

KAKATIYA URBAN DEVELOPMENT AUTHORITY, WARANGAL

REQUEST FOR PROPOSAL FOR SELECTION OF TRANSACTION ADVISOR FOR DEVELOPMENT OF ROPEWAY ALONG WITH GLASS BRIDGE SKYWALK & OTHER FACILITIES AT BHADRAKALI LAKE, WARANGAL ON PPP OR OTHER MODES

Bid No: RFP / C3/1212/2025

Dated.21.06.2025

Responses to the Queries

Sl. No	Section of RFP document & Page Number	Query(ies) raised by the Bidders				Recommended Answers to the Query(ies)
1	Clause 4.2 Stage 2 Evaluation Criteria Table Page No 10	S No.	Particulars	Marks	Criteria	<p>RFP Clause remains unchanged.</p> <p>However, the Technical Experience required is slightly modified as below:</p> <p>Bidder should have provided Transaction Advisory/ Consultancy Services for at least 5 (Five) PPP/ BOOT/ DBFOT/ HAM projects for which contract has been awarded to the private player in the last Five (5) years. ("Technical Capacity"). Out of the above, at least two projects shall be of Tourism, Hospitality, Entertainment sectors.</p> <p>Maximum marks awarded to Relevant</p>
		1	Technical Experience	60		
		1a	<p>Relevant Experience:</p> <p>Bidder should have provided Transaction Advisory Services for at least 5 (Five) PPP/ BOOT/ DBFOT/ HAM projects in which contract has been awarded to the private player and transaction was completed/awarded in atleast 1 project the last five (5) years</p>	20	5 (Five) marks each towards each experience, subject to a maximum of 25 Marks	



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						<p>Experience (1a) is 20 Marks</p> <ul style="list-style-type: none"> • 5 (Five) marks each towards Tourism, Hospitality & Entertainment Sectors and • 3 (Three) marks each towards other than Tourism, Hospitality & Entertainment Sectors, subject to a maximum of 20 Marks
2	Clause 4.2 Stage 2 Evaluation Criteria Table Page No 10	SNo	Particulars	Marks	Criteria	RFP clause remains unchanged
		(i)	Team Leader	15	Post Graduate in Management or Equivalent with minimum 10 years of Experience. Shall have experience in Transaction Advisory Projects, where contract has been awarded in any PPP project in the last 10 years	
3	Clause 4.2 Stage 2 Evaluation Criteria Table Page No 10	SNo	Particulars	Marks	Criteria	RFP clause remains unchanged
		(ii)	Technical Expert	10	Post Graduate in Engineering / Planning/Management or Equivalent with minimum 10 years of Experience. Shall have experience in developing /executing infrastructure projects	

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		SNo	Particulars	Marks	Criteria	
4	Clause 4.2 Stage 2 Evaluation Criteria Table Page No 10	(iii)	Financial Expert	10	MBA (Finance) or C.A. or CFA with minimum 05 years of Experience	RFP clause remains unchanged
5	Clause 4.2 Stage 2 Evaluation Criteria Table Page No 10	(iv)	Procurement Expert	5	Post Graduate in Urban Planning /Finance/Law with minimum 05 years of Experience. Shall have relevant experience in Bid Process Management	RFP clause remains unchanged
6	Schedule of RFP Process Page No 2	We Request to extend the submission date by 2 weeks				Last date for submission of RFP applications "Online" is 30.06.2025 up to 3:30 PM at GoTS e-procurement portal Last date for submission of Hard Copies of RFP applications "Offline" is 02.07.2025 up to 12:00 Noon at Kakatiya Urban Development Authority (KUDA)
7	Clause 3.2: - Eligibility Criteria Sr No a) Page No 06	We request you to consider other infrastructure sectors Like Roads, Energy, Highways, Railway, Ports, Warehousing, Storage Tanks, Hospitals, etc. Bidder should have provided Transaction Advisory /consultancy Services for at least 5 (Five) PPP/BOOT /DBFOT/HAM projects in which contract has been awarded to the private player and transaction was				Already clarified in S.No 1 above.

Sl. No	Section of RFP document & Page Number	Query(ies) raised by the Bidders	Recommended Answers to the Query(ies)						
		completed/awarded in at least 1 project the last Five (5) years. (“Technical Capacity”) in any Infrastructure sector like Roads, Energy, Highways, Railway, Ports, Warehousing, Storage Tanks, Hospitals, etc.							
8	Clause 3.2: - Eligibility Criteria Sr No a) Page No 06	We request you to kindly reconsider the Turnover Criteria to make it more which can help the client to appoint the strong financial bidders. Bidder should have Minimum Average Annual Turnover of minimum Rs. 05 Crore from the consultancy services for any three years during last (five) Financial Years	RFP condition remains unchanged						
9	Clause 4.2 – Evaluation Criteria Table Page No 10	We request you to clarify the marks mentioned in the table of Evaluation Criteria differences. Also, we request the client to consider other infrastructure sector experience like Roads, Highways, Energy, Railway, Ports, Warehousing, Storage Tanks, Hospitals, etc. 5 (Five) marks each towards Tourism, Hospitality & Entertainment Sectors, other infrastructure sector	Already clarified in S.No. 1 above RFP condition remains unchanged						
10	Clause 8 Payment Schedule	We request the client to reconsider the payment schedule as below: <table><tr><th>S.No</th><th>Milestones</th><th>Payment Schedule</th></tr><tr><td>1</td><td>On submission of Appraisal Report on the Feasibility Study</td><td>30%</td></tr></table>	S.No	Milestones	Payment Schedule	1	On submission of Appraisal Report on the Feasibility Study	30%	RFP condition remains unchanged
S.No	Milestones	Payment Schedule							
1	On submission of Appraisal Report on the Feasibility Study	30%							

Sl. No	Section of RFP document & Page Number	Query(ies) raised by the Bidders			Recommended Answers to the Query(ies)
		2	On submission of Finalization of Bid Structure	25%	
		3	On submission of tender document	25%	
		4	Upon issuance of Letter of Award to Preferred Bidder	10%	
		5	Facilitation in execution of Contract Agreement	10%	
11	General Query	We request an extension of the submission deadline to 2-3 weeks following the publication of pre-bid responses to ensure that all bidders have adequate time to thoroughly review and incorporate the responses into their proposals, thereby enhancing the quality and precision of the submissions and ensuring a fair and competitive bidding process.			Already clarified in S.No 6 above
12	Clause 3.2: - Eligibility Criteria Sr No a) Page No 06	<p>We respectfully request that our experience in providing Transaction Advisory and Consultancy Services in infrastructure projects be considered as part of the technical capacity criteria outlined in the RFP.</p> <p>Our firm has successfully undertaken advisory roles in more than five (5) PPP/BOOT/DBFOT/HAM projects over the last five years.</p> <p>We respectfully request that the requirement for two such sector-specific projects be broadened to also consider our substantial experience in infrastructure sectors.</p> <p>We believe these experiences demonstrate our capability and commitment, and we sincerely request that they be considered in support of our eligibility under the Technical Capacity requirement.</p>			Already clarified in S.No 1 above

Sl. No	Section of RFP document & Page Number	Query(ies) raised by the Bidders	Recommended Answers to the Query(ies)
13	Schedule of RFP Process Page No 2	<p>We kindly request an extension of the bid submission due date for the above-referenced project to 30.06.2025.</p> <p>We are keenly interested in participating and are currently preparing a comprehensive and high-quality proposal. However, we would greatly appreciate additional time to ensure thorough coordination with relevant stakeholders and to finalize all critical elements in alignment with the RFP requirements.</p> <p>We remain committed to submitting a competitive and responsive bid and sincerely hope for your positive consideration</p>	Already clarified in S.No. 6 above