

**Response to Queries**

**Name of the EOI:** Expression of Interest For Selection of an Event Management Agency (EMA) for Inauguration of India International Convention Centre ( IICC) Dwaraka, New Delhi

**Ref No:** P-37022/17/2023-IC

**Date of Pre-bid meeting:** 22nd August 2023

S.No	Existing clause of pre-qualification criteria	Suggestion Modification	DPIIT Response
1.	Earnest Money Deposit	In the light of directions issued by the Ministry of Finance Vide OM Nos- F.9/4/2020-PPD dated 12.11.2020, all the bidding agencies are exempt from submission of Earnest Money Deposit (EMD) for participation in the bidding process. And, as per the MSME guidelines EMD to be exempted. May we request if this point can be considered	No Change
2.	<b><u>Page no. 13, Point no. 1 Turnover</u></b> Average annual turnover in any of three Financial Years viz. FY 2017-18, FY 2018-19, FY 2019-20, FY 2020-21, FY 2021-22, FY 2022-23  i. More than 50Cr but less than or equals to 70 Cr: 5 Marks ii. More than 70Cr but less than or equals to 100 Cr: 10 Marks iii. More than 100 Cr: 15 Marks	We feel that the values are bit high and they should be as follows:  i. <b>More than 50Cr but less than or equals to 55 Cr: 5 Marks</b> ii. <b>More than 55Cr but less than or equals to 60 Cr: 10 Marks</b> iii. <b>More than 60 Cr: 15 Marks</b>  May we request if this can be considered accordingly.	Refer Corrigendum-3

3.	<p><b>Page no. 13, Point no. 3 Specific Experience</b> Experience of the agencies in successfully executing Hon'ble PM level events in last 6 years having value not less than 4 Cr as on 31st July 2023; 4 or more events: 20 marks (Proportionate marking shall be awarded in case of less number of events)</p>	<p>Sir, may we request you to allow <b>Hon'ble PM/VicePresident/President/CM events</b> in the last 6 years having the <b>value of 2Cr &amp; above</b> as on 31st July 2023; with the marking of <b>10 marks only instead of 20 marks</b></p>	Refer Corrigendum-3
4.	<p><b>Page no. 14, Point no. 4</b> Experience in executing the large-scale events having footfall not less than 4000 persons – 5 marks</p>	<p>Sir, we request you to rise the marking here by 10 marks and give 15 marks in total for the same in divided terms as follows: Up to 1 event – 5 marks More than 1 and up to 2 events – 10 marks More than 2 events – 15 marks</p>	Refer Corrigendum-3
5.	<p><b>Page no. 15, Point no. 5 Technical Presentation**</b> Understanding of Scope and requirements- 7 marks Approach and methodology- 7marks Demonstration/ walkthrough video of the event-20 marks Team Size and experience-6 mark</p>	<p>We feel that the definition for 20 marks should be Design language, innovative ideas Instead of demo video.</p>	Refer Corrigendum-3
6.	<p><b>BOQ</b></p>	<p>May we also request if the BOQ for this tender can be quantified to make it easier to understand.</p>	Bidders are advised to submit the tentative BOQ along with the EOI the BOQ shall be examined and based on the assessment

			ment the BOQ shall be incorporated in limited RFP
7.	<p><b>TURNOVER</b> : Average Annual Financial Turnover of the Company in any of the three financial years in last six financial years, i.e. FY 2017-18, FY 2018-19, FY 2019-20, FY 2020-21, FY 2021-22 FY 2022- 23 (as per the last published audited balance sheet), <b>should be at least 50.00 Cr (Fifty Crore).</b></p>	Should be at least 10-12 Cr (Ten to Twelve Crore)	No Change

8.	<p><b>SPECIALIZATIONS / EXPERIENCE:</b> The Agencies should have successfully completed at least:</p> <p>01 Similar Work of the value not less than Rs. 8 Cr. OR 02 Similar Works of the Value not less than Rs. 5 Cr each OR 03 Similar works of the value not less than Rs. 4 Cr. Each</p> <p>For Government of India / State Government / PSUs / Corporate having manpower strength more than 500 people as on 31st July 2023</p>	3 Purchase Orders of 2 Crore in past 5 Years to be submitted. Please note that these purchased orders can be from any single event form corporate / social vertical being done by agency; as their events are much- much more detailed as compare to Government Events.	No Change
9.	<p><b>EMPLOYEES ON PAYROLL :</b> Bidding Company should have on its payrolls a minimum of 50 professionals as on 31st of July 2023</p>	Should have on its payrolls a minimum of 25- 30 professionals as on 31st of July 2023	Refer corrigendum - 3

10.	<p><b>Page No. 11</b> Average Annual Financial Turnover of the Company in any of the three financial years in last six financial years, i.e. FY 2017-18, FY 2018-19 FY 2019-20, FY 2020-21, FY 2021- 22, FY 2022-23 (as per the last published audited balance sheets), should be at least Rs.50.00 Cr (Fifty Crore).</p>	<p><b>Suggested Modification:</b> Average Annual Financial Turnover of the Company in any of the three financial years in last six financial years, i.e. FY 2017-18, FY 2018- 19 FY 2019-20, FY 2020-21, FY 2021-22, FY 2022-23 (as per the last published audited balance sheets), should be at least Rs.10.00 Cr (Ten Crore). <b>Reason:</b> As per the CVC guidelines, Average Annual financial turnover during the last 5 years, ending 31st March of the previous financial year is considered, which should be at least 33% of the estimated tender cost.</p>	No Change
11.	<p><b>Page No .12</b> EMD of Rs.25 Lakhs (Twenty Five only) Bid processing Fees of INR 50000/- (Fifty Thousand)</p>	<p><b>Suggested Modification :</b>EMD of Rs.25 Lakhs (Twenty-Five only). However MSME's as defined in MSE Procurement Policy issued by Department of Micro, Small and Medium Enterprises (MSMES) or are registered with Central Purchase Organization or the concerned Ministry or Department or Startups as recognized by Department of Industrial Policy &amp; Promotion (DIPP) may be exempted from depositing EMD, subject to submission of necessary valid documents. <b>Reason:</b> As per Government of India guidelines, MSME's are exempted from paying EMD and Bid Processing Fees. We humbly request you to consider the same for MSME's.</p>	No Change
12.	<p><b>Page No. 13</b> Average Annual Turnover in any of three Financial Years viz. FY 2017-18, FY 2018-19 FY 2019-20, FY 2020-21, FY 2021-22, FY 2022-23</p>	<p><b>Suggested Modification:</b> Average Annual Turnover in any of three Financial Year s viz. FY 2017-18, FY 2018-19 FY 2019-20, FY 2020-21, FY 2021-22, FY 2022-23  i. More than 10 Cr but less than or equals to 15 Cr:</p>	Refer Corrigendum-3

	<ul style="list-style-type: none"> <li>i. More than 50 Cr but less than or equals to 70 Cr: 5 Marks</li> <li>ii. More than 70 Cr but less than or equals to 100 Cr: 10 Marks</li> <li>iii. More than 100 Cr: 15 Marks</li> </ul>	<ul style="list-style-type: none"> <li>ii. More than 15 Cr but less than or equals to 20 Cr: 10 Marks</li> <li>iii. More than 20 Cr: 15 Marks</li> </ul>	
13.	<p><b>Page No.12 Clause no (h, i)</b>  Earnest Money Deposit EMD of Rs. 25 Lakhs (Twentyfive only) Copy of Cheque/ Demand Draft/ NEFT transfer.</p> <p>Bid Processing Fees NonRefundable Bid processing Fees of INR 50000/- (Fifty Thousand) Copy of Cheque/ Demand Draft/ NEFT transfer:</p>	<p>There is no any payment detail mentioned in this tender document. Please conform the name of the payee on behalf of which the payment of tender fee &amp;EMD will be made.</p>	No Change

14.	<p><b>Page no 13 (S.N-1)</b>  Certificate from the chartered accountant. The turnover details must be provided as per the format given in this RFP at Annexure-10.</p>	Annexure_10 is missing, therefore please provide the Format for Annexure-10	Refer Corrigendum-3
15.	<p><b>Page no. 13 (S.N-2) Work Experience</b>  Experience of the agencies in successfully executing large events each of value more than INR 4 Cr.  For Government of India/State Govt/PSU/ Large Corporates having employee strength more than 500 in the last 6 years as on 31st July 2023;</p>	Please make us clear about the line "Large Corporate having employee strength more than 500 in the last 6 years as on 31st July 2023".	Large corporate having employee base is more than 500 as on 31 <sup>st</sup> July 2023
16.	<p><b>Page no14 (S.N-4)</b>  Experience in executing the large- scale events having footfall not less than 4000 persons</p>	How many events experience is required for this point?	Refer Corrigendum-3
17.	Technical bid & Presentation Submission.	Do we have to submit the softcopy (online) only or we have to submit the hard copy also for the same?	Soft copy but not in EOI stage

18.

**SECTION-5: TECHNICAL EVALUATION CRITERIA Turnover**

Average annual turnover in any of three Financial Years viz. FY 2017-18, FY 2018-19 FY 2019-20, FY 2020-21, FY 2021-22, FY 2022-23

(i) More than 50Cr but less than or equals to 70 Cr: 5 Marks

(ii) More than 70Cr but less than or equals to 100 Cr: 10 Marks

(iii) More than 100 Cr: 15 Marks

1. As we all know that the last 2 years were under COVID - 19 impact, so very less events could be conducted, Due to the restrictions imposed by the Authorities during FY 2020-21 and 2021-22).
2. The turnover sought is much higher as compared to the value of work to be done in present tender , this will discourage competition at large and conducive for only selective companies,
3. Turnover should either be 10 crore annual average or cumulative 40 crores maximum for last 3 years

Substantial 15 marks have been given to turn over, which should have been only qualifying criteria ideally, more marks may be allotted to previous similar works conducted

That the turnover is also not in line as per Govt. Finance rules to encourage maximum competitive bidding.

Some ready references of tenders are attached for your kind perusal for turnover qualification criteria , where Hon'ble PM visited and selection was done on QCBS

Refer Corrigendum-3

19.	Earnest Money Deposit & Bid Processing Fees	Please consider exemption of Tender Document Fee and EMD for MSME registered companies as per MSME, Govt. of India Norms to encourage competitive bids, tender document and emd fee should not be a deterrent to experienced bidders.	No Change
20.	EMD of Rs. 25 Lakhs (Twenty-Five only) EMD of non- successful bidders shall be refunded within 60 days	Request this to be part in the RFP stage of the shortlisted bidder. Also, if MSME exemption can be considered.	No Change
21.	Non-Refundable Bid processing Fees of INR 50000/- (Fifty Thousand) Bid processing fees shall not be refunded under any circumstances	Request this to be part in the RFP stage of the shortlisted bidder. Also, if MSME exemption can be considered.	No Change
22.		In alignment with the directives issued by the Ministry of Finance vide OM Nos- F.9/4/2020-PPD dated 12.11.2020, we understand that all bidding agencies are exempt from	No Change

	Earnest Money Deposit:	om submitting an Earnest Money Deposit (EMD) for participation in the bidding process. Additionally, in accordance with the MSME guidelines, we propose that EMD exemption be extended to the MSME registered agencies. We kindly request your consideration of this point.	
23.	Turnover Criteria (Page 13, Point 1):	<p>We have noticed that the current turnover values for assigning marks are relatively high. In the spirit of fostering broader participation, we suggest the following revised values for turnover-based marking:</p> <ul style="list-style-type: none"> <li>• More than 40Cr but less than or equal to 50 Cr: 5 Marks</li> <li>• More than 50Cr but less than or equal to 60 Cr: 10 Marks</li> <li>• More than 60 Cr: 15 Marks</li> </ul>	Refer Corrigendum-3
24.	Specific Experience (Page 13, Point 3):	We kindly request that events involving Hon'ble PM/Vice President/President/CM/ Private Limited Companies with a value of 2Cr & above in the last 6 years as of 31st July 2023, be considered for a marking of 10 marks instead of the current 20 marks. This adjustment would encourage wider participation.	Refer Corrigendum-3
25.	Experience in Large-Scale Events (Page 14, Point 4):	<p>We propose a modification in the marking scheme for experience in executing large-scale events. We recommend assigning 15 marks as follows:</p> <ul style="list-style-type: none"> <li>• Upto 1 event – 5 marks</li> <li>• More than 1 and upto 2 events – 10 marks</li> <li>• More than 2 events – 15 marks</li> </ul>	Refer Corrigendum-3

26.	Technical Presentation (Page 15, Point 5):	We believe that the criteria for the 20 marks designated for the technical presentation could be expanded to encompass "Design language" and "Innovative ideas" instead of a demonstration video.	Refer Corrigendum-3
27.	Bill of Quantity (BOQ):	Additionally, we request if the Bill of Quantity (BOQ) for this tender could be quantified, as it would contribute to enhanced clarity and understanding.	Bidders are advised to submit the tentative BOQ along with the EOI the BOQ shall be examined and based on the assessment the BOQ shall be incorporated in limited RFP
28.	EMD of Rs.25 Lakhs (Twenty Five only) EMD of non-successful bidders shall be refunded within 60 days	Can this be part of 2nd round – i.e. Technical Evaluation Criteria? This is because, You, have not shared the payment Terms, which apart from other things like Penalty Clauses needs to be taken into account for Risk Assessment before taking internal approval for issuance of Earnest Money	NO Change

29.	Non Refundable Bid processing Fees of INR 50000/- (Fifty Thousand) Bid processing fees shall not be refunded under any circumstances	Can this be part of 2nd round – i.e. Technical Evaluation Criteria?  This is because, You, have not shared the payment Terms, which apart from other things like Penalty Clauses needs to be taken into account for Risk Assessment before taking internal approval for issuance of Non Refundable Bid Processing Fees	No Change
30.	The agencies should have successfully completed at least; 01 similar work of the value not less than Rs 8 cr; or 02 similar works of the value not less than Rs 5 cr each or 3 similar works of the value not less than Rs 4 cr each for Government of India/State Governments/ PSUs/ corporates having manpower strength more than 500 people as on 31st July 2023	01 similar work of the value not less than Rs 7.5 cr; Or 3 similar works of the value not less than Rs 3 cr each should be considered.	No Change
31.	EMD of Rs. 25 Lakhs (Twenty-Five only) EMD of non-successful bidders shall be refunded within 60 days	EMD and Processing fee should be exempted for MSME registered agencies against the valid certification, as per Government norms.	No Change
32.	Turnover Average annual turnover in any of three Financial	Very less marks are given to the agencies with 50 cr Turnover. Quality of work should be given preference instead	No Change

	Years viz. FY 2017- 18, FY 2018-19 FY 2019-20, FY 2020-21, FY 2021-22, FY 2022-23 (i) More than 50Cr but less than or equals to 70 Cr: 5 Marks (ii) More than 70Cr but less than or equals to 100 Cr: 10 Marks (iii) More than 100 Cr: 15 Marks	d of Turnover. Post covid many agencies struggle to achieve the turnover targets. So we request you to consider the maximum marks to agencies having 50 cr turnover.	
33.	Work Experience Experience of the agencies in successfully executing large events each of value more than INR 4 Cr. For Government of India / State Govt. /PSU / Large Corporates having employee strength more than 500 in the last 6 years as on 31st July 2023; i) 4-5 events: 10 Marks ii) 6-7 events: 15 Marks iii) More than 7 events: 20 Marks	Work Experience Experience of the agencies in successfully executing large events each of value more than INR 3 Cr. For Government of India / State Govt. /PSU / Large Corporates having employee strength more than 500 in the last 6 years as on 31st July 2023; i) 3-4 events: 10 Marks ii) 4-5 events: 15 Marks iii) More than 7 events: 20 Marks Request you to restrict the maximum no of events to 05	Refer Corrigendum-3
34.	Specific Experience Experience of the agencies in successfully executing Hon'ble PM level events in last 6 years having value not less than 4 Cr as on 31st July 2023; 4 or more events: 20 marks (Proportionate marking shall be awarded in case of less number of events)	Specific Experience Experience of the agencies in successfully executing Hon'ble PM / President / Governor / CM level events in last 6 years having value not less than 3 Cr as on 31st July 2023; 4 or more events: 20 marks (Proportionate marking shall be awarded in case of less number of events)	Refer Corrigendum-3

