

**Proceedings of pre-bid meeting for "Request for Proposal (RFP) for Selection of a Consulting firm for setting up a Project Management Unit (PMU) at Department of Tourism, Government of Odisha" held on 18<sup>th</sup> October 2022 at 3:30 PM in video conferencing mode.**

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The Pre-bid Meeting for RFP NO: 7799/TSM, DATED 10/10/2022 "Request for Proposal (RFP) for Selection of a Consulting firm for setting up a Project Management Unit (PMU) at Department of Tourism, Government of Odisha" was held on 18<sup>th</sup> October 2022 at 3:30 PM over video conferencing mode under the Chairmanship of Additional Secretary, Department of Tourism (DoT).

Committee Members present:

- I. Shri A.N. Singh Laguri, Additional Secretary, DoT
- II. Shri D.K. Jena, FA cum Joint Secretary to Government, DoT

Prospective Bidders Present / submitted queries are as below:

- a. M/s PWC LLP
- b. M/s KPMG LLP
- c. M/s EY LLP
- d. M/s IPE Global

Meeting Proceedings:

1. Four (4) participants joined the pre-bid meeting / submitted queries to discuss their clarification regarding the captioned RFP.
  2. Queries from the participants are listed in Annexure-I. In summary, the queries were as below:
    - a) Allowing formation of Consortium
    - b) Modifying the qualification of key resource
    - c) Extension of last date of submission.
- The committee expressed their views on all the above queries. Accordingly, a formal response to all the queries are detailed in Annexure-I.
- The meeting ended with a vote of thanks to the chair.



Shri D.K. Jena, FA cum Joint Secretary to  
Government, DoT



Shri A.N. Singh Laguri,  
Additional Secretary, DoT



Director, Tourism.


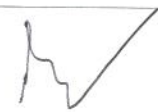
**Annexure-I**

SI	RFP Clause No.	Page No.	Clause Details as per Published RFP	Query / Modification Requested	Clarification	Remarks
<b>M/s PWC LLP</b>						
1.	NA	NA	No Clause on Subcontracting	Request you to confirm if the sub consulting/ sub-contracting is allowed in for different positions mentioned in the RFP.	No change	
2.	2.4.2 Procurement Support	7	Provide transaction advisory and bid process management support in development and operations of various tourism projects in the State on PPP mode and procurement activities covering scope such as: <ul style="list-style-type: none"> <li>• Feasibility assessment</li> <li>• PPP options structuring</li> <li>• Bid documents preparation</li> <li>• Assistance in bid process till signing of agreement</li> </ul>	Request you to add position of legal expert in key personnel required for the assignment.	No change	
3.	3.1.1 Team Leader cum Tourism Sector Expert	9	<b>Position</b> -Team Leader cum Tourism Sector Expert <b>Deployment</b> - 100% <b>Minimum Experience</b> - Tourism Sector expert with more than 12 years of experience in Tourism and Eco Tourism across India	<b>Deployment</b> - For important meeting and as and when requested by the client <b>Minimum Experience</b> - More than 10 years of experience in Tourism across India	No change	
4.	3.1.1 Infrastructure Specialist	9	<b>Minimum Education Qualification</b> - B.Tech in Civil Engg. with M.Plan or Masters in Construction Management <b>Minimum Experience</b> - B.Tech (Civil) / B.Arch with M.Plan / Master's in construction management with 10 years of experience in working on Urban, Tourism Sector. Should have done at least 1 project of INR 40 Cr	<b>Minimum Education Qualification</b> - B.Tech (Civil) / B.Arch with M.Plan / Masters in Construction Management OR MBA with Engineering <b>Minimum Experience</b> - B.Tech (Civil) / B.Arch with M.Plan / Master's in construction management OR MBA with engineering with 10 years of experience in working on Urban, Tourism Sector. Should have done at least 1 project of INR 40 Cr.	No change	
5.	3.1.1 Infrastructure Expert, Jr.	9	<b>Position</b> - Infrastructure Expert, Jr. <b>Minimum Education Qualification</b> - B.Tech/ B.E in Civil Engineering / B.Arch / M.Plan <b>Minimum Experience</b> - B.Tech (Civil) / B.Arch / M.Plan with 7 years' experience in working on Urban, Tourism sector. Should have worked on at least one project of INR 20 Cr	<b>Minimum Education Qualification</b> - B. Tech/ B.E in Civil Engineering / B.Arch / M.Plan/ MBA with Engineering <b>Minimum Experience</b> - B.Tech (Civil) / B.Arch / M.Plan/ MBA with engineering with 7 years' experience in working on Urban, Tourism sector. Should have worked on at least one project of INR 20 Cr.	No change	
6.	3.1.1 Investment Facilitation Specialist	9	<b>Position</b> - Investment Facilitation Specialist <b>Minimum Education Qualification</b> - Masters in IT/ Computer application <b>Minimum Experience</b> - At least 7 years' experience in managing and maintaining investor database, data analysis, and facilitation of investors for grounding of projects	<b>Minimum Education Qualification</b> - MBA/Relevant Masters <b>Minimum Experience</b> - At least 7 years' experience in managing and maintaining investor database/ data analysis/ investors reach out or/ and facilitation of investors for grounding of projects	No change	
7.	5.2.3 Technical Eligibility Criteria	12	At least 1 Tourism PMU/ Consultancy project (of at least 12months duration) with Government of India/ any State Government/ international funding agencies in India in the last 5 years	At least 1 Tourism PMU/ Consultancy project with Government of India/ any State Government/ international funding agencies in India in the last 5 years.	No change	
8.	6.2.1 Evaluation of Technical Proposals	13	<b>A. Technical Proposal evaluation</b>	<b>80</b>	No change	
			1	Experience of Investment Promotion and/or Investment Promotion Consulting assignments with Government of India/ any State Governments/ international funding agencies in India in the last 5 years. 10 marks for 2 projects		
				<b>A. Technical Proposal evaluation</b>	<b>80</b>	
				1	Experience of Investment Promotion and/or Investment Promotion Consulting assignments with Government of India/ any State Governments/ international funding agencies in India in the last 5 years.	<b>20</b>


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<b>M/s PWC LLP</b>						
			5 Marks for each additional project. Max of 20 Marks	10 marks for 2 projects 5 Marks for each additional project. Max of 20 Marks		
	2		Experience of setting up PMUs of long-term nature (at least 24 months) for Central/ State Government Departments/ Undertakings/ Corporations in India in the last 5 years with a fee of at least 1 Crore per annum 10 marks for 2 PMUs 2.5 Marks for each additional project. (Max 5 Marks for additional projects) 5 Marks for Operationalizing 1 tourism PMU for a period of 24 months ( <i>This Tourism PMU will not be counted as an additional PMU. It could be within the aforementioned 2 PMUs, or any additional PMU project as mentioned above</i> ). Max of 20 Marks	Experience of setting up PMUs of long-term nature (at least 24 months) for Central/ State Government Departments/ Undertakings/ Corporations in India in the last 5 years with a fee of at least 1 Crore per annum 10 marks for 2 PMUs 2.5 Marks for each additional project. (Max 5 Marks for additional projects) <b>5 Marks for tourism PMU/consultancy project with Government of India / any state / funding agencies in India in last 5 years</b> ( <i>This Tourism PMU will not be counted as an additional PMU. It could be within the aforementioned 2 PMUs, or any additional PMU project as mentioned above</i> ). Max of 20 Marks		
	3		Key Personnel <i>Team Leader-cum-Tourism Sector Expert</i>	3 Key Personnel		
	i.		<ul style="list-style-type: none"> <li>More than 12years' of relevant experience in Tourism sector- 2 marks</li> <li>Additional relevant Masters/ Post Master's degree in Tourism- 1 mark</li> <li>Membership of key Tourism-specific associations – 1 mark</li> <li>Training/ Course on Sustainable/ Responsible Tourism – 1 mark</li> <li>Any research publications on Tourism Sector- 1 mark</li> <li>Should have led a team of 5 plus members for at least one year – 1 mark</li> </ul>	<ul style="list-style-type: none"> <li><b>More than 10 years of relevant experience in Tourism sector- 2 marks</b></li> <li><b>At least led 3 tourism projects – 3 marks</b></li> <li><b>Additional relevant Masters / Post Master degree in Tourism – 1 mark</b></li> <li><b>Should have led a team of 5 plus members for at least one year – 1 mark</b></li> </ul>		
	ii.		<i>Infrastructure Specialist</i> <ul style="list-style-type: none"> <li>More than 10 years of experience in Tourism projects – 3 marks</li> <li>At least 3 tourism projects involving planning, design and execution strategy (at least one of these projects should be of INR 40 Cr plus) – 3 marks</li> </ul>	<i>Infrastructure Specialist</i> <ul style="list-style-type: none"> <li>More than 10 years of experience in Tourism projects –3 marks</li> <li>At least 3 tourism projects involving planning, design and execution strategy (at least one of these projects should be of INR 40 Cr plus) – 3 marks</li> </ul>		
	iii.		<i>Infrastructure Specialist, Jr.</i> <ul style="list-style-type: none"> <li>More than 7 years of experience in Tourism projects –2 marks</li> <li>At least 1 tourism project involving planning, design and execution strategy (the project should be of INR 20 Cr plus) – 1 mark</li> </ul>	<i>Infrastructure Specialist, Jr.</i> <ul style="list-style-type: none"> <li>More than 7 years of experience in Tourism projects –2 marks</li> <li>At least 1 tourism project involving planning, design and execution strategy</li> </ul>		
	iv.		<i>Procurement Specialist</i>			


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<b>M/s PWC LLP</b>						
			<ul style="list-style-type: none"> <li>More than 7 years of experience in Infrastructure/ Government procurement – 2 marks</li> <li>At least 2 projects of State/ Central Government related to procurement and bid process management – 2 marks</li> <li>Should have worked as Procurement specialist for at least 24 months in any project funded by any multilateral funding agency such as WB, IMF, ADB, DFIF, JICA etc. – 2 marks</li> </ul>	(the project should be of INR 20 Cr plus) – 1 mark		
			<i>Investor Facilitation Specialist</i> v. <ul style="list-style-type: none"> <li>More than 7 years of experience in Investment Promotion/ Facilitation –1 mark</li> <li>At least 2 projects related to database management, data analysis etc. – 1 mark</li> </ul>	<i>Procurement Specialist</i> iv. <ul style="list-style-type: none"> <li>More than 7 years of experience in Infrastructure/ Government procurement – 2 marks</li> <li>At least 2 projects of State/ Central Government related to procurement and bid process management – 2 marks</li> <li>Should have worked as Procurement specialist for at least 12 months in any project funded by any multilateral funding agency such as WB, IMF, ADB, DFIF, JICA etc. – 2 marks</li> </ul>	6	
			<i>IT Specialist</i> vi. <ul style="list-style-type: none"> <li>More than 7 years of experience in managing Technology projects –1 mark</li> <li>At least 3 years' experience in managing Govt. IT projects – 1 mark</li> </ul>	<i>Investor Facilitation Specialist</i> v. <ul style="list-style-type: none"> <li>More than 7 years of experience in Investment Promotion/ Facilitation –1 mark</li> <li>At least 2 projects related to database management, data analysis etc. – 1 mark</li> </ul>	2	
			<i>Project Monitoring Specialist</i> vii. <ul style="list-style-type: none"> <li>More than 7 years of experience in project planning and monitoring of implementation of complex Govt. infrastructure projects – 4 marks</li> </ul>	<i>IT Specialist</i> vi. <ul style="list-style-type: none"> <li>More than 7 years of experience in managing Technology projects –1 mark</li> <li>At least 3 years' experience in managing Govt. IT projects – 1 mark</li> </ul>	2	
			<i>Architect</i> viii. <ul style="list-style-type: none"> <li>More than 5 years' experience (based on qualification requirements) in preparation/review of Architectural Plans, 3D views, walkthroughs, detailed drawing design, working drawings, GFC drawings etc. – 2 marks</li> <li>One project of INR 20 Cr plus – 2 marks</li> </ul>	<i>Project Monitoring Specialist</i> vii. <ul style="list-style-type: none"> <li>More than 7 years of experience in project planning and monitoring of implementation of complex Govt. infrastructure projects – 4 marks</li> </ul>	4	
			<i>Architect, Jr</i> ix. <ul style="list-style-type: none"> <li>More than 3 years' experience (based on qualification requirements) in preparation/review of Architectural Plans, 3D views, walkthroughs, detailed drawing design, working drawings, GFC drawings etc. – 2 marks</li> </ul>	<i>Architect</i> viii. <ul style="list-style-type: none"> <li>More than 5 years' experience (based on qualification requirements) in preparation/review of Architectural Plans, 3D views, walkthroughs, detailed drawing design, working drawings, GFC drawings etc. – 2 marks</li> <li>One project of INR 20 Cr plus – 2 marks</li> </ul>	4	
			<i>Design and Creative Specialist</i> x. <ul style="list-style-type: none"> <li>More than 7 years of experience in creating designs for promotion –2 marks</li> </ul>	<i>Architect, Jr</i> ix. <ul style="list-style-type: none"> <li>More than 7 years of experience in creating designs for promotion –2 marks</li> </ul>	2	
			<i>Content Writer</i> xi. <ul style="list-style-type: none"> <li>More than 7 years of experience in creating designs for promotion –2 marks</li> </ul>		2	

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<b>M/s PWC LLP</b>						
			<ul style="list-style-type: none"> <li>More than 5 years of experience in content creation for digital/ print/ social media– 2 marks</li> </ul>			
			<b>B. Technical Presentation</b> <span style="float: right;">20</span>			
			Approach & Methodology through technical presentation - Overall proposition for Odisha Tourism - Team Composition and Key Personnel - Innovative ideas and suggestions			
				<ul style="list-style-type: none"> <li>More than 3 years' experience (based on qualification requirements) in preparation/review of Architectural Plans, 3D views, walkthroughs, detailed drawing design, working drawings, GFC drawings etc. – 2 marks</li> </ul>		
				<i>Design and Creative Specialist</i> x. More than 7 years of experience in creating designs for promotion –2 marks <span style="float: right;">2</span>		
				<i>Content Writer</i> xi. More than 5 years of experience in content creation for digital/ print/ social media– 2 marks <span style="float: right;">2</span>		
				<b>B. Technical Presentation</b> <span style="float: right;">20</span>		
				Approach & Methodology through technical presentation - Overall proposition for Odisha Tourism - Team Composition and Key Personnel - Innovative ideas and suggestions		
9.	20 Consortium / Joint Venture	21	Agencies are NOT allowed to form consortium/Joint Venture for participating in the bid.	Request you to all consortium/ Joint Venture for participating in the bid.	No change	
10.	NA	NA	NA	If there are any circumstances that reasonably restricts travel or physical presence of our personnel at your office / location, then without prejudice to your payment obligations, you shall allow such personnel to work from home or other remote location till the time such reasonable restrictions exist. Any delay / default in performing our obligations arising from such restrictions, shall not be attributable to us and shall not be considered a breach of contract on our part and no consequent damages / penalties etc. arising therefrom would be imposed on us under the Contract.	No change	
11.	NA	NA	NA	The bidder requested DoT to include the clause: "Purchase/Client agrees that Consultant will not be liable for- I. loss or corruption of data from your systems, II. loss of profit, goodwill, business opportunity, anticipated savings or benefits or III. indirect or consequential loss"	No change	


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<b>M/s PWC LLP</b>							
12.	23 Indemnity	22	The Agency shall, subject to the provisions of the Agreement, indemnify DoT for an amount not exceeding the value of the Agreement, for any direct loss or damage that is caused due to any deficiency in service.	The bidder is requesting to remove this clause	No change		
13.	23 Indemnity	22	The Agency shall, subject to the provisions of the Agreement, indemnify DoT for an amount not exceeding the value of the Agreement, for any direct loss or damage that is caused due to any deficiency in service	The bidder is requesting "to make indemnity subject to final determination by court / arbitrator. The indemnity set out in this agreement shall be subject to the following conditions: (i) the Indemnified Party as promptly as practicable informs the Indemnifying Party in writing of the claim or proceedings and provides all relevant evidence, documentary or otherwise; (ii) the Indemnified Party shall, at the cost of the Indemnifying Party, give the Indemnifying Party all reasonable assistance in the Defence of such claim including reasonable access to all relevant information, documentation and personnel provided that the Indemnified Party may, at its sole cost and expense, reasonably participate, through its attorneys or otherwise, in such Defense; (iii) if the Indemnifying Party does not assume full control over the Defense of a claim as provided in this clause, the Indemnified Party may participate in such defense at its sole cost and expense, and the Indemnified Party will have the right to defend the claim in such manner as it may deem appropriate, and the cost and expense of the Indemnified Party will be included in losses; (iv) the Indemnified Party shall not prejudice, pay or accept any proceedings or claim, or compromise any proceedings or claim, without the written consent of the Indemnifying Party; (v) all settlements of claims subject to indemnification under this Clause will: a) be entered into only with the consent of the Indemnified Party, which consent will not be unreasonably withheld and include an unconditional release to the Indemnified Party from the claimant or plaintiff for all liability in respect of such claim; and b) include any appropriate confidentiality agreement prohibiting disclosure of the terms of such settlement; (vi) the Indemnified Party shall account to the Indemnifying Party for all awards, settlements, damages and costs (if any) finally awarded in favour of the Indemnified Party which are to be paid to it in connection with any such claim or proceedings; (vii) the Indemnified Party shall take steps that the Indemnifying Party may reasonably require to mitigate or reduce its loss as a result of such a claim or		No change	





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M/s PWC LLP						
				proceedings; (viii) in the event that the Indemnifying Party is obligated to indemnify an Indemnified Party pursuant to this clause, the Indemnifying Party will, upon payment of such indemnity in full, be subrogated to all rights and defenses of the Indemnified Party with respect to the claims to which such indemnification relates;		
14.	NA	NA	NA	The bidder is requesting to include rights to terminate the contract in case DoT breaches any of its material obligations under the contract, provided a notice for such a breach is given to DoT along with a rectification period of 30 days.	No change	
15.	9.1 Termination of Contract	17	In case of deficiency or non-fulfilment of obligations as per the scope of work or quarterly deliverables, DoT shall serve a notice to the concerned agency to rectify / fulfil the obligations within a specified period of not more than 30 days to rectify or fulfil the deliverables assigned by DoT, failing which DoT shall be at the liberty to execute the work through any other agency at the cost of the selected agency. DoT also reserves the right to cancel the contract.	The bidder is requesting to delete this clause from RFP.	No change	
16.	NA	NA	NA	The bidder is requesting to include the following clause: "Notwithstanding anything to the contrary in this agreement, Consultant will retain the ownership of its pre-existing intellectual property rights (including any enhancement or modification thereto) even if such IPRs are used for creating deliverables, are incorporated in the deliverables, etc. To the extent such pre-existing IPRs are included/incorporated in the deliverables, upon receipt of all due and payable payment in full, the Consultant shall grant a non-exclusive, perpetual and fully paid up license to the Purchaser/Client to use such pre-existing IPRs for use of deliverables for the purpose for which such deliverables are meant for client's internal business Operations."	No change	
17.	NA	NA	NA	The bidder is requesting to include the following clause: "In case, a dispute is not amicably resolved within forty - five (45) days of referral by one party to another, it shall be resolved through arbitration, in India, in accordance with the provisions of Arbitration and Conciliation Act 1996 (and any amendments thereto). The venue of such arbitration in India shall be Bhubaneswar."	No change	

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<b>M/s PWC LLP</b>						
18.	Annexure – IV Declaration of Non-Blacklisting	28	NA	The bidder is requesting to allow the bidder to submit the blacklisting declaration based on the present status of our blacklisting / debarment as on date of submission of bid.	No change	
19.	Annexure – I (Clause 6) Cover Letter	23	I certify that in the last three years, we have neither failed to perform on any contract, as evidenced by imposition of a penalty by an arbitral or judicial authority or a judicial pronouncement or arbitration award, nor been expelled from any project or contract by any public authority nor have had any contract terminated by any public authority for breach on our part.	The bidder requesting to modify the undertaking to the effect that any such termination should have been approved/upheld by any court decree or arbitral award against the bidder to such effect. Further for performance, we confirm there is no instance of any contract having been terminated on account of any determined non-performance of contract. Our undertaking shall be subject to the aforesaid clarifications.	No change	
20.	NA	NA	NA	The bidder is requesting to include clause on third party disclaimer.	No change	
21.	NA	NA	NA	This bidder is requesting to include following clause: "Within 10 days (or any other agreed period) from Client's receipt of a draft deliverable, Client will notify Consultant if it is accepted. If it is not accepted, Client will let Consultant know the reasonable grounds for such non acceptance, and Consultant will take reasonable remedial measures so that the draft deliverable materially meets the agreed specifications. If Client does not notify Consultant within the agreed time period or if Client uses the draft deliverable, it will be deemed to be accepted.	No change	





Sl	RFP Clause No.	Page No.	Clause Details as per Published RFP	Query / Modification Requested	Clarification	Remarks
<b>Ms KPMG LLP</b>						
1.	Table – 1 Last Date of Submission	3	Last date of submission: 31.10.2022	The bidder is requesting for extension of last date of submission by 10 days.	No change	
2.	Clause 2.2.2 and 2.2.3 Scope of Work	5	2.2.2 Explain the state offerings with respect to fiscal and non-fiscal incentives and single window facilitation mechanism to various prospective investors 2.2.3 Assist prospective investors and guide them in applying for investment proposals through the State Single Window Facilitation Mechanism- GoSWIFT	Will the consulting firm need to modify the coding and interface system of the existing single window facilitation mechanism system– GoSWIFT for the entire lifecycle of projects or the scope shall be limited towards assisting the investors in the application process?	Coding and interface for GOSWIFT is managed by IPICOL. The scope of work is limited to assisting prospective bidders. No change in RFP clause.	
3.	Clause 2.3.7 and 2.3.8 Infrastructure and Project Development Support and Monitoring	6	2.3.7 Preparation of Architectural Plans, Working drawings, GFC drawings and area statements for preparation of BoQs on software like AutoCAD etc. 2.3.8 Preparation of 3D views and detailed walkthroughs using software like REVIT, LUMION, 3D Max, Sketchup etc.	The bidder is requesting for: "The consulting firm can identify gaps in the existing plans and drawings but shall not design the GFC Drawings. Ministry of Tourism have various infrastructural flagship schemes running where the consulting firms being appointed only have an alignment towards the technical and operational aspects of the Architectural plans and have no role in the preparation of the GFC drawings.  We request the authority to relax the conditions on preparation of Architectural Plans, working drawings, GFC drawings, BoQs on software like AutoCAD, 3D views and detailed walk throughs using software like REVIT, LUMION, 3D Max, Sketchup.	No change	
4.	2.8.1 Scope of Work	9	Assist the Department in monitoring of various schemes/ projects through creation of an integrated IT/ Non-IT dashboard for all tourism related activities and assets in the State	The bidder is seeking clarification: "Will the consulting firm need to create a separate integrated IT and Non IT dashboard for existing Central / State schemes tourism projects or it shall be one single dashboard for monitoring and implementation of all the schemes together?"	No change	
5.	3.1.1 Team Leader	9	Team Leader: MBA/ MA/ Masters in Tourism/ Relevant Masters Tourism Sector expert with more than 12 years of experience in Tourism and Eco Tourism across India.	The bidder is requesting: "Following amendment in the CVs to be consider MBA/ MA/ Masters in Tourism/ Hospitality/ Marketing/ Relevant Masters Tourism Sector expert with more than 10 years of experience in Tourism across India"	No change	
6.	3.1.1 Infrastructure Specialist	9	Infrastructure Specialist: Should be B.Tech (Civil) / B.Arch with M.Plan / Masters in Construction Management with 10 years of experience in working on Urban, Tourism Sector and should have done at least 1 project of INR 40 Cr.	The bidder is requesting: "Following amendment in the CVs to consider B.Tech (Civil) with M.Tech (Civil) / B.Arch with M.Plan with 8 years of experience in working on Urban/ Tourism / Industries sector."	No change	
7.	3.1.1 Infrastructure Expert, Jr.	9	Infrastructure Expert Jr.: Should be B.Tech (Civil) / B.Arch / M.Plan with 7 years' experience in working on Urban, Tourism sector. Should have worked on at least one project of INR 20 Cr	The bidder is requesting:	No change	

				"Following amendment in the CVs to consider B.Tech (Civil)/ M.Tech (Civil) / B.Arch/ M.Plan 5 years of experience in working on Urban/ Tourism / Industries sector."	
8.	3.1.1 Investor Facilitation Specialist	9	Investor Facilitation Specialist: Should be Masters in IT / MCA with at least 7 years' experience in managing and maintaining investor database, data analysis and facilitation of investors for grounding of projects	The bidder is requesting: "Following amendment in the CVs to consider B.Tech/ B.E / MSC/ MBA/ Masters in IT / MCA with at least 5 years' experience in managing and maintaining investor database, data analysis and facilitation of investors for grounding of projects."	No change
9.	3.1.1 IT Specialist	9	IT Specialist: Should be BE/BTech/MTech/MCA with at least 7 years' experience in managing Technology projects with at least 3 years in managing Govt. IT projects	The bidder is requesting: "Following amendment in the CVs to consider B.E/ Tech/ MTech / MCA with at least 5 years' experience in managing Technology projects with at least 2 years in managing Govt. IT projects"	No change
10.	3.1.1 Project Monitoring Specialist	10	Project Monitoring Specialist: Should be B.Tech/ B.E / B.Arch / M.Plan / Master's in construction management with at least 7 years' experience in project planning and monitoring of implementation complex Govt. infrastructure projects	The bidder is requesting: "Following amendment in the CVs to consider B.Tech/ B.E / B.Arch / M.Plan / M.B.A/ Masters in Construction Management with at least 7 years' experience in project planning and monitoring of implementation of complex Govt. infrastructure projects."	No change
11.	3.1.1 Architect	10	Architect: B. Arch + M. Arch / M.Plan exp with minimum 5 years' with experience in Preparation of Architectural Plans, 3D views, walkthroughs, detailed drawing design, working drawings, GFC drawings, both for civil construction & interior, landscaping etc. Should have done at least one project of INR 20 Cr exp.	The bidder is requesting: "Following amendment in the CVs to consider B. Arch/ M. Arch / M.Plan with at with minimum 5 years' with experience in preparation of walkthroughs, detailed drawing design, working drawings, both for civil construction & interior, landscaping etc."	No change
12.	3.1.1 Architect, Jr	10	Architect, Jr: B. Arch + M. Arch / M.Plan with minimum 3 years' exp. OR B. Arch with minimum 5 years' exp Experience in Preparation of Architectural Plans, 3D views, walkthroughs, detailed drawing design, working drawings, GFC drawings, both for civil construction & interior, landscaping etc.	The bidder is requesting: "Following amendment in the CVs to consider B. Arch/ M. Arch / M.Plan with minimum 3 years' exp. OR B. Arch with minimum 5 years' exp Experience in Preparation walkthroughs, detailed drawing design, working drawings both for civil construction & interior, landscaping etc."	No change
13.	3.1.1 Design and Creative Specialist	10	Design and Creative Specialist: Diploma in Multimedia and Animation with at least 7 years' experience in design and visual elements creation for use in various OOH, Digital, Print and Social Media campaigns/ ads	The bidder is requesting: "Following amendment in the CVs to consider Diploma in Multimedia and Animation with at least 5 years' experience in design and visual elements creation for use in various OOH, Digital, Print and Social Media campaigns/ ads."	No change
14.	5.2.2 and 5.2.3 Technical Eligibility Criteria	12	5.2.2 At least 2 PMU projects of long-term nature (at least 24 months) for Central/ State Government Departments/ Undertakings/ Corporations in India in the last 5 years with a fee of at least INR 1 Crore per annum 5.2.3 At least 2 PMU projects of long-term nature (at least 24 months) for Central/ State Government Departments/ Undertakings/ Corporations in India in the last 5 years with a fee of at least INR 1 Crore per annum	The bidder is requesting: 5.2.2 To consider at least 2 PMU projects of long-term nature (at least 12 months) for Central/ State Government Departments/ Undertakings/ Corporations in India in the last 3 years with a fee of at least INR 1 Crore per annum 5.2.3 To consider at least 1 Tourism PMU/Consultancy	No change

				project (of at least 12 months duration) with Government of India/ any State Government/ international funding agencies in India in the last 3 years		
15.	5.3 Financial Eligibility Criteria	12	5.3.1 Minimum Average Overall Annual Turnover of INR 150 Crore for the last 3 (Three) financial years (i.e. FY 2018-19, FY 2019-20 and FY 2020-21). 5.3.2 Minimum Average Annual Turnover of INR 80 Crore from Government Consulting for the last 3 (Three) financial years (i.e. FY 2018-19, FY 2019-20 and FY 2020-21).	The bidder is requesting: 5.3.1 Minimum Average Overall Annual Turnover of INR 200 Crore for the last 3 (Three) financial years (i.e. FY 2018-19, FY 2019-20 and FY 2020-21). 5.3.2 Minimum Average Annual Turnover of INR 100 Crore from Government Consulting for the last 3 (Three) financial years (i.e. FY 2018-19, FY 2019-20 and FY 2020-21).	No change	
16.	6.2 Evaluation of Technical Proposals	13	Team Leader-cum-Tourism Sector Expert to have below: - Training/ Course on Sustainable/ Responsible Tourism – 1 mark - Any research publications on Tourism Sector– 1 mark	The bidder is requesting: "The authority to relax the conditions on considering the training/ course on sustainable/ responsible tourism and research publications and the marking criteria to be amended accordingly."	No change	
17.	6.2 Procurement Specialist	14	Procurement Specialist to have below: Should have worked as Procurement specialist for at least 24 months in any project funded by any multilateral funding agency such as WB, IMF, ADB, DFIF, JICA etc. – 2 marks	The bidder is requesting: "The authority to relax the conditions on procurement specialist for being at-least 12 months on any Central/ State government/ PSUs/ other autonomous bodies and the marking criteria to be amended accordingly."	No change	
18.	7 EMD	16	Earnest Money Deposit of INR 10,00,000 (Rupees Ten Lakh only), Clause 7 (Pg. 16 of RFP)	The bidder is requesting: "The authority to relax the Earnest Money Deposit to INR 1,00,000 (Rupees One Lakh only)."	No change	
19.	3.1.4 Team Deployment	11	The Selected Agency shall mandatorily deploy those resources who are showcased in the response to the RFP.	The bidder is requesting: "To consider relaxing the criteria in case the replacement of resource is beyond the control of the bidder such as in case of medical exigency and other extenuating circumstances etc."	No change	
20.	3.1.6 Key Personnel	11	The Selected Agency shall not replace any manpower provided by them, without prior express and written consent of the Department of Tourism. Any deviation in this regard shall amount to be a violation of the contract terms and may make the Agency liable for disqualification and blacklisting in accordance with the provisions of RFP.	The bidder is requesting: "To consider relaxing the criteria in case the replacement of resource is beyond the control of the bidder such as in case of medical exigency and other extenuating circumstances etc."	No change	

**ATTENDANCE SHEET -**

**RFP No.: 7799, Pre-Bid Meeting, for "Selection of a Consulting firm for setting up a Project Management Unit (PMU) at Department of Tourism", Government of Odisha for Department of Tourism, Government of Odisha. Held on Date: 18<sup>th</sup> August 2022 at 03:30 PM held on virtual mode.**

Sl	Name and Designation of Officials	Contact Details	Signature
1			
2	A.N.S. Lagusri Addl. Secretary, DOT	70087 93132	
3	Dillip Kumar Jena F.A - cum - J.S.	7008793132	
4			
5			
6			
7			
8			
9			
10			

### Bidders Representatives

Sl. No.	Name of Representative	Name of Organisation	Contact Details	Email ID
1	Lokesh Kumar	EY LLP	9891466694	lokesh.kumar4@in.ey.com
2	Rupali Sahu	JPE Global		
3	Vikram Thapar	KPMG		
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