

GOVERNMENT OF MANIPUR
DIRECTORATE OF TOURISM

NOTICE

Imphal, the 5th December 2020

No. 4/566/2020-DTSM: In continuation to this office notification dated 2nd November 2020 for BID Related Clarification of queries for the RFP floated on 3rd November 2020 for Selection of PMC for "Loktak Lake Eco- Tourism Project" under EAP, the following clarifications are made:

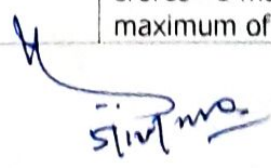
SL. No	Clause Name	Clause Description	Clarification Requirement/Suggested Modifications	Tourism Department Response
Queries from Darashaw				
1	3.3 Minimum Eligibility Criteria in page No. 07 of the RFP	The Bidder should have in the last 10 (Ten) Financial years preceding the PDD, undertaken atleast one project in each of the following category of eligible assignments	We request the authority to modify this clause considering project experiences in the last 7 years, which is the normal practice in most of the consultancy tendering. "The Bidder should have in the last 07 Financial years preceding the PDD, undertaken atleast one project in each of the following category of eligible assignments".	Not Agreed
2	3.5 Earnest Money Deposit (EMD) in page No.	Proposal should necessarily be accompanied by earnest Money Deposit of an amount of Rs. 27,00,000/- (Rs. Twenty Seven Lakhs only) in the form of a Demand draft in favour of The Director, Directorate of Tourism, Government of Manipur of any scheduled bank, payable at Imphal.	We request the authority to modify this clause as follows: Proposal should necessarily be accompanied by Earnest Money Deposit of an amount of Rs. 27,00,000/- (Rs. Twenty Seven Lakhs only) in the form of a Bank Guarantee or Demand Draft in favour of The Director, Directorate of Tourism, Government of Manipur of any scheduled bank, payable at Imphal.	Not Agreed
3	Opening of Technical proposal and evaluation in page No. 15 of the RFP	Firm's presence – 50 marks Key Experts – 30 marks Approach and Methodology – 20 marks	The Loktak lake project is - one of the largest tourism projects to be conceptualized in the state of Manipur and one of the largest fresh water lake in North Eastern region - Given the environmentally sensitive nature of the project the role of the consultant is critical - the approach and methodology and the understanding of the	Change to: Firm's presence – 40 marks key Experts – 30 Approach and Methodology – 30 marks, with marks distribution under Approach and Methodology as : Description of technical approach and Methodology – 15

Signature

			<p>project is critical - we would therefore suggest that the A&M may be given 50% of the marks - the marking system may assign the balance 50% to: Firm's presence – 35 marks Key Experts – 15 marks Approach and Methodology – 50 marks</p> <ul style="list-style-type: none"> · Description of technical approach and Methodology – 20 marks · Technical Presentation – 30 marks <p>Please Note : 1. More than 50% weightage given to Approach and Methodology and for Presentations in recently floated Eco-tourism tender from Himachal Pradesh "INVITING REQUEST FOR PROPOSAL FOR CONSULTANCY SERVICES FOR SELECTION OF A CONSULTING AGENCY FOR THE PREPARATION OF A COMPREHENSIVE DETAILED PROJECT REPORT (DPR) WITH PLANS, DESIGNS AND BOQ FOR THE DEVELOPMENT OF A WORLD CLASS GREEN VILLAGE TO PROMOTE ECOTOURISM AT JOT, CHAMBA, HIMACHAL PRADESH" 2. About 45% weightage was given to Presentation in recently floated tender from OBCC, Odisha "Selection of Planning & Design Agency (PDA) for various development projects undertaken by OBCC"</p>	marks . Technical Presentation – 15 marks
4	Opening of Technical proposal and evaluation in page No. 18 of the RFP	Selection of Successful Bidder: Final ranking of all proposals shall be done with weightage of 70:30.	Given the criticality and since the evaluation shall be done considering quality of the consultants as being of prime importance, we request the authority to consider 90% weightage for Quality and 10% weightage for Cost as that is the standard followed by Multilaterals funding agencies for hiring since the project seeks multilateral funding. QCBS – 90:10	Not Agreed

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5	Opening of Technical proposal and evaluation in page No. 15 of the RFP	Provided Programme Management Support to any Central/State Governments/Agencies/Directorates or Corporations in Tourism sector in the last 7 years in India (minimum 2 years completed PMC) 1 Eligible Assignments X 5 marks = 5 marks	We request the Authority to refine this clause to have uniformity in marking with respect to the other technical marking criteria: Provided Programme Management Support to any Central/State Governments Agencies/Directorates or Corporations in Tourism sector in the last 7 years in India (minimum 2 years completed PMC). One Eligible Assignment (2 years completed Programme Management Support)- 1 mark subject to maximum of 5 marks	Change to: "Provided Programme Management Support to any Central/State Governments Agencies/Directorate or Corporations in Tourism Sector in the last 7 years in India (minimum 2 years completed PMC). One Eligible Assignment (2 years completed Programme Management Support)- 3 marks, 2 or more Eligible Assignments - 5 marks."
6	Opening of Technical proposal and evaluation in page No. 15 of the RFP	Experience in preparation of DPR and Transaction Advisory services for Tourism projects in the last 7 years in India with each project, being of a value of not less than Rs. 100 crores (Rupees One Hundred crores only - tendered cost of the project). Upto 2 Assignments - 5 marks More than 2 Assignments - 10 marks	We request the Authority to refine this clause to have uniformity in marking with respect to the other technical marking criteria: Experience in preparation of DPR, Transaction Advisory and PMC services for Tourism projects in the last 7 years in India with each project, being of a value of not less than Rs. 100 crores (Rupees One Hundred crores only - sanctioned/approved cost of the project). One Eligible Assignment of Rs. 100 crores- 1 mark subject to maximum of 5 marks	Not Agreed
7	Opening of Technical proposal and evaluation in page No. 15 of the RFP	Should have undertaken atleast one PMC assignment in "tourism" of project costing not less than Rs. 50 crores (Rupees Fifty crores only - Execution cost of project completed at site) in India in the last 7 years 1 Assignment - 5 marks 2 Assignments - 10 marks More than 2 Assignments - 15 marks	We request the Authority to remove this clause 1.3 since proposed criteria aforesaid covers DPR, TA and PMC as given below: Experience in preparation of DPR, Transaction Advisory and PMC services for Tourism projects in the last 7 years in India with each project, being of a value of not less than Rs. 100 crores (Rupees One Hundred crores only - sanctioned/approved cost of the project). One Eligible Assignment of Rs. 100 crores- 1 mark subject to maximum of 5 marks	Not Agreed


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8	Opening of Technical proposal and evaluation in page No. 15 of the RFP	1.4 Should have completed Eco-restoration DPR / River front/ River restoration DPR for lake/river in the last 10 years Upto 2 Assignments – 3 marks More than 2 Assignments – 2 marks	Since Loktak is a huge fresh water lake, the investment requirements for development will also be substantial and hence we request the authority to refine this clause as follows to make the prior project experience and its related scoring in proportion to the project cost: "Should have completed Eco-restoration DPR such as river front or lake front/ river or lake restoration DPR in the last 07 years". For every 10 crore approved project cost - 1 mark subject to maximum of 10 marks	Change to: "Should have completed Eco-restoration DPR such as river front or lake front/ river or lake restoration DPR in the last 07 years". Upto 2 Assignments – 5 marks, More than 2 Assignments -10 marks"
9	Opening of Technical proposal and evaluation in page No. 15 and 16 of the RFP	Experience of providing consultancy/advisory services to Government Entities (State/Central/Local Govt/Undertakings/Departments/etc.) for any infrastructure project through Public Private Partnership (PPP) or other forms of private participation, having project cost of at least INR 100 crores (Rupees One Hundred Crores Only – PPP projects) in India in the last 7 years. 1 Assignment – 5 marks 2 Assignments – 10 marks More than 2 Assignments – 15 marks	In order to undertake projects under PPP and Non PPP as envisaged in the Terms of Reference and to coordinate with funding agencies for fund mobilization, such fund raising related experience from the bidders will be critical and add definite value to the Loktak Lake Eco-Tourism project. We request the authority to modify the scoring criteria as follows to make it more specific and comprehensive covering overall fund mobilization for any department like grants, bonds, private participation through PPP etc. Related to Fund Mobilization from markets 1. Experience in providing financial advisory services related to fund mobilization for ULBs / SPVs in India / Development Authorities/ central / state government agency / departments acting as Nodal agency on behalf of ULBs (1 mark for each client / entity subject to maximum 5 marks). Related to Fund Mobilization through PPP 2.	Not Agreed

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			<p>Experience as project management advisors in PPP (the "PPP Projects where developers have been selected") for any infrastructure project having project cost of at least INR 100 Crores (Rupees One hundred Crores Only – PPP projects) in India. (1 mark for each project subject to maximum 5 marks) Related to Grants from Ministry of Tourism 3. Experience of providing consultancy services to State Departments in leveraging Grants from Tourism schemes of Govt. of India for Tourism Infrastructure Development 1 Mark per project X 5 projects sanctioned and grants secured in the last 7 years under various Tourism schemes = 5 marks Certificates from the client mentioning funds mobilized/ funds sanction letters / developers selected has to be furnished.</p>	
10.	2.10 Services in Page No. 5 of the RFP Deliverables and Payment Schedules in Page No. 42 of the RFP	The Consultants will set up a local office in Manipur with the Project Director and atleast 4 resources in the state during the currency of the engagement i.e 3 years. The office will be setup within 15 days of the start of the project	Kindly confirm whether the Key personnel proposed need to be stationed full time in Manipur? Since the current payment schedule is not based on Monthly remuneration, We request authority to kindly allow team to work from agency office/home and as per requirement can visit site and for meetings whenever asked for. This is especially so during the time of Covid. The reason being, such key experts if deputed exclusively for this project would be expensive and such high cost resources would be dedicated only to this project, stationing at Imphal.	Clarification: Key personnel need not be permanently deployed in local office in Manipur but will visit local office in Manipur as per requirement
11.	3. Duration	The duration of the project support	We request the authority to confirm whether the	Clarification: The consultancy period

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	of the Agreement in page No. 52 of the RFP & 2.10 Services in Page No. 5 of the RFP	consultancy agreement shall be 4 years initially which may be extended for a further period based on mutual discussion and agreement by the end of 4 years tenure. The monthly fee shall be incremented by 15 (fifteen) percent of fees after each year of completion of services, on previous year's fees, provided that the services are continued after satisfactory performance. The Consultants will set up a local office in Manipur with the Project Director and atleast 4 resources in the state during the currency of the engagement i.e 3 years. The office will be setup within 15 days of the start of the project	consultancy period is 3 years or 4 years. We also request the authority to modify the Duration of the agreement clause in page 52 of the RFP as follows The duration of the project support consultancy agreement shall be four (4) years initially which may be extended for a further period based on mutual discussion and agreement by the end of 4 year tenure.	should be treated as 4 years
12.	2.11 The Authority would endeavor to adhere to the following schedule:		We request client to provide minimum Three Weeks extension in bid submission date from date of reply to pre bid queries/Issuing Corrigendum/Addendum to the tender document.	Remarks: Extension may be provided as deemed appropriate by the Authority
13.	Deliverables and Payment Schedules in Page No. 42 of the RFP		Kindly allow mobilization advance within 15 days from the date of signing of the agreement against the submission of Bank Guarantee. The said amount can be adjusted proportionately on the subsequent payment stages Project Conception report may be allowed to be submitted within one month from the date of signing of the agreement.	Remark: To be considered

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Queries from IDECK

1	Page 8 Section Note Point (iii)	The bidder shall be single entity. Consortium are not eligible to participate.	We understand this is a prestigious and Mega project for the state that envisages developing World class Eco-Tourism destination. In this regard, we request the Authority to allow Joint Venture /Consortium between at least 2 firms to bring international firm's experience and expertise and meet technical and financial criteria jointly.	No Change
2	Page 9 Section 3.5.1	EMD of an amount of Rs. 27,00,000/- in the form of DD	<p>In the current COVID-19 pandemic situation, government is Promoting Indian companies and given a Mantra as 'Vocal for Local' so that the economy can revive.</p> <p>Considering the same, central Govt is promoting MSMEs and many departments are exempting from payment of Bid security (EMD). We also request to exempt the consulting firms registered as MSME with government from payment of EMD.</p> <p>Or</p> <p>(ii) We request to reduce EMD amount to Rs. 10,00,000/- (Rupees Ten Lakh) and allow the consultant to submit EMD in the form of Bank Guarantee (BG) as another option and provide the BG format.</p>	Remarks: Exemption from payment of earnest money to registered MSMEs on submission of MSME certificate from competent authority
3	Page 15 Section 4.14.2	Provided Program Management Support to any Central/ State Governments/ Agencies/ Directorate or	We would like to request to consider experience of Program Management Support in sector like Smart cities, Urban development,	Not Agreed

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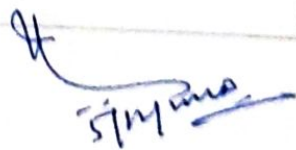
	Point 1.1	Corporations in tourism sector in the last 7 years in India	Transportation, buildings etc also along with tourism.	
4	Page 15 Section 4.14.2 Point 1.3	Should have undertaken atleast one PMC assignment in 'tourism' of project costing less than Rs. 50 crore (execution cost of project completed at site)	We would like to request to consider experience of PMC in sector like Smart Cities, Urban development, buildings, Transportation etc as well.	Not Agreed
5	Page 15 Section 4.14.2 Point 1.5	Experience of providing consultancy /advisory services to Govt entities (State/Central/ local Govt /undertakings/ department etc.) for any Infrastructure project through Public Private Partnership (PPP) or other forms of private participation, having project cost of at least 100 Cr (Rupees One Hundred Crore only – PPP Projects) in India in last 7 years.	Considering the nature of requirement, we request the Authority to consider projects undertaken in the last 12 years.	Change to: "Experience of providing consultancy / advisory services to Govt entities (State/Central/local Govt/ undertakings/ department etc.) for any Infrastructure project through Public Private Partnership (PPP) or other forms of private participation, having project cost of at least 100 Cr (Rupees one hundred Crore only – PPP projects) in India in last 10 years".
6	Page 5 Section 2.11	Proposal Due Date and time	Given the preceding holidays and in view of the extensive submission requirements, we request at least 4 weeks' time from the date of response to queries.	Remark: to be considered
Queries from E&Y				
1	2.11 Page 5	Proposal Due Date	Requesting minimum 21 days to formulate the bid from the date of release of reply to Pre-Bid Queries / Addendum to allow us to place a competitive bid.	Remark: to be considered
2	3.3. Minimum Eligibi	Note: ... (i) The bidder is required to submit	We understand the consultancy projects for the required specification and size in the tourism sector is	Not Agreed

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5/12/2020

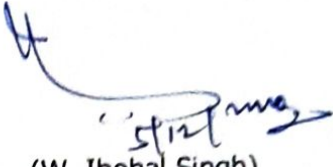
	lity Criteri a Page 8	separate projects for each category of eligible assignments....	limited. Further infrastructure planning projects usually involve multiple scope features including project concept, feasibility assessment, DPR and Transaction Advisory, We hereby request you to allow relevant projects having multiple scope features to be considered for various categories.	
3	3.3 Minim um Eligibi lity Criteri a Page 8	Note: ... (iii) The bidder shall be single entity...	As the scope requires the expertise of Tourism Planning, Transaction Advisory, Detailed Engineering Design and Construction Supervision, requiring specialised skillset of Management Consultancy and Engineering consultancy. Requesting consortium to be allowed to allow the bidders to propose the best suited team to deliver the engagement.	Not Agreed
4	3.3 Minim um Eligibi lity Criteri a Page 7	(ii) The bidder shall have minimum turnover of Rs. 30 Crores in last 3 (three) financial years...	Considering the scale of project for the proposed consulting services, requesting the minimum turnover requirement to be kept as average of Rs 200 Cr in the last 3 financial years	Not Agreed
5	Openi ng of Techn ical Propo sal and Evalu ation Clause 1.2 Page 15	Preparation of DPR and Transaction Advisory Services for tourism projects with each project tendered cost not less than 100 crores in last 7 years.	We would like to request the authority to consider the experience of applicant in preparation of DPR / Feasibility Report or Transaction Advisory Services for tourism project having project cost of more than INR 50 crores , which shall be duly supported by the completion certificate issued by the client.	Not Agreed
6	Openi ng of Techn ical Propo	Should have completed Eco Restoration DPR / River Front/River Restoration DPR for lake/ river in last 10 years.	The experience requirement is very specific in nature. Further the such engagements have extended engagement duration. In view	Not Agreed

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	sal and Evaluation Clause 1.4 Page 15		of the required project scope the following incorporation are requested to the criteria: Experience in undertaking projects having element of river/river front development /lakefront development / Eco Tourism / Waterbody restoration etc. should also be considered.																		
7	Opening of Technical Proposal and Evaluation Clause (ii) Page 18	Evaluation of Financial Proposal	We would like to request to increase the minimum technical proposal score to 75 marks out of 100 for qualification , considering the niche nature of assignment.	Not Agreed																	
8	Opening of Technical Proposal and Evaluation Clause (iii) Page 18	Combined and Final Evaluation (QCBS: 70:30)	We would like to suggest the authority to kindly consider the evaluation weightage as 80:20 instead of 70:30 , so that more importance shall be given to the technical competence.	Not Agreed																	
9	Appendix D2 Page 25	Format for providing financial details for services provided by the firm for the project experiences submitted in Appendix D1 <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 5%; text-align: center;">1</td> <td>Project Name and Location</td> </tr> <tr> <td style="text-align: center;">2</td> <td>Name and address of Client</td> </tr> <tr> <td style="text-align: center;">3</td> <td>Brief Description of Project / assignment.</td> </tr> <tr> <td style="text-align: center;">4</td> <td>Value of Services in Indian Rupees</td> </tr> </table>	1	Project Name and Location	2	Name and address of Client	3	Brief Description of Project / assignment.	4	Value of Services in Indian Rupees	The Auditor certifies the value of services hereby requesting the scope details in the format to be removed which has been certified by the authorised signatory under Appendix 1. Requesting the below table to be incorporated: <table border="1" style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 15%;">Sl. No.</th> <th style="width: 35%;">Project Name</th> <th style="width: 50%;">Name of the Client</th> </tr> </thead> <tbody> <tr> <td> </td> <td> </td> <td> </td> </tr> <tr> <td> </td> <td> </td> <td> </td> </tr> </tbody> </table>	Sl. No.	Project Name	Name of the Client							Not Agreed
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Sl. No.	Project Name	Name of the Client																			


 5/11/2024

2. Regarding EMD, it is replaced by Bid Security Declaration in the RFP as per FD's OM No. FC-7/2/2020-e-FD dated 13/11/2020 and to consider complete exemption from submission of even the Declaration in r/o MSMEs as per extant guidelines of TC & I Department.


(W. Ibohal Singh)
Director (Tourism)
Manipur

Copy to:

1. P.P.S. to Hon'ble Minister (Tourism), Manipur
2. S.O. to Chief Secretary, Government of Manipur
3. Commissioner (Tourism), Government of Manipur
4. Director (IT), Manipur
5. Mr. Martha Khuman, Web manager – with a request to kindly upload the above Notification in the Government website: www.manipur.gov.in
6. Mr. Oinam Deepak , Manger IT, TCML - with a request to kindly upload the above Notification in the Department's website : www.manipur-tourism.gov.in and www.manipur-tenders.gov.in
7. Relevant file.

FC-7/2/2020-e-FD
GOVERNMENT OF MANIPUR
SECRETARIAT: FINANCE DEPARTMENT
(Finance Commission Cell)

OFFICE MEMORANDUM
Imphal, the 13th November, 2020

Subject: Bid Security/Earnest Money Deposit

As per Rule 170 of the General Financial Rules (GFR) 2017, Micro and Small Enterprises and the Firms registered with concerned Departments are exempted from submission of Bid Security. Further, in lieu of Bid Security, Departments may ask bidders to sign "Bid Security Declaration" accepting that if they withdraw or modify their bids during the period of validity etc., they will be suspended for the time specified in the tender documents. Similar provisions also exist in the Manual for Procurement of Works, 2019 and Manual for Procurement of Consultancy & other Services, 2017.

2. It has, however, been noted that Bid Security/ Earnest Money Deposit is still being taken from the contractors by various Departments, though relaxations have been provided in the GFR 2017.

3. In this regard, the Department of Expenditure, Government of India vide the O.M.No.F9/4/2020-PPD dated the 12th November, 2020 (copy enclosed) has reiterated that notwithstanding anything contained in Rule 171 of GFR 2017 or any other rule or any provision contained in the Procurement Manuals, **no provisions regarding Bid Security should be kept in the Bid Documents in future and only provision for Bid Security Declaration should be kept in the Bid Documents**, on account of slowdown in economy due to the COVID-19 Pandemic causing acute financial crunch among many commercial entities and contractors, which is in turn affecting timely execution of contracts and which may also affect the ability of contractors to bid in tenders and hence reduce competition.

4. It has therefore been decided to reiterate, along similar lines for the State, that no provisions regarding Bid Security should be kept in the Bid Documents in future and only provision for Bid Security Declaration should be kept in the Bid Documents.

5. Wherever there is compelling circumstances to ask for Bid Security, the same should be done only with the approval of the next higher authority to the authority competent to finalize the particular tender. Specific reasons justifying the exception shall be recorded.

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13/11/2020

6. The above instructions will be applicable for all tenders issued till 31.12.2021.

7. These instructions shall be applicable for all kinds of procurement, namely, Goods, Consultancy, works, non-Consulting Services etc. by the State Government Departments, State Government Public Undertakings, Local bodies and Agencies under the control of the State Government.

8. This issues with the approval of the Competent Authority.

Summar
13/11/2020
(Dr. Rajesh Kumar)
Chief Secretary
Government of Manipur

Copy to:

1. Secretary to the Hon'ble Governor, Manipur.
2. Secretary to the Hon'ble Chief Minister, Manipur.
3. PPS to the Hon'ble Minister _____, Manipur.
4. All Administrative Secretaries, Government of Manipur.
5. Principal Accountant General (A&E), Manipur.
6. All Heads of Departments, Manipur.
7. Shri KN Reddy, Deputy Secretary to the Government of India in the Department of Expenditure, Ministry of Finance.
8. All Officers of Finance Department, Government of Manipur.
9. Relevant file.

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13/11/2020
(Neilenthang Telien)
Joint Secretary (Finance)
Government of Manipur