



**Tamil Nadu Industrial Development Corporation Limited
(TIDCO)**

SELECTION OF CONSULTANT

FOR

**PREPARATION OF DETAILED PROJECT REPORT
FOR SETTING UP DEFENCE INDUSTRIAL PARK AT VARAPATTI VILLAGE,
COIMBATORE**

REQUEST FOR PROPOSAL

Tender Ref no: TIDCO/TNDIC/IP/VP/2022–23

September 2022

**Managing Director
Tamil Nadu Industrial Development Corporation Limited
19-A, Rukmini Lakshmi pathi Salai
Egmore, Chennai –600 008
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Disclaimer

Information contained in this Request for Proposal (“RFP”) document and/or subsequently provided to Bidders, whether verbally and/or in documentary form by or on behalf of Tamil Nadu Industrial Development Corporation Ltd. (TIDCO) or any of its employees or advisors (collectively referred to as “TIDCO Representatives”), is provided to the Bidders on the terms and conditions set out in this RFP document and any other terms and conditions subject to which such information is provided. This RFP document is not an agreement and is not an offer or invitation by TIDCO to any other party. The purpose of this RFP document is to provide interested parties with information to enable formulation of their proposal.

This RFP document does not purport to contain all the information each Bidder may require. The Bidders should conduct their own due diligence, investigations and analysis and should check the accuracy, reliability and completeness of the information in this RFP document and obtain independent advice from appropriate sources. TIDCO Representatives make no representation or warranty and shall incur no liability under any law, statute, rules or regulations as to the accuracy, reliability or completeness of the RFP document and concerned with any matter deemed to form part of the RFP document, award of the assignment, the information and any other information supplied by or on behalf of TIDCO or otherwise arising in anyway from selection process. The prospective Bidder will be responsible for all obligations to its staff, their payments, complying with the labour laws, minimum wages Act and any other Act relevant for the working of the Bidder’s staff. Under no circumstances, TIDCO will be responsible for any non-compliance with statutory requirements of the bidder’s staff.

TIDCO may in their absolute discretion, but without being under any obligation to do so, update, amend or supplement the information in this RFP document from time-to-time, after intimating the same to the Bidders. TIDCO reserves the right to accept or reject any or all proposals without giving any reasons. Bidding process shall be governed by Laws of India and Courts at the State of Tamil Nadu will have jurisdiction over matter concerning and arising out of this RFP document.

SECTION 1.
LETTER OF INVITATION

..... 2022

Sir,

Sub: Selection of Consultant for Preparation of Detailed Project Report for Setting up Defence Industrial Park at Varapatti Village, Coimbatore

Government of Tamil Nadu has mandated TIDCO as Nodal Agency for implementing Defence Industrial Corridor project with the objective of promoting Aerospace & Defence Industries in the State. In this context TIDCO intends to select a consultant to undertake feasibility study and prepare a Detailed Project Report for the proposed Defence Industrial Park at Varapatti Village, Coimbatore.

Interested Consultants can download the RFP from the website www.tidco.com and www.tenders.tn.gov.in The Bid Processing Fee of Rs. 10000 (Rupees Ten Thousand Only) including GST, which is Non-refundable, shall be paid at the time of Submission of Proposal by way of a Demand Draft drawn in favour of “Tamil Nadu Industrial Development Corporation Limited.” payable at Chennai. The Terms of Reference, Qualification criteria, terms and conditions including evaluation criteria and other conditions are provided in the RFP

The Request for Proposal (RFP) includes the following documents:

- Section 1 - Letter of Invitation
- Section 2 - Instructions to Consultants
- Section 3 - Data Sheet
- Section 4 – Background to the RFP
- Section 5 – Eligibility criteria and evaluation methodology
- Section 6 - Terms of Reference
- Section 7 - Technical Proposal - Standard Forms
- Section 8 - Financial Proposal - Standard Forms

We hereby request you to kindly submit the bids duly completed as per this RFP as hardcopy on or before. 24.10.2022 3.00pm. Please refer data sheet for all important dates regarding the tender.

Thanking You,

Yours faithfully,
Managing Director
Tamilnadu Industrial Development Corporation Limited
19A, Rukmini Lakshmi pathi Salai,
Egmore, Chennai-600 008

SECTION 2
INFORMATION TO
CONSULTANTS

1. GENERAL

- 1.1 The consultants are invited to submit a Technical Proposal and a Financial Proposal, as specified in the Data Sheet for the consulting services required for the assignment named in the Data Sheet. The Proposal will be the basis for contract negotiations and for signing of a contract with the selected Consultants / Firm.
- 1.2 TIDCO will select a consultant/firm among those whose proposals are accepted, in accordance with the evaluation methodology indicated in the RFP
- 1.3 The Assignment shall be implemented in accordance with the phasing indicated in the Data Sheet. When the Assignment includes several phases, the performance of the consultant under each phase must be to the satisfaction of TIDCO before beginning of the work for the next phase.
- 1.4 The Consultants must familiarize themselves with local conditions and take them into account in preparing their Proposals. To obtain first-hand information on the Assignment and on the local conditions, consultants may visit TIDCO before submitting a Proposal. The Consultants may contact the official named in the Data Sheet to obtain any relevant / additional information on the Assignment.
- 1.5 Please note that (i) the costs of preparing the proposal and of negotiating the contract, including a visit to the sites & or TIDCO are not reimbursable as a direct cost of the Assignment; and (ii) TIDCO is not bound to accept any of the Proposals submitted.
- 1.6 TIDCO reserves the right to accept or reject any bid, and to annul the bidding process and reject all bids, at any time prior to the award of Contract, without thereby incurring any liability to the affected bidder or bidders or any obligation to inform the affected bidder or bidders of the grounds for TIDCO's action.
- 1.7 TIDCO also reserves the right to terminate the contract on the grounds of negligence of obligations as per the accepted bid conditions and/or any other reasons not attributable to TIDCO and/or on account of any Force Majeure events that may be decided solely at the discretion of TIDCO. In such cases the compensation shall be restricted up to the amount paid by TIDCO and no claim whatsoever for any compensation shall be entertained by TIDCO.
- 1.8 In case of Consortium, the consultants in the Consortium shall not be allowed to bid for the project individually. Further, one party cannot be a part of more than one Consortium. It is explicitly declared that such bids will be treated as non-responsive, and shall not be

- considered for the project; and the bid security of both the Consortiums shall be forfeited.
- 1.9 The Lead member of a Consortium may either be a sole proprietorship firm/ a partnership firm/ a limited liability partnership/ a company incorporated under the Companies Act, 1956 or the Companies Act, 2013 or a body corporate incorporated under the applicable laws of its origin. The Team Leader must be from the Lead Member of the Consortium.
- 1.10 In case of Consortium, it shall comply with the following additional requirements:
Number of members in a consortium shall not exceed 3 (three);
- i. The Proposal/ Bid should contain the information required for each member of the Consortium; The Proposal should include a brief description of the roles and responsibilities of individual members;
 - ii. Members of the Consortium shall nominate one member as the lead member (the “Lead Member”). The nomination(s) shall be supported by a Power of Attorney, as per the format in this RFP, signed by all the other members of the Consortium.
 - iii. Members of the Consortium shall enter into a binding Joint Bidding Agreement (the “Joint Bidding Agreement”), for the purpose of submitting a Proposal. The Joint Bidding Agreement, to be submitted along with the Proposal. The duties, responsibilities and powers of the Lead Member and each member firm of the Consortium shall be specifically included in the Joint Bidding Agreement. It is expected that the Lead Member would be authorised to incur liabilities and to receive instructions and payments for and on behalf of the Consortium. All members of the Consortium shall be jointly and severally liable for the execution of the Assignment.
 - iv. No Change in the composition of the Consortium will be permitted during the Selection Process and during the subsistence of the Contract (in case the Successful Bidder/ Consultant is a Consortium).
- 1.11 The Bid Processing Fee of **Rs. 10,000 (Rupees Ten thousand only)** including GST, which is Non-refundable. The Bidders shall pay the fee for the RFP document by way of a Demand Draft drawn from any Scheduled Bank in India in favour of Tamilnadu Industrial Development Corporation Limited payable at Chennai. The document can also be downloaded from the website www.tidco.com and www.tenders.tn.gov.in. In case the Bidders have downloaded the RFP document from the website, they should submit the DD towards the RFP document fee along with their Proposal. The proposal submitted without document fee will be rejected.
- 1.12 A Bid Security for an amount of **Rs. 100,000 (Rupees One Lakh only)** in the form of a Demand Draft payable at Chennai drawn in favour of “Tamilnadu Industrial Development Corporation Limited.” from any Scheduled bank shall be submitted along with the Original Technical Proposals. Proposals not accompanied by Bid Security will be treated as Non-responsive and will be liable to be rejected summarily. Bid Security of

the Successful Bidder will be returned upon receipt of the Performance Security. The Bid Security of the unsuccessful bidders will be returned within two weeks after completion of the selection process. TIDCO is entitled to cause forfeiture of the Bid Security if the Bidder revokes / withdraws the Bid during the period of its validity and / or fails to comply with the conditions of the Letter of Award.

2. CLARIFICATION AND AMENDMENT OF RFP DOCUMENTS

- 2.1 Consultants may request a clarification on any item of the RFP document up to the date indicated in the Data Sheet before the Proposal submission date. Any request for clarification must be sent in writing by post or electronic mail (e-mail) to the TIDCO's address indicated in the Data Sheet. TIDCO will respond only by e-mail to such requests and/or will upload the response on the TIDCO's website (including an explanation of the query but without identifying the source of inquiry). TIDCO's responses to the pre-bid queries would be uploaded on TIDCO's website (<https://tidco.com>) and informed to the bidders.
- 2.2 At any time before the submission of Proposals, the TIDCO may, for any reason, whether at its own initiative or in response to a clarification requested by any firm, modify the RFP documents by issuing an Addendum/ Corrigendum. Addenda/ Corrigenda shall be sent only by e-mail and shall be uploaded on TIDCO's website. TIDCO may at its discretion extend the deadline for the submission of Proposals by issuing an Addenda/ Corrigenda.

3. PREPARATION OF PROPOSAL

- 3.1 Consultants are requested to submit a Proposal written in the English language.

TECHNICAL PROPOSAL

- 3.2 In preparing the Technical Proposal, consultants are expected to examine the documents comprising this RFP in detail. Material deficiencies in providing the information requested may result in rejection of a Proposal.
- 3.3 While preparing the Technical Proposal, consultants must give particular attention to the following:
- i 50% of the project team composition/ Key staff (Team leader, architect/ urban planner, infrastructure expert) should be on the permanent employees of the Sole firm or the firms constituting the Consortium.
 - ii Proposed Project Core Team members must have the minimum years of experience indicated in the RFP.
 - iii Alternative key professional staff shall not be proposed, and only one curriculum vitae (CV) may be submitted for each position.
 - iv Consultant is to ensure that the time allocated for the proposed key staff does not conflict with the time allocated or proposed for any other assignment. TIDCO reserves the right to request a workload projection (including time spent on other projects/TIDCO's) for the key staff.
 - v The composition of the proposed Team and Task Assignment to individual personnel shall be clearly stated.
 - vi No such key personnel shall be proposed for any position if the CV of the personnel does not meet the requirements of the ToR.
 - vii The key personnel shall remain available for the period as indicated in the RFP.

- viii Each CV needs to have been recently signed by the key personnel and/or countersigned by the Authorised Signatory of the Bidder. At the time of submission of bid proposal, the scanned copies of the signature of key personnel will be allowed but at the time of signing of contract, the original signature will be required. However, in both the cases, original counter signature of Authorised Signatory shall be required in original.
 - ix Client's certifications or contract copy for the projects listed under the experience section must contain the project attributes (size, fee, duration etc.) and the scope of work on the projects.
 - x Firms should form a Joint Venture/ Consortium with their Associate in case they want to submit the proposal using the experience/ strength of their Associate.
- 3.4 Bidders should note the Proposal Submission Date, as specified in Data Sheet, for submission of Proposals. Except as specifically provided in this RFP, no supplementary material will be entertained by TIDCO, and that evaluation will be carried out only on the basis of Documents received by the closing time of Proposal Submission Date as specified in Data Sheet. Bidders will ordinarily not be asked to provide additional material information or documents subsequent to the date of submission, and unsolicited material if submitted will be summarily rejected. For the avoidance of doubt, TIDCO reserves the right to seek clarifications on any aspects.
- 3.5 The Proposal shall be accompanied by a certified copy of legally binding Joint Bidding Agreement in case of JV/consortium, in the format provided in this RFP, signed by all member firms/entities forming the JV/ Consortium.
- 3.6 The Technical Proposal should provide the following information using the attached Standard Forms:
- i A brief description of the consultant's organization
 - ii Recent assignments of similar nature, the outline indicating inter alia, the profiles and names of the staff provided, duration of the assignment, contract amount, and firm's involvement.
 - iii Detailed Approach and Methodology and Activity Schedule for undertaking the current Assignment.
 - iv List of the proposed staff team by specialty, the tasks that would be assigned to each staff team member.
 - v CVs signed by the proposed key professional staff and the Authorised Signatory of the Bidder submitting the proposal.
 - vi In case of Consortium, Technical Proposal shall contain the Joint Bidding Agreement signed by the member Firms.
- 3.7 The Technical Proposal shall not include any financial information.

FINANCIAL PROPOSAL

- 3.8 In preparing the Financial Proposal, consultants are expected to take into account the requirements and conditions of the RFP documents. The Financial Proposal should follow Standard Forms provided in this RFP.
- 3.9 The Financial Proposal should be a lump sum proposal inclusive of all the costs except GST associated with the Assignment for the scope of work mentioned in the RFP. Consultants shall express the price of their services in Indian Rupees. Exchange rate risk, if any, shall be borne by the Consultant.
- 3.10 The Data Sheet indicates how long the proposals must remain valid after the submission date. During this period, the consultant is expected to keep available the professional staff proposed for the assignment. TIDCO will make its best effort to complete negotiations within this period. If TIDCO wishes to extend the validity period of the proposals, the consultants who do not agree have the right not to extend the validity of their proposals.

4. SUBMISSION, RECEIPT AND OPENING OF PROPOSALS

- 4.1 The original Proposal (Technical Proposal and Financial Proposal) shall be prepared in indelible ink. It shall contain no inter-lineation or overwriting, except as necessary to correct errors made by the firm itself. Any such corrections must be initialed by the person or persons who sign(s) the Proposals. An authorized representative of the firm initials all pages of the Proposal. The representative's authorization is confirmed by a written power of attorney accompanying the Proposal.
- 4.2 For Technical Proposal, Consultant should prepare the number of copies indicated in the Data Sheet. Each Technical Proposal should be marked "Original" or "Copy" as appropriate. If there are any discrepancies between the original and the copies of the Proposal, the original governs.
- 4.3 The Bidder shall submit two (2) copies of Technical Proposal (one original and one copy) and only one Financial Proposal in original. The Technical and Financial Proposals must necessarily be bound separately and all pages serially numbered. In case of any discrepancy between the original and the copy of the technical proposal, the contents as per original will only be considered.
- 4.4 The original and all copies of the Technical Proposal shall be placed in a separate sealed envelope clearly marked "Technical Proposal," and the original of the Financial Proposal shall be in a separate sealed envelope clearly marked "Financial Proposal" and warning: "Do Not Open with the Technical Proposal." Both envelopes along with Bid Security Demand Draft and RFP Document Fee demand draft shall be placed into an outer envelope and sealed. This outer envelope shall bear the submission address and other information indicated in the Data Sheet and clearly marked, "DO NOT OPEN, EXCEPT IN PRESENCE OF THE EVALUATION COMMITTEE."

- 4.5 The completed Technical and Financial Proposal together with the RFP Document Fee Demand draft and the Bid security Demand Draft must be delivered at the submission address on or before the time and date stated in the Data Sheet. Any Proposal received after the closing time for submission of proposals shall be returned unopened.
- 4.6 After the deadline for submission of proposals, the Technical Proposal shall be opened immediately by the evaluation committee. The Financial Proposals shall remain sealed until they are opened publicly as per the terms prescribed in the RFP.
- 4.7 From the time the Proposals are opened to the time the Contract is awarded, if any consultant wishes to contact TIDCO on any matter related to its proposal, it should do so in writing at the address indicated in the Data Sheet. Any effort by the firm to influence TIDCO in TIDCO's proposal evaluation, proposal comparison or contract award decisions may result in the rejection of the consultant's proposal.
- 4.8 Prior to evaluation of Proposals, TIDCO will determine whether each Proposal is responsive to the requirements of the RFP at each evaluation stage. TIDCO may, at its sole discretion, reject any Proposal that is not responsive hereunder.
- 4.9 The consultant would be selected based on the Quality and Cost Based Selection (QCBS) method with 80% weightage to Technical Proposal and 20% weightage to Financial Proposal.
- 4.10 As part of the evaluation, the technical proposal submission shall be checked to evaluate whether the Bidder meets the prescribed Minimum Qualification Criteria listed in the RFP. Subsequently the Technical Proposal of the Bidders, who meet the Minimum Qualification Criteria, shall be checked for responsiveness in accordance with the requirements of the RFP and only those Technical Proposals which are found to be responsive would be further evaluated in accordance with the criteria set out in this RFP document.
- 4.11 TIDCO reserves the right to reject any Proposal which is non-responsive and no request for alteration, modification, substitution or withdrawal will be entertained by TIDCO in respect of such Proposals. However, TIDCO reserves the right to seek clarifications or additional information from the Bidder during the evaluation process. TIDCO will subsequently examine and evaluate Proposals in accordance with the Selection Process detailed out in the RFP.

5. TECHNICAL PROPOSAL

- 5.1 The evaluation committee appointed by TIDCO as a whole, and each of its members individually shall evaluate the proposals on the basis of their responsiveness to the Terms of Reference, applying the evaluation criteria, sub- criteria and point system specified in the RFP. Each responsive proposal will be given a mark (T). A proposal shall be rejected at this stage if it does not respond to important aspects of the Terms of Reference or if it

fails to achieve the minimum technical score.

- 5.2 In this stage, Technical Proposal will be evaluated on the basis of consultant's experience, proposed approach and methodology and Work Plan, and the experience of Key Persons. Only those consultants whose Technical Proposals score 70 marks or more out of 100 shall qualify for further consideration. The bidder who secures highest marks (T_H) shall be given a technical score of 100. The technical scores of other bidders shall be computed as follows:

$$\text{Technical score of the bidder } ST = 100 \times (T / T_H)$$

T= Marks secured by the respective Bidder

T_H= Highest Marks secured.

SHORT LISTING OF CONSULTANTS

- 5.3 Consultants scoring 70 or more marks in technical evaluation shall be qualified and short-listed for financial evaluation in the next stage.
- 5.4 After the evaluation of quality is completed, TIDCO shall notify those consultants whose proposals did not meet the minimum qualifying mark or were considered non-responsive to the RFP and Terms of Reference, indicating that their Financial Proposals will be returned unopened after completing the selection process.
- 5.5 TIDCO shall simultaneously notify the consultants that have secured the minimum qualifying mark or more, indicating the date and time set for opening the Financial Proposals. The opening date of financial proposal shall not be sooner than one week after the above notification date. The notification may be sent by registered letter, cable, telex, facsimile, or electronic mail.

PUBLIC OPENING AND EVALUATION OF FINANCIAL PROPOSALS; RANKING

- 5.6 The Financial Proposals shall be opened publicly in the presence of the consultant's representatives who choose to attend. The name of the consultant, the scores on Technical Proposal and the proposed prices shall be read aloud and recorded when the Financial Proposals are opened. TIDCO shall prepare minutes of the public opening of Financial Proposals.
- 5.7 In the next stage, the financial evaluation will be carried out. Each Financial Proposal will be assigned a financial score (F). The evaluation committee will determine whether the Financial Proposals are complete, unqualified and unconditional. The cost indicated in the Financial Proposal shall be deemed as final and reflecting the total cost of services. The Financial Proposal with lowest cost (F_L) will be given a financial score (S_F) of 100. The Financial Scores of other proposal will be computed as follows:

$$\text{Financial score of the bidder } SF = 100 \times (F_L / F)$$

(F = Amount of Financial Proposal)

VALUATION METHODOLOGY AND RANKING

- 5.8 Proposals will finally be ranked according to their combined technical (ST) and financial (SF) scores as follows:

$$\text{Combined score } S = S_T \times TW + SF \times FW$$

Where S is the combined score, and TW and FW are weights assigned to Technical and Financial Proposals that shall be 0.80 and 0.20 respectively.

6. A bidder having the highest Combined Score (S) shall be declared as first ranked Bidder. The second ranked Bidder shall be kept in reserve and may be invited for negotiations in case the first ranked Bidder withdraws or fails to comply with the requirements specified in the RFP document.

7. NEGOTIATIONS

- 7.1 Negotiations will be held at the address indicated in the Data Sheet. The aim is to reach agreement on all points and sign a contract. Negotiations will include a discussion of the Technical Proposal, the proposed methodology (work plan), staffing and any suggestions made by the firm to improve the Terms of Reference. TIDCO and firm will then work out final Terms of Reference, staffing, and bar charts indicating activities, staff, periods in the field and in the home office, staff-months, logistics, and reporting. The agreed work plan and final Terms of Reference will then be incorporated in the “Description of Services” and form part of the contract.

- 7.2 Having selected the firm on the basis of, among other things, an evaluation of proposed key professional staff, TIDCO expects to negotiate a contract on the basis of the availability of experts named in the Proposal. Before contract negotiations, TIDCO will require assurances that the experts will be actually available. TIDCO will not consider substitutions during contract negotiations unless both parties agree that undue delay in the selection process makes such substitution unavoidable or that such changes are critical to meet the objectives of the assignment. If this is not the case and if it is established that key staff were offered in the proposal without confirming their availability, the consultant may be disqualified.

- 7.3 The negotiations will conclude with a review of the draft form of the contract. To complete negotiations TIDCO and the firm will initial the agreed contract. If negotiations fail, TIDCO will invite the firm whose proposal was the second lowest bid to negotiate a contract. Further if negotiations with the second ranked Bidder does not end up in an agreed Contract, TIDCO would invite the Bidder who has been ranked next to the second ranked Bidder and so on. The process will be repeated till an agreed contract is concluded.

8. AWARD OF CONTRACT

- 8.1 A Letter of Award (LOA) will be issued followed by the negotiations. After issuance of LOA, TIDCO will promptly notify other consultants whose bids were considered non-

responsive and return the Financial Proposals of such consultants

8.2 A Letter of Award (the “LoA”) will be issued, in duplicate, by TIDCO to the Successful Bidder and the Successful Bidder shall, within 5 (Five) days of the receipt of the LoA, sign and return the duplicate copy of the LoA in acknowledgement thereof. In the event the duplicate copy of the LoA duly signed by the Successful Bidder is not received by the stipulated date, TIDCO may, unless it consents to extension of time for submission thereof, appropriate the Bid Security of such Bidder, and the next highest-ranking Bidder may be considered.

8.3 **Performance Security:** Performance Security equivalent to 5 (Five) percent of the total cost of Financial Proposal shall be furnished from a Nationalized/ Scheduled Bank, at the time of signing of the contract, in form of a Bank Guarantee in the format specified. The Performance Security will be retained by TIDCO until the completion of the Assignment by the Consultant and will be released 180 (One Hundred Eighty) days after the completion of the Assignment.

8.4 **Execution of Contract:** After acknowledgement of the LoA, as aforesaid by the Successful Bidder, it shall execute the Contract within 10 (Ten) days from the date of acknowledgement of receipt of LoA. The Successful Bidder shall not be entitled to seek any deviation in the Contract. Reports shall be furnished periodically as required in the Milestone Payments specified in the RFP.

8.5 **Commencement of Assignment:** The Consultant shall commence the Services from 7 days from the Date of signing of Agreement. If the Successful Bidder fails to either sign the Contract or commence the assignment as specified herein, TIDCO may invite the second ranked Bidder for Contract signing. In such an event, the Bid Security and/ or the Performance Security, as the case may be, of the first ranked Bidder shall be liable to be forfeited by TIDCO.

9. CONFIDENTIALITY

9.1 Information relating to evaluation of proposals and recommendations concerning awards shall not be disclosed to the consultants who submitted the proposals or to other persons not officially concerned with the process, until the winning firm has been notified that it has been awarded the contract.

10. FRAUD AND CORRUPT PRACTICES

10.1 The Bidders and their respective officers, employees, agents and advisers shall observe the highest standard of ethics during the Selection Process. Notwithstanding anything to the contrary contained in this RFP, TIDCO will reject a Proposal without being liable in any manner whatsoever to the Bidder, if it determines that the Bidder has, directly or indirectly or through an agent, engaged in corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice (collectively the “Prohibited Practices”) in the Selection Process. In such an event, TIDCO will, without prejudice to its any other rights or remedies, forfeit and appropriate the Bid Security.

10.2 Without prejudice to the rights of TIDCO under the Clause herein-above, the rights and remedies which the TIDCO may have under the LOA or the Agreement, if a Bidder or

Consultant, as the case may be, is found by TIDCO to have directly or indirectly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice during the Selection Process, or after the issue of the LOA or the execution of the Agreement, such Bidder or Consultant shall not be eligible to participate in any tender or RFP issued by TIDCO during a period of 2 (two) years from the date such Bidder or Consultant, as the case may be, is found by TIDCO to have directly or through an agent, engaged or indulged in any corrupt practice, fraudulent practice, coercive practice, undesirable practice or restrictive practice, as the case may be.

10.3 For the purposes of this Clause, the following terms shall have the meaning hereinafter respectively assigned to them:

- i. “corrupt practice” means (i) offering, giving, receiving, or soliciting, directly or indirectly, of anything of value to influence the action of any person connected with the Selection Process (for avoidance of doubt, offering of employment to or employing or engaging in any manner whatsoever, directly or indirectly, any official of TIDCO who is or has been associated in any manner, directly or indirectly with the Selection Process or the LOA or has dealt with matters concerning the Agreement or arising therefrom, before or after the execution thereof, at any time prior to the expiry of one year from the date such official resigns or retires from or otherwise ceases to be in the service of TIDCO, shall be deemed to constitute influencing the actions of a person connected with the Selection Process; or (ii) save as provided herein, engaging in any manner whatsoever, whether during the Selection Process or after the issue of the LOA or after the execution of the Agreement, as the case may be, any person in respect of any matter relating to the Project or the LOA or the Agreement, who at any time has been or is a legal, financial or technical consultant/ adviser of TIDCO in relation to any matter concerning the Project;
- ii. “fraudulent practice” means a misrepresentation or omission of facts or disclosure of incomplete facts, in order to influence the Selection Process;
- iii. “coercive practice” means impairing or harming or threatening to impair or harm, directly or indirectly, any persons or property to influence any person’s participation or action in the Selection Process;
- iv. “undesirable practice” means (i) establishing contact with any person connected with or employed or engaged by TIDCO with the objective of canvassing, lobbying or in any manner influencing or attempting to influence the Selection Process; or (ii) having a Conflict of Interest; and
- v. “Restrictive practice” means forming a cartel or arriving at any understanding or arrangement among Bidders with the objective of restricting or manipulating a full and fair competition in the Selection Process.

11. **PRE-BID MEETING**

Pre-bid Meeting of the Bidders will be convened at the date, time and place indicated in the data sheet. A maximum of two representatives of each firm interested to bid will be

allowed to participate on production of an authorisation letter from the respective Firms. During the course of pre-bid meeting, the Bidders will be free to seek clarifications and make suggestions for consideration of TIDCO. TIDCO will endeavour to provide clarifications and such further information as it may, in its sole discretion, consider appropriate for facilitating a fair, transparent and competitive selection process.

12. DISPUTE RESOLUTION

- 12.1 The Parties agree to use their best efforts for resolving all Disputes arising under or in respect of this Agreement promptly, equitably and in good faith, and further agree to provide each other with reasonable access during normal business hours to all non-privileged records, information and data pertaining to any Dispute. For any dispute arising out of this Agreement / Contract, only the Courts in Chennai shall have jurisdiction to settle such disputes.

13. FORCE MAJEURE

- 13.1 If, at any time, during the pendency of the contract, the performance in whole or in part, by either party is prevented or delayed by war, strike, riot, crime or due to any act of God such as hurricane, flooding, earthquake, volcanic eruption beyond the control of both the parties such as war, strike, insurrection, riot, earthquake, storm, flood, fire which are beyond the control of either party (hereinafter referred to as 'eventualities'), then provided notice of the happening of any such eventuality is given by either party to the other within 15 days from the date of occurrence thereof, neither party shall by reason of such eventuality be entitled to terminate this contract nor shall either party have any claim for damages against the other in respect of such non-performance or delay in performance and work under this contract shall be resumed as soon as practicable after such eventuality has come to an end or ceased to exist and the decision of TIDCO as to when the work has to be resumed shall be final and conclusive. The time of completion shall then be extended by a period equal to the period during which the eventuality was prevailing. In case of persisting delay of more than 60 days both the parties may consult each other and arrive at an appropriate decision regarding continuation or otherwise of the Contract.

14. MISCELLANEOUS

- 14.1 The Selection Process shall be governed by, and construed in accordance with, the laws of India and the Courts at Chennai shall have exclusive jurisdiction over all disputes arising under, pursuant to and/or in connection with the Selection Process.
- 14.2 TIDCO, at its sole discretion and without incurring any obligation or liability, reserves the right, at any time, to:
- i Suspend and/or cancel the Selection Process and/or amend and/or supplement the Selection Process or modify the dates or other terms and conditions relating thereto;
 - ii Consult with any Bidder in order to receive clarification or further information;
 - iii Retain any information and/or evidence submitted to TIDCO by, on behalf of and/or in relation to any Bidder; and/or

- iv Independently verify, disqualify, reject and/or accept any and all submissions or other information and/or evidence submitted by or on behalf of any Bidder.
- 14.3 All documents and other information provided by TIDCO or submitted by a Bidder to TIDCO shall remain or become the property of TIDCO. Bidders are to treat all information as strictly confidential. TIDCO will not return any Proposal, or any information related thereto. All information collected, analysed, processed or in whatever manner provided by the Consultant to TIDCO in relation to the consultancy shall be the property of TIDCO.
- 14.4 TIDCO reserves the right to make inquiries with any of the Clients mentioned by the Bidders in their previous experience record.

SECTION 3.
DATA SHEET

3.1.1 Name of the Assignment:

Request for Proposal for Preparation of Detailed Project Report for setting up Setting up Defence Industrial Park at Varapatti Village, Coimbatore (the “Assignment”)

3.1.2 The name, address and telephone numbers of TIDCO’s official is **Managing Director, Tamilnadu Industrial Development Corporation Limited, 19- A, Rukmini Lakshmi pathi Salai, Egmore, Chennai –600 008; Phone: 044- 2855 1192; Fax: 044- 2855 3729; E mail: cmd@tidco.com , coord.tndic@tidco.com**

3.1.3 Clarifications requested will be given during the Pre-Bid meeting and / or will be communicated to all those who have procured the RFP, by mail, facsimile or electronic mail. The timetable for the Bidding process is given below:

Milestone	Date
Issue of Advertisement	22.09.2022
Last date for receipt of request for clarifications to be given at the pre bid meeting.	29.09.2022 The queries should be sent by email to the following email address: cmd@tidco.com , coord.tndic@tidco.com , the queries should be sent in Microsoft word or MS Excel format only
Pre-Bid meeting	3:00 PM on 30.09.2022 at the office of TIDCO, Chennai, 600008/Virtual Bidders who wish to attend the pre bid meeting online are requested to send an email for the meeting link
Last date for purchase of RFP Documents	24.10.2022 11:00 AM
Cost of RFP Documents	Document Fee of Rs. 10,000 in the form of a Crossed Demand draft payable at Chennai drawn in favour of “ Tamilnadu Industrial Development Corporation Limited. ” from any Scheduled bank should be submitted along with the Bids. Website for download: https://tidco.com , & www.tenders.tn.gov.in
Submission of proposals	24.10.2022 at 3:00 PM as hardcopy
Place of submission of a bid	Office of Managing Director Tamil Nadu Industrial Development

	Corporation Limited, 19- A, Rukmini Lakshmi pathi Salai, Egmore, Chennai –600 008 Phone: 044- 2855 1192; Fax: 044-2855 3729 E mail: cmd@tidco.com , coord.tndic@tidco.com
Opening of proposals	24.10.2022 at 3:30 PM

- 3.1.4 Proposals should be submitted in English language
- 3.1.5 Proposals must remain valid for **180 days** after the submission date
- 3.1.6 Consultants must submit an original and two additional copies of the technical proposal. The Financial Proposal will be submitted in original.
- 3.1.7 Proposal submission address will be as given in Letter of Invitation. Information on envelope should include: PROPOSALS FOR CONSULTANCY SERVICES FOR “Proposal for Selection of Consultant for Preparation of Detailed Project Report for Setting up Defence Industrial Park at Varapatti Village, Coimbatore”

SECTION 4

BACKGROUND TO THE RFP

1. PREAMBLE

1.1. Background-

To enable active growth of A & D manufacturing industry sector in Tamil Nadu, various fiscal and physical interventions by TIDCO and The Govt of Tamil Nadu are underway in the state. Some include having an aerospace and defence industry specific policy, creation of Centres of Excellence, creation of common facilities centres, common test centres etc.

One of the primary requirements of the Aerospace and Defence Manufacturing ecosystem is the availability of suitable industrial parks with the presence of a short supply chain. It may be noted that the aerospace and defence hubs across the world like Toulouse in France or Seattle in USA have the presence of large manufacturers along with their multiple tier suppliers within a short distance from the main plants. During the as-is-assessment done by TIDCO, it was observed that quite a large number of for the established Aerospace and Defence OEMS are based out of Coimbatore. For example, LMW has been a large supplier based out of Coimbatore along with their multiple sub-vendors. There are many other such firms which are based in that region supplying to the A & D majors. It is also expected that major A & D programs are likely to be assembled near Coimbatore.

Coimbatore has the right social and industrial ecosystem for the A & D industry to thrive due to presence of organisations like LMW, L & T Defence, Pricol, CODISSIA Defence Innovation Centre, Base Repair Depot of IAF. In order to support the growth of A&D sector, there is a need to create an industrial park with a focus on A & D domain in proximity to Coimbatore. It is highlighted that currently unavailability of land is a large impediment for growth trajectory of the A & D industry around Coimbatore. It was hence proposed that TIDCO create an Industrial Park near Coimbatore with A & D being the focus sector.

Expected Outcome of the Project

The intended outcomes of the creation of Industrial Park at Varapatti is to host major A & D OEMs along with their sub-tier partners enabling them to set up their manufacturing facilities which can cater to the Indian A&D market and serve as an export hub. This would be a key step towards reducing the reliance on external sources for the defence needs and in line with the Atma Nirbhar Mission of the Govt of India. This industrial park can spur the shift of A & D manufacturing, Global Research & Development to the state of Tamil Nadu.

Location & Infra requirement

TIDCO has identified a land parcel at Varapatti Village, Suler Taluk measuring about 400 acres. This is close to the Chennai-Coimbatore National Highway and is well connected. It is at a distance of about 30 and 50 kms from Coimbatore and Tiruppur cities respectively which have their own

industrial ecosystems. It is also about 200 kms from Kochi which has a thriving ship building industry which also depends to a large extent on the Coimbatore based industries. It is also in proximity to the military think-tank institution of Defence Services Staff College, Wellington. This locational advantage provides it the required social, industrial, strategic and educational ecosystem which are very much required for development of the high-tech A & D industrial ecosystem

TIDCO is also in the process of collaborating with major OEMs to start manufacture / assembly of military airplanes and civilian helicopters in this regions, which dovetails into the proposal.

The lands identified are dry lands where currently outdated wind turbines exist. Infrastructure creation in form of roads, water and power can be undertaken with minimal effort as the required infrastructure exist at the identified site which needs to be upgraded to support the industry needs.

The location of the land identified is as given below



SECTION 5
ELIGIBILITY CRITERIA AND EVALUATION METHODOLOGY

1. MINIMUM QUALIFICATION CRITERIA FOR EVALUATION

1.1 To be eligible for the qualification and short-listing, the Bidder shall fulfill the following conditions of eligibility:

- i. The Sole Bidder or the Lead Bidder in case of a JV/Consortium should be a registered legal entity recognised under the legal statute of India including any Company, Partnership firms/LLP operating for minimum ten (10) Years as on March 31, 2022
- ii. The Sole Bidder / all members of the JV/Consortium Members shall not be blacklisted / debarred by any of the Central Government / State Governments of India / Multi-Lateral Funding Agencies.

iii. Similar work experience in last ten years:

For the purposes of satisfying the Conditions of Eligibility and for evaluating the Proposals under this RFP, below mentioned completed consultancy assignments taken up during the last ten (10) financial years ended 31.07.2022 shall be deemed as eligible assignment.

- a) The Bidder should have experience of at least two (2) similar projects (Preparation of TEFR/DFR/DPR involving demand assessment, Concept Master Plan, cost estimates, Project & financial structuring, business plan, financial modelling etc.) related to development and operations of infrastructure project in the nature of Industrial Parks/ Special Economic Zones/ Information Technology Parks/ smart cities infra development/ Integrated Townships, having a minimum extent of 200 Acres with a minimum project cost (excluding land cost) of INR 100 Crores and above. This consultancy assignment should necessarily be for a project in India.

The Bidder shall meet the above criteria as a sole firm or JV/Consortium (collectively meet the eligibility criteria).

iv. Financial Eligibility

Average Annual Turnover in last three (3) years:

Average Annual turnover of the Bidder should not be less than Rs. 50 Crore during the last three (3) financial years (2019-20, 2020-21 & 2021-2022) in the case of Bidder being a Sole Firm. In the case of Consortium/JV Bidder, the average annual turnover of the Lead Member should not be less than Rs. 25 Crore during the last three (3) financial years (2019-20, 2020-21 & 2021-2022) and the average annual turnover of each of the other member firm(s) should not be less than Rs. 10 Crore during last three financial years (2019-20, 2020-

21 & 2021-2022).

v. Project Core Team

Qualification and Experience and exposure of the minimum key personnel of the proposed assignment

Sl. No	Position	Qualification and Experience	Years of Experience
1	Team Leader	Should be Post Graduate in Engineering/ Management/ Planning with specific experience in preparation of master plan, engineering design, strategies, demand mapping, development for industrial area development projects viz., industrial parks, SEZs, industrial corridors, clusters, Integrated Townships, Smart Cities advising public/private entities on. He / She should have been Team Leader for at least one similar assignments during the last ten years. He/ she should be permanent employee of the firm. The team leader shall be from the lead member of the consortium.	15
2	Architect/Urban Planner	Should be a Postgraduate in Architecture/ Urban planning with specific experience in development of master plans/schemes, sectoral plans planning, designing, costing and finalization of specification & functional requirement of industrial infrastructure development projects	10
3	Infrastructure expert	Should be Post Graduate in Civil Engineering/Infrastructure planning with experience in infrastructure consulting projects	10
4	Defence manufacturing expert	Should be Graduate in engineering with experience in defence manufacturing industry	10
5	Financial Expert	MBA Finance/CA/CFA with experience in preparing business plan, revenue model and financial structuring in industrial infrastructure development projects	10

6	Market Analyst	MBA with experience in conducting demand assessment, market surveys, growth potentials, etc. Preferably undertaking need assessment of infrastructure	10
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For projects in currency other than INR, claimed by consultant, the project cost shall be converted to INR on the date of award (duly mentioning the conversion rates adopted with dates).

Eligible firm's proposals will only be considered for technical and financial evaluation. The Financial Proposals of others will not be considered and returned unopened after completing the selection process.

1.2 The eligible consultants shall be required to submit self-attested copies of the following along with their Proposal:

- i. Documents verifying the claim as per above including the appointment letter/ work order / contract agreement and letter of successful work completion from the Client/CA certificate for proof of 100% payment made by client
- ii. Details of Permanent Account Number (PAN).
- iii. GST Registration Certificate and Receipts of GST payment.
- iv. Copy of audited annual financial statements including Balance Sheets and Profit & Loss Account statements of the firm for the last three (3) financial years (2019-20, 2020-21 & 2021-2022).

2. SELECTION PROCESS

2.1 Technical Evaluation Criteria

Evaluation Criteria		Max Marks
I	Specific Experience of the Consulting Agency	
	<p>Preparation of TEFR/DFR/DPR involving demand assessment, Concept Master Plan, cost estimates, Project & financial structuring, business plan, financial modelling etc.) related to development and operations of real estate infrastructure project in the nature of Industrial Parks/ Special Economic Zones/Technology Parks/ Information Technology Parks/ Integrated Townships, Smart Cities having a minimum extent of 100 Acres with a minimum project cost (excluding land cost) of INR 100 Crores and above during the last ten (10) financial years ended 31.07.2022. This consultancy assignment should necessarily be for a project in India.</p> <p>a) 20 marks for fulfilling minimum qualification criteria given above. (2 Projects)</p> <p>b) Additional projects – 2.5 marks for each project more than 2 eligible projects</p> <p>(Note - The project claimed for additional marks should not be same as the project claimed for fulfilling minimum qualification criteria)</p>	25
II	<p>Preparation of TEFR/DFR/DPR for defence industrial Park during the last ten (10) financial years ended 31.07.2022</p> <p>a) 5 marks for one similar project for defence industrial park</p> <p>b) Additional projects – 2.5 marks for each project more than 2 eligible projects</p>	10
III	<p>Approach & Methodology</p> <p>a) Presentation of Technical Approach and Methodology: (20 marks)</p> <p>b) Work plan schedule (5 marks)</p>	25

IV	Project Team	
	<p>1. Team Leader - 10 marks minimum 15 years of experience - 7 marks For every additional 2.5 years of experience - 1 mark will be given limited to a maximum of 3 marks.</p> <p>2. Architect/Urban Planner – 7 marks minimum 10 years of experience - 5 marks For every additional 2.5 years of experience - 1 mark will be given limited to a maximum of 2 marks.</p> <p>3. Infrastructure expert – 7 marks minimum 10 years of experience - 5 marks For every additional 2.5 year of experience- 1 mark will be given limited to a maximum of 2 marks.</p> <p>4. Defence manufacturing Expert - 6 marks minimum 10 years of experience - 4 marks For every additional 2.5 year of experience -1 mark will be given limited to a maximum of 2 marks.</p> <p>5. Market Analyst – 5 marks minimum 10 years of experience - 3 marks For every additional 2.5 year of experience -1 mark will be given limited to a maximum of 2 marks.</p> <p>6. Financial Expert – 5 marks minimum 10 years of experience - 3 marks For every additional 2.5 year of experience 1 mark will be given limited to a maximum of 2 marks.</p> <p>Note:</p> <ul style="list-style-type: none"> - The above key staff and minimum experience proposed are mandatory with required educational qualification. - Key Personnel shall have experience related to the eligible projects (mentioned in Minimum Qualification Criteria) - Key personnel – be considered, only if they are full time employees of the company or the consortium partners or Experts contracted by the Bidder for this assignment, and they should involve fully in the assignment and be available for all meetings that are related to this assignment/project. 	40
	Total	100

Notes:

- i. The bidder shall submit their company details, financial details, project experience details in the Standard Forms and this shall be considered for Eligibility as per the

Qualification Criteria. Documentary proof for Project experience such as work order and completion certificates from respective clients clearly indicating the nature/scope of work and actual date of completion for such work should be submitted. The proposals submitted without this documentary proof shall not be evaluated.

Additional support staff in sufficient numbers shall be proposed by the Bidders. The Bidder shall also provide a detailed work plan and short CVs of support staff as proposed for effective delivery of the Services.

SECTION 6

TERMS OF REFERENCE

The selected Consultant will undertake but not limited to the following scope of work under the assignment:

1. Collection and review of available data

On award of work, consultant shall collect the available data with TIDCO and also from other sources relevant to the project. The consultant shall also identify the additional data and collect the same from the concerned authorities.

2. Site analysis

The consultant shall carry out an analysis of the identified site and its surroundings. The site analysis shall include but not limited to

- a. Site Configuration
- b. Locational advantages
- c. Connectivity details (Road, Rail, Port and Airport)
- d. Condition of existing roads and traffic pattern
- e. Socio-economic profile
- f. Available social infrastructure
- g. Existing and proposed developments in the region
- h. Land use pattern, Terrain, Flood history, drainage characteristic
- i. Existing visible utilities
- j. Details of nearby water sources, power and status of availability for the project
- k. Development constraints
- l. Identify quarry and borrow material sources
- m. Identification of environmentally/ecologically sensitive areas

The consultant shall develop profile of site including physical area, location, approach, connectivity and demographic & socio-economic profile of surrounding areas.

3. Site survey and investigation

- a. Consultant shall carry out Topographic survey using total station equipment shall be carried out for the identified site. The survey should capture all the features available within the site.
- b. Consultant shall also carry out Geotechnical investigations comprising of boreholes and trail pits at important locations in the project site. The investigations shall be carried out as per relevant standards codes of practice.

4. Market study and demand assessment

The Consultant shall carry out a detailed market study and assess the demand of the proposed defence industrial park. The consultant shall prepare a feasibility analysis report based on the demand assessment.

The tasks expected to be carried out as part of the study include but not limited to

- a. Carry out primary survey through structured questionnaire to understand the requirement of the hub.
- b. Carry out one to one interactions with key stakeholders in the industry and understand their requirements.
- c. Identify constraints in developing such facility based on user perception / attitudes, infrastructure and government policy dictate.
- d. Identify potential user industries for the proposed defence industrial park.
- e. Determine the common facilities and infrastructure required for the operation of the defence industrial park.
- f. Undertake the market study of the defence industrial park.
- g. Study the available physical and social infrastructure in the hinterland.
- h. Study the ongoing initiatives of the State Government to support such initiative.
- i. Study the policies of Government of India /Tamil Nadu relating to the incentives/ available for such initiative.

5. Benchmarking of other similar defense industrial parks in terms of infrastructure, policy and incentive structures

- a. Benchmarking with global /national Defense Industrial Parks
- b. Global scanning of key economies with regards to
 - o Policies, programs, technology, financing
 - o Case studies from other countries with regards to preparation of master plan & conceptual design, ecosystem development, governmental support, infrastructure support, etc.
 - o Benchmarking with other leading states of India
- c. The Consultant shall carry out detailed case studies of the best practices in India and across the world and make clear and actionable recommendations on each of aforesaid items.

6. Conceptual Framework for Development of Defence Industrial Park

Basis the demand assessment, site analysis, benchmarking studies and locational advantages, the Consultant shall prepare a conceptual framework for the development of defence industrial park.

7. Conceptual Master Plan

- a. Based on the outcome of the demand assessment studies and the objectives of TIDCO, the consultant should develop a master plan which provides the best productivity of the identified land. The master plan shall clearly earmark the space for industrial plots, utilities (water, power, and wastewater), transportation (parking, truck terminals warehouse) and social infrastructure (commercial, institutional and residential) as required. Provision of infrastructure facilities should be based on the site characteristics, topography and functionality.
- b. The master plan shall be guided by the applicable development guidelines of the Directorate of Town & Country Planning, Government of Tamil Nadu. The design philosophy should prioritize various aspects viz., circulation, land suitability, environmental sustainability and topography to optimize various land uses.
- c. Study and analyze all relevant laws including Environmental, Development Control Regulations & any other applicable laws/ rules and regulatory framework that will govern or pose restrictions & affect development of land use including Master plans, zonal plans, building bylaws,

development regulations, permitted land use, land classification, zoning and Floor Area Ratio (FAR)/ Floor Space Index (FSI) at the site, rules for obtaining permissible FAR/ FSI, etc. Guideline value of land as per classification of the land, market rates as per latest registration in the immediate vicinity of the land under study, setbacks, restrictions, open areas, parking requirements etc. and apply the same for the project.

- d. The consultant shall ensure that the master plan confirms to the local byelaws. It is also to be ensured that the master plan also takes care of environmental and social aspects.
- e. The master plan should clearly define the processing and non-processing areas. The master plan shall be developed up to the plot level. The master plan shall be phased as per the recommendations of the demand assessment study.
- f. Consultant shall develop two to three alternative layouts and recommend the best layout, which is technically, financially and environmentally bankable.
- g. The consultant has to provide the master plan drawings on an appropriate scale.

8. Infrastructure plan and design

- a. The infrastructure plan should be developed in tandem with the master plan and based on the need assessment for the hub. The following components may form part of the infrastructure plan, which are indicative. The Consultant based on the market demand assessment may suggest additional/appropriate infrastructure facilities along with their demand and spatial requirements.
 - i. **Site Grading** - Consultant shall analyze the terrain features from the topographic survey data and shall develop the site grading. Consultant shall estimate the earthwork required for site grading and also identify the material sources.
 - ii. **Road and Drainage** - Consultant shall study the drainage characteristics of the region and accordingly design the system to ensure that runoff from the site is effectively drained. While finalizing the design, the consultant shall fix the invert level considering the HFL in the local streams.

Consultant should study the present condition of the access road leading to the project site. Further Traffic studies need to be carried out to assess the existing traffic density. Based on the hierarchy of roads, the consultant should provide typical cross section of the roads defined in the mater pan. The consultant should also provide the pavement designs along with typical drawings.

- iii. **Water Supply system** - Based on the identified source, the quality of water and the estimated demand, the consultant should develop the water supply system for the proposed knowledge city. The system should cover clear water tanks, storage tanks and distribution network. The design should confirm to the Water Supply Manual standards prescribed by CPHEEO. Consultant shall explore the usage of recycling techniques to minimize the water intake. The designs along with technical specifications and network drawings shall be provided in the report. Typical drawings of the clear water and service reservoir should be provided.
- iv. **Sewerage system** - Consultant shall design the treatment system based on the estimated wastewater from the proposed facilities. The design should confirm to the specifications prescribed in the CPHEEO Manual for Water Supply and Sewerage. The designs along with technical specifications and network drawings shall be provided in the report.

- v. **Power supply and related services** - Based on the estimated power demand, consultant shall design the power supply and related services like data, ELV system etc for the proposed defence industrial park. The design should cover the details for drawing the power from the identified substation to the proposed facility, distribution system and its supporting facilities. The design should be supported with necessary technical specifications along with network drawings.
- vi. **Social Infrastructure** –
 - a. The consultant shall prepare conceptual design for the social infrastructure facilities such as administration buildings, canteen, common labs etc.
 - b. The consultant shall address the compliance requirements of the statutory approvals which are applicable for design stage while preparing the report.

vii. Common facilities

Consultant should prepare design and details for common facilities required for the operation of the defence industrial park like common testing facilities, storage areas and other common facilities required.

9. Cost estimates

Consultant shall prepare cost estimates for the components required for developing the project. The cost estimate shall also include the operation cost.

10. Financial analysis and Project Structuring

A detailed Financial Analysis shall be undertaken in order to assess the viability of the Project. The financial viability analysis would be based on the technical data and Demand assessment made by the consultant. The viability assessment shall be carried out by using IRRs, NPVs and Pay back method and would touch the following areas but not limited to:

- a. Estimate project revenues by assessing space absorption pattern and determining lease rent / User fee
- b. Estimate Project Cape, periodic asset replacement/ maintenance expenditure
- c. Estimate operating expenses
- d. Project cash flow considering project execution period, phasing and funding mix
- e. Assessing financial viability with a horizon of 20-year period with IRR, NPV, Pay Back period
- f. Understanding the lender’s comfort by using Debt service coverage ratios
- g. Sensitivity analysis based on variations in absorption pattern, revenue streams, project cost, debt cost and O&M assumptions

Different implementation options shall be analyzed based on the viability and sensitivity analysis. The following details shall be captured.

- a. The Consultants should prepare a development strategy in terms of phasing of development, area to be developed, facilities and infrastructure provision.
- b. Study and suggest various project structure models for development, financing and operation.
- c. Identify the industrial partners who will be willing to associate for the project if the project implementation is through JV model.
- d. Should clearly give detailed proposal for project implementation methods and the advantage of using the recommended method.

- e. Identify all income streams, financially structure the project and to work out the financial viability indicators of the project by considering different revenue models.
- f. Examine and establish the feasibility of financing the project on various modes with least support/ no support from TIDCO including the PPP route.
- g. Identify expected returns of various stakeholders involved.
- h. Examine and suggest suitable legal and institutional framework for the project development.
- i. The consultant shall examine the advantages and disadvantages of different modes/ method by which the project could be implemented.
- j. Draw the implementation strategy for the project where the details regarding the responsibilities involved in the project development and operation stage shall be identified and listed.

6.1 PROPOSED DELIVERABLES, TIMEFRAME AND PAYMENT TERMS

Proposed deliverables and timeframe for the study are provided in the following table.

Sl. No.	Deliverables	Delivery Time (T=0 - date of signing of contract agreement)	Payment as percentage of Awarded Lumpsum Fees
1	Inception Report	T+ 3 weeks	5% on submission
2	Interim Report	T+ 7 weeks	20% on submission
3	Draft Final Report	T+ 10 weeks	35% on submission
4	Final Report	T+ 12 weeks	40% on approval by TIDCO

SECTION 7
TECHNICAL PROPOSAL - STANDARD FORMS

- 7A. Technical Proposal submission form
- 7B. Format for Power of Attorney for authorized signatory
- 7C. Format for submission of information about the consultant
- 7D. Format for providing a summary of experience of the Bidder
- 7E. Format for providing experience of the consultant for technical evaluation
- 7F. Description of the methodology and work plan for performing the assignment
- 7G. Team composition and task assignments
- 7H. Format of Curriculum Vitae of proposed professional staff
- 7I. Format for Financial Proposal Submission Form

7A. TECHNICAL PROPOSAL SUBMISSION FORM

[Location, Date]

From: (Name of Firm)

To: (Name and Address of TIDCO)

Sir:

Subject: Appointment of Consultants for preparation of Detailed Project Report for Setting up of Defence Industrial Park at Varapatti, Coimbatore - submission of technical proposal.

Being duly authorized to represent and act on behalf of(hereinafter referred to as the "Bidder") and having reviewed and fully understood all of the Proposal requirements and information provided and collected, the undersigned hereby submits the Proposal on behalf of _____ (Name of Bidder) for the captioned Assignment in one (1) original and one (1) copy, with the details as per the requirements of the RFP, for your evaluation.

We confirm that our Proposal is valid for a period of **180 days** from _____(insert Proposal Submission Date).

We also hereby agree and undertake as under:

Notwithstanding any qualifications or conditions, whether implied or otherwise, contained in our Proposal we hereby represent and confirm that our Proposal is unqualified and unconditional in all respects.

We hereby certify and confirm that in the preparation and submission of our Proposal, we have not acted in concert or in collusion with any other Bidder or other person(s) and also not done any act, deed or thing which is or could be regarded as anti-competitive.

We understand you are not bound to accept any Proposal you receive.

We remain,

Yours sincerely,

Authorized

Signature:

Name and Title of Signatory:

Name of Firm:

7B. FORMAT FOR POWER OF ATTORNEY FOR AUTHORIZED SIGNATORY¹

We..... (name of the firm and address of the registered office) do hereby irrevocably constitute, nominate, appoint and authorize Mr/Ms. (name), son/daughter/wife of and presently residing at, who is presently employed with us/ the Lead Member of our Consortium and holding the position of, as our true and lawful attorney (hereinafter referred to as the “Attorney”) to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Proposal in response to the RFP and submission of our bid for the Assignment proposed by the (the “TIDCO”) including but not limited to signing and submission of all applications, proposals, bids and other documents and writings, participate in pre-bid meeting and other conferences and providing information/ responses to TIDCO, representing us in all matters before TIDCO, signing and execution of all contracts and undertakings consequent to acceptance of our bid, and generally dealing with TIDCO in all matters in connection with or relating to or arising out of our bid for the said Assignment and/ or upon award thereof to us and/or till entering into the Agreement with TIDCO.

AND we hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE,, THE ABOVE NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS DAY OF 2022

For

(Signature, name, designation and address)

Witnesses:

1.

(Notarised)

2.

Accepted

.....

(Signature)

¹ To be submitted in original.

(Name, Title and Address of the Attorney)

Notes:

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executant(s) and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *Wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders' resolution/ power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Bidder.*
- *For a Power of Attorney executed and issued overseas, the document will also have to be legalised by the Indian Embassy and notarised in the jurisdiction where the Power of Attorney is being issued. However, the Power of Attorney provided by Bidders from countries that have signed the Hague Legislation Convention 1961 are not required to be legalised by the Indian Embassy if it carries a conforming Apostille certificate.*

7C. FORMAT FOR SUBMISSION OF INFORMATION ABOUT THE CONSULTANT

Sl. No	ITEMS	DETAILS										
i)	Name of the Company											
ii)	Legal Status	{ sole proprietorship firm/ partnership firm/ limited liability partnership/ private limited/ public limited company }										
iii)	Bidding Status	{ Sole Firm/ Lead Member/ Member of Consortium }										
iv)	(a)Postal address of the (b)Telephone no.(s) (c)Fax No.(s) (d) Website, (e)Email	(a) (b) (c) (d) (e)										
v)	(a) Name of the authorized representative (b) Designation and postal	(a) (b) (c)										
vi)	Year of incorporation of the company under the Companies											
vii)	Banker's Name and Address											
viii)	Registration Number											
ix)	Permanent Account Number (PAN) for Income Tax											
x)	GST details											
xi)	Annual turn over the last three completed financial years	<table border="1"> <thead> <tr> <th>Financial Year</th> <th>Annual Turnover (Rs. Crore)</th> </tr> </thead> <tbody> <tr> <td>FY2021-22</td> <td></td> </tr> <tr> <td>FY2020-21</td> <td></td> </tr> <tr> <td>FY2019-20</td> <td></td> </tr> <tr> <td>Average Annual Turnover (Rs. Crore)</td> <td></td> </tr> </tbody> </table>	Financial Year	Annual Turnover (Rs. Crore)	FY2021-22		FY2020-21		FY2019-20		Average Annual Turnover (Rs. Crore)	
Financial Year	Annual Turnover (Rs. Crore)											
FY2021-22												
FY2020-21												
FY2019-20												
Average Annual Turnover (Rs. Crore)												

Signature, Name & Designation of the Authorized Signatory

The following documents shall be provided to demonstrate eligibility

- Copy of registration certificate issued by registrar of companies/firms
- Copy of GST Certificate
- Copy of audited annual financial statements including Balance Sheet and Profit & Loss Account statement of the firm for the last three (3) financial years (Year 2019-20 , Year 2020-21 & Year 2021-22)

- Auditor’s certificate to verify the annual average turnover for the last three financial years in the following format

Certificate from the Auditor

This is to certify that **(NAME OF THE CONSULTANTS)** has received the payments shown above against the respective years on account of fees from professional advisory services excluding audit and tax services.

Name of the audit firm:

Seal of the audit firm:

Date:

(Signature, name and designation of the Authorized Signatory)

7D. FORMAT TO DEMONSTRATE TECHNICAL ELIGIBILITY

(To be filled, signed and attached)

Similar work experience in the Last 5 Years

Sl. no.	Period (From-To)	Name of the Assignment	Name of the Client	Location, Country	A brief description of the job	Date of Completion of Transaction
Experience in Preparation of TEFR/DFR/DPR involving demand assessment, Concept Master Plan, cost estimates, Project & financial structuring, business plan, financial modelling etc.,) related to development and operations of real estate infrastructure project in the nature of Industrial Parks/ Special Economic Zones/Technology Parks/ Information Technology Parks/ Integrated Townships, Smart Cities having a minimum extent of 50 Acres with a minimum project cost (excluding land cost) of INR 100 Crores and above.						
1						
2						
3						
4						
Preparation of TEFR/DFR/DPR for industrial Park in Tamil Nadu during the last ten (10) financial years ended 31.07.2022						
1						
2						
3						
4						

Signature of Authorized Representative of the bidder Note:

Documents verifying the claim as per technical eligibility including the letter of successful completion from the client shall be provided for all projects listed above. The certificates enclosed as proof should show the project completion year/date clearly.

**7E. FORMAT FOR PROVIDING EXPERIENCE OF THE CONSULTANT FOR
TECHNICAL EVALUATION**

Similar Projects carried out in the Last Ten (10) Financial Years

(Using the format below, provide information on each reference assignment for which your firm/entity, either individually as a corporate entity or as one of the major companies within an association, was legally contracted.)

Assignment Name:		Country:
Location within Country:		Professional Staff Provided by Your Firm/entity (Profiles):
Name of Client:		No. of Staff:
Address:		No. of Staff-Months; Duration of Assignment:
Start Date (Month/Year):	Completion Date (Month/Year):	Approx. Value of Services (In Rs.):
Name of Associated Consultants, if any:		No. of Months of Professional Staff, provided by Associated Consultants:
Name of Senior Staff (Project Director/Coordinator, Team Leader) involved, and functions performed:		
Narrative Description of Project:		
Description of Actual Services Provided by Your Staff:		

Note: Completion Certificates shall be submitted along with the reference.

**7F. DESCRIPTION OF THE METHODOLOGY AND WORK PLAN FOR
PERFORMING THE ASSIGNMENT (WITH DETAILED WORK
SCHEDULE)**

4G. TEAM COMPOSITION AND TASK ASSIGNMENTS

1. Technical/ Managerial Staff

S. No	Name	Position	Task
1			
2			
3			
4			
5			

2. Support Staff

S. No	Name	Position	Task
1			
2			
3			
4			
5			

7H. FORMAT OF CURRICULUM VITAE (CV) FOR PROPOSED PROFESSIONAL STAFF

Photo of the Expert	1. Name			
	2. Position			
	3. Date of Birth			
	4. Education			
5. Employment Record	From	To	Company	Position Held
6. Total Years of Experience				
7. Years of Experience Relevant to the proposed role				
8. Brief Profile				
9. Languages				
10. Work Undertaken that Best Illustrates Capability to Handle the Task Assigned				
Name of assignment of project: Year: From: To: Location: Client: Main project features: Positions held: Activities performed:				

7I. FINANCIAL PROPOSAL SUBMISSION FORM

[Location, Date]

From: (Name of Firm)

To: (Address of TIDCO)

Sir:

Subject: Appointment of Consultant for preparation Detailed Project Report for setting up Defence Industrial Park at Varapatti, Coimbatore - submission of Financial proposal

We, the undersigned offer to provide the consulting services for the above in accordance with your Request for proposal dated **xxxxx** and our proposal (technical and financial proposal) dated **xxxxx**. Our attached financial proposal is for the sum of **Rs. (Figure) (Rupees. In Words only/-)**. This amount includes all expenses excluding GST.

Our financial proposal is binding upon us up to expiring of validity period of the proposal, **i.e. date xxx.**

We undertake that, in competing for and if the award is made to us, in executing the above contract, we will strictly observe the laws against fraud and corruption in force in India namely "Prevention of Corruption Act 1988".

We understand that you are not bound to accept any proposal you receive.

Lump sum fee for providing services including out of pocket expenses and all other expenses, taxes complete but excluding GST in Rs.	Value of GST applicable in Rs

Yours sincerely,

Authorized Signature:

Name and Title of Signatory:

Name of the Firm:

Address

