

Response to Bidders' Queries

Sr. No.	Page No.	Clause No.	RFP Reference	Query/ Suggestion	Response to Query
1.	5	1. Introduction -Point no. 3	The empanelment will be valid for a period of three years.	Given the scale of the project, the 3 years' time will be too short given the quantum of work. Can we suggest the empanelment for 5 years with provision of further extension on mutual consent?	Conditions given in the RFQ cum RFP shall remain unchanged.
2.	10	Section- 2.3.4,	Minimum number of Successful Industrial Transactions: The participating transaction advisory firm must have successfully completed at-least 25 transactions for industrial assets/properties in Asia-pacific region in last 3 years. Relevant documents (such as completion certificates, agreements, invoice details etc.) proving such mandates must be submitted with the proposal.	We request you to relax this clause and Lower the minimum number of successful industrial transaction from 25 to 10.	Please refer Sr.no. 02 of Addendum no. 01.
3.	10	Section- 2.3.4,	Minimum number of Successful Industrial Transactions: The participating transaction advisory firm must have successfully completed at-least 25 transactions for industrial assets/properties in Asia-pacific region in last 3 years. Relevant documents (such as completion certificates, agreements, invoice details etc.) proving such mandates must be submitted with the proposal.	We request you to relax this clause and allow for the projects from last 7 years instead of last 3 years.	Conditions given in the RFQ cum RFP shall remain unchanged. Also Please refer Sr.no. 02 of Addendum no. 01.
4.	11	Section-	Number of mandated Clients: The participating	Request you to clarify if the	The firm must be mandated by

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		2.3.5,	transaction advisory firm must be exclusively mandated (for transaction related services) by at-least 20 reputed companies / conglomerates. The firms must submit certified copies of original executed agreements / award letters etc. proving such mandates.	mandated clients are exclusive companies / conglomerates or industrial parks or estates.	Companies or Conglomerates not limited to industrial transactions.
5.	18	Section-3.3.1,	On successful execution of agreement with potential clients/ end-user, DICDL will offer transaction fees of 0.5% of the lease premium or INR 1 crore (whichever is lower) (excluding taxes).	Request you to clarify if the transaction fees of 0.5% of lease premium or INR 1 Crore (whichever is lower) if <u>for the entire project</u> or for each / individual transaction that the consultants successfully closes with potential end user.	The transaction fee is for each individual transaction for the duration of the Empanelment. Also please refer Sr.no. 01 of Addendum no. 01.
6.	18	Section-3.3.1,	On successful execution of agreement with potential clients/ end-user, DICDL will offer transaction fees of 0.5% of the lease premium or INR 1 crore (whichever is lower) (excluding taxes).	Request you to look in to revising the transaction fees to 2% of lease premium or INR 1 Crore (whichever is lower)	Please refer Sr.no. 01 of Addendum no. 01.
7.	18	Section-3.3.1,	On successful execution of agreement with potential clients/ end-user, DICDL will offer transaction fees of 0.5% of the lease premium or INR 1 crore (whichever is lower) (excluding taxes).	We would request you to include the following payment schedule for payment of the transaction fee. 50% on signing of MOU, Non refundable	Conditions given in the RFQ cum RFP shall remain unchanged. Also please refer Sr.no. 01 of Addendum no. 01.

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				50% on payment of lease premium & signing of definitive sale/lease deed	
8.	15	Section-2.11.2 Point no. 3	The firm is free to deploy additional staff as per requirement	We request you to clarify if any additional staff or personnel from the consultant's team is required to work from the DICDL's office.	No. Conditions given in the RFQ cum RFP shall remain unchanged.
9.	15	Section-2.11.2 Point no. 4	The key staff proposed above should be available for presentations/ discussions/ meetings with the Clients / DICDL or DMICDC or any other related entities, in Delhi and Ahmedabad.	Will there be any reporting structure? i.e. Monthly, Fortnightly or weekly? Will DICDL bear the cost of travel and other out of pocket expenses?	Please refer Clause 3.1 of Section 3. Conditions given in the RFQ cum RFP shall remain unchanged.
10.	18	3.3.1	Transaction fees On successful execution of agreement with potential clients/ end-user, DICDL will offer transaction fees of 0.5% of the lease premium or INR 1 crore (whichever is lower) (excluding taxes).	The fees should be 2% on total sale value, instead of 0.5% on successful completion of the project.	Please refer Sr.no. 01 of Addendum no. 01.
11.	9	2.1.14	RFP Processing Fee	As advised, we would be make a DD of Rs 10,000 in name of "Dholera Industrial City Development Limited", payable at Gandhinagar. For submission	Yes the Demand Draft needs to be prepared in the name of: Dholera Industrial City Development Limited, Payable at Gandhinagar.

Empanelment of Consultants as Transaction Managers and Advisors for Land Allotment of Dholera Industrial City Development Limited (DICDL)
DICDL/DSIR/CNSL/MRKT- 05

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