

Request for Qualification
For
Empanelment of
Project Development Consultants

GOVERNMENT OF GOA
PUBLIC PRIVATE PARTNERSHIP CELL

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March 2nd, 2013

NOTICE.NO.:

DATED : 02/03/2013

**REQUEST FOR QUALIFICATION FOR EMPANELMENT OF
PROJECT DEVELOPMENT CONSULTANTS**

Public Private Partnership Cell (PPP Cell), Government of Goa invites proposal from experienced and established Project Development Consultants for empanelment with PPP Cell for the purpose of preparation of Concept Papers on development of infrastructure projects, Preliminary Feasibility Reports, Market Assessment Reports, Detailed Project Reports, Master Plan Documents together with Transaction Advisory Services. Bid Process Management services, Supervisory and Project Management Consultancy related services for development of infrastructure projects in the State of Goa.

Authority endeavours to bring together a team of professionals having sufficient experience and high degree of technical, financial and management capability and expertise in development of infrastructure Projects across the globe.

Interested Consultancy Firms may download RFQ Document from official website www.pppcell.goa.gov.in of PPP Cell, Government of Goa from 02/03/2013. Last date for submitting proposal is 20/03/2013 up to 4.00 pm. PPP Cell reserves the right to accept / reject proposal without assigning any reason whatsoever. All communication in this regards shall be addressed to The Director, PPP Cell, Secretariat Building, Room No. 103, Alto Porvorim, Bardez, Goa.

Sd/-

DIRECTOR - PPP CELL

Request for Qualification for Empanelment of Project Development Consultants

A. INTRODUCTION

Goa is one of the leading tourist destinations on the World map. It is blessed with the world's best beaches, lush green countryside and numerous historical buildings and bountiful culture. Tourism industry is the backbone of Goan economy and is the second highest revenue generating industry in the State. Government of Goa, PPP cell intends to develop state-of-the-art infrastructure in the State with a view to provide requisite fillip to the growth of the State economy. To achieve that end, services of the world class professional experts and consultants is of utmost importance to study and analyze the project feasibility, financial & economic viability and the overall socio-economic impact.

With this endeavour proposals are invited for Empanelment of eligible Project Development Consultant. Scope of Work will include Technical & Transaction Advisory services related to development of infrastructure such as:

1. Project Conceptualisation
2. Feasibility Report
3. Market Assessment Report
4. Master Plan and Detail Project Report
5. Project Structuring
6. Policy Document
7. Transaction Advisory Services
8. Concession Agreement
9. Supervision and Project Management Services
10. Co ordination with Central Government and Funding Agencies

Proposals are invited from consultant having world class technical and financial consultancy experience in following sectors:-

1. Convention Centre, Exhibition Centres
2. Oceanarium, Entertainment & Theme Parks
3. Inventory and Asset Management System
4. Transport – Water Transport, Multi-model Rapid Transport System, Light Rail Transport and Transport & Traffic Management
5. Environment- Soil / Sand Erosion and Beach Recovery
6. Energy – Renewable Energy
7. Development of Financial District in the State
8. MRO Hub- potential and feasibility
9. Rural and Urban Development
10. Tourism and Entertainment sector

11. Health : Medical Tourism, Research and Development, Super Speciality Hospitals
12. Education- Education Hub
13. Roads, Highway, Bridges and Tunnels
14. Water and Sewerage sector

All the prospective Consultants shall have sufficient qualified personnel and resources to accomplish all the services described herein within the prescribed time. The Consultant should be capable of furnishing all necessary professional, technical and expert services as required to complete all the elements of proposed consultancy assignment described below in the Scope of Work. Authority endeavours to bring together a team of professionals having sufficient experience and high degree of technical, financial and management capability and expertise in development of infrastructure Projects across the globe.

B. GENERAL INSTRUCTIONS

1. The proposals with the requisite documents, fees, annexure etc., shall be submitted to the Director, PPP Cell, Government of Goa, Room No. 103, Secretariat Building, Alto Porvorim, Goa on or before 20/03/2013 up to 4.00 pm.
2. The completed proposal should be submitted in an envelope super scribed with the words "PROPOSAL FOR EMPANELMENT OF PROJECT DEVELOPMENT CONSULTANTS"
3. All the pages of the Proposal and enclosures are to be spiral bound, signed and stamped by the Authorized signatory.
4. Non Refundable Processing fee of Rs.25000/- (Rupees Twenty Five Thousand Only) should be submitted by the applicant along with proposal form in the form of Demand Draft drawn in favour of "The Director, PPP Cell" payable at Panaji, Goa.
5. Any other information and clarification concerning the RFQ Documents can be had from Ms. Suparna Pai, Nodal Officer, PPP Cell, Government Of Goa, Secretariat Building, Alto Porvorim, Goa, Tel: 0832- Fax: 2438756 email ppp_cell.goa@nic.in
6. The right to alter/modify eligibility criteria and proposal form and right to accept/reject any or all proposals without assigning any reason is reserved by PPP Cell, Government of Goa.
7. The empanelment will be initially for the period of 3 (Three) years from the date of empanelment. PPP Cell may renew the empanelment if it desires for another 2 years on payment of renewal fee of Rs. 20,000.
8. International firms shall submit an undertaking stating that they shall abide by the rules/laws governing such contracts from the financial, legal and other aspects as applicable on the land and pay taxes, duties and other statutory deductions as applicable. The undertaking shall be submitted along with the proposal form on their Letter Head.

9. The Applicant Firm shall have to provide facility for inspection of their projects /works to the Inspection Team of PPP Cell whenever required.

10. Pre-qualification/Empanelment does not necessarily mean that a job will be assigned to the Consultant.

11. After Empanelment process is complete, works shall be assigned based on the experience and expertise of the consultants firms. The decision of the PPP Cell in allotting of the project work shall be final.

12. Even though applicants satisfy the necessary requirements, the PPP Cell shall have the power to make enquiry in case of any doubt and the applicant firm shall be disqualified if they have:

(i) Made untrue or false representation in the form, statements required in the proposal.

(ii) Records of poor performance such as abandoning work, not properly completing contract, financial failures or delayed completion.

13. Original Documents / Notarised / Attested documents shall be provided if and when required for verification.

14. The empanelled Consultants shall agree/abide to PPP Cell standard agreement and Terms and Conditions for DPR / Feasibility Reports / Master Plans / TA Services / PMC at the time of award of project work.

15. The empanelled Consultants should furnish the names, designations and contact numbers of liaison officer to deal with the Department officials as and when required.

16. The Documents submitted shall be sequentially bound (except the Demand Drafts)

17. International consultant can submit the proposal directly or through its 100% subsidiary in India. Experience and financials of parent company will be considered for the purpose of qualification. Parent company should give its undertaking in this regard.

18. For Calculation purpose Exchange rate will be calculated at Rs. 54/- = 1 USD

CHECKLIST

a. Proposal Form for Empanelment is duly stamp and signed

b. Copy of Pan No. (As per Annexure A)

c. Copy of Service Tax Registration (As per Annexure A)

d. Details of the Organisation (As per Annexure A)

e. Information about the Firm (As per Annexure A)

f. Details for Technical Staff (As per Annexure B)

g. Proof of Eligibility Criteria & Proof of Financial Turnover (As per Annexure C)

h. List of Projects in hand (As per Annexure D)

j. Non Refundable Processing Fee (DD) for Rs. 25000/-.

- **Documentary proof to be enclosed for Annexure A and C only.**
- **For Annexure B Submit information in tabular form as provided**
- **Enclose Project data Sheet (PDS) for Annexure D**

C. SCOPE OF WORK

i. Feasibility Study and Market Assessment Report

The Consultant shall on appointment, will prepare Feasibility Report and Market Assessment Report based on qualitative and quantitative brief from the PPP Cell. In the event the brief requires carrying out statistical data surveys or land/contour surveys or market surveys, the same shall be carried out by the Consultant.

ii. Project Concept and Sketch Design

Based on the data collected / furnished the Consultant will have to prepare project concept and sketch design of the proposal which shall be in conformity with the local laws and regulations etc. The same shall be discussed and finalized with the PPP Cell & other stake holders, if any.

iii. Detailed Project Report (DPR) & Master Planning

Based on the approved project concept, consultant will prepare a DPR for the proposed project. The DPR shall consist of need for the project, its suitability, along with the analysis of site, explaining the concept sketch. The DPR shall further include the preliminary drawings, specification and cost estimates of various works that are required in the execution of the project. Similarly Master Plan for specific sector will be prepared based on prevailing Guidelines of State / Central government.

iv. Project Structuring and Transaction Advisory Services

Consultant has to prepare revenue model, cost estimates and financial model suitable for the project. The complete Transaction Advisory services (In case of PPP project) including preparation of the Concession Agreement will be responsibility of the consultant

v. Sanctions/Approvals and Preparation of Policy Document

The Consultant shall assist the PPP Cell, Government of in presenting the project to the funding authorities (Central Government, ADB, World Bank, JICA and such other national and international lending agencies) with audio visual presentations, drawing aids, 3D views animations, etc. Consultant will also prepare Policy Document whenever require to assist State Government to decide policy in regards to specific sector.

vi. Project Implementation

- Prepare Detailed Presentation drawings, with 3D views, walk thorough of the elevations, facilities provided etc, etc for better understanding of the project and seek approval of the PPP Cell and Public or stake holders, if applicable.
- Prepare detailed working drawings as required for the execution of the project, specifications and estimates based Goa Schedule of Rates (GSR)
- Preparation of tender documents, conditions of contract which are in compliance with the CPWD and PWD manuals or otherwise as advised by the Department.
- Assist PPP Cell in pre qualifying the Contractor and issuing tenders to the Contractors. On receipt of the tenders, scrutinise the documents submitted by the Contractors and give a report with recommendations to the PPP Cell.

vii. Project Management Consultancy

The Project Management Consultancy will be a part of the Architectural/ Engineering services or could be a separate consultancy in itself, unless otherwise specified. Under this service the following services will have to be provided.

1. Deployment of competent and experienced Engineers/ Architects on site to supervise the works on daily basis, for smooth, efficient, expeditious and accurate execution of work.
2. Ensure quality of works are maintained by ensuring all materials brought and used for construction are checked and proper records and log books are maintained.
3. Ensure daily labour and material records are maintained on site.
4. Ensure daily/ weekly joint measurements are recorded as per PWD and CPWD norms.
5. Bills of contractors are certified and certificate of payment issued to the Department after verifying the conditions of contract, specifications and the tender conditions.
6. Prepare a CPM/ PERT chart with use of Primavera or MS projects and monitor the project accordingly.
7. Prepare monthly progress report in prescribed format to the Department.
8. Prepare a financial outflow for the Department and render full assistance to the financial consultants as directed by the Department.
9. Certify Final bill of the Contractor and prepare an excess/ saving statement with justifications for perusal of the Department.

D. Minimum Qualification Criterion

- I.** The Applicant firm should be any Limited Liability Partnership (LLP), Public or Private Limited Company. A Consortium / Joint Venture (JV) / Special Purpose Vehicle (SPV) shall be allowed having not more than two (2) members.
- II.** Applicant / Lead Member of Consortium / JV / SPV should be Technical / Engineering Consultant. The Lead Consultant should have minimum 51 % stake in the Consortium. Applicant / Technical Consultant can enter into Consortium / JV / SPV with Financial Consultant to offer TA / Financial services.
- III.** The Applicant / Lead Consultant should have a minimum consultancy experience of Ten (10) years. The Applicant / Lead Consultant, (in case being international firm) should have office in India for last 5 (Five) years.
- IV.** Eligibility Criteria for Financial, Technical and Man Power should be as under
 - a. Financial Criteria:** The Applicant / Lead Consultant should have Net Worth of not be less than Rupees Fifty (50) crores in each of the preceding three financial years. The Applicant / Lead Consultant must have on an average a financial turnover of over Rupees Hundred (100) crores per annum during last three (3) years from Consultancy business.
 - b. Technical Criteria:** The Applicant / Lead Member should have offered consultancy services in wide range of infrastructure development projects under the core sectors. It must have handled a minimum of Ten (10) projects each costing over Rs. 1000 (One Thousand) crores or more in the preceding five years in different sectors. Further, the Applicant / Member of Consortium / JV / SPV should have an experience of minimum Five (5) completed PPP projects each project of minimum Rs 500 (Five Hundred) crores or more in the preceding five years in different sectors.
 - c. Manpower Criteria:** The Applicant / Lead Member should have in house permanent qualified technical staff (Engineers / Architects / legal experts/ financial experts and such other technical experts with minimum Graduation level) of 200 or more persons. The employee must be working for at least 2 years with the organisation. List of employees along with qualification should be enclosed with the offer.

E. General Terms and Conditions

- V.** The Applicant firm should have experience in wide range of infrastructure development projects under the core sector.
- VI.** The Applicant firm must not be presently blacklisted by central Government department, agency and also by any State Government department and agency.
- VII.** The Applicant firm must not have any criminal cases pending against it in any court of Law.

- VIII. The Applicant firm must not have been convicted for the offences of Moral turpitude or lack of integrity.
- IX. The Applicant firm is obliged to indicate in unequivocal terms the sources of funds, and disclose the Directors/Partners of the firm.
- X. The Applicant firm must also provide an undertaking that it has not been penalized for incomplete work/s during last 10 years of its operations.
- XI. In case of a consortium / JV / SPV there should be an agreement / MoU executed by all the companies constituting the consortium mentioning inter alia the following:
- That they agree to work jointly for the assignment
 - That they agree to be jointly and severally responsible for the assignment
 - The percentage share between the consortium members. The share of each member in the total fees to be clearly indicated in the agreement.
 - That the Lead Consultant shall be sole representative of the consortium and is authorized to sign all the agreement and correspondence for the said assignment.
 - Bids are liable to be rejected if the said agreement between the members forming the consortium, as indicated above, is not enclosed. It may be noted that expatriate members of the consortium will be required to take necessary permissions from the Reserve Bank of India (RBI)/FIPB, and such other authorities as applicable.
 - Once submitted, the proposal, including the composition of the consulting team, cannot be altered without prior written consent of Authority. The proposal should be submitted in two sets one original and one copy in the prescribed formats.

F. Period of Empanelment of Consultant

Consultant meeting above eligibility criteria will be empanelled with PPP Cell for the period of 3 years after scrutiny of all documents.

G. GENERAL

Failure by any Applicant(s) to provide all of the information required in the proposal or any additional information requested by Authority may lead to rejection of the Applicant's proposal in its entirety.

PPP Cell reserves the right to accept or reject any or all proposals, without thereby incurring any liability to the affected Applicant(s) or any obligation to inform the Applicant(s). Authority also reserves the right not to award or enter into any contract or agreement with any Applicant(s), and may terminate the process at any time without thereby incurring any liability to any Applicant.

All documents submitted by the Applicant(s) will be treated as confidential, and will not be returned to Applicant(s).

The right to alter / modify eligibility criteria and proposal form and right to accept / reject any or all proposals without assigning any reason is reserved by PPP Cell, Government of Goa.

Date : 01/03/2013

DIRECTOR – PPP CELL

Place : Porvorim, Goa

ANNEXURE A

STRUCTURE AND ORGANISATION

(Documentary proof to be enclosed wherever required)

1.	Name of applicant with full address	:	
2.	Tel. No.	:	
3.	Fax No.	:	
4.	Email	:	
5.	Whether the firm is an individual proprietary concern, a registered Partnership firm or a Limited Company/JV/Consortium	:	
6.	Year of Incorporation.	:	
7.	Name and address of the person holding the Power of Attorney.	:	
8.	(i) Place of Business.	:	
	(ii) Date of Registration.	:	
9.	Name of Bankers with full address.	:	
10.	Permanent Account Number (copy of PAN Card to be enclosed)	:	
11.	Service Tax Registration Number (copy).	:	
12.	Details of Prizes & Awards, if any.	:	
13.	Registration Empanelment with any other Central / State Govt. / Govt. Undertaking in last 10 years.	:	
14.	Computer Software Packages.	:	
15.	Computer Hardware.	:	
16.	Drafting Equipment/Printers.	:	
17.	Are you presently debarred / Black listed by any Government Department / Public Sector Undertaking / Any Employer? (If Yes, please furnished details)	:	
18.	Name and details (Tel / Mobile / E mail) of contact persons	:	

Certified that the above information is correct to the best of our knowledge and no relevant information is concealed. If at any time during or after the Empanelment, it is proved that the information furnished by us is wrong, PPP Cell reserves the right to take necessary action against our firm as per applicable Laws/Rules of the land.

Signature of Authorized Representative of the Firm

Date

Name _____

Place

Designation

Tel No.

Mobile No.

E Mail ID

Seal/Stamp of the Firm

ANNEXURE B
TECHNICAL STAFF

Sr.No.	Name of Architect/ Engg /MBA	Position/Area of Expertise	Professional Qualification	Similar Project related experience (Max 3) Details & Time Period

Signature of Authorized Representative of the Firm

Date

Name:

Destination:

Place:

Seal/Stamp of the Firm

ANNEXURE C

DETAILS OF ELIGIBILITY CRITERIA OF FIRM

(Documentary proof to be enclosed wherever required)

1. Financial Turnover & Net Worth

Rupees in crores

Sr. No.	Year	Financial Turnover	Net Worth
1.			
2.			
3.			

2. Experience in project works

Rupees in crores

Sr. No.	Name of the Project	Sector	Role in Contract & Nature of work such as design, project preparation, design checking, project management etc.	Year of Completion	Client	Cost
1.						
2.						
3.						
4.						
5.						

- Also Enclose Project data Sheet
- Separate sheet for Technical and Financial project

CHECK LIST

Minimum qualification Criteria for the Consultant:

NO	CONDITION	REMARK		
1	Applicant	Sole or Consortium / JV / SPV	Max 2 members	SINGLE / JOINT
2	Lead Member	Technical / Engineering	Min. 51% stake	Y / N
3	Team Member	Financial / TA	Max 49% stake	Y / N / NA
4	Years of Consultancy Experience	Lead Member	10 years	Y / N
5	Office in India	Lead Member	5 years	Y / N
6	Net Worth	Lead Member	50 crs in last 3 yrs	Y / N
7	Turnover	Lead Members	100 crs average in last 3 yrs.	Y / N
8	Experience in Technical Consultancy	Lead Member	10 Projects of 1000 crs each in last 5 yrs	Y / N
9	Experience in Financial / TA Consultancy	Any Member of JV	5 Projects of 500 crs each in last 5 yrs	Y / N
10	Manpower	Lead Member	200 Graduate qualified staff for minimum 2 yrs	Y / N
11	Processing Fees		DD of Rs. 25000/-	Y / N

Last date for submitting proposal is 20/03/2013 up to 4.00 pm.