

32/1/2019-DSRD/Cons/DRIP Phase II and III/
Central Water Commission
Central Project Management Unit
Dam Rehabilitation and Improvement Project
Phase II and Phase III

Date: 06.07.2020

Sl. No	EOI Ref No	Clause in EOI	Suggestions/Comments by AA firm	Response of CWC	Suggestions/Comments by AA firm	Response of CWC
1.	Clause No.(ii) of Section-II (Short Listing Criteria) (Page No.7)	(ii) If consultancy firm is in the form of a JV, each JV partner shall have specific experience of working for minimum one activity , but the lead partner shall have specific experience of working for minimum three activities out of the listed activities under the six categories mentioned in Section I.	<p>There is a pressing need for capacity augmentation of Indian companies operating in different domains. To enable our industries/service sectors to operate in self dependent mode in future they must be given an opportunity to demonstrate their expertise in an authoritative capacity eventually leading to capacity augmentation of Indian Companies.</p> <p>For the project under discussion the Authority/Client has desired that all the Joint Venture partner should have certain level technical experience. As Dam Rehabilitation work of such magnitude has not been carried out in India hence none of the Indian firms will be satisfying the technical criteria which will restrict any Indian firm to participate in the project as Joint Venture member. Hence to allow Indian firms to participate in the project as a Joint Venture member it is requested to consider following amendment as:</p> <ul style="list-style-type: none"> • Lead partner must have specific experience of working for minimum three activities out of the listed activities under the six categories mentioned in 	<p>We fully agree with the suggestion that there is a pressing need for capacity augmentation of Indian companies operating in different domains.</p> <p>The proposed modification seems to be harsher than the conditions given in REOI. For JV, relevant Clause given in REOI is reproduced as under.</p> <p><i>“If consultancy firm is in the form of a JV, each JV partner shall have specific experience of working for minimum one activity, but the lead partner shall have specific experience of working for minimum three activities out of the listed activities under the six categories mentioned in Section I”.</i></p> <p>Out of six categories, one categories is not related to dam rehabilitation at all,it accepts the consultancy services for detailed engineering stage for construction of a large new dam, construction supervision and quality assurance activities etc. This category has been created purposely for such agencies which do not have any</p>	<p>We appreciate your acknowledgement on the need of capacity augmentation of Indian Companies.</p> <p>As suggested in your reply one of the criteria is related to Detail Engineering, Supervision and Quality Assurance of large New Dam which must be completed in the capacity of Sole or lead Partner. As explained in your reply any consultant having experience in this category and satisfying the turnover criteria may participate as a JV member of the consortium.</p> <p>As detail engineering services are aligned with the EPC contracts and it may please be noted that very limited EPC contracts for the large Dam has been executed in India till date which implies that very few Indian consultant Companies (With Major Share of India National Promoters) have experience in the above category hence the above mentioned category combined with turnover criteria will limit the Indian firms to participate in the bidding process.</p> <p>Based on above fact we request</p>	<p>CWC is reviewing the necessity of any such revision based on requests from various prospect bidders as well as outcome of deliberations of the Pre-REOI Meeting held on June 29, 2020.</p>

			<p><i>Section I and all the Joint Ventures members should jointly meet all the six categories mentioned in Section I.</i></p>	<p>experience in dam rehabilitation, but has provided consultancy services in dam engineering area.</p> <p>In addition to working experience of Lead Partner in JV, two other partners needs to have working experience in minimum one category to ensure the entry of professionally right agency. In case any agency having NIL Experience in these six categories, it would imply that agency is not having working experience in dam safety area. Entry of such agencies would invite long term implications, and will adversely impact the overall implementation of Scheme.</p>	<p>that the Joint Venture having one of its non-lead member as an Indian firm (With Major Share of India National Promoters) may be allowed to jointly satisfy the technical eligibility mentioned under the category A-F and turnover criteria is met individually by the each member as desired by Authority.</p> <p>It is to further submit that our suggestion will be enabling/ giving opportunity to the Indian consultants (With Major Share of India National Promoters) to participate in the bidding process and it is in no way making the present criteria hash for the Indian consultant (With Major Share of India National Promoters) as combination of experience of the members of Joint Venture will only add value/credential to the prospective bidders.</p> <p>It is to highlight that to encourage capacity augmentation and participation from the Indian firms many of the Infrastructure Development Government Agencies considers the satisfaction of the eligibility criteria by all the Joint Venture partner collectively. This enables the Indian consultants to participate in such tenders which will eventually give an opportunity to that Indian firms to build in their capacity in the long run. This will reduce our dependency on the International firms in coming years.</p> <p>With the make in India support</p>	
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					<p>execution of project.</p> <p>Hence to enable Indian consultants to participate:</p> <p>We again submit that the technical criteria/categories may be met by all the joint venture partner jointly with a condition to satisfy the separate Turnover criteria for each Joint venture Member set under EOI</p>	
2.	<p>Clause No. (iii) & (iv) of Section - II (Short Listing Criteria) (Page No. 7)</p>	<p>(iii) The average annual turnover of the consultancy firm shall not be less than Rs. 300 Cr. or US\$ 43 M for consultancy services during last 5 years. For arriving ar updated value, turnover shall be updated to the present year by a factor of 5% per year.</p> <p>(iv) in case of JV, each partner shall meet the 40% requirement of criteria given at para. (iii) above, and lead partner shall meet the 60% requirement of criteria given as para (ii). In the JV maximum three partners are allowed.</p>	<p>As per the EOI documents published consortium of three JV members are allowed. As none of the Indian companies will satisfy the technical criteria against the lead capacity as suggested above hence at best Indian companies can apply as a Joint Venture partners.</p> <p>To encourage participation of more Indian companies it is requested to relax the turnover criteria of the third member of the joint venture as follows:</p> <ul style="list-style-type: none"> <i>The average annual turnover of the consultancy firm shall not be less than Rs. 300 Cr or US\$ 43 M for consultancy services during last 5 years. For arriving at updated value, turnover shall be updated to the present year by a factor of 5% per year.</i> <i>In case the applicant is a JV of two members, the lead partner should meet 60% of requirement of the Turnover criteria i.e. 180 Cr. And the other JV member should meet 40% of requirement of the</i> 	<p>The proposed annual turn over is based on internal market survey done by CWC. This threshold limit is placed in order to ensure availability of adequate financial resources with the qualified firm with a typical payment cycle of five(5) to six(6) months. It shall meet out liability of various expenses like salaries, travel expenses, other allowances of its international as well national experts, supporting staff as well as regular expenses to run the office. Any financial crises among the partner agencies would ultimately impact the Project implementation adversely.</p> <p>However, CWC would review the necessity of this revision based on requests from various prospect bidders as well as outcome of scheduled Pre-REOI Meeting on June 29, 2020.</p>	<p>As it has been correctly explained in the replies to our this query that the Turn Over Criteria in necessarily to ensure that the consultants/ Joint Venture is financially sound enough to meet the various financial liabilities such as salaries, travel expenses, other allowances of its international as well national experts, supporting staff as well as regular expenses to run the office.</p> <p>Based on the same it is to submit that the requirement should be set in a such a way that the Joint Venture members should collectively meet at least the 100% of the Turnover Requirement. However, the restriction of minimum turnover requirement against each JV member may be reduced as suggested in our earlier query with a condition that all the Joint Venture members collectively satisfies 100% turnover criteria. This will also encourage the specialized consultants working in the domain area and having lower turnover in comparison to the requirements set in the EOI to participate actively for the</p>	<p>CWC is reviewing the necessity of any such revision based on requests from various prospect bidders as well as outcome of deliberations of the Pre-REOI Meeting held on June 29, 2020</p>

			<p><i>Turnover criteria i.e. 120 Cr.</i></p> <p><i>This means jointly both the partners meet 100% of turnover criteria</i></p> <ul style="list-style-type: none"> <i>In case the applicant is a JV of three members, the lead partner should meet 60% of requirement of the Turnover criteria i.e. 180 Cr. One of the other JV members should meet 40% of requirement of the Turnover criteria i.e. 120 Cr and the third JV member should meet 25% of requirement of the turnover criteria i.e. 75 Cr.</i> <p>This implies that jointly both the partners meet 125% of turnover criteria.</p>		project.	
3.	Section II Short Listing Criteria (i)	<p>During last 15 years, Consultant firm shall have experience of providing engineering and management consultancy for a minimum of one Dam Rehabilitation and Improvement Project, this assignment shall cover a minimum of three activities out of the listed activities under the six categories mentioned in Section I.</p>	<p>Section I covers the details related to the categories only, there isn't any mention of activities. It is requested to provide the details of activity under each category.</p>	<p>Section-I is the guideline for preparation of EOI linked with providing information as requested in Annexure. The Consultants would be short listed based on the Short-listing Criteria given in Section-II.</p> <p>It is further clarified that the bidder has to show experience of providing engineering and management consultancy for a minimum of one past project, and this assignment shall cover a minimum of three categories out of the six listed categories under the given categories in Section-I of REOI.</p> <p>In general, any dam rehabilitation project addresses hydrological, structural as well</p>	<p>With this reply we understand that the qualifying project should have at least three categories out of Six. This criterion seems to be stringent and it is requested that qualifying project should be considered as having experience of at least one category.</p>	<p>Not agreed. The REOI conditions will prevail.</p>

				<p>as operational safety aspects including institutional strengthening. Under each category, it is very explicitly mentioned about the kind of activities that are undertaken. Also, the services provided under Category A, C and D shall be for major item which is linked with relevant safety aspect of a given dam. Others are self-explanatory.</p> <p>The bidder has to show experience of providing engineering and management consultancy services for such major items for a given Category.</p>		
4.		General (Regarding parent company credential)			<p>Please confirm whether parent company credential can be considered in case the Parent company / other subsidiary is not the part of JV /consortium.</p>	<p>No. the wholly owned subsidiary has to come in JV with parent company to be eligible as single entity.</p> <p>As per Shortlisting Criteria No.(v), Section II, financial Credentials of both the Companies (Parent Company and wholly Subsidiary located in India) will be evaluated.</p> <p>Anyone can be lead partner, provided the lead partner should meet the technical and financial Criteria given at para (i), (iii), (v), (vi), (vii), (viii) under Section II of Short Listing Criteria.</p>
5.		Experience under Category A to D			<p>Do we require to satisfy the experience of detail Engineering, construction supervision and quality assurance for the</p>	<p>The experience of detailed Engineering, construction supervision and quality assurance is one of the category</p>

					<p>category under A to D, if yes do we need to full fill it from the single project?</p> <p>Is there any criteria / weightage against project Fee/Duration/Funding Agency/ against the qualifying projects under Category A to E</p>	<p>out of six mentioned under Section I of REOI. The categories A to D are different categories.</p> <p>To participate as single bidder, the firm has to show experience in one project with minimum any three of the six categories.</p> <p>In case of JV, it is required that lead partner shall have experience in any three categories from single project, and other partners in any one category which may be the same category or have overlapping. These are not to be cumulatively met. For JV partner, the experience in any one category out of six categories to be from single project, not multiple project. The experience to be for major item under particular category.</p> <p>No there is no weightage for project Fee/Duration/Funding Agency/ against the qualifying projects under Category A to E. Each aspect is important to be furnished by the bidder</p>
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