

**Sub:-** Tender for Request for Proposal and Terms of Reference for appointment of Transaction Advisor (TA) for carrying out the Financial Feasibility and Bid Process Management for Development and Operation of Super Specialty Hospital at Kolkata Port Trust Hospital and Port Hospital, Haldia through Public Private Partnership (PPP) **Tender No: MED/PR/ ADVT/304/ 18-19/2458 dated 18/3/2019.** **Ref : Tender ID 2019\_KoPT 457707\_1**

1. This CORRIGENDUM -IV shall be read in conjunction with the Bidding Document (including Notice Inviting Tender) AND all previous corrigendum.
2. All other terms and conditions of the Bidding Document( not mentioned in this Corrigendum and previous ones) shall remain unchanged.

**Details of Corrigendum are given below :-**

**A. Tender schedule has been revised as follows :-**

SL	ACTIVITY	EXISTING DATE & TIME	AMENDED DATE & TIME
8	Date of <b>closing</b> of online e-tender for submission of Techno- Commercial Bid & Price Bid. (DD/MM/YY)	<b>21 / 6 2019 :15 Hrs</b>	<b>22 / 7/ 2019 :15 Hrs</b>
9	Date & time of <b>opening of Bid</b> (i.e. Techno-Commercial Bid (DD/MM/YY)	<b>24/ 6 / 2019 : 11AM</b>	<b>23/ 7/2019 : 15 Hrs</b>

Tuesday, 18 June 2019

Chief Medical Officer

**B. In response to pre-bid meeting held on 10/4/2019 following tender clauses have been amended / clarified as follows:-**

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
1	Page no. 18, Clause 2 (b)	The applicant or member of the Consortium must have experience of providing TA services in health sector for projects of not less than Rs. 50 crore ( in one or more project) during last seven years ending 31 st March , 2018	To read description of existing clause as “The applicant or member of the Consortium must have experience of providing TA services in health sector for projects of not less than Rs. 50 crore ( in one or more project , <b>cost means capital cost</b> ) during last seven years ending 31 <sup>st</sup> March , 2018 or <b>31 st December 2017</b> ”
2	Page no. 18, Clause 2 (d)	The Applicant should have completed at least one PPP consultancy project in India in the last 7 years of minimum cost of Rs 50 crores	To read as “The Applicant should have completed at least one PPP consultancy project ( <b>health sector</b> ) in India in the last 7 years of minimum cost of Rs 50 crores ( <b>cost means capital cost</b> )”
3	Page No. 18, Clause 2 (e)	The applicant or member of the Consortium has experience of providing consultancy services / TA services for the development , establishment , and operationalisation of atleast one multy-specialty hospital of minimum 500 Beds under PPP	To read as “ The applicant or member of the Consortium has experience of providing consultancy services / TA services for the development , establishment , and operationalisation of <b>at least three multi-specialty hospital of minimum 200 Beds under PPP or at least two multi speciality hospitals of minimum 250 Beds under PPP or at least one multi speciality hospital of minimum 400 beds under PPP</b> ”
4	Page No. 19, Clause 2 (h)/(i)	Team Leader having minimum 10 years of Transaction Advisory experience with PG in Management or Higher Degree and at least one successful implementation	To read as “Team Leader having minimum 10 years of Transaction Advisory experience with PG in Management or <b>CA</b> or Higher Degree and at least one successful implementation of <b>health Project</b> ”

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
5	Page No. 19, Clause 2 (h)/(ii)	Healthcare Delivery Expert having minimum 10 years of experience in Hospital planning and administration with MBBS with 2 year full time program equivalent in Hospital Management/Administration and at least one successful implementation project	Amended as “Healthcare Delivery Expert having minimum 10 years of experience in Hospital planning and administration with MBBS with <b>Post Graduation degree/ diploma</b> in Hospital Management / Administration and at least one successful implementation of <b>similar health</b> project.”
6	Page 19, Clause 2, *Note	“Self-attested copy of documentary proof of educational, professional qualifications & experience of the key personnel of TA should be uploaded as part of documents in the technical bid “	Amended as “ <b>CV (with particulars on educational , professional qualification and experiences , project details) self attested by individual key personnel duly endorsed by bidder along with</b> Self-attested copy of documentary proof of educational, professional qualifications & experience of the key personnel of TA should be uploaded as part of documents in the technical bid”
7	Page no. 32, Clause 25 (II), (b)	The successful PPP operator shall also have an option to set up a suitable Medical College	Clarified as follows: Feasibility of setting up medical college should be examined & illustrated in the report prepared by TA
8	Page no.33, Clause 25 under The TA needs to focus on the followings aspects in the PPP procurement	Assistance in getting approval from Ministry of Shipping	Clarified as follows: Back-up support from TA is expected for getting approval from Ministry of shipping and /or Ministry of Health and Family Welfare etc.

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
9	Page no. 44, Annexure 3. 3. Technical scoring	Project on PPP with Multispecialty/Super specialty Hospital with minimum 150 Beds 1 Project : 4 Marks 2 Project : 8 Marks More than 2 Project : 12 Marks Additional marks if the Project on PPP with Multi specialty/Super specialty Hospital more than 500 Beds 1 Project : 7 Marks 2 Project : 14 Marks More than 2 Project : 20 Marks	<i>To read as</i> “ <b>Completed Project on PPP with Multispeciality /Super specialty Hospital One Hospital with 400 beds or Two hospitals each with 250 beds or three hospital each with 200 beds : 12 Marks</b> <b>Additional Marks 2,3,4 respectively for additional completed project each of 200 bed, 250 bed , 400 bed hospital</b>  <i>Maximum : 20 Marks</i>
10	Page no. 44, Annexure 3. 3. Technical scoring <b>Under Note</b>	Ongoing Projects may be considered only if RFP has been released after the authority's approval. The weight of score would be same as the % of payment released as against the total assignment cost. The Statutory Auditor or Client Certificate shall be enclosed as proof.	Ongoing Projects may be considered only if RFP has been released after the authority's approval. The weight of score would <b>be 0.70 (0.6/0.85 )</b> of payment released as against the total assignment cost. The Statutory Auditor or Client Certificate shall be enclosed as proof.
11	Page no. 49, Annexure 5 Sl. No. 4	I/We hereby declare that, all information furnished by me/us with this tender is true to best of my/our knowledge, belief and in case, if it is found that, the information furnished is not true or partially true or incorrect, I/We agree that my/our tender shall be summarily rejected without prejudice to the right of the Board of <b>Trustees of Port of Mumbai</b> to take further action into the matter.	To read as : I/We hereby declare that, all information furnished by me/us with this tender is true to best of my/our knowledge, belief and in case, if it is found that, the information furnished is not true or partially true or incorrect, I/We agree that my/our tender shall be summarily rejected without prejudice to the right of the Board of <b>Trustees of Port of Kolkata</b> to take further action into the matter

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
12	Page no. 46	The consultants are required to submit the Completion Certificate for claiming the experience of Completed Projects. In case the Completion Certificates are not available (wherever applicable), the consultant may submit the CA / SA certificate, certifying the % receipt of the payment by the consultant for each such completed project.	To read as as follows: The consultants are required to submit the Completion Certificate for claiming the experience of Completed Projects <b>from Clients. Certificate from CA/SA certifying the % receipt of the payment is not admissible.</b>
13	Page no. 3, Row No. 11 of the table of the schedule of e-Tendering Activities is as under	Estimated cost Rs 25,00,000/- (Twenty Five Lakhs ) only  EMD Value Rs. 50,000/-	Amended as follows: Estimated cost Rs <b>Rs.65,00,000/-(Sixty five lacs only)</b>  EMD Value : <b>Rs 1,30,000/-</b>
14	Page-19, Clause 2.h.v Contract Management Expert	Contract Management Expert An MBA with Contract management experience of 5 years of at least one successful implementation of project.	Amended as follows: "Contract Management Expert An MBA with Contract management experience of 5 years of at least one successful implementation / completion of project <b>in any sector</b> ".
15	Page 13, Scope of Work	There will not be any financial grant by KoPT for the Private Developer.	Clarified as follows: Feasibility for redevelopment of hospital should not consider financial grant from KoPT
16	Page 32, Clause 24.d Phase II	<b>Phase II-</b> Contract Management after the award of contract, monitoring of milestones and SLAs on monthly basis for one year. The TA will also assist KoPT in appointment of Independent Engineer	Clarified as : Tenure of services of TA is <b>19</b> months which include contract management support for 12 months ( with inter-alia assisting in appointment of Independent Engineer ) and remaining time for preparation of feasibility report , preparation of RFP for selection of Private partner and bid process management.

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
17	Page 33, PPP procurement of the project	To meet potential bidders to promote the project and encourage them to participate in the bidding. It is generally expected that at least 5 bidders should be attracted at RFQ / EOI stage and three qualified bidders for RFP stage.	No change
18	Page 39, Task Undertaken	Technical schedule based on the information provided in the DPR prepared by Kolkata Port Trust	Clarified: No DPR is prepared by KoPT , which can be input for further feasibility study. Transaction Advisor has to prepare adequate technical schedule in the Feasibility report so that estimated project cost can be derived and same can be part of RFP document. Prospective PPP bidder may consider it as relevant guideline for making the bid.
19	Page No. 47; Clause 4 Financial Scoring	<b>Financial Evaluation</b> 70% weightage should be given to the Technical and 30% weightage should be given to Price Bid.	No change
20	Page 23, Clause 4.6	Annual turnover statement for 3 financial years i.e., 2015-16, 2016-17 and 2017-18 in the format given in <b>Annexure-III</b> duly certified by the Auditor/practicing Chartered Account indicating UDIN ( Unique document Identification No. for Practicing Chartered Accountants issued by the Institute of Chartered Accountants of India).	: <b><u>Financial years (FY) till 31 st March 2018 or Calendar years (CY) till 31 st December 2017 is applicable for last three years annual turn over statement.</u></b>
21	Page No. 18 Clause 2 Point F	The applicant or the lead member of the applicant shall meet the financial criteria of having an Average Annual turnover of Rs 5 crore from Transaction Consultancy services only in the last three financial years ending March 2018	Amended as follows : “The applicant or the lead member of the applicant shall meet the financial criteria of having an Average Annual turnover of Rs 5 crore from from Transaction Consultancy services <b>in any sector</b> only in the last three financial years ending 31 st March 2018 or 31 st December 2017 “ Further clarified as follows: Average Annual Turn over should not be less than 5 crore. Bidder having highest Average Annual Turn over will be awarded maximum marks (10). Bidders having Average Annual Turn over lower than the highest will be awarded marks calculated in unitary method. Necessary certification from statutory auditor should be submitted in support of Average Annual Turn over from Transaction consultancy service in any sector.

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
22		<p><b>Tasks Undertaken:</b></p> <p>☐ Submission of Financial Model and Transaction Structuring Report: <b>Week 4 20%</b></p> <p>☐ Pre-qualification Criteria and approval– RFP &amp; RFQ – <b>Week 6 10%</b></p> <p>☐ Draft tender document incorporating minimum requirement of Super Specialty Hospital with NABH and MCI guidelines – <b>Week 8 10%</b></p> <p>☐ Review and approval of final tender document by the competent Authority – <b>Week 11 20%</b></p> <p>☐ Bid Conduct and evaluation including response to pre-bid queries (Submission of Techno-Commercial Evaluation Report). – <b>Week 15 15%</b></p> <p>☐ Recommendation to Kolkata Port Trust for the Preferred Bidder selected after evaluation – <b>Week 16 5%</b></p> <p>*Award &amp; signing of contract –<b>week20 5%</b></p>	<p>*1 Deliverables: Submission of Project feasibility report including Financial Model week 6 15%</p> <p>*2 Deliverables: Submission of Transaction Structure Report week 10 5%</p> <p>*3 Drafting tender document incorporating minimum requirement of Super Specialty Hospital with NABH and MCI guidelines week 16 20%</p> <p>*4 Review and approval of final tender document by the competent authority week 19 20%</p> <p>*5 Bid conduct and evaluation including response to pre-bid queries (Submission of Techno-Commercial Evaluation Report) 4 weeks from the date of receipt of the bids 15%</p> <p>*5 Recommendation to Kolkata Port Trust for the Preferred Bidder selected after evaluation (issuance of LOI) One week from date submission of Techno-Commercial Evaluation Report (excluding the time taken for approval) 5%</p> <p>*6 Award and signing of contract 4 weeks from date of issue of LOI 5%</p> <p>Total 28 weeks</p>

Sl No.	Para Reference	Description of Existing clause	Clarifications of existing clause / Amendment of existing clause / Newly Added Clause
23	Page 22, Clause 3.18	On being informed about the acceptance of the tender and before signing the agreement, the successful Tenderer shall pay the Security Deposit @10% of the contract value in the form of unconditional, irrevocable Bank Guarantee which should be on a non-judicial stamp paper of Rs.100/- pledged to “Board of Trustees of the Port of Kolkata”, payable at Kolkata, which should remain valid for the entire period of Contract + 6 months. The Security Deposit should be paid upfront in respect of contract on or before the due date fixed by Tender Inviting Authority and commence the work within 15 days of acceptance of tender otherwise the contract may be cancelled and EMD or SD, as the case may be, will be forfeited.	<b><u>No Change</u></b>
24	<b>Page 45, Clause B. Key Professional Experience</b>	c. PPP and Finance Expert CA/MBA-Finance or equivalent >=5-7 years 4 marks ; >7-10 years 6 marks >10 years 8 marks In addition to above the Expert shall get : Two completed Health Project -2 marks	Finance Expert : PG degree / Diploma in Financial Management / MBA (Finance) / CA having minimum 5 years of experience with at least one completed PPP TA assignment in any sector – 6 Marks Additional 2 marks for each additional completed project subject to a maximum of 4 Marks
25	<b>Page 46, Clause B. Key Professional Experience</b>	d. Legal Expert Must be Graduate in Law or LLB >=5-7 years 4 marks ; >7-10 years 6 marks >10 years 8 marks ; In addition to above the Expert shall get : Two completed Health Project -2 marks	<b>Legal Expert</b> having minimum 5 years of experience and Graduate in Law/ LLB with at least one completed PPP TA assignment in any sector – 6 Marks Additional 2 marks for each additional completed project subject to maximum of 4 marks

Sl No.	Para Reference	Description of Existing clause	Amendment of existing clause / Newly Added Clause
26	<b>Page 46, Clause B. Key Professional Experience</b>	e. Contract Management Expert: An MBA with Contract management experience of 5 years of at least one successful Implementation of project. >=5-7 years 2 marks , > 7-10 years 3 marks In addition to above the expert shall get : One completed Health Project 2 marks	<b>Contract Management Expert</b> An MBA with Contract management experience of 5 years of at least one successful implementation of any project – 3 Marks Additional 2 marks for one additional completed project subject to a maximum of 2 marks
27			<b>Following clause is incorporated : “ Transaction Advisor to take services / opinion from expert in other fields required for the assignment . However their CVs will not be considered in QCBS Evaluation.</b>
28			Following clause on <b>substitution of Key Personnel</b> is incorporated : KoPT will not normally consider request of the selected Applicant for substitution of Key Personnel as ranking of the Applicant is based on the evaluation of Key Personnel and any change therein may upset the ranking. Substitution , will , however be permitted if the key personnel is not available for reasons of any capacity due to health subject to equally or better qualified and experienced personnel being provided to the satisfaction of KoPT. KoPT expects all the proposed Key Personnel to be available during implementation of assignment.
29	Page No. 71 -73 Annexure 18		Annex- 18 for Bidders <b>Self-Evaluation Of Technical Scoring Of Marks</b> ----- DELETED FROM THE NIT “ Bidders Self Evaluation of Technical Scoring of Marks ”
30			Following clause on <b>Conflict of Interest</b> is applicable: Kopt requires that the Transaction Advisor provides professional , objective and impartial advice and all the times hold the Authority’s interest paramount , avoid conflicts with other assignments or its own interest and act without any consideration of future work. The TA shall not accept or engage in any assignment that would be in conflict with its prior or current obligation to other clients, or that may place it in a position of not being able to carry out the assignment in the best interests of the Authority. Any TA found to have a conflict of interest shall be disqualified or Authority shall forfeit and appropriate Performance security or Bid Security

## EVALUATION OF EOI SUBMITTED BY THE APPLICANTS

## Annexure 3 (Revised)

Evaluation of Request for Proposal and Terms of Reference submitted by the applicants for Request for Proposal and Terms of Reference for appointment of Transaction Advisor (TA) for Carrying out the Financial Feasibility and Bid Process Management for Development and Operation of Super Specialty Hospital at Kolkata Port Trust centenary Hospital, Kolkata and Port Hospital, Haldia, through Public Private Partnership (PPP)

	Description of Criteria for selection	Maximum Marks
<b>Firm Experience</b>	<i>Completed Project on PPP with Multispeciality /Super speciality Hospital</i> <i>One Hospital with 400 beds or Two hospitals each with 250 beds or three hospital each with 200 beds : 12 Marks</i> <i>Additional Marks 2,3,4 respectively for completed project each of 200 bed, 250 bed , 400 bed hospital,</i>	20
	The applicant or member of the Consortium with experience of providing TA services in health sector for projects of not less than Rs. 50 crore ( in <b>ONE completed projects , cost means capital cost</b> ) during last seven years ending 31 st March , 2018 / December 2017 : 9 Marks	15
	2 additional Mark for each additional completed project ,	
<b>Experience of Key Personnel</b>	Team Leader having minimum 10 years of Transaction Advisory experience with PG in Management or <b>CA</b> or Higher Degree and at least one successful implementation of <b>health Project : 9 Marks</b> 2 additional Mark for each additional completed project ,	15
	Healthcare Delivery Expert having minimum 10 years of experience in Hospital planning and administration with MBBS with Post Graduation degree/ diploma in Hospital Management / Administration and at least one successful implementation of similar health project : 6 , 2 additional Mark for each additional completed project	10
	Finance Expert : PG in Financial Management / MBA (Finance) / CA having minimum 5 years of experience with at least one completed PPP TA assignment in any sector – 6 Marks . Additional 2 marks for each additional completed project	10
	<b>Legal Expert</b> having minimum 5 years of experience and Graduate in Law/ LLB with at least one PPP TA assignment in any sector – 6 Marks Additional 2 marks for each additional completed project ,	10
	<b>Contract Management Expert</b> An MBA with Contract management experience of 5 years of at least one successful implementation of any project – 3 Marks Additional 1 marks for each additional completed project	5

**EVALUATION OF EOI SUBMITTED BY THE APPLICANTS****Annexure 3 (Revised)**

Average Annual Turnover from consultancy fee of three financial years ending March 2018	<p>The applicant or the lead member of the applicant shall meet the financial criteria of having an Average Annual turnover of Rs 5 crore from similar Transaction Consultancy services in any sector only in the last three financial years ending 31 st March 2018 or 31 st Decemberr 2017 “</p> <p>Average Annual Turn over should not be less than 5 crore</p> <p>Bidder having highest Average Annual Turn over will be awarded maximum marks (10). Bidders having Average Annual Turn over lower than the highest will be given marks calculated in Unitary methods.</p> <p>Necessary certification from statutory auditor should be submitted in support of Average Annual Turn over from Transaction consultancy service in any sector</p>	10
Presentation	Methodology	5