

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: 27.06.2020

Sl. No	EOI Ref No	Clause in EOI	Suggestions/Comments	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 Section I and all the Joint Ventures members should jointly meet all the six categories mentioned in Section I. 	<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 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>
2.	Clause No. (iii) & (iv) of Section -II	(iii) The average annual turnover of the consultancy firm shall not be less than	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	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

	(Short Listing Criteria) (Page No. 7)	<p>Rs. 300 Cr. or US\$ 43 M for consultancy services during last 5 years. For arriving an 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>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 Turnover criteria i.e. 120 Cr.</i> <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><i>This implies that jointly both the partners meet 125% of turnover criteria.</i></p>	<p>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>
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 as operational safety aspects including institutional strengthening. Under each category, it is very explicitly mentioned about the kind of activities that</p>

				<p>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.	Section II Short Listing Criteria (v)	In case, a wholly owned subsidiary of a Group Company partners with wholly owned any entity of a Group Company shall be considered as single entity provided each subsidiary participating in the bid shall have average annual turnover for last 5 years not be less than Rs.300 Cr or US\$ 43 M.	We understand that each subsidiary/parent firm participating in the bid needs to have average annual turnover for last 5 years not be less than Rs.300 Cr or US\$ 43 M.	Yes, this is true.
5.	Annexure IV Details of Experience (Tabular format)	Attach copy of agreement	We believe that in case all the details related to the shortlisting such as Category of Services rendered, Fee (Applicant's share in case of JV/ Consortium) are available in the Client Certificate, the copy of Agreement is not required to be enclosed.	<p>The copies of relevant pages of Contract Agreement explicitly showing the information about contract value, scope of services, period of contract, date of signing, client etc. is required to be submitted by the bidder.</p> <p>Both, the copy of Agreement and Completion Certificate from client to be attached.</p>
6.	Annexure IV Details of Experience (Tabular format)	Category of services rendered A, B, C, D...<u>or combination of any of these</u>	<p>Clause 6, Section-I, Guidelines for the Preparation of EOI says Consultant shall have experience of two or more categories among the 6 listed categories.</p> <p>Please define the min. number of category of services required out of the given 6 categories for each experience to be considered as qualifying experience under Annexure IV</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 which are the governing criteria for a single bidder as well as for JV.
7.	Annexure IV Details of Experience	Completion Cost(Actual/Estimated vis a vis Stipulated)	Please confirm whether the Completion cost is the cost of the project or is it the cost of services rendered by the consultant.	Annexure IV, column 4 refers to the consultancy cost charged for the given services, not project cost.