

Response to Queries on " Selection of Transaction Advisor for Providing Consultancy Services for Conducting Techno Economic Feasibility Study, Preparation of Detailed Project Report, Conducting EIA Study and Obtaining Statutory Clearances for the Proposed water Aerodromes at Eight (8) Locations in Andhra Pradesh"

Sl. No.	Item Description	Clarification sought	Reply/ Clarification by APADCL
1	<p>Page No.6, Point 6 (i)</p> <p>The Bidder should be an empanelled Transaction Advisor with Department of Economic Affairs, Ministry of Finance, Government of India, as on the bid due date.</p>	<p>We request the Authority to consider relaxing this criterion and allow participation from experienced firms with relevant expertise in aviation consultancy, infrastructure advisory, and transaction advisory services, for the following reasons</p> <p>1. Broader Expertise Pool – Many reputed firms with extensive experience in aviation and infrastructure consultancy may not be specifically empanelled with the DEA but possess deep domain knowledge and relevant credentials.</p> <p>2. Project-Specific Experience – The nature of this assignment requires specialized knowledge in water aerodrome development, aviation feasibility, EIA studies, and regulatory approvals, which firms outside the DEA empanelment may also have.</p> <p>3. Competitive Bidding – Restricting participation to only DEA-empanelled firms may limit competition and exclude highly qualified bidders, potentially affecting project outcomes.</p>	<p>RFP condition Prevails.</p>
		<p>The Bidder should be either a registered company incorporated in India under The Indian Companies Act, 1956 / 2013 and subsequent amendments thereto or a registered Partnership Firm under the Indian Partnership Act 1932 or a registered Limited Liability Partnership Firm under the Limited Liability Partnership Act 2008 or a registered Sole Proprietorship</p>	<p>RFP condition Prevails.</p>

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		Kindly clarify whether Lead Member of Consortium / Any one member of consortium shall be empanelled with Dept. of Economic Affairs	<p>As per Clause 4.1.1 (d) : "Bidder/Applicant" means the person or persons, firm, Corporation, Consortium or Company who submits a Bid for the subject Assignment.</p> <p>The bidder who submits the Bid shall be Empanelled with Department of Economic Affairs.</p>
2	<p>Page No.5, Data Sheet</p> <p>End date of Online submission of Bids envelopes I & II on AP e procurement Portal 24.03.2025 @ 03.00 PM</p>	We request the client to extend the deadline for submission by at least 15 working days from publishing the pre-bid responses.	RFP condition Prevails.
3	<p>Page No.6, Point 6.</p> <p>Explanatory notes:</p> <p>(a). Similar Assignment(s) means Providing Consultancy Services for Preparation of Detailed Project Report for development of aerodromes / airports / seaports (marine related structures) including preparation of Environmental Impact Assessment Report, providing Project Management Consultancy services etc.</p>	<p>i. Kindly clarify whether the bidder / consortium member should have executed a single project covering consultancy services for preparation of TEFRR /DPR, conducting EIA and PMC OR different projects will be enough, i.e. One project for TEFRR, second project for DPR & Master Plan, third project for conducting EIA study and fourth project for Project Management Consultancy).</p> <p>ii. Also kindly clarify whether all the members of the consortium should have experience in the similar assignments or any one member's experience can satisfy this condition?</p>	<p>i. Please refer to sub point (ii) of Point 6 in Tender Notice.</p> <p>ii. Lead member of the consortium is considered for All clauses in the RFP.</p>

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4	<p>Page No.6 & 11, Point 6 (iii) & Section 1, Clause 1.4 of sub point (iii)</p> <p>Financial Criteria: Financial Turnover</p> <p>Average Annual Financial Turnover of the Bidder during the last three financial years ending 31st March 2024 shall not be less than Rs.19.20 crore (2023-2024,2022-2023 and 2021-2022).</p>	<p>POLICY CIRCULAR NO. 1(2)(1)/2016-MA The Ministry of Micro, Small, and Medium Enterprises (MSME) released a policy circular on 10th March 2016 for “Relaxation of Norms for Startups and MSMEs in Public Procurement on Prior Experience – Prior Turnover criteria”. According to this policy –</p> <ul style="list-style-type: none"> • 20% of the total procurement by Central Ministries/Departments / CPSUs must mandatorily come from MSMEs. • All Central Ministries / Departments / Central Public Sector Undertakings may relax condition of prior turnover and prior experience with respect to MSMEs in all public procurements subject to meeting of quality and technical specifications. 	<p>As per Government of India, Ministry of Finance, Department of Expenditure, Manual for procurement of Consultancy & Other Services.</p> <p>1.9.1 Public Procurement Policy for Micro and Small Enterprises (MSEs)-Rule 153 (ii) of GFR 2017</p> <p>iii) The Policy is applicable to all the Central Government Ministries/ Departments /CPSUs, irrespective of the volume and nature of procurement. However, the policy is not applicable to State Government Ministries/ Departments/PSUs.</p> <p>iv) To reduce transaction cost of doing business, MSEs are facilitated by providing them tender documents free of cost, exempting from payment of earnest money deposit, adopting e-procurement to bring transparency in tendering process. However, exemption from paying Performance Bank Guarantee is not covered under the policy. MSEs may also be given relaxation in prior turnover and prior experience criteria during the tender process, subject to meeting of quality and technical specifications. However, there may be circumstances (like procurement of items related to public safety, health, critical security operations and equipment, etc.) where procuring entity may prefer the</p>

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			<p>vendor to have prior experience rather than giving orders to new entities.</p> <p>As per the GRF Guide lines the policy is not applicable to State Government Ministries/Departments/PSUs.</p> <p>However, Since the Aviation sector is related to the National Security, Relaxation in Technical & Financial qualification criteria is not allowed.</p>
5	Page No.39, Section 5 Clause 5.2.1 Table 3	Page No.39, Section 5 Clause 5.2.1 Table 3 Evaluation criteria	RFP condition Prevails.


Managing Director (FAC)
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