

## Extension in Date for Submission and Opening of Bids

The RFP for the ‘Selection of a consulting firm for Planning Department in the State of Himachal Pradesh’ was floated on 21.04.2025 on our website (<https://Planning.hp.gov.in>). On this RFP, some of the interested bidders had raised some queries. All the queries were considered and taking decision to modify some paras of RFP took some time. Accordingly, the date for submission and opening of bids for aforesaid RFP is extended upto 30.05.2025 at 1500 hours and 02.06.2025 at 1500 hours, respectively. The response to the queries considered is as under: -

### Requested Prebid Clarifications:

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1.	<div>Pg. 27 Technical Schedule</div> <div>Pg. 36 Form VII: Financial Form</div>	<table><thead><tr><th>S. No.</th><th>Phase and Deliverable</th><th>Timelines</th><th>Payment</th></tr></thead><tbody><tr><td>1.</td><td colspan="3">Phase I – Start date as T</td></tr><tr><td>i.</td><td>Identification and shortlisting of assets</td><td>T + 45 days</td><td>25%</td></tr><tr><td>ii.</td><td>Pre-feasibility report (Top 2 properties)</td><td>T + 75 days</td><td>25%</td></tr><tr><td>iii.</td><td>Pre-feasibility report (Next 3 properties)</td><td>T + 120 days</td><td>50%</td></tr><tr><td>2.</td><td colspan="3">Phase II – Start date as T1</td></tr><tr><td>i.</td><td>Techno-financial feasibility report: Property 1 &amp; 2</td><td>T1 + 45 days</td><td>15%</td></tr><tr><td>ii.</td><td>Techno-financial feasibility report: Property 3, 4 &amp; 5</td><td>T1 + 90 days</td><td>20%</td></tr><tr><td>iii.</td><td>Submission of RFP: Property 1 &amp; 2</td><td>T1 + 120 days</td><td>15%</td></tr><tr><td>iv.</td><td>Submission of RFP: Property 3, 4 &amp; 5</td><td>T1 + 150 days</td><td>20%</td></tr><tr><td>3.</td><td colspan="3">Payment for these deliverables will be done on success fee basis</td></tr><tr><td>i.</td><td>Submission of evaluation reports</td><td>T1 + 180 days</td><td>100% (20% per evaluation report)</td></tr><tr><td>ii.</td><td>Onboarding of concessionaire</td><td>Based on approvals</td><td></td></tr><tr><td>iii.</td><td>Success-fee for each onboarded concessionaire</td><td></td><td>Will be finalized later</td></tr></tbody></table> <p><b>FORM VII: Financial Form</b></p> <table><thead><tr><th>S. No.</th><th>Phase and Deliverables</th><th>Amount Quoted (in figures) *</th></tr></thead><tbody><tr><td>1.</td><td>Phase I: Pre-feasibility reports</td><td></td></tr><tr><td>2.</td><td>Phase II: techno-financial feasibility and RFP submission</td><td></td></tr><tr><td>3.</td><td>Bid evaluation reports</td><td></td></tr><tr><td></td><td>Total</td><td></td></tr></tbody></table>	S. No.	Phase and Deliverable	Timelines	Payment	1.	Phase I – Start date as T			i.	Identification and shortlisting of assets	T + 45 days	25%	ii.	Pre-feasibility report (Top 2 properties)	T + 75 days	25%	iii.	Pre-feasibility report (Next 3 properties)	T + 120 days	50%	2.	Phase II – Start date as T1			i.	Techno-financial feasibility report: Property 1 & 2	T1 + 45 days	15%	ii.	Techno-financial feasibility report: Property 3, 4 & 5	T1 + 90 days	20%	iii.	Submission of RFP: Property 1 & 2	T1 + 120 days	15%	iv.	Submission of RFP: Property 3, 4 & 5	T1 + 150 days	20%	3.	Payment for these deliverables will be done on success fee basis			i.	Submission of evaluation reports	T1 + 180 days	100% (20% per evaluation report)	ii.	Onboarding of concessionaire	Based on approvals		iii.	Success-fee for each onboarded concessionaire		Will be finalized later	S. No.	Phase and Deliverables	Amount Quoted (in figures) *	1.	Phase I: Pre-feasibility reports		2.	Phase II: techno-financial feasibility and RFP submission		3.	Bid evaluation reports			Total		<p>We understand that the payment is % of the Amount Quoted for each of the Phase as per the Financial Form. Kindly confirm.</p> <p><b>Phase I:</b> We understand that these amount to be quoted by the Consultant shall be basis on the five pre-feasibility reports for Phase I and five feasibility reports for Phase II. Kindly confirm.</p> <p>Also provide the list of assets/ locations etc. for the TA to assess and propose the experts (team basis the sectors) etc.,</p> <p>Kindly confirm the maximum number of assets to be considered in Phase I which will be evaluated by the TA and basis which shortlisting shall be done. Alternatively confirm that TA is not required to visit the assets at the Phase I (i).</p> <p>Kindly confirm.</p>	<p>Yes, the bidder's understanding is correct.</p> <p>Yes, the bidder's understanding is correct.</p> <p>List of assets/ locations etc. shall be provided to the successfully onboarded bidder.</p> <p>Site visit to be conducted. The consultant has to come up with the methodology to be adopted for shortlisting the sites for site visit.</p>
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			<p><b>Phase II</b></p> <p>We request you to kindly confirm the 100% payment schedule under Phase II, since the breakup within the four (4) deliverables in Phase II amounts to only 70% of the quoted amount for Phase II scope of services.</p> <p><b>Success Fee:</b></p> <p>We request you to kindly provide a methodology in terms of success fee as a % of project cost, or success fee as % of value of assets realized etc. for the TA to assess and work out the financial proposal accurately.</p>	<p><b>Phase II: The revised table would be:</b></p> <table><tr><th>S. No.</th><th>Phase and Deliverable</th><th>Time lines</th><th>Payment</th></tr><tr><td><b>1.</b></td><td colspan="3"><b>Phase I – Start date as T</b></td></tr><tr><td>i.</td><td>Identification and shortlisting of assets</td><td>T + 45 days</td><td>25%</td></tr><tr><td>ii.</td><td>Pre-feasibility report (Top 2 properties)</td><td>T + 75 days</td><td>25%</td></tr><tr><td>iii.</td><td>Pre-feasibility report (Next 3 properties)</td><td>T + 120 days</td><td>50%</td></tr><tr><td><b>2.</b></td><td colspan="3"><b>Phase II – Start date as T1</b></td></tr><tr><td>i.</td><td>Techno-financial feasibility report for 5 properties</td><td>T1 + 45 days</td><td>30% (6% per report)</td></tr><tr><td>ii.</td><td>Submission of RFP for 5 properties</td><td>T1 + 120 days</td><td>30% (6% per report)</td></tr><tr><td>iii.</td><td>Submission of evaluation reports</td><td>T1 + 180 days</td><td>20% (4% per evaluation report)</td></tr><tr><td>vi.</td><td>Onboarding of concessionaire (Issuance of LoA)</td><td>Based on approvals</td><td>20% (4% per evaluation report)</td></tr><tr><td><b>3.</b></td><td colspan="3"><b>Payment for these deliverables will be done on success fee basis</b></td></tr><tr><td>i.</td><td>Success-fee for each onboarded concessionaire</td><td></td><td>As per table below</td></tr></table> <p><b>Success Fee:</b></p> <p>The fee payable to consultant shall be as a percentage of the DPR cost as submitted by the concessionaire (Refer to 2.vi. in the table above) as part of the pre-conditions after issuance of LoA before signing of the agreement between the parties:</p>	S. No.	Phase and Deliverable	Time lines	Payment	<b>1.</b>	<b>Phase I – Start date as T</b>			i.	Identification and shortlisting of assets	T + 45 days	25%	ii.	Pre-feasibility report (Top 2 properties)	T + 75 days	25%	iii.	Pre-feasibility report (Next 3 properties)	T + 120 days	50%	<b>2.</b>	<b>Phase II – Start date as T1</b>			i.	Techno-financial feasibility report for 5 properties	T1 + 45 days	30% (6% per report)	ii.	Submission of RFP for 5 properties	T1 + 120 days	30% (6% per report)	iii.	Submission of evaluation reports	T1 + 180 days	20% (4% per evaluation report)	vi.	Onboarding of concessionaire (Issuance of LoA)	Based on approvals	20% (4% per evaluation report)	<b>3.</b>	<b>Payment for these deliverables will be done on success fee basis</b>			i.	Success-fee for each onboarded concessionaire		As per table below
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				For Project Cost	Consultancy Fees (as a % of total project cost)
			<b>Out of Pocket Expenses:</b> The payment towards lodging and boarding, travelling towards site visits (beyond Shimla), road shows, investors meet etc. are to be paid by the client separately. Kindly confirm.	Less than or equal to Rs. 10 Crore More than Rs. 10 Crore and less than or equal to Rs. 25 Crore More than Rs. 25 Crore and less than or equal to Rs. 50 Crore More than Rs. 50 Crore and less than or equal to Rs. 100 Crore More than Rs. 100 Crore and less than or equal to Rs. 150 Crore More than Rs. 150 Crore	5% 4.5% 4% 3.5% 3% 2.5%
				<b>Out of Pocket expenses:</b> This would be reimbursed on actuals by the authority.	
2.	Pg. 16 Technical Evaluation (A)	Deployment of proposed Resources	It is understood that the payment milestones are based on deliverables which typically do not require the experts to be present all the times during the term of engagement.  The proposed team is not required to be deployed at Shimla for the entire duration of the engagement.  It may be noted the resources shall work out of their respective offices and shall be available for important client meetings and presentations, site visits etc. Kindly Confirm.	2 experts (type of such experts is dependent on the stage of the project), along with team lead shall be deployed at the client site.	
3.	Pg. 10 4.3. Scope of Services (D)	Bid Process Management (iii) Additionally, if required, undertake any related study, or constitute a <b>PPP related Project Monitoring Unit</b> .	As per our understanding, under this assignment the Transaction Advisor is required to undertake asset monetization etc. We request Authority to elaborate on <b>“Additionally, if required, undertake any related study”</b> . Further, we also understand that the PPP related PMU is also not envisaged under this assignment however, the same may be taken up as an additional service with an extension of this assignment as per mutual agreement. <b>Kindly confirm.</b>	The condition of the RFP prevails.	

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4.	Pg. 16 Technical Evaluation (B)	<div>Adequacy and Quality of Resources proposed.</div> <table><tr><th>Position</th><th>Criteria as per RFP</th></tr><tr><td>Team Leader</td><td><ul style="list-style-type: none"><li>Qualification: M. Tech. and MBA</li><li>Experience more than 15 years – 8 marks</li><li>Experience more than 12 years up to 15 years – 6 marks</li></ul></td></tr><tr><td>Procurement Expert</td><td><ul style="list-style-type: none"><li>Experience more than 15 years – 8 marks</li></ul></td></tr></table>	Position	Criteria as per RFP	Team Leader	<ul style="list-style-type: none"><li>Qualification: M. Tech. and MBA</li><li>Experience more than 15 years – 8 marks</li><li>Experience more than 12 years up to 15 years – 6 marks</li></ul>	Procurement Expert	<ul style="list-style-type: none"><li>Experience more than 15 years – 8 marks</li></ul>	<div>It is our submission that generally the scope of services required to be accomplished as required in this RFP in terms of years of experience of resources, is at upper end hereby escalating the remuneration offered to resources with higher years of experience. Hence, we request you to kindly relax / modify the specified requirement as below, in order for us to submit a competent bid.</div> <table><tr><th>Position</th><th>Criteria as per RFP</th><th>Requested clarification/ Moderation</th></tr><tr><td>Team Leader</td><td><ul style="list-style-type: none"><li>Qualification M. Tech and MBA</li><li>Experience more than 15 years 8 marks</li><li>Experience more than 12 years upto 15 years 6 marks</li></ul></td><td><div>It is our submission that generally the scope of services required to be accomplished as required in this RFP in terms of years of experience of resources, is at upper end hereby escalating the remuneration offered to resources with higher years of experience. Hence, we request you to kindly relax / modify the specified requirement as below, in order for us to submit a competent bid.</div><ul style="list-style-type: none"><li>Qualification M. Tech and MBA</li><li>Experience more than 12 years 8 marks</li><li>Experience more than 10 years upto 12 years 6 marks</li></ul></td></tr></table>	Position	Criteria as per RFP	Requested clarification/ Moderation	Team Leader	<ul style="list-style-type: none"><li>Qualification M. Tech and MBA</li><li>Experience more than 15 years 8 marks</li><li>Experience more than 12 years upto 15 years 6 marks</li></ul>	<div>It is our submission that generally the scope of services required to be accomplished as required in this RFP in terms of years of experience of resources, is at upper end hereby escalating the remuneration offered to resources with higher years of experience. Hence, we request you to kindly relax / modify the specified requirement as below, in order for us to submit a competent bid.</div> <ul style="list-style-type: none"><li>Qualification M. Tech and MBA</li><li>Experience more than 12 years 8 marks</li><li>Experience more than 10 years upto 12 years 6 marks</li></ul>	The condition of the RFP prevails.
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			<div>Procurement</div> <ul style="list-style-type: none"> <li>Experience more than 15 years 8 marks</li> <li>Experience working of Himachal Pradesh (HP)</li> <li>Experience more than 12 years upto 15 years</li> </ul> <ul style="list-style-type: none"> <li>Experience more than 10 years 8 marks</li> <li>Experience more than 8 years upto 12 years</li> </ul>	
5.	Pg. 21 Performance Bank Guarantee (iv) (v)	<ul style="list-style-type: none"> <li>The performance bank guarantee shall be valid till the end of six months after the period of end of contract.</li> <li>The PBG shall be valid till the end of six months after the period of end of the contract.</li> </ul>	As per the Deliverables, Timelines and Payment Schedule, Section 8 of the RFP, we understand that the duration of Contract Agreement for the proposed scope of services is ten (10) months. We request you to kindly confirm our understanding.	The condition of the RFP prevails.
6.	Additional Clause	Limitation of Liabilities	We strongly request Authority to include a clause limiting liability of the Transaction Advisor to the extent of the total fees paid to us by the client in lieu of limiting the financial exposure, thereby reducing the risk of undue financial loss, essentially, setting a maximum threshold for the amount of compensation that can be sought.	Accepted.
7.	Additional Clauses	Limitation of Liabilities	<p><b>We request you to kindly add the following clauses in purview of their relevance in terms of Risk perspective:</b></p> <ul style="list-style-type: none"> <li>i. Planning Department of Himachal Pradesh ("CLIENT") agrees that the DTTILLP ("Bidder") shall not be liable to CLIENT for any losses for an aggregate amount in excess of the fees paid by CLIENT to the Bidder under the contract.</li> <li>ii. CLIENT shall indemnify and hold harmless the Bidder for all losses and claims arising in connection with any third-party claim in relation to or pursuant to the contract or the services.</li> <li>iii. CLIENT shall not disclose to any third party the advice, opinions, reports or other work product of the Bidder provided hereunder without the prior express written consent of the Bidder.</li> </ul>	The condition of the RFP prevails.