

**CORRIGENDUM-2 to RFP dated 20-02-2019**

SELECTION OF DEVELOPER FOR DEVELOPMENT OF URBAN STREET INFRASTRUCTURE FOR ISB ROAD FROM DLF CIRCLE TO VARUN MOTOR UNDER IALA NANAKRAMGUDA, HYDERABAD, TELANGANA ON PPP MODE

Responses to the queries received from prospective bidders during the Pre-Bid Meeting held on 27<sup>th</sup> February 2019 at O/o Chief Engineer, TSIIC, 5<sup>th</sup> floor, Parisrama Bhavan, Basheerbagh, Hyderabad and Queries received through email from the prospective bidders till 27<sup>th</sup> February 2019.

| S. No | Ref. from the RFP   | Details as per the RFP   | Query / Suggestion  | Response / Clarification   |
|-------|---|--|---|--|
| 1.    | Volume I – ITB: Introduction Clause No. 1.15                    | The Concessionaire shall not be allowed to levy and charge any kind of user fee from the users of the Project. However, the Concessionaire is entitled to let out the optional facilities such as advertisement space, Public Amenities Center/s and commercial space (if any) approved under this project as per the provisions of the RFP, which is the source of revenue to the Concessionaire from the project facilities. | We agree for not to levy user charges on all facilities except toilets and bicycles, in this regard can we collect user charges for the usage of Amenities like Toilets and Bicycles? | Agreed for levying user charges for bicycles only, with the approval of TSIIC.<br><br>However, such user charges shall be in line with the charges being levied by Hyderabad Metro Rail Limited (HMRL) or GHMC whichever is lower.                   |
| 2.    | Volume I – GENERAL INFORMATION & INSTRUCTIONS: Clause No. 4.5.2 | <b>Minimum Technical Qualification:</b> The sole Bidder or any one of the members of Consortium shall meet the following Technical qualifications executed during the last five financial years preceding bid due date;  | We request you to consider the experience within last ten (10) years, instead of five (05) years.   | Agreed & the clause on Minimum Technical Qualification is amended as below <i>(at all places in the RFP)</i> :<br><b>Minimum Technical Qualification:</b> The sole Bidder or any one of the members of Consortium shall meet the following Technical |

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|       |  |   |   | qualifications executed during the <b>last Ten (10)</b> financial years preceding bid due date;  |
| 3.    | Volume I – GENERAL INFORMATION & INSTRUCTIONS:<br>Clause No. 4.5.2 | <p><b>Minimum Technical Qualification:</b> The sole Bidder or any one of the members of Consortium shall meet the following Technical qualifications executed during the last five financial years preceding bid due date;</p> <p>i. Should have accomplished experience in executing any Civil work in Urban area with a single contract value of at least Rs. 10 Crores (Rupees Ten Crores only)<br/>AND</p> <p>ii. <b>{a}</b> Should have accomplished experience in similar nature of projects either laying of footpath or Cycle track with at least 1.3 Lakh Sq. ft.</p> <p><b>OR</b></p> <p><b>{b}</b> Should have accomplished experience in developing urban spaces (footpath or Cycle track or street furniture) of at least 3.40 Km.</p> | Request to reduce the single contract value to Rs. 5 Cr and request to make any civil works as experience instead of only footpath laying and cycle track, as the footpath laying and cycle track is limited scope of work in general, only few firms will have those experience not all and this will restrict so many experienced companies to participate. | <p>The clause on Minimum Technical Qualification is amended as below (<i>at all places in the RFP</i>):</p> <p><b>Minimum Technical Qualification:</b> The sole Bidder or any one of the members of Consortium shall meet the following Technical qualifications executed during the <b>last ten (10)</b> financial years preceding bid due date;</p> <p>i. Should have accomplished experience in executing any Civil work in Urban area with a single contract value of at least Rs. 06 Crores (Rupees Six Crores only)<br/>AND</p> <p>ii {a} Should have accomplished experience in similar nature of</p> |

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|       |   |   |   | projects either laying of footpath or cycle track or roads with at least 1.3 Lakh Sq. ft<br>OR<br>ii <b>{b}</b> Should have accomplished experience in developing urban spaces (footpath or Cycle track or street furniture) of at least 3.40 Km.  |
| 4.    | Volume I – GENERAL INFORMATION & INSTRUCTIONS: Clause No. 4.5.2 | Note: Appropriate documentary evidence in the form of completion certificates, work orders etc. should be enclosed in support of the above. All the documentary evidence submitted by the Bidder(s) shall be to the satisfaction of TSIIC. Decision of TSIIC in accepting or rejecting such documentary evidence as submitted by the Bidder(s) is final and binding on the Bidder(s). | In the project developed on BOT basis, the experience certificate does not indicate the project cost. In such case, we request the Authority to consider certificate issued by Statutory Auditor. | Yes agreed, if the experience certificate issued by its client does not reflect the project cost, then the Bidder shall submit the certificate issued by Statutory Auditor of the bidding firm/member of the consortium, as the case may be, indicating the project cost duly verifying the expenditure spent on the project |
| 5.    | Volume I – GENERAL INFORMATION & INSTRUCTIONS: Clause No. 4.5.2 | <b>Minimum Financial Qualification:</b> The sole Bidder or Consortium together shall meet the following Financial qualifications  | Request to reduce the annual turn over to Rs. 5 Cr and net worth to Rs 1.5 Cr   | RFP condition prevails.  |

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|       |  | <p>i. <b>Minimum Average Annual Turn Over of Rs. 10.00 Crores (Rupees Ten Crores only)</b> in the past Three Financial Years as per the Audited Annual Accounts.</p> <p><b>AND</b></p> <p>ii. <b>Minimum Net-worth Rs. 2.50 Crores (Rupees Two Crore Fifty Lakhs only)</b> at the close of the financial year preceding bid due date, as per the Audited Annual Accounts i.e. as on 31.3.2018.</p>           |  |                          |
| 6.    | Volume – I Bid Summary clause 16               | <p>Payment <b>of Rs. 20.00 Lakhs (Rupees Twenty Lakhs only) along with applicable taxes</b> shall be paid by the Preferred Bidder to TSIIC IALA in the form of Demand Drafts favouring <b>“TSIIC Limited” towards Non- refundable &amp; Irrevocable ‘Project Development Fee’</b>, within 15 days of date of issue of Letter Of Intent (LoI). This is precondition for signing the Concession Agreement.</p> | <p>To get more feasibility of the project, request to reduce the Project Development Fee to Rs. 5 – Rs. 10 Lakhs</p>   | RFP condition prevails.  |
| 7.    | Volume II – Development Controls and technical | <p><b>Special Conditions for Developer:</b></p> <p>a) The Concessionaire shall prepare at least three (03) conceptual plans / designs (with 3D views) of the project for the entire stretch of 3.50 Km, the design shall be modern,</p>  | <p>During our inspection, we observed that the high tension electrical wires passing through LHS area, if these lines exist unipole structures cannot be</p> | RFP condition prevails.  |

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|       | Specification: Clause No. 3.2.9  | innovative, creative and attractive. The conceptual plan shall clearly indicate the location and design of the advertisement Hoarding especially the Unipoles and Public Amenities centre. The design should be such that it doesn't affect the free, smooth and safe movement of the traffic. Further, the Bidder shall consider the existing manhole covers present over the utilities duct during designing the conceptual plans. Accordingly, the conceptual plans / designs shall ensure that the said manholes shall be operational and intact with the proposed development. | erected, do you change the electrical lines to underground at the unipoles locations?   |   |
| 8.    | Volume II – Development Controls and technical Specification: Clause No. 3.2.9 | All the Advertisement hoardings shall conform to the Structure standards in accordance with the IS:800 (2007), Wind Pressures (44m/sec in accordance with IS: 875, Part -3 of 2014) and seismic forces (seismic zone II standards in accordance with IS:1893-2014 part-1 of 2014) and shall be in accordance with the latest Indian Standard Codes.   | No hoarding beyond 35 ft height from the ground level and no unipole of size 40 X 40 is satisfying the above structural standards, can you provide the calculation of unipole structural designs so that we will follow the same standard | The Concessionaire is responsible for designing the Unipoles including its structural designs in accordance with the relevant latest Indian Standard Codes and Local body Guidelines.<br>After completion of detailed engineering designs, prior to execution of the proposed |

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|       |  |   |  | facilities, the Concessionaire shall get the proof checking of the structural designs and drawings done by any reputed Govt. University such as IIT Hyderabad, JNT University, Osmania University and are to be executed with the approval of TSIIC. |
| 9.    | Volume II – Development Controls and technical Specification: Clause No. 4.3 Advertisement & Commercial spaces | Unipole – 4 nos. (Frontlit) 40 X 40 feet<br>Unipoles are allowed to design, construct only within the project area (L.H.S of the ISB road) and the designated locations defined.<br>Vertical clearance: The Vertical clear height of 40 feet from the Finished Surface Level (FSL) of the Road to the bottom of the Unipole Advertisement hoarding. | Do we need to select the Advertisement unipoles locations or are they already earmarked?   | The responsibility of identifying feasible locations for erection of Unipole lies with the Concessionaire.<br><br>RFP condition prevails.  |
| 10.   |  |   | As the entire project's success and regular maintenance is depending upon the advertisements revenue only, we request you to give clear & visible points without any disturbance and obstructions (without electrical lines) open to air locations | RFP condition prevails   |

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| 11.   | Volume I – GENERAL INFORMATION & INSTRUCTIONS: Clause No. 4.5.2 | <p><b>Minimum Technical Qualification:</b> The sole Bidder or any one of the members of Consortium shall meet the following Technical qualifications executed during the last five financial years preceding bid due date;</p> <p>i. Should have accomplished experience in executing any Civil work in Urban area with a single contract value of at least Rs. 10 Crores (Rupees Ten Crores only)<br/>AND<br/>ii. <b>{a}</b> Should have accomplished experience in similar nature of projects either laying of footpath or Cycle track with at least 1.3 Lakh Sq. ft.<br/><b>OR</b><br/><b>{b}</b> Should have accomplished experience in developing urban spaces (footpath or Cycle track or street furniture) of at least 3.40 Km.</p> | <p>We request you to reduce contract value of any civil work in urban area with single contract to Rs. 7.5 Cr, instead of Rs. 10 Cr. Also, we request you to consider the roads experience with at least 1.3 Sq ft or at least 3.4. km instead of footpath or cycle track.</p> | <p>Please refer response at S.No (3) above.</p> |
| 12.   | Volume – I Bid Summary clause 14                                | <p>The selected developer needs to submit an irrevocable and unconditional Bank Guarantee from a Nationalised/ Scheduled Bank, equaling to Rs. <b>50,00,000/-</b> (Rupees Fifty Lakhs only) towards the Construction</p>   | <p>We request you to lower the Construction performance security to Rs. 25 Lakhs.</p>  | <p>RFP condition prevails.</p>                  |

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|       |   | Performance Security to TSIIC within 30 days from the date of issue of the LoI, a precondition for signing of the Concession Agreement.  |   |  |
| 13.   | Volume – I Bid Summary clause 14  | Payment <b>of Rs. 20.00 Lakhs (Rupees Twenty Lakhs only) along with applicable taxes</b> shall be paid by the Preferred Bidder to TSIIC IALA in the form of Demand Drafts favouring <b>“TSIIC Limited” towards Non- refundable &amp; Irrevocable ‘Project Development Fee’</b> , within 15 days of date of issue of Letter Of Intent (LoI). This is precondition for signing the Concession Agreement. | We request you to remove this clause as this may affect our commercial bid. | Please refer response at S.No (6) above.   |
| 14.   | Volume – IV Draft Concession Agreement Clause 2.1 grant to Concession (b) (v) | The Concessionaire shall take note of the agreement entered by the Concessions Authority for FOB, There is one FOB located at Chainage 1125 near Infosys Campus & ISB main entrance which was developed on PPP mode and commenced in the year 2013 and valid for 20 years.   | We request you to share the Concession agreement with us.                   | The relevant extract of the concessionaire agreement executed for FOBs project is as below;<br>“In order to protect sustainability of the subject five projects under this RFP (at Mind Space Jn,. Cyber gateway, Inorbit Mall, ISB and ICICI Bank Towers) and the rights of the |



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|       |                   |                        |                    | <p>selected developer/s, APIIC IALA shall not award any new project with advertisement rights including FOBs, Bus Shelters, Unipoles, Hoardings, Gantries, etc. across the road or any one side of the road corridor/s falling within 500 m (atleast) distance from the five subject project locations on all the road corridor directions and within the jurisdiction of APIIC. In case, if APIIC IALA desires to award public utility projects with advertisement rights, the selected developer of any of the five project locations awarded through this RFP and nearest (by road) to the newly proposed project shall have the first right of refusal - provide the Authorisee with the right to match and accept the price and terms of the highest bid / prospective preferred bidder</p> |

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|       |                   |                        |                    | <p>that is obtained by the Grantor through a competitive bidding process for awarding the new project location. If the Authorisee matches and accepts the price and terms of the highest bid / prospective preferred bidder, then the project shall be awarded to the Authorisee as per the RFP conditions of the project. If the Authorisee fails to match the highest bidder, then it will be awarded to the prospective preferred bidder.”</p> <p><b><u>TSIIC shall adhere to the above clause of the Agreement and FIRST RIGHT OF REFUSAL conditions as mentioned in the Concession Agreement is applicable for this project.</u></b></p> |

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| 15.   |                   |                        | We request you to please add Right of First Refusal (ROFR) after the end of concession period.   | After expiry of the Concession Period due to influx of time, TSIIC intends to select O&M operator for this developed project with advertisement rights, then the Concessionaire shall have Right of First Refusal (ROFR) / First Right of Refusal to match the Preferred bid obtained through competitive bidding process. |
| 16.   |                   |                        | The project involves of high investment of Rs. 9.39 Crores, whereas the revenue option to meet the project cost and maintenance is only through Advertisement revenue. In order to protect the sustainability of the project, the First Right of Refusal to be given to successful bidder in future for any advertisement related projects in the 3.5 km stretch (only L.H.S and Central median of ISB road) | Yes agreed. TSIIC shall provide Right of First Refusal (ROFR) to the Concessionaire, in case, if TSIIC intends to development any Advertisement related projects along this project stretch i.e., 3.5 km on L.H.S & central median of ISB road.  |

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| 17.   |  |  | We request you to add ROFR conditions for the new projects to be taken up by TSIIC within 01 km during the concession period  | RFP conditions prevail. please refer response at S.No (16) above regarding ROFR.  |
| 18.   |  |  | Special Purpose Vehicle may be permitted to float for implementation of the project with lock-in period of 6 months from the date of commencement of operations.  | Agreed with a condition that the bidder or lead member of the consortium bidders hold(s) shareholding of greater than 51% in the SPV to be floated, with prior approval of TSIIC. |
| 19.   |  |  | The selection would be at the sole discretion of the TSIIC which would evaluate the designs submitted by the bidders along with the bid application. The design element would carry marks for qualifying for the bid. | RFP condition prevails.   |
| 20.   | Volume I – GENERAL INFORMATION & INSTRUCTIONS:<br>Clause No. 4.5.2 |  | We request you to consider the relevant experience in outdoor advertising viz street furniture in urban area i.e, FOBs, BQS and other Public utilities/amenities to the general public.                               | RFP condition prevails.   |
| 21.   | Volume I – BID OPENING &   | The submissions of the Technical Bid would be evaluated to check its substantial | Though in the evaluation of technical bid it is mentioned that  | RFP condition prevails.   |

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|       | EVALUATION: Clause No. 7.4.1 | compliance with the stipulated requirements such as minimum bid Eligibility and other mandatory requirements as indicated in the "Bid Summary". | the bid will be evaluated to check the substantial compliance. But there is no such technical evaluation parameter is mentioned to evaluate the Bidder eligibility for opening the commercial bid. We suggest the evaluation of technical bid parameter should confined to be relevant experience and execution of similar projects as per the criteria mentioned in RFP |  |
| 22.   |                              |   | We sincerely request you to provide the detailed maps with material specifications and estimated costing used for ascertaining the cost of the project 9.39 Cr.  | The cost provided in the RFP document is indicative only. The bidder shall make their own assessment on the feasibility of the components and financial viability of the project, as per the provisions/conditions stipulated in the RFP document uploaded by TSIIC along with subsequent Corrigendum(s), including this document. |

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| 23.   |                   |                        | We sincerely request the RFP committee to extend the last date of submission of the bids to a minimum of 7 days   | The bid submission date is extended up to 15.03.2019, 5:00 pm  |
| 24.   |                   |                        | We sincerely request the committee to allow bidder advertisements on median electrical polls.   | RFP condition prevails.  |
| 25.   |                   |                        | We request the Authority to consider Digital display along with back lit display for advertisement for futuristic development   | Yes Agreed (at all the places of RFP), but with prior approval of TSIIC. However, subject to reservation list indicated in TSIIC / local competent Authority Advertisement policy amended from time to time. |
| 26.   |                   |                        | We sincerely request the committee to include the bus shelters as part of Urban Street Furniture. In general, around the world, Urban Street Furniture includes the bus shelters. | RFP condition prevails.  |
| 27.   |                   |                        | The space provided for Public Amenities Centre is of 500 Sq. ft maximum. The display of board allowed at 6 X 4 sq.ft is very small  | Yes agreed (at all the places of RFP), however, the Advertisement board shall be erected only over the proposed  |

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|       |                   |                        | and invisible. Hence, we request to consider the advertisement board in back lit / digital in size of 30' X 10'  | Public Amenities Centre at a height of min. 10 feet from the ground level of Public Amenities Centre. The size of the permitted Advertisement shall not exceed 30 feet X 10 Feet. Also, please refer response at S.No (25) above |
| 28.   |                   |                        | Kindly clarify the existing bus shelters allotment details, their physical location, project status and its continuation. We want to assess the competition among the media around that area to assess the project viability and to arrive at a bid proposal.          | The prospective bidder shall make their own assessment while submitting the bid.   |
| 29.   |                   |                        | We also would like to put forward a request to extend the Gantry arches across the road to the RHS with a condition of remove during the road construction on RHS, this will provide some financial flexibility to the project thus giving better product and service. | RFP condition prevails.  |

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| 30.   |                   |                        | RFP highlights the existence of a Previous agreement with a FOB contractor with TSIIC. Today it was further expanded that the agreement has a condition that prevents the bidder from placing any "advertisements" for a distance of 500 meters on either side of the FOB. As per our information they will be given first right of refusal to take up any kind of developmental works with advertisement rights in above mentioned area. RFP does not provide any specific information to "advertisements in the span of 1 KM around the FOB". We feel that, if the FOB area of 1 Km is excluded from the proposed 3.5 km, the total project viability will be effected. Kindly clarify the ability to perform necessary construction works and advertising rights on that location and also clearly mark that area in | RFP condition prevails.<br><br>Also, please refer response at S.No (14) above |



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|       |  |   | the drawings. We sincerely request TSIIC to provide the bidder right on the area of construction including advertisements not impacting the structure erected by FOB. |   |
| 31.   | Volume – IV Draft Concession Agreement Clause 3.1 Conditions Precedent for Concessions Authority | TSIIC shall facilitate the selected Developer towards shifting of all utilities/ infrastructure including power lines that are present within the proposed Project Location. Such shifting shall be done in coordination with and approval/ clearance from the concerned departments/ authorities and the selected developer shall pay applicable fees and charges to the concerned authorities for the purpose of shifting however TSIIC shall reimburse the same as per actuals and hence the cost of shifting is not considered in the project cost. |   | The revised clause is as below (at all the places of RFP) The responsibility of shifting the utilities including electrical lines solely lies with the Concessionaire. TSIIC shall only facilitate the selected Developer/Concessionaire towards shifting of all utilities/ infrastructure including power lines that are present within the proposed Project Location. Such shifting shall be done in coordination with and approval/ clearance from the concerned departments/ authorities and the selected developer shall pay applicable fees and charges |

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|       |                   |                        |                    | (non- refundable) to the concerned authorities for the purpose of shifting. TSIIC shall not be responsible for any reimbursement whatsoever the reasons as may be. |

**Sd/-**

**VICE CHAIRMAN & MANAGING DIRECTOR**