately preceding the Bid Due Date in the format as provided in Annexure 11;	Request you to remove this clause and allow self-certified undertaking from the consultants on the blacklisting. Accordingly request you to modify the other requirement of supporting documents for the blacklisting to be submitted with this proposal Please confirm..	Annexure-11 is to be submitted on Letterhead of the Bidder.



Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
32	Eligibility of Applicants 5.2.1	Notes:- I. 'Similar consultancy work' means a Completed or substantially completed Transaction Advisory Consultancy work or Land value capture related assignments for real estate projects ( commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, transport sector etc.)	We understand by completed assignment here means the assignment or project completed till the signing of the concession agreement or selection of developer. We understand that transport sector here means road, rail, metro, bus, aviation, shipping, port and inland transport. Please confirm. Request you include industrial corridors assignments as well for the real estate projects.	Issuance of LOA to the Private Developer shall be considered for Project Completion. Understanding of the Bidder regarding transportation sector projects is correct. Industrial corridor projects shall be considered.
33	Eligibility of Applicants 5.2.1	Notes : II. Wherever completion certificates are not available, but the assignment are substantially completed (80% and above), the Applicant should provide documentary evidence to this effect showcasing the same. For clarification purpose, such letter shall be issued by the Competent Authority not below the rank of Executive Engineer or equivalent.	We understand by <b>substantially completed project here</b> will include the project completed till the stage of bid document preparation. Please confirm.	Clause is self-explanatory. Ongoing works which are substantially completed as mentioned in Notes of Clause 5.2.1 of the tender document shall be considered for ascertaining the eligibility.
34	Eligibility of Applicants 5.2.1	<b>Notes:- VI.</b> The Applicant shall submit details of works executed by them for the works to be considered for qualification of work experience criteria in the specified format. Documentary proof such as certificates from client clearly indicating the nature/scope of work, amount received for such work should be submitted. The offers submitted without this documentary proof shall not be evaluated. In case of lack of clarity, Engineers evaluation of the documentary evidences submitted by the Bidders shall be final and binding upon all the Bidders.	Client completion certificate generally captures nature/scope of work/ activities performed/time period etc. but it necessarily does not capture amount received for the assignment. Request you to either remove this clause or allow chartered accountant certificate for the amount received against the assignment.	Accepted. Bidder may submit Completion certificate highlighting the nature, scope of work, built-up area executed, estimated cost for ascertaining eligibility as per the terms and conditions of the tender documents and as mentioned in Notes to Clause 5.2.1.
35	5.4 Personnel Capability	<b>Requirement for Project Director cum Real Estate Expert:-</b> Should have post-qualification experience of managing at least 5 consulting assignments leading up to selection of Private Developer in the <b>transport/real estate</b> sector during the last 10 years as Leader/ Project Director for government sector clients across India	Request to confirm if <b>transport sector</b> here means road, rail, metro, bus, aviation, shipping, port and inland transport & <b>Real estate sector</b> here means commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, industrial corridor etc. Please Confirm	Understanding of the Bidder is correct.
36	5.4 Personnel Capability	<b>Requirement for PPP Expert:-</b> Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.	Request you to elaborate more on "infrastructure projects" mentioned in the clause	For definiton of infrastructure projects, Bidder may refer to Notification by the The Empowered Sub-Committee of the Committee on Infrastructure for including the following in the broad definition of infrastructure: i) Electricity (including generation, transmission and distribution) and R&M of power stations, ii) Non-Conventional Energy (including wind energy and solar energy), iii) Water supply and sanitation (including solid waste management, drainage and sewerage) and street lighting, iv) Telecommunications, v) Roads & bridges, vi) Ports, vii) Inland waterways, viii) Airports, ix) Railways (including rolling stock and mass transit system), x) Irrigation (including watershed development), xi) Storage, xii) Oil and gas pipeline networks.
37	Annexure-7: CONSULTANT/ FIRM'S REFERENCES	<b>Summary of Eligibility Experience (List all important projects as per the eligibility conditions and categories of the RFP.</b> Eligibility criteria in the RFP requires minimum no. of projects and minimum area criteria to be met in the last 10 years. However, there is no information sought on the area details of the individual project in the summary of eligibility experience table.	Request you to include area details in the table to capture the minimum eligibility criteria and scoring for technical score.	Area details can be incorporated in the column titled 'Estimated Capital Cost of Project' and the same shall reflect in the corresponding documentary evidence for the project for which eligibility is being claimed.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
38	Anenxure-7A: Format for Individual Projects	<b>Anenxure-7A: Format for Individual Projects</b> Eligibility criteria in the RFP requires minimum no. of projects and minimum area criteria to be met in the last 10 years. However, there is no information sought on the area details of the individual project in the project description format.	Request you to include area details as well in the project description format. Also, please confirm whether only completion certificate will suffice as a documentary proof for the individual project.	Area details can be incorporated in the item titled "Description of Project and services provided by your staff " and the same shall reflect in the corresponding documentary evidence for the project for which eligibility is being claimed.
39	Annexure-9: Description of the approach methodology for performing the assignment	<b>Annexure-9: Description of the approach methodology for performing the assignment</b>	We understand there is no word limit on this section in the proposal.	There is no word limit for providing the Description of the approach methodology for performing the assignment
40	14.2: Scope of work, 1 (a)	Study master plans and development plans of the corridor and its surrounding areas to analyse the prevailing land use and other applicable development control norms governing the development of the identified land parcels	Consultant would like to request the authority to kindly specify in detail regarding what is meant by the surrounding area.	Surrounding area shall mean the immediate catchment area, TOD zone and general influence area having an impact on the proposed real estate project.
41	14.2: Scope of work, 1 ©	Detailed real estate demand and supply assessment: Demand and supply analysis for all the real estate sectors and projections for the short, medium and long term for the city as well as for the project influence area. Micro space supply characteristics in the project influence area and in the city in general. Absorption and vacancy rates in the project influence area	Consultant would like to request the authority to kindly specify in detail regarding what is meant by the project influence area.	Please refer to reply given at sr. no. 40 above.
42	14.2: Scope of work, 1 (d)	Assess the impact of projected traffic/ footfall for the proposed metro corridors on the development potential of the identified site.	It is our understanding that the data regarding projected traffic/ footfall for the proposed metro corridors on the development potential of the identified site, will be provided by the authority for further analysis.	The Transaction Advisor (TA) shall be exepcted to carry out the study at its own cost, if necessary for the particular assignment. Maha-Metro shall share available information with the TA.
43	14.2: Scope of work, 1 [e – (i)]	Price trend for various real estate sectors in the city as well in the project influence area covering lease values, capital values as well as innovative pricing models.	Consultant would like to request the authority to kindly specify in detail regarding what is meant by the various real estate sectors.	Clause is self-explanatory. Relevant real estate sub-sectors shall be studied by the TA depending upon the product-mix being proposed for the particular site.
44	14.2: Scope of work, 1 [g – (iv)]	Prepare financial model: Identify and quantify all costs, expenses and revenues of the Project, prepare cash-flow statements for the concession period. Based on the above, prepare Revenue Model which will indicate the possible capital structure, likely sources of financing, the costs of financing, the cash flow, debt service, return on investment etc.	Considering the timelines and scope description, it is our understanding that no Conceptual/ schematic drawings, detailed estimates (BOQs) of the envisaged developments are required at this stage. The Consultant's scope of services shall be to broadly indicate the project components and its cost.	Currently for the empanelment stage, no costing shall be required. The TA shall be required to co-ordinate with the Detaield Design Consultant appointed by Maha-Metro for the particular project on a case to case basis, if necessary for the particular assignment. Maha-Metro shall share available information with the TA.
45	14.2: Scope of work, Stage 2	Investors Meet	It is our understanding that the consultant shall prepare and provide investor presentation and pitch book. The same shall be done at his own cost. However, the investors meet to be held in the cities like Pune, NCR and Mumbai as applicable and decided by the Competent Authority and should be held in appropriate venues and premises. All the cost and arrangements associated with the meet will be borne by the Authority.	All expenses towards the meet will be borne by the Transaction Advisor which shall be detailed out during the process of selection of TA for specific projects.
46	14.2: Scope of work, Stage 3, 1 (a)	Bid notice, RFP, Instruction to bidders, preliminary Project drawings and designs, performance/Technical specifications, criteria for selection of preferred bidder, necessary technical and financial formats	It is our understanding that at this stage only the zoning plan will be required, and no detailed design or drawings will be required.	Please refer to the reply given at Sr. No. 44 above.
47	14.2: Scope of work, Stage 3, 1 (d)	In case the project is not found suitable for implementation under PPP or lease or sale of land then Consultant will prepare necessary Bid Document including technical / performance specifications and other details required to invite the bids on design, build basis as a turnkey contract/ EPC method.	It is our understanding that in case of a turnkey contract/ EPC methods, the consultant would be allowed to engage a third-party professional entity for preparing the technical details.	Understanding of the Bidder is correct.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
48	14.2: Scope of work, Notes (c)	Upon successful closure leading to selection of a private developer/ investor, the particular Consultant would be eligible for success fee quoted for carrying out the transaction.	Consultant would like to request the authority to kindly specify in detail regarding the Success Fee; amount or percentage. Additionally, we would like to seek clarification as when we would be eligible for the success fee at successful closure leading to selection of a private developer/ investor or Financial Closure.	This is an empanelment process. During selection of the agencies for respective projects, success fee based model shall be adopted. Payment terms of the success fees shall be finalized on a case to case basis which shall be incorporated in the tender documents.
49	e-Tender Notice	Consultant to pay INR 11800 as tender fees	Please refer to Rule 161 (IV) of GFR 2017. We understand that cost of tender document should not be charged under the said Rule. Accordingly, we request you to waive / delete the requirement for submitting tender fee under the RFP.	Tender conditions prevail.
50	Clause 5 — Eligibility Criteria of Applicants	Technical & Financial Capability of the company	We request Pune Metro to invite only CVs of Key Professionals from the firms empanelled with Department of Investment & Public Asset Management (DIPAM — Min. of Finance) / Rail Land Development Authority (RLDA) as marketing and financial consultants. In case the firms who are not empanelled with DIPAM/ <b>RLDA</b> , Pune Metro can request for a minimum eligibility submittal for evaluating the fitment of such firms.	Tender conditions prevail.
51	Clause 5.2 — Technical Experience - <b>Notes</b>	'Similar consultancy work' means a Completed or substantially competed Transaction Advisory Consultancy <b>work</b> or Land value capture related assignments for real estate projects ( commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, transport sector etc.) carried out for government entities/ PSUs/Special Purpose Vehicles (SPVs)/Corporations/public listed companies/REIT/Institutions/ Trusts wherein developer has been successfully selected and Concession Agreement signed or Letter of Award issued.	These criteria should be exempted for DIPAM /RLDA empanelled consultants The Authority may please clarify that the document that would be required to qualify under the criteria of REIT..	Tender conditions prevail.
52	Clause 5.2 — Technical Experience	The Applicant should have completed work(s) of value detailed below during last 10 years prior to Bid Due Date as follows: At least one similar consultancy work where the Project is having a minimum built up area of 10.50 lakh sq ft OR Two similar consultancy works where the Project is having a minimum built up area of 7 lakh sq ft each. OR Three similar consultancy works where the Project is having a minimum built up area of 5.60 lakh sq ft each.	These criteria should be exempted for DIPAM /RLDA empanelled consultants. The Authority may consider the transactions undertaken for private clients and developers and reduce the threshold as follows, · At least one similar consultancy work where the Project is having a minimum built up area of 2.50 lakh sq ft	Tender conditions prevail.
53	Clause 5.4 - Personnel Capability	<p>1. Project Director cum Real Estate Expert☐ Length of Exp. - 15 years Basic Qualification: Management degree/PGDBA or equivalent Experience: Should have post-qualification experience of managing at least 5 consulting assignments leading upto selection of Private Developer in the transport/real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.</p> <p>2. PPP Expert Length of Exp. - 8 years Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent☐ Experience: Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.</p> <p>3. Finance Expert Finance Expert☐Length of Exp. - 8 years Basic Qualification: Management degree or equivalent)/CA/CFA☐Should have post-qualification experience of working on financial modelling for atleast 3 infrastructure Projects for government sector clients across India during last 5 years</p>	<p>We request the Authority to consider the following experience for Key Personnel:</p> <p>1. Project Director cum Real Estate Expert☐ Length of Exp. - 15 years Basic Qualification: Management degree/PGDBA or equivalent or Post Graduate in Planning Experience: Should have post-qualification experience of managing at least 3 consulting assignments leading upto selection of Private Developer in the transport/real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.</p> <p>2. PPP Expert Length of Exp. - 8 years Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent or Post Graduate in Planning☐ Experience: Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.</p> <p>3. Finance Expert Finance Expert☐Length of Exp. - 8 years Basic Qualification: Management degree or equivalent)/CA/CFA☐Should have post-qualification experience of working on financial modelling for atleast 3 infrastructure Projects for government sector clients across India during last 5 years</p>	Please refer to Addendum-01.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
54	Annexure-02: Power of Attorney & Board Resolution	Power of Attorey and Board Resolution for Authorised Signatory	We request the Authority to consider only Board Resolution in the name of Authorised Signatory in leu of Power of Attorney	Bidder can submit general power of attorney in favour of the Authorised Signatory of the Bidder.
55	Bank Certificate	Bank Certificate on Bank's Letterhead.	We request the Authority to remove this criteria.	It applicable, the Bidder can exercise the option if they seek overdraft / credit facilities to meet their working capital requirements as per the requirements of the tender documents.
56	e-Tender Notice	Online submission up to16.00 Hrs on 26/10/2020 at Maha-Metro's etender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> ).	Last date for submission of queries for clarification – 26th Oct'20	Please refer Corrigendum-02.
57	e-Tender Notice	Online submission up to16.00 Hrs on 26/10/2020 at Maha-Metro's etender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> ).	Last date for submission of tender document – 10th Nov'20	Please refer Corrigendum-02.
58	5.1.3	New clause	Consortium may please be allowed. The following can be the content of this clause – Bidders are allowed to form a consortium and bid for empanelment. However, One of the consortium partner would be the 'Lead' and will have to mention the name of consortium partner along with the submission. Bidders will also be allowed to form Consortium/ Joint Venture/ Sub-Consulting during the stage of Request for Proposals for specific Projects depending upon the techno-commercial nature of the Projects as per the requirements and terms and conditions mentioned therein.	Please refer to Addendum-01.
59	5.4	New clause	Two additional resource may please be added with under mentioned experience – I) Technical Advisor cum Real Estate Expert a) Should have more than Ten years of experience of managing Project Business in Pune b) Excellent knowledge of Developer / Vendor data base available locally c) Good networking with Government and Corporate clients d) Knowledge of leasing trends in Pune market II) Cost & QS Manager a)More than 10 years of experience in Cost Management and Quantity Survey b) Review and validate cost of project submitted by developers	Tender Conditions prevail.
	5.6.1	The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for last three financial years immediately preceding the Bid Due Date: • Between INR. 25 crore and INR. 50 crore – 5 marks • More than INR 50 Crore and upto INR 100 Cr. – 10 marks • More than INR 100 Crore and upto INR 300 Cr. – 20 marks • More than INR. 300 crore – 30 marks	Fourth bullet point regarding "Average Annual Turnover more than 300 crores" may please be removed. The revised criteria is as follows – a) Between INR. 50 crore and INR. 100 crore – 10 marks b) More than INR 100 Crore and upto INR 200 Cr. – 20 marks c) More than INR 200 Crore and upto INR 300 Cr. – 30 marks	Please refer to Addendum-01.
59	5.4	1. Project Director cum Real Estate Expert☒ Length of Exp. - 15 years Basic Qualification: Management degree/PGDBA or equivalent Experience: Should have post-qualification experience of managing at least 5 consulting assignments leading upto selection of Private Developer in the transport/real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.  2. PPP Expert Length of Exp. - 8 years Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent☒ Experience: Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.	We request Authority to broaden the Basic Qualification to the existing criteria. Revised criteria suggested as – 1. Project Director cum Real Estate Expert☒ Length of Exp. - 10 years Basic Qualification: Management degree/PGDBA or equivalent/ CA Experience: Should have post-qualification experience of managing at least 5 consulting assignments leading upto selection of Private Developer in the transport/real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.  2. PPP Expert Length of Exp. - 8 years Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent/ Post Graduate in Urban Planning☒ Experience: Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.	Please refer Addendum-01.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
60	5.5.1 (i)	Average Annual Turnover: The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for the last three financial years immediately preceding the Bid Due Date (FY 17- 18, 18- 19, 19-20) of at least Rs. 25 Crore (Rupees Twenty-Five Crore) or equivalent in USD. The Applicant should submit certificate from a Statutory Auditor to demonstrate the same.	We request the Authority to consider the average annual turnover for financial years 2016-17, 2017-18, 2018-19 as audited financials for 2019-20 may not be available. This is been accepted by other Government Authorities as well.	Please refer to reply given at Sr. No. 19 above.
61	5.5.1 (ii)	Net Working Capital: The Applicant shall demonstrate that it has access to, or has available, liquid assets, unencumbered real estate assets, lines of credit, and other financial means (independent of any contractual advance payment) sufficient to meet the cash flow requirements for the subject contract net of the Applicant's other commitments of at least Rs. 1.80 Crore (Rupees One Crore and Eighty lakh only) or equivalent in USD for the last financial year (FY: 19- 20) immediately preceding the Bid Due Date.	We understand that the requirement shall be justified through Annexure 10B on Page 36. Request the Authority to confirm the same. We request Authority to consider the working capital requirement for FY: 2018-19 as audited financials for 2019-20 may not available. This is been accepted by other Government Authorities as well.	Tender conditions prevail.
62	5.5.1 (iii)	Networth: The Applicant should demonstrate a positive Networth in the last financial year (FY: 19- 20) immediately preceding the Bid Due Date.	We request Authority to consider the networth requirement for FY: 2018-19 as audited financials for 2019-20 may not available. This is been accepted by other Government Authorities as well. This is been accepted by other Government Authorities as well.	Please refer to reply given at Sr. No. 19 above.
63	5.5.1 Under Notes (iv)	Audited financial statements for last three financial years (FY 17-18, 18-19 & 19-20) along with Notes and Schedules to the respective financial statements shall be enclosed. The financial data shall be certified by the Chartered Accountant / Company Auditor with its stamp and signature in original. In case audited financial statements of the last financial year is not made available by the Bidder, then the Bidder has to submit an affidavit certifying that 'the financial statements has actually not been audited so far'. In such a case, the financial data of previous '2' audited financial years will be taken into consideration for evaluation. If audited balance sheet of any year other than the last year is not submitted, the Bid may be considered as non-responsive.	We request the Authority to consider the Audited financial statements for financial years 2016-17, 2017-18, 2018-19 as audited financials for 2019-20 may not be available. This is been accepted by other Government Authorities as well.	Please refer to reply given at Sr. No. 19 above.
64	5.6.1	Project Director cum Real Estate Expert (Relevance of CV & Work Experience): Length of Exp. - 15 years, Basic Qualification: Management degree/PGDBA or equivalent Length of experience Between INR. 15 years and 20 years– 5 marks Length of experience of more than 20 years. – 10 marks	We request Authority to revise the criteria suggested as – Project Director cum Real Estate Expert (Relevance of CV & Work Experience): Length of Exp. - 10 years, Basic Qualification: Management degree/PGDBA/ CA or equivalent Length of experience between 10 years and 15 years– 5 marks Length of experience of more than 15 years. – 10 marks	Please refer Addendum-01.
65	Annexure- 2A	Format for Board Resolution	We request Authority to consider the general Power of Attorney instead of the project specific board resolution which is a general practice by other Government Authorities.	Please refer to reply given at Sr. No. 54 above.
66	Annexure-10B	Bank Certificate in Bank's Letter Head (if Applicable)	We understand that this format will apply to Contracts/works and not for Consultancy Services. Hence this certificate should be omitted.	Please refer to Addendum-01.
67	Annexure 14 (14.2)	Stage II: Conduct Investor Meets The Consultant shall arrange, and conduct investor meet for the proposed projects. The investor meet shall be held in the cities like Pune, NCR and Mumbai as applicable and decided by the Competent Authority and should be held in appropriate venues and premises	Since the expectation is to conduct investors meets outside Pune, we request the Authority to bear the cost of the same or Authority shall reimburse the expenses based on actuals.	Please refer to reply given at sr. no. 45 above.
68		New clause	The Consultant may terminate this Agreement, or any particular Services, immediately upon written notice to MAHA-METRO if the Consultant reasonably determines that it can no longer provide the Services in accordance with applicable law or professional obligations	Tender conditions prevail

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
69		New clause	MAHA-METRO shall not recover from the Consultant, in contract, indemnity or tort, under statute or otherwise, any amount with respect to loss of profit, data or goodwill, or any other consequential, incidental, indirect, punitive or special damages in connection with claims arising out of this Agreement or otherwise relating to the Services, whether or not the likelihood of such loss or damage was contemplated. MAHA-METRO shall not recover from the Consultant, in contract, indemnity or tort, under statute or otherwise, aggregate damages in excess of the fees actually paid for the Services that directly caused the loss in connection with claims arising out of this Agreement or otherwise relating to the Services.	Tender conditions prevail
70	e-Tender Notice	Date & Time of submission of Tender - Online submission up to 16.00 Hrs on 26/10/2020 at Maha-Metro's e-tender portal	We request the Authority to provide at least three weeks from the issuance of pre-bid queries response.	Please refer to Corrigendum-02.
71	e-Tender Notice	Date & Time of submission of Tender	We request the Authority to consider at least two (02) weeks from the date of issuance of response to pre-bid queries to ensure that bid can be submitted for empanelment. Kindly Consider.	Please refer to Corrigendum-02.
72	5.6 Scoring Methodology 5.6.1 (iv) a) Page no 13	Team Qualification & Experience: Project Director cum Real Estate Expert (Relevance of CV & Work Experience): Length of Exp. - 15 years, Basic Qualification: Management degree/PGDBA or equivalent ☐ Length of experience Between INR. 15 years and 20 years – 5 marks ☐ Length of experience of more than 20 years. – 10 marks	We request MMRC to relax the scoring methodology of Project Director cum Real Estate Expert (Team qualification & experience) as under: ☐ Length of experience Between INR. 15 years and 18 years – 5 marks ☐ Length of experience of more than 18 years. – 10 marks Kindly Consider.	Please refer to Addendum-01.
73	14.1: Objectives	The tentative list of property development projects currently being envisaged include the following: ☐ Development of Multi-Modal Transport Hub at Swargate, Pune on PPP basis ☐ Development of Commercial Complex and Land Monetization at Civil Court Interchange station of PMRP ☐ Development of Commercial Complex at Hill View Park car depot, Kothrud on PPP basis ☐ Development of Commercial Complex at Range Hill Depot, (Agriculture College) on PPP Basis ☐ Any other projects identified by the Competent Authority	We request the Authority to please share the site details for each of the said tentative list of properties – total available extent, area of the sites, geographical coordinates of the locations. This may give us more clarity and shall be important for us during empaneling. Kindly provide.	Site details shall be shared at the RFP stage for Selection of TA for specific projects.
74	Format for Board Resolution	Format for the Board resolution (To be forwarded on the letterhead of the Bidder)	Our firm is a Limited Liability Partnership (LLP) under LLP Act 2008. We have a resolution duly certifying the authorized signatories for and on behalf of the firm. These authorized signatories are severally authorized to sign, execute the necessary documents, writings in connection with proposals, contracts, agreements, reports, documents etc. These authorized signatories are also authorized to represent the firm before the concerned government, semi-government and any other statutory authority (ies) in connection with the client engagement including submitting the proposal. In this regard, we request the Authority to consider a standard board resolution signed by Designated Partners of the firm (duly certifying the authorized signatories), instead of the board resolution signed by the Company Secretary / Managing Director/Director of the Bidder as per the format provided. Kindly Consider.	Please refer to reply given at Sr. No. 54 above.
75	Last date of submission of queries for clarification	Up till 1700 hrs. on 21/10/2020 (Hard & Soft Copy)	Considering the current COVID 19 situation, it is difficult to submit the queries in the form of hard copy before 21.10.2020, therefore, we request the Authority to consider the soft copy of the queries. Kindly Consider.	Accepted.
76	5.4	Project Director cum real estate expert Length of Exp. - 15 years Basic Qualification: Management degree/PGDBA or equivalent Experience: Should have post-qualification experience of managing at least 5 consulting assignments leading up to selection of Private Developer in the transport/ real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.	Experience of the Project director cum real estate expert has been asked in transport/ real estate sector. In this regard, kindly allow experience in "infrastructure sector" as an alternative.	Please refer Addendum-01

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
77	16.1 (Settlement of Disputes)	Each Dispute submitted by a Party to Arbitration shall be heard by a Sole Arbitrator or an Arbitration Panel composed of three Arbitrators, in accordance with the following provisions. a. Where the Parties agree that the Dispute concerns a Technical Matter, they may agree to appoint a Sole Arbitrator or, failing Agreement on the identity of such Sole Arbitrator within thirty (30) days after Receipt by the other Party of the Proposal of a Name for such an Appointment by the Party who initiated the Proceedings, either Party may apply to the President, Institution of Engineers India, New Delhi; for a List of not fewer than five Nominees and, on receipt of such list, the Parties shall alternately strike names there from, and the Last Remaining Nominee on the list shall be the Sole Arbitrator for the Matter in Dispute. If the Last Remaining Nominee has not been determined in this manner within sixty (60) days of the Date of the List, the President, Institution of Engineers India, New Delhi; shall appoint, upon the Request of either Party and from such List or otherwise, a Sole Arbitrator for the matter in dispute.	The sole arbitrator shall be appointed by mutual consent of both parties. Kindly confirm.	Tender Conditions prevail.
78	5.4, i, Project Director cum Real Estate Expert	Basic Qualification: Management degree/PGDBA or equivalent	Consultant would request the authority to change the criteria to the following: Management degree/PGDBA/ Master's in Urban/ Infrastructure Planning or equivalent As the project majorly deals with real estate projects in the vicinity of the metro corridors of Pune Metro	Please refer Addendum-01
79	5.4, i, Project Director cum Real Estate Expert	Length of Exp. - 15 years	Consultant would request the authority to relax the criteria to the following: Length of Exp. - 12 years	Tender conditions prevail.
80	5.4, ii, PPP Expert	Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent	Consultant would request the authority to change the criteria to the following: Graduate with PG degree in management/ PGDBA /Master's in Urban/ Infrastructure Planning or equivalent As the project majorly deals with real estate projects in the vicinity of the metro corridors of Pune Metro	Please refer Addendum-01
81	5.6, iv, a, Project Director cum Real Estate Expert	Basic Qualification: Management degree/PGDBA or equivalent	Consultant would request the authority to change the criteria to the following: Management degree/PGDBA/ Master's in Urban/ Infrastructure Planning or equivalent As the project majorly deals with real estate projects in the vicinity of the metro corridors of Pune Metro	Please refer Addendum-01
82	5.6, iv, a, Project Director cum Real Estate Expert	Length of experience Between 15 years and 20 years– 5 marks • Length of experience of more than 20 years. – 10 marks	Consultant would request the authority to relax the criteria to the following: • Length of experience Between 12 years and 15 years– 5 marks Length of experience of more than 15 years. – 10 marks	Tender conditions prevail.
83	5.6, iv, b, PPP Expert	Graduate with PG degree in management/ PGDBA or equivalent	Consultant would request the authority to change the criteria to the following: Graduate with PG degree in management/ PGDBA /Master's in Urban/ Infrastructure Planning or equivalent As the project majorly deals with real estate projects in the vicinity of the metro corridors of Pune Metro	Please refer Addendum-01
84	5.6, iv, b, PPP Expert	Length of experience Between 8 years and 12 years– 5 marks • Length of experience of more than 12 years. – 10 marks	Consultant would request the authority to relax the criteria to the following: • Length of experience Between 8 years and 9 years– 5 marks • Length of experience of more than 9 years. – 10 marks	Tender conditions prevail.
85	5.6, iv, c, Finance Expert	• Length of experience Between 8 years and 12 years– 5 marks • Length of experience of more than 12 years. – 10 marks	Consultant would request the authority to relax the criteria to the following: • Length of experience Between 8 years and 9 years– 5 marks • Length of experience of more than 9 years. – 10 marks	Tender conditions prevail.
86	5.2.1, Work Experience	Work Experience: The Applicant should have completed work(s) of value detailed below during last 10 years prior to Bid Due Date as follows: • At least one similar consultancy work where the Project is having a minimum built up area of 10.50 lakh sq ft OR • Two similar consultancy works where the Project is having a minimum built up area of 7 lakh sq ft each. OR • Three similar consultancy works where the Project is having a minimum built up area of 5.60 lakh sq ft each.	Consultant would request the authority to relax the criteria to the following: • At least one similar consultancy work where the Project is having a minimum project area of 2 acres OR • Two similar consultancy works where the Project is having a minimum project area of 1.5 acres each. OR • Three similar consultancy works where the Project is having a minimum project area of 1 acre each. As generally majority of the government organizations while issuing the completion certificate/work order/Contract mentions Project Area only. It will be difficult to get the Built-up Area for the same.	Please refer Addendum-01.

Replies to Queries and Pre-Bid Clarifications				
S.No.	Clause No.	Existing Tender Condition	Bidder's Queries	Replies to Queries
87	5.2.1, Work Experience	'Similar consultancy work' means a Completed or substantially competed Transaction Advisory Consultancy work or Land value capture related assignments for real estate projects ( commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, transport sector etc.) carried out for government entities/ PSUs/Special Purpose Vehicles (SPVs)/Corporations/public listed companies/REIT/Institutions/Trusts wherein developer has been successfully selected and Concession Agreement signed or Letter of Award issued.	Consultant would request the authority to change the criteria to the following: 'Similar consultancy work' means a Completed or substantially competed Transaction Advisory/Bid Advisory/Bid Support Consultancy work or Land value capture related assignments for real estate projects ( commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, transport sector etc.) carried out for government entities/ PSUs/Special Purpose Vehicles (SPVs)/Corporations/public listed companies/REIT/Institutions/ Trusts wherein developer has been successfully selected and Concession Agreement signed or Letter of Award issued.	Bid Advisory and Bid Suport Consultancy shall be considered as Transaction Advisory.
88	5.4, Note: 2	In addition to the key experts mentioned in this Empanelment documents, the consultant shall have to deploy additional support staff for the project to ensure that the project is delivered in time, if it so deemed necessary by the Employer	We understand that detailed CVs of the support staff is not required as of now for the proposal. Please clarify.	Understanding of the Bidder is correct.
89	5.2.1 Notes, III	Supporting Document for Proof of Experience The Applicant shall submit details of works executed by them for the works to be considered for qualification of work experience criteria in a format prescribed in Annexure-7 & 7A of part-II of empanelment document. Documentary proof such as certificates from client clearly indicating the nature/scope of work for such work should be submitted. The offers submitted without this documentary proof shall not be evaluated.	Ministries/ Govt. Departments/ PSUs many times do not provide completion certificate. In the absence of such certification from the client, the Consultant may be allowed to show Work Order/Agreement Copy/Self Certification etc. as a proof of experience.	Please refer Addendum-01
90		New Clause	With reference to the subject matter, we request you to kindly consider the Transaction Advisors already working with Maharashtra Metro Rail Corporation Limited for empanelment.	Tender conditions prevail.



**Title: Empanelment of Transaction Advisors (TA) For Various Existing & Upcoming Property Development Projects of Pune Metro****Tender No: P1PD-03/2020****Date of NIT: 05.10.2020****Addendum-I to Corrigendum-III dated 06 Nov 2020**

Sl. No.	Clause Ref.	Existing Description	Replaced with
1	e-Tender Notice	Date & Time of submission of Tender: Online submission up to 16.00 Hrs on 26/10/2020 at Maha-Metro's e-tender portal	Date & Time of submission of Tender: Online submission up to 16.00 Hrs on 10/11/2020 at Maha-Metro's e-tender portal
2	5.5.1	i. Average Annual Turnover: The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for the last three financial years immediately preceding the Bid Due Date (FY 17- 18, 18-19, 19-20) of at least Rs. 25 Crore (Rupees Twenty-Five Crore) or equivalent in USD. The Applicant should submit certificate from a Statutory Auditor to demonstrate the same.	i. Average Annual Turnover: The Applicant (Bidding Firm in case of Sole Bidder or Consortium as a whole) should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management ) in India for the last three financial years immediately preceding the Bid Due Date (FY 17- 18, 18-19, 19-20) of at least Rs. 25 Crore (Rupees Twenty-Five Crore) or equivalent in USD. The Applicant should submit certificate from a Statutory Auditor to demonstrate the same.
3	5.5.1 Notes	<p>Notes:</p> <p>I. Financial data for latest last three financial years as per format prescribed in Annexure-10 of part-II of empanelment document shall be submitted by the Applicant.</p> <p>II. The financial year as applicable in the country of origin of the Applicants would be considered. The 'last financial year' will be the latest financial year that ended on or before 31.03.2020.</p> <p>III. The liquidity shall be ascertained from Net Working Capital {Current Assets – (current liabilities + provisions)} as per latest audited balance sheet and/or from the Banking reference(s). Banking reference(s) should contain in clear terms the amount that the Bank will be in a position to lend for this work to the applicant / member of the Joint Venture / Consortium. In case the Net Working Capital (as seen from the Balance Sheet) is negative, only the Banking reference(s) will be considered, otherwise the aggregate of the Net Working Capital and submitted Banking reference(s) will be considered for working out the Liquidity.</p> <p>IV. Audited financial statements for last three financial years (FY 17-18, 18-19 &amp; 19-20) along with Notes and Schedules to the respective financial statements shall be enclosed. The financial data shall be certified by the Chartered Accountant / Company Auditor with its stamp and signature in original.</p> <p>In case audited financial statements of the last financial year is not made available by the Bidder, then the Bidder has to submit an affidavit certifying that 'the financial statements has actually not been audited so far'. In such a case, the financial data of previous '2' audited financial years will be taken into consideration for evaluation. If audited balance sheet of any year other than the last year is not submitted, the Bid may be considered as non-responsive.</p>	<p>Notes:</p> <p>I. Financial data for latest last three financial years as per format prescribed in Annexure-10 of part-II of empanelment document shall be submitted by the Applicant.</p> <p>II. The financial year as applicable in the country of origin of the Applicants would be considered. The 'last financial year' will be the latest financial year that ended on or before 31.03.2020.</p> <p>III. The liquidity shall be ascertained from Net Working Capital {Current Assets – (current liabilities + provisions)} as per latest audited balance sheet and/or from the Banking reference(s). Banking reference(s) should contain in clear terms the amount that the Bank will be in a position to lend for this work to the applicant / member of the Joint Venture / Consortium. In case the Net Working Capital (as seen from the Balance Sheet) is negative, only the Banking reference(s) will be considered, otherwise the aggregate of the Net Working Capital and submitted Banking reference(s) will be considered for working out the Liquidity.</p> <p>IV. Audited financial statements for last three financial years (FY 17-18, 18-19 &amp; 19-20) along with Notes and Schedules to the respective financial statements shall be enclosed. The financial data shall be certified by the Statutory Auditor with its stamp and signature in original.</p> <p><b><u>In case audited financial statements of the last financial year is not made available by the Bidder, then the Bidder has to submit provisional financial statement for the last financial year.</u></b> If audited balance sheet of any year other than the last year is not submitted, the Bid may be considered as non-responsive.</p>
4	5.6.1 (i)	<p>The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management and real estate brokerage) in India for last three financial years immediately preceding the Bid Due Date:</p> <ul style="list-style-type: none"> <li>• Between INR. 25 crore and INR. 50 crore – 5 marks</li> <li>• More than INR 50 Crore and upto INR 100 Cr. – 10 marks</li> <li>• More than INR 100 Crore and upto INR 300 Cr. – 20 marks</li> <li>• More than INR. 300 crore – 30 marks</li> </ul>	<p>The Applicant should have an average annual turnover from consultancy (excluding turnover from tax, audit, facility management ) in India for last three financial years immediately preceding the Bid Due Date:</p> <ul style="list-style-type: none"> <li>• <b><u>Between INR. 25 crore and INR. 50 crore – 5 marks</u></b></li> <li>• <b><u>More than INR 50 Crore and upto INR 100 Cr. – 15 marks</u></b></li> <li>• <b><u>More than INR 100 Crore and upto INR 200 Cr. – 20 marks</u></b></li> <li>• <b><u>More than INR. 200 crore – 30 marks</u></b></li> </ul>

Sl. No.	Clause Ref.	Existing Description	Replaced with
5	5.1.3	Consortium is not allowed and only single bidders are eligible for bidding. Bidders shall be allowed to form Consortium/ Joint Venture/ Sub-Consulting during the stage of Request for Proposals for specific Projects depending upon the techno-commercial nature of the Projects as per the requirements and terms and conditions mentioned therein.	In case of Consortium, maximum two members shall be allowed. Further, Bidders shall be allowed to appoint Sub-Consultants during the stage of Request for Proposals for specific Projects depending upon the techno-commercial nature of the Projects as per the requirements and terms and conditions mentioned therein.
6	5.5.1	iv. Profitability: Profit before Tax should be positive in at least 2 (two) years out of the last three financial years preceding the Bid Due Date.	Deleted.
7	5.1.4	f) Have sufficient technical and support staff manpower including software, hardware, networking, security experts to fulfill the installation and operations & maintenance aspects of the work	Deleted.
8	5.4	<p>1. Project Director cum Real Estate Expert Length of Exp. - 15 years Basic Qualification: Management degree/PGDBA or equivalent Experience: Should have post-qualification experience of managing at least 5 consulting assignments leading upto selection of Private Developer in the transport/real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.</p> <p>2. PPP Expert Length of Exp. - 8 years Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent Experience: Should have post-qualification experience of working on completed PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure projects for government sector clients across India.</p> <p>3. Finance Expert Finance Expert Length of Exp. - 8 years Basic Qualification: Management degree or equivalent)/CA/CFA Should have post-qualification experience of working on financial modelling for atleast 3 infrastructure Projects for government sector clients across India during last 5 years</p>	<p>1. Project Director cum Real Estate Expert Length of Exp. - 15 years Basic Qualification: Management degree/PGDBA or equivalent or <b><u>Post Graduate in Planning/CA</u></b> Experience: Should have post-qualification experience of managing at least 3 consulting assignments leading upto selection of Private Developer in the transport/real estate sector during the last 10 years as Leader/ Project Director for government sector clients across India.</p> <p>2. PPP Expert Length of Exp. - 8 years Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent or Post Graduate in Planning Experience: Should have post-qualification experience of working on completed or ongoing PPP projects including feasibility studies, project structuring and transaction advise in development of at least 2 infrastructure <b><u>/real estate sector projects</u></b> for government sector clients across India.</p> <p>3. Finance Expert Finance Expert Length of Exp. - 8 years Basic Qualification: Management degree or equivalent)/CA/CFA Should have post-qualification experience of working on financial modelling for atleast 3 infrastructure <b><u>/real estate sector Projects</u></b> for government sector clients across India during last 5 years</p>

Sl. No.	Clause Ref.	Existing Description	Replaced with
10	5.2.1 (Notes)	<p>I. 'Similar consultancy work' means a Completed or substantially completed Transaction Advisory Consultancy work or Land value capture related assignments for real estate projects ( commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, transport sector etc.) carried out for government entities/ PSUs/Special Purpose Vehicles (SPVs)/Corporations/public listed companies/REIT/Institutions/ Trusts wherein developer has been successfully selected and Concession Agreement signed or Letter of Award issued.II. Wherever completion certificates are not available but the assignment are substantially completed (80% and above), the Applicant should provide documentary evidence to this effect showcasing the same. For clarification purpose, such letter shall be issued by the Competent Authority not below the rank of Executive Engineer or equivalent. III. The Applicant shall submit details of works executed by them for the works to be considered for qualification of work experience criteria in a format prescribed in Annexure-7 &amp; 7A of part-II of empanelment document. Documentary proof such as certificates from client clearly indicating the nature/scope of work for such work should be submitted. The offers submitted without this documentary proof shall not be evaluated. IV. Projects undertaken by the Applicant on sub-consulting basis wherein the Employer is a Government entity or PSU and the primary client is also a Government entity or PSU shall be eligible provided the Applicant can submit necessary supporting documents to this effect. V. In case credentials of required criteria stipulated in this eligibility have been submitted wherein the Applicant has completed the similar works as a member of JV/Consortium then the value of work as per the Applicants percentage participation in such JV/Consortium shall be considered. VI. The Applicant shall submit details of works executed by them for the works to be considered for qualification of work experience criteria in the specified format. Documentary proof such as certificates from client clearly indicating the nature/scope of work, amount received for such work should be submitted. The offers submitted without this documentary proof shall not be evaluated. In case of lack of clarity, Engineers evaluation of the documentary evidences submitted by the Bidders shall be final and binding upon all the Bidders.</p>	<p>I. 'Similar consultancy work' means a Completed or substantially completed Transaction Advisory Consultancy work or Land value capture related assignments for real estate projects ( commercial complexes, hospitality, tourism, entertainment, residential, smart city initiatives, logistics, warehousing, industrial parks, transport sector etc.) carried out for government entities/ PSUs/Special Purpose Vehicles (SPVs)/Corporations/public listed companies/REIT/Institutions/ Trusts wherein developer has been successfully selected and Concession Agreement signed or Letter of Award issued.</p> <p>II. Wherever completion certificates are not available but the assignment are substantially completed (80% and above <b><u>in terms of financial progress or work completion</u></b>), the Applicant should provide documentary evidence to this effect showcasing the same. For clarification purpose, such letter shall be issued by the Competent Authority not below the rank of Executive Engineer or equivalent or <b><u>certificate issued by the Statutory Auditor of the Bidder.</u></b></p> <p>III. The Applicant shall submit details of works executed by them for the works to be considered for qualification of work experience criteria in a format prescribed in Annexure-7 &amp; 7A of part-II of empanelment document. Documentary proof such as certificates from client clearly indicating the nature/scope of work for such work should be submitted <b><u>or a Certificate issued by an Independent Architect having a valid registration certificate can also be submitted.</u></b> The offers submitted without this documentary proof shall not be evaluated.</p> <p>IV. Projects undertaken by the Applicant on sub-consulting basis wherein the Employer is a Government entity or PSU and the primary client is also a Government entity or PSU shall be eligible provided the Applicant can submit necessary supporting documents to this effect.</p> <p>V. In case credentials of required criteria stipulated in this eligibility have been submitted wherein the Applicant has completed the similar works as a member of JV/Consortium then the value of work as per the Applicants percentage participation in such JV/Consortium shall be considered.</p> <p>VI. The Applicant shall submit details of works executed by them for the works to be considered for qualification of work experience criteria in the specified format. Documentary proof such as certificates from client clearly indicating the nature/scope of work, amount received for such work, <b><u>estimated built-up areas etc.</u></b> should be submitted. <b><u>Wherever, client certificates indicating the estimated built-up areas is not available, Bidder can submit self-certification signed by the Authorised signatory where the estimated built up area is clearly mentioned. However, corresponding Work Orders/ Completion certificates as applicable issued by the client shall be submitted as supporting documents.</u></b></p> <p>The offers submitted without this documentary proof shall not be evaluated. In case of lack of clarity, Maha-Metro's evaluation of the documentary evidences submitted by the Bidders shall be final and binding upon all the Bidders.</p>

Sl. No.	Clause Ref.	Existing Description	Replaced with
9	5.1.1	5.1.1 The Applicant must be a company registered under the Companies Act, firms established as LLP, partnership firms established in India, of National / International repute having prior experience of working as Transaction Advisor for similar projects.	<p>The Applicant must be a company registered under the Companies Act, firms established as LLP, partnership firms established in India, of National / International repute having prior experience of working as Transaction Advisor for similar projects or a combination thereof, in case of a Consortium.</p> <p>An Applicant possessing the requisite experience and capabilities required for undertaking the Consultancy, may participate in the Selection Process either individually (the “Sole Firm”) or as lead member of a consortium of maximum 2 firms (the “Lead Member”) in response to this invitation. The term Applicant/Bidder/ Consultant) means the Sole Firm or the Lead Member, as the case may be.</p> <p>Following conditions shall apply to Consortium or Sole Bidder as the case may be:</p> <p>i No bidding firm or its Associate shall submit more than one bid for the Consultancy. A bidding firm applying individually or as an Associate shall not be entitled to submit another bid either individually or as a member of any consortium, as the case may be;</p> <p>ii Misrepresentation/ improper response by the bidding firm may lead to the disqualification/ rejection of the bidding firm and/ or the Sole firm/ Consortium as the case may be;</p> <p>iii Member, in case the Consultant consists of a consortium of more than one entity, shall mean any of these entities, and “Members” means all of these entities of the consortium;</p> <p>iv In case the bidding firm consists of a consortium of more than one entity, the members agree that the Lead Member shall act on behalf of the Members in exercising all the Consultant’s rights and obligations towards the Authority and the members shall enter into a Joint Bidding Agreement as specified in the tender documents;</p> <p>v Members of the Consortium shall nominate the Authorized signatory from the Lead Member as the Person duly authorized to sign on behalf of the bidding firm. Such Authorization shall be indicated by a written Power of Attorney accompanying the Proposal;</p> <p>vi Both the members of the Bidding Firm shall be jointly and severally responsible;</p> <p>vii Lead Member must have maximum share in the consortium and not less than 51% participation in the Consortium and each member of the Consortium shall hold at least 10% participation in the Consortium which shall be demonstrated in the Joint Bidding Agreement;</p> <p>viii Both the members of the Consortium shall jointly fulfil the eligibility and other conditions of the bid</p>
10	Annexure-3	Annexure-3: Undertaking	Annexure-3: Undertaking (to be submitted by Sole Bidder or Each Member in case of Consortium)
11	Annexure-4	ANNEXURE 4: Historical Contract Non-Performance, Pending Litigation and Litigation History	ANNEXURE 4: Historical Contract Non-Performance, Pending Litigation and Litigation History (to be submitted by Sole Bidder or Each Member in case of Consortium on individual letterhead to be signed by Authorised Signatory)
12	Annexure-5	Annexure-5: DETAILS OF BIDDING FIRM	Annexure-5: DETAILS OF BIDDING FIRM (to be submitted by Sole Bidder or Each Member in case of Consortium)
13	5.6 iv a	<p>Project Director cum Real Estate Expert (Relevance of CV &amp; Work Experience): Length of Exp. - 15 years, Basic Qualification: Management degree/PGDBA or equivalent</p> <ul style="list-style-type: none"> <li>Length of experience Between INR. 15 years and 20 years– 5 marks</li> <li>Length of experience of more than 20 years. – 10 marks</li> </ul>	<p>Project Director cum Real Estate Expert (Relevance of CV &amp; Work Experience): Length of Exp. - 15 years, Basic Qualification: Management degree/PGDBA or Post Graduate in Planning/CA or equivalent</p> <ul style="list-style-type: none"> <li>Length of experience Between 15 years and 20 years– 5 marks</li> <li>Length of experience of more than 20 years. – 10 marks</li> </ul>
14	5.6 iv b	<p>PPP Expert, Length of Exp. - 8 years, Basic Qualification: Graduate with PG degree in management/ PGDBA or equivalent</p> <ul style="list-style-type: none"> <li>Length of experience Between INR. 8 years and 12 years– 5 marks</li> <li>Length of experience of more than 12 years. – 10 marks</li> </ul>	<p>PPP Expert, Length of Exp. - 8 years, Basic Qualification: Graduate with PG degree in management/ PGDBA/ post Graduate in Planning OR equivalent</p> <ul style="list-style-type: none"> <li>Length of experience Between INR. 8 years and 12 years– 5 marks</li> <li>Length of experience of more than 12 years. – 10 marks</li> </ul>

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16.	Annexure-1	Annexure 1: Letter of Application	Please refer Annexure-01 to Addendum-01
	Anexure-2	Annexure-2: Details of Bidding Firm	Please refer Annexure-02 to Addendum-01
17.	Annexure-22	Anexure-22: POWER OF ATTORNEY FOR LEAD MEMBER OF CONSORTIUM	Please refer Annexure-03 to Addendum-01
18.	Annexure-23	Annexure-23 FORM OF JOINT BIDDING AGREEMENT	Please refer Annexure-04 to Addendum-01

**Annexure 1: Letter of Application**

[Location, Date]

The Executive Director (Procurement)  
 Maharashtra Metro Rail Corporation Limited  
 101, The Orion, Opposite Don Bosco Youth Centre,  
 Koregaon Park, Pune- 411001  
 India  
 E-mail: tenders.pmrp@mahametro.org  
 Website: www.punemetrorail.org

Dear Sir,

LETTER FOR APPLICATION – EMPANELMENT FOR TRANSACTION ADVISORY SERVICES FOR VARIOUS EXISTING AND UPCOMING PROPEORTY DEVELOPMENT PROJECTS IN THE VICINITY OF THE METRO CORRIDORS OF PUNE METRO

We, the undersigned, apply to be empaneled for the referenced Project and declare the following:

- i. We are duly authorized to represent and act on behalf of (hereinafter the “Applicant”)
- ii. We are submitting an Application against the tender document in the form of Sole Applicant/Consortium. In case of Consortium, Lead Member shall be M/s\_\_\_\_\_.
- iii. I/We have agreed that ..... (insert individual’s name) will act as our Authorised Representative/ will act as the Authorised Representative of the consortium on our behalf and has been duly authorized to submit our Proposal.
- iv. We have examined and have no reservations to the Empanelment Document including Addenda No(s).
- v. We are attaching with this letter, the copies of original documents defining:
  - i. the Applicant’s legal status;
  - ii. its principal place of business; and
  - iii. its place of incorporation with registration details.
- vi. We further declare that we have not engaged any agent or middleman for this Empanelment process or any other part of this empanelment process arising from it. We have not paid/ will not be paying any commissions, gratuities or fees with respect to the empanelment process.
- vii. MAHA-METRO and/or its authorized representatives are hereby authorized to conduct any inquiries or investigations to verify the statements, documents and information submitted in connection with this application, and to seek clarification from our bankers and clients.
- viii. This Letter of Application will also serve as authorization for any individual or authorized representative of any institution referred to in the supporting information, to provide such information deemed necessary and as requested by MAHA-METRO.
- ix. We do not have a conflict of interest in respect to this tender document or Bidding Process being conducted.
- x. MAHA-METRO and/or its authorized representatives may contact the following nodal persons for further information on any aspects of the Application:

Contact 1	Name	Address	Telephone /E Mail


We hereby furnish the required details of pre-qualification as under:

1		Lead Member	Consortium Member
	Name of the firm		
	Office Address		
	Telephone Number & Fax		
	Name of the Authorized Signatory		
	Phone/ Mobile Phone Number		
	Name of Contact Person		
	Valid Email Address		
	Phone/ Mobile Phone number		

xi. This application is made in the full understanding that:

- i. Empanelment process will be subject to verification of all information submitted at the discretion of MAHA-METRO.
- ii. MAHA-METRO reserves the right to reject or accept any or all applications, cancel the Empanelment process without any obligation to inform the applicant about the grounds of same;

xii. The undersigned declares that the statements made and the information provided in the duly completed application are complete, true, and correct in every detail. We also understand that in the event of any information furnished by us being found later on to be incorrect or any material information having been suppressed, MAHA-METRO may delete our name from the list of qualified Applicants:

Our Application shall remain valid till 180 days from the Bid Due Date.

Yours sincerely

Signature:

Name and Title of Authorized Signatory:

Name of

Consultant/

Firm: Address:



**Annexure-5: DETAILS OF BIDDING FIRM (for each member of the Consortium)**

<b>1.1</b>	<b>Title of Consultancy</b>
<b>1.2</b>	Title of the Work:
<b>1.3</b>	<p>State the following:</p> <p>Name of Firm/ Lead Member:</p> <p>Legal status (e.g. sole proprietorship/ partnership/ company etc.):</p> <p>Country of incorporation:</p> <p>Registered address:</p> <p>Year of Incorporation:</p> <p>Year of commencement of business:</p> <p>Principal place of business:</p> <p>Name, designation, address and phone numbers of authorised signatory of the Firm/ Lead Bidder:</p> <p>Name:</p> <p>Designation:</p> <p>Company:</p> <p>Address:</p> <p>Phone No.:</p> <p>E-mail address:</p> <p>State the number of years the applicant has been undertaking work similar in scope and nature to the works for which empanelment document is sought</p> <p>Name of Applicant/ Lead Member .....</p> <p>No. of years .....</p> <p>Name of Applicant/Lead Member .....</p>
<b>1.4</b>	<p>State the following for other member (if applicable):</p> <p>Name of Other Member:</p> <p>Legal status (e.g. sole proprietorship/ partnership/ company etc.):</p> <p>Country of incorporation:</p> <p>Registered address:</p> <p>Year of Incorporation:</p> <p>Year of commencement of business:</p> <p>Principal place of business:</p> <p>Name, designation, address and phone numbers of authorised signatory of the Other Bidder:</p> <p>Name:</p> <p>Designation:</p> <p>Company:</p>

	<p>Address: Phone No.: E-mail address:</p> <p>State the number of years the applicant has been undertaking work similar in scope and nature to the works for which empanelment document is sought</p> <p>Name of Other Member .....</p> <p>No. of years .....</p> <p>Name of Other Member .....</p>
<b>1.5</b>	<p>For the Applicant, state the following information:</p> <p>(i) In case of non Indian Firm, does the Firm have business presence in India? Yes/No</p> <p>If so, provide the office address(es) in India.</p> <p>(ii) Has the Applicant been penalised by any organization for poor quality of work or breach of contract in the last five years? Yes/No</p> <p>(iii) Has the Applicant/ or any of its Associates ever failed to complete any work awarded to it by any public authority/ entity in last five years? Yes/No</p> <p>(iv) Has the Applicant or any member of the consortium been blacklisted by any Government department/Public Sector Undertaking in the last five years and such blacklisting continues to subsist? Yes/No</p> <p>(v) Has the Applicant or any of its Associates, in case of a consortium, suffered bankruptcy/insolvency in the last five years? Yes/No</p> <p>(vi) Has the Applicant filed for Litigation with any government Authority in the last five years. Please provide details of pending Litigation cases as an Annexure. Applicants found to be habitual of repeated litigation are liable to be disqualified. Yes/No</p> <p>(vii) Has the company or firm ever failed to complete any work awarded or has been levied liquidated damage for delay in completion of work? If Yes give explanation.</p> <p>Note: If answer to any of the questions at (ii) to (v) is yes, the bidding firm is not eligible for this consultancy assignment.</p>
	<p>(Signature, name and designation of the authorised signatory) For and on behalf of .....</p>

**Annexure-3: POWER OF ATTORNEY FOR LEAD MEMBER OF CONSORTIUM**

Whereas the \*\*\*\*\* (“the Employer”) has invited applications from interested parties for the \*\*\*\*\* Project (the “Project”).

Whereas, ., ., and . (collectively the “Consortium”) being Members of the Consortium are interested in bidding for the Project in accordance with the terms and conditions of the Instruction to Bidders (ITB), RFP and other connected documents in respect of the Project, and

Whereas, it is necessary for the Members of the Consortium to designate one of them as the Lead Member with all necessary power and authority to do for and on behalf of the Consortium, all acts, deeds and things as may be necessary in connection with the Consortium’s bid for the Project and its execution.

NOW THEREFORE KNOW ALL MEN BY THESE PRESENTS

**We, .....** **having our registered office at ., M/s. ....** **having our registered office at .....** **, M/s. ....** **having our registered office at .....** **, and .....** **(hereinafter collectively referred to as the “Principals”)** do hereby irrevocably designate, **nominate, constitute, appoint and authorise M/S .....** **having its registered office at ., being one of the Members of the Consortium,** as the Lead Member and true and lawful attorney of the Consortium (hereinafter referred to as the “Attorney”).

We hereby irrevocably authorise the Attorney (with power to sub-delegate) to conduct all business for and on behalf of the Consortium and any one of us during the bidding process and, in the event the Consortium is awarded the concession/contract, during the execution of the Project and in this regard, to do on our behalf and on behalf of the Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the pre-qualification of the Consortium and submission of its bid for the Project, including but not limited to signing and submission of all applications, bids and other documents and writings, participate in bidders and other conferences, respond to queries, submit information/ documents, sign and execute contracts and undertakings consequent to acceptance of the bid of the Consortium and generally to represent the Consortium in all its dealings with the Employer in all matters in connection with or relating to or arising out of the Consortium’s bid for the Project and/or upon award thereof for all obligations and liabilities relating to the Project and in accordance with the terms of the Contract Agreement.

AND hereby agree to ratify and confirm and do hereby ratify and confirm all **acts**, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us/ Consortium.

IN WITNESS WHEREOF WE THE PRINCIPALS ABOVE NAMED HAVE EXECUTED

THIS POWER OF ATTORNEY ON THIS ..... DAY OF 2.

For (Signature)

Name & Title)

For (Signature)

(Name & Title)

For (Signature)

(Name & Title)

Accepted:

Witnesses:

1.

2.

(Executants)

To be executed by all the Members of the Consortium)

Notes:

*The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure. Also, wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*

*For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Applicants from countries that have signed The Hague Legislation Convention 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Apostille certificate.*

**Annexure-4 FORM OF JOINT BIDDING AGREEMENT**

*(To be on non-judicial stamp paper of appropriate value as per Stamp Act relevant to place of execution, duly signed on each page. Foreign entities submitting the Bid are required to follow the applicable law in their country)*

**FORM OF CONSORTIUM AGREEMENT BETWEEN**

M/S....., AND M/S..... FOR (.....)

THIS Joint Bidding Agreement/ Consortium Agreement (hereinafter referred to as "Agreement") executed on this..... day of ..... Two thousand Twelve between..... a company incorporated under the laws of..... and having its Registered Office at ..... (hereinafter called the "Party 1", which expression shall include its successors, executors and permitted assigns), and..... a company incorporated under the laws of..... and having its Registered Office at ..... (hereinafter called the "Party 2", which expression shall include its successors, executors and permitted assigns) for the purpose of submitting the Bid in response to the Bidding Documents and in the event of selection as Successful Bidder to execute the Contract Agreement and/or other requisite documents, and to carry out the '.....' ("Services") for Pune Metro Rail project to be awarded by Maharashtra Metro Rail Corporation Limited (hereinafter referred to as "Maha-Metro" or "the Company").

Party 1, and Party 2 are hereinafter collectively referred to as the "Parties" and individually as a "Party".

WHEREAS **Maharashtra Metro Rail Corporation Limited (the "Employer")** desires to engage a Consultant for \_\_\_\_\_ for Pune Metro Rail Project for the work of \_\_\_\_\_.

AND WHEREAS the Consortium of [.....] (insert the names of all the Members) intends to participate for the Bid, against the Bidding Documents issued to..... [Insert the name of Employer of Bidding Document].

AND WHEREAS Clause 3.2.1 RFP document stipulates that the Bidders bidding on the strength of a consortium shall submit a legally enforceable Joint Bidding Agreement/ Consortium Agreement in a format specified in the Bidding Documents.

**NOW THEREFORE, THIS INDENTURE WITNESSTH AS UNDER:**

In consideration of the above premises and agreement, all the parties in this Consortium do hereby mutually agree as follows:

1. In consideration of the selection of the Consortium as the Successful Bidder by the Company, we the Members of the Consortium and Parties to the Consortium Agreement do hereby unequivocally agree that M/s..... (Insert name of the Lead Member), shall act as the Lead Member as defined in the Bidding Documents for self and agent for and on behalf of ..... (the names of all the other Members of the Consortium to be filled in here) to do on behalf of the Consortium, all or any of the acts, deeds or things necessary or incidental to the Consortium's Bid for the Contract including submission of the Bid, participating in meetings, responding to queries, submission of information/ documents and generally to represent the Consortium in all its dealings with **Maharashtra Metro Rail Corporation Limited** or any other Government Agency or any person, in connection with the Works until culmination of the process of bidding till the Contract is entered into with **Maharashtra Metro Rail Corporation Limited** and thereafter till the expiry of the Contract.
2. The Lead Member is hereby authorized by the Members of Consortium and Parties to the Consortium Agreement to bind the Consortium, incur liabilities and receive instructions for and on behalf of all Members. It is agreed by all the Members that entire execution of the Contract including payment shall be carried out exclusively through the Lead Member.

3. The Lead Member shall be liable and responsible for ensuring the individual and collective commitment of each of the Members of the Consortium in discharging all their respective obligations under the Contract with **Maharashtra Metro Rail Corporation Limited**. Each Consortium Member further undertakes to be individually liable for the performance of its part of the obligations without in any way limiting the scope of collective liability envisaged in this Agreement.
4. In case of any breach of any of the obligations as specified under Clause 3 above by any of the Consortium Members, the Lead Member shall be liable to fulfil such obligation.
5. It is agreed that sharing of responsibilities hereto among the Consortium members shall not in any way be a limitation of responsibility of the Lead Member under these presents.
6. This Consortium Agreement shall be construed and interpreted in accordance with the Laws of India.
7. It is hereby agreed that the Lead Member shall furnish the Bid Security, as stipulated in the Bidding Documents, on behalf of the Consortium.
8. It is hereby agreed that in case of selection of bidding consortium as the Successful Bidder, the Parties to this Consortium Agreement do hereby agree that the Lead Member shall furnish the Performance Security on behalf of the Consortium, as stipulated in the Bidding Documents.
9. It is further expressly agreed that the Consortium Agreement shall be irrevocable and, for the Successful Bidder, shall remain valid over the term of the Contract, unless expressly agreed to the contrary by the Company.
10. The Lead Member is authorized and shall be fully responsible for the accuracy and veracity of the representations and information submitted by the Consortium Members respectively from time to time in response to the Bidding Documents for the purposes of the Bidding.
11. It is expressly understood and agreed between the Members that the responsibilities and obligations of each of the Members shall be as follows:  
 Party 1: .....  
 Party 2: .....
12. It is agreed by the Members that the above sharing of responsibilities and obligations shall not in any way be a limitation of joint and several responsibilities and liabilities of the Members, with regards to all matters relating to the execution of the Works as envisaged in the Bidding Documents and the Contract. The Parties shall be jointly and severally liable for execution of the Works in accordance with the terms of the Contract and the Bidding Documents.
13. It is clearly agreed that the Lead Member shall ensure performance under the Contract and if one or more Consortium Members fail to perform its/their respective obligations under the agreement(s), the same shall be deemed to be a default by all the Consortium Members.
14. It is hereby agreed that in case of selection of the Consortium as the Successful Bidder, [the Lead Member shall furnish the Performance Security on behalf of the Consortium as stipulated in the Bidding Documents]
15. It is hereby expressly agreed between the Parties to this Consortium Agreement that neither Party shall assign or delegate its rights, duties or obligations under this Agreement except with prior written consent of the Company.
16. We hereby agree to ratify all acts, deeds and things lawfully done by the aforesaid Lead Member pursuant to this Agreement and that all acts, deeds and things done by the aforesaid Lead Member shall and shall always be deemed to have been done by us/Consortium.

This Consortium Agreement

- (a) has been duly executed and delivered on behalf of each Party hereto and constitutes the legal, valid, binding and enforceable obligation of each such Party;
- (b) sets forth the entire understanding of the Parties hereto with respect to the subject matter hereof including the Consortium/Bidder's legal persona and there is or are no other agreements relating to the Consortium/Bidder's incorporation, constitution, powers or organisation which may affect in any way its ability to carry out the Works;

(c) may not be amended or modified except in writing signed by each of the Parties and with prior written consent of the Company.

IN WITNESS WHEREOF, the Parties to the Consortium Agreement have, through their authorized representatives, executed these presents and affixed common seals of their respective companies on the Day, Month and Year first mentioned above.

Common Seal of .....

For and on behalf of has been affixed in our Consortium

(party 1)

presence pursuant to the M/s..... Board of Director's resolution dated .....

(Signature) (Signature of authorized representative)

Name: ..... Name: .....

Designation:..... Designation: .....

Place: .....

Date: .....

Witness:

1. ....

(Signature)

Name .....

Designation.....

2. ....

(Signature)

Name .....

Designation.....

Common Seal of ..... For and on behalf of has been affixed in my/our Consortium Member (Party 2)

presence pursuant to the M/s..... Board of Director's resolution dated .....

.....  
(Signature)

(Signature of authorized representative)

Name: Name:

Designation: Designation:

Place:

Date:

WITNESS

1. ....

(Signature)

Name .....

Designation.....

2. ....

(Signature)

Name .....

Designation.....





## MAHARASHTRA METRO RAIL CORPORATION LIMITED

### Pune Metro Rail Project

Joint Venture of Govt. of India & Govt. of Maharashtra

CIN: U60100MH2015SGC262054

Date: 09 Nov 2020

### CORRIGENDUM-IV

**Tender No.:** P1PD-03/2020 dated 04 Oct 2020

**Name of Work:** Empanelment of Transaction Advisors (TA) for Various Existing & Upcoming Property Development Projects of Pune Metro

**Reference:** Further to **Tender Documents** dated 05 Oct 2020, **Corrigendum-I** dated 13 Oct 2020, **Corrigendum-II** dated 24 Oct 2020, **Corrigendum-III** dated 06 Nov 2020

**Extension of Date of Submission and Date of Opening of Tender is as follows:**

Description	As per Corrigendum-II	Revised Condition
Date & Time of submission of tender	Online submission upto 1600 Hrs on 10/11/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> )	Online submission upto 1600 Hrs on 25/11/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> )
Date & Time of Opening of Tender	On 10/11/2020 – at 16.30 Hours or as decided by the Authority at 101, The Orion, Opp. Don Bosco Youth Centre, Koregaon Park, Pune – 411 001.	On 25/11/2020 – at 16.30 Hours or as decided by the Authority at 101, The Orion, Opp. Don Bosco Youth Centre, Koregaon Park, Pune – 411 001.

**DGM (Procurement)**  
**Pune Metro Rail Project,**  
**Maharashtra Metro Rail Corporation Limited**



# MAHARASHTRA METRO RAIL CORPORATION LIMITED

## Pune Metro Rail Project

Joint Venture of Govt. of India & Govt. of Maharashtra

CIN: U60100MH2015SGC262054

Date: 25 Nov 2020

### CORRIGENDUM-V

**Tender No.:** P1PD-03/2020 dated 04 Oct 2020

**Name of Work:** Empanelment of Transaction Advisors (TA) for Various Existing & Upcoming Property Development Projects of Pune Metro

**Reference:** Further to **Tender Documents** dated 05 Oct 2020, **Corrigendum-I** dated 13 Oct 2020, **Corrigendum-II** dated 24 Oct 2020, **Corrigendum-III** dated 06 Nov 2020, **Corrigendum-IV** dated 09 Nov 2020

**Extension of Date of Submission and Date of Opening of Tender is as follows:**

Description	As per Corrigendum-IV	Revised Condition
Date & Time of submission of tender	Online submission upto 1600 Hrs on 25/11/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> )	Online submission upto 1600 Hrs on 27/11/2020 at Maha-Metro's e-tender portal ( <a href="https://www.mahametrorail.etenders.in">https://www.mahametrorail.etenders.in</a> )
Date & Time of Opening of Tender	On 25/11/2020 – at 16.30 Hours or as decided by the Authority at 101, The Orion, Opp. Don Bosco Youth Centre, Koregaon Park, Pune – 411 001.	On 27/11/2020 – at 16.30 Hours or as decided by the Authority at 101, The Orion, Opp. Don Bosco Youth Centre, Koregaon Park, Pune – 411 001.



**DGM (Procurement)**  
**Pune Metro Rail Project,**  
**Maharashtra Metro Rail Corporation Limited**