



GOVERNMENT OF TELANGANA

TELANGANA URBAN FINANCE & INFRASTRUCTURE DEVELOPMENT
CORPORATION LIMITED.
A C GUARDS, HYDERABAD - 500004

EXPRESSION OF INTEREST (EoI)

No: 419/Creation of New Company/TUFIDC/2015-16/ Dt. 10.08.2016

TUFIDC intends to incorporate a new company jointly with private partner(s) for rendering Urban Infrastructure Financial Services under the name "Telangana State Urban Infrastructure Financial Services Limited", (TSUIFSL) to facilitate fund flows/to pool credit inflows in to TSUIFSL and lend to Urban Local Bodies (ULBs) for implementing viable urban infrastructure development projects in ULBs of Telangana.

In this regard, it has been decided to appoint consultants for identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana. EoIs are invited from Eligible Consultants/Organisations.

The Request for Proposal (RFP) document along with Terms of Reference (ToR) is available on the websites: www.tufidc.cgg.gov.in & www.cdma.telangana.gov.in for any clarification please contact O/o. TUFIDC, Ph - 040-23435508/14. The closing date for submission of EoI is 17 /08 /2016 up to 4:00 PM.


Managing Director

REQUEST FOR PROPOSALS

for

Appointment of Consultants for identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana.

Telangana Urban Finance and Infrastructure Development Corporation Limited

Part - I

Information to Bidders

CONSULTANCY DOCUMENT
INVITATION FOR TENDER
REFERENCE:

Eol No:419
/TUFIDC/Creation of New
Company/2016-17/ Dt.10.08.2016

Issue of RFP Document up to
Time and Date for Pre Proposal
Conference

NA

Last Date and Time for receipt of sealed
RFP Documents

17.08.2016 up to 4:00PM

Time and Date of Opening of RFP
Document.

17.08.2016 up to 4:30PM

Cost of RFP Document

Rs. 2,000/- payable in favour of
Managing Director, TUFIDC.

TIME AND DATE OF OPENING OF
COVER TWO OF TENDERS:

Will be intimated to the Qualified
Consultants

ADDRESS FOR COMMUNICATION :

Managing Director, TUFIDC

COVER A TECHICAL PROPOSAL



Appointment of Consultants for identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana.

1. OBJECTIVE

TUFIDC intends to incorporate a new company jointly with private partner(s) for rendering Urban Infrastructure Financial Services under the name "Telangana State Urban Infrastructure Financial Services Limited", (TSUIFSL) to facilitate fund flows/to pool credit inflows in to TSUIFSL and lend to Urban Local Bodies (ULBs) for implementing viable urban infrastructure development projects in ULBs of Telangana.

In this regard, it has been decided to appoint consultants for identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana.

Request for proposal are invited from Consulting firms who have adequate experience as mentioned in RFP for the job of "identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana except GHMC.

The Consulting firm will be appointed based on procedure described in this document.

2. Eligibility Criteria

Sealed bids are invited from eligible bidders for submission of RFP containing Technical proposal and Financial proposal .

- (i) The Bidder should be in the area of consultancy for infrastructure for atleast 5 years.
- (ii) The Annual turnover of the bidder should be more than Rs.20.00 lakhs in any one financial year during the last five years i.e. from 01.4.2009 to 31.3.2014.
- (iii) Past experience in the similar job.

Your proposal in response could form the basis for future negotiations and ultimately you will be asked for taking up the job in ULBs of the state except GHMC.

The bidder has to enter in to a contract with TUFIDC for taking up the Job. The necessary consultation fee will be paid by TUFIDC as per payment schedule indicated in the ToR.

Please note that the cost of preparing the proposal and of negotiating the contract, including a visit to the towns and to the Client's offices are not reimbursable as a direct cost of the Assignment.

To enable you to submit a proposal, please find enclosed the terms of reference (ToR) for this Proposal. This includes the purpose and scope of the Proposal, the envisaged tasks, the expertise required along with inputs, the outcomes and deliverables and the reporting schedule, timings and payment terms.

II. PREPARATION OF PROPOSALS

Technical Proposal

1. Format for the technical proposal is in the TOR including the format for CV's which should be followed. The Bidders are expected to examine the documents in detail before submission of proposals.
2. A brief description of the firm's organizational setup and an outline of recent experience on assignments of a similar nature. For each assignment, the outline should indicate, inter alia, the profiles and names of the staff provided, duration of the assignment, and firm's involvement.
3. A brief description of the methodology and work plan for performing the assignment.
4. The list of the proposed staff team and specialization, the tasks that would be assigned to each staff member, and their timing. CVs of the proposed professional key staff duly signed, should be submitted. Key information should include number of years working for the firm entity, and level of responsibility held in various assignments during the last five (05) years.
5. Each key staff proposed shall be associated with only one consultant
6. It is desirable that the majority of the key professional staff proposed be permanent employees of the firm or have an extended and stable working relation with it.
7. Alternative professional staff shall not be proposed, and only one CV may be submitted for each position.
8. Consultants are requested to mention the number of Urban Local Bodies they propose to cover considering a timeline of 45 days and the manpower available with them.
9. The technical proposal shall not include any financial information.
10. Cost of RFP documents Rs.2,000/- in the form of DD in favour of Managing Director, TUFIDC shall be enclosed.
11. Bid security in the form of DD for Rs.30,000/- in name of Managing Director, TUFIDC shall be enclosed.

Financial Proposal –

1. The Consultants should submit their financial quote for consultancy fee in the form of amount per ULB. The lowest quote will be frozen and accepted. If necessary the other
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consultants will be offered to work at the lowest rates. The empanelled and the willing consultants will be offered to work in the ULBs which will be allotted District wise on lottery basis.

2. The financial proposal shall be submitted in the form-4A.

III SUBMISSION, RECEIPT AND EVALUATION OF PROPOSALS

1. Submission of Proposals:-

Proposals should be submitted in one original document. Proposals must be prepared in indelible ink and be signed by the authorized representative of the Consultants.

All technical proposals shall be placed in one envelope clearly marked "Technical Proposal,"

"identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana".

and addressed to:

The Managing Director, TUFIDC, 3rd & 4th Floor , TUFIDC & DTCP office Building , AC Guards, Hyderabad -500004.

Your completed technical and financial proposals must be delivered to this

Sl.No	Criterion	Score	
1	Specific Experience of consultant related to the present Assignment		
1. 1	Experience in Consultancy/Architect work for infrastructure works with Central/State Government/Local Government for minimum of 5 years	25	5 – 8 years- 12marks >8 years – 20 marks
1. 2	Experience in Consultancy/Architect work for Urban Local Bodies in 3 years	20	3-5 years- 6 marks >5 years – 10 marks
1. 3	Experience in Consultancy works with government involving market assessment.	20	3-5 years- 6 marks >5 years – 10 marks
1.4	Annual turnover in any one year (Should have minimum Rs. 20.00 lakhs. – Certified by Chartered Accountant)	15	> 20 lakhs <30 lakhs – 9 marks >30 lakhs <50 lakhs – 12 marks. >50 lakhs – 15 marks
1.5	Key Staff		
	Team Leader	10	Details given separately
	Other Staff	10	Details given separately

address on or before **4:00 PM on 17.08.2016.**

Technical and financial proposals shall be written in English including project/study reports. The Client reserves the right to modify and extend the deadline for the submission of proposals.

2. Bid Evaluation

The technical bids will be evaluated by prior to opening of any financial proposals. All the technical bids will be evaluated based on their experience. The TUFIDC shall carry out its evaluation applying the following evaluation criteria.

The bidders will be selected based on the technical score. The Minimum score required for qualifying for opening of financial proposal is 60%.

The following are the key professionals to be nominated for the study:

Position	No. of persons	Qualifications & skills	Experience
Team Leader (Planning or Engineering Expert) <i>10.0 Marks</i>	1	Masters or Bachelors Degree in Planning / any branch of civil engineering, Good knowledge of Preparation of infrastructure & investment plans	Managed infra projects for at least 05 years. >5 - <8 years – 05 marks >8 years – 10 marks
Dy. Team Leader (Engineering expert) <i>5.0 Marks</i>	1	Bachelors Degree in Engg./Tech and good knowledge of designing infrastructure	Managed infra projects for at least 05 years. >5 - <8 years – 03 marks >8 years – 05 marks
Planning Expert <i>5.0 Marks</i>	1	B.Arch/B.Tech(Civil)/B.Planning with Masters in Urban & Regional planning; Knowledge of working in ULBs	Managed similar projects for at least 05 years. >5 - <8 years – 03 marks >8 years – 05 marks

3. Bid Validity

The bidders are requested to hold their proposal valid for 90 days from the date of submission, during which time they shall maintain, without change, the personnel proposed for the assignment. The TUFIDC reserves the right to accept or reject any or all of the bids relating to the studies of the proposed towns. The decision of the Managing Director, TUFIDC in this regard shall be final and binding on all the bidders. No correspondence will be entertained in this regard. Furthermore, as quality is the principal selection criteria, the client does not bind itself in any way to select the firm offering the lowest prices.

4. Facilities to Be Provided By the Client

The client will provide the following services to the extent available to the consultant for the duration of the assignment:

Access to the available data including documents, reports, accounts and maps. Permissions to enter works and offices as appropriate and necessary to undertake the proposed study. The consultants shall discuss and highlight the requirements essential for the proposed study.

5. Facilities to Be Provided By the Consultant

The consultant shall include in the financial proposal for all items necessary to complete the work and outputs as defined in the ToR. Any other relevant item with the consent of the client in a manner satisfactory to the client for completion of the study.

V. Empanelment of Consultant.

The Consultant who have been technically qualified will be empanelled for “identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing ‘Feasibility Report’ comprising brief project profiles across the ULBs of Telangana except GHMC”.

The empanelled consultants will be offered to work at the lowest rate quoted and frozen by TUFIDC. District wise ULBs will be allotted to the empanelled and willing consultants through lottery.

VI. CONFIDENTIALITY

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 successful Firm has been notified that it has been awarded the contract.

APPENDIX A

3. TECHNICAL PROPOSAL – STANDARD FORMS

- 3A. Technical Proposal submission form.
 - 3B. Firm's references.
 - 3C. Team composition and task assignments.
 - 3D. Format of Curriculum Vitae of proposed professional staff.
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3A. TECHNICAL PROPOSAL SUBMISSION FORM

[Location, Date]

FROM: (Name of Firm)

To: (Name and Address of Employer)

Ladies/Gentlemen:

Subject: Hiring of Consultancy Service for _____

_____ Technical Proposal.

We, the undersigned, offer to provide the consulting services for the above in accordance with your request for Proposal dated [Date], and our Proposal. We are hereby submitting our Proposal which includes this Technical Proposal, and a Financial Proposal sealed under a separate envelope.

If negotiations are held during the period of validity of the Proposal, i.e., before [Date] we undertake to negotiate on the basis of the proposed staff. Our proposal is binding upon us and subject to the modifications resulting from contract negotiations.

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:
Address:

3B. FIRM'S REFERENCES

Relevant Services Carried Out in the Last Five Years

That Best Illustrate Qualifications

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 Employer:		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:		

Firm's Name: _____

3C. TEAM COMPOSITION AND TASK ASSIGNMENTS

1. Technical / Managerial Staff

S.No.	Position	Name	Task
1.	Team Leader (Planning or Engineering Expert)		
2.	Dy. Team Leader (Engineering expert)		
3.	Planning Expert		

**3D. FORMAT OF CURRICULUM VITAE (CV) FOR
PROPOSED PROFESSIONAL STAFF (Technical Staff)**

Proposed Position:

Name of Firm:

Name of Staff:

Profession:

Date of Birth:

Years with Firm/Entity: _____ Nationality:

Membership in Professional Societies:

Detailed Tasks Assigned:

Key Qualifications:

[Give an outline of staff member's experience and training most pertinent to tasks on assignment. Describe degree of responsibility held by staff member on relevant previous assignments and give dates and locations. Use about half a page.]

Education:

[Summarize college/university and other specialized education of staff member, giving names of schools, dates attended, and degrees obtained. Use about one quarter of a page.]

Employment Record:

[Starting with present position, list in reverse order every employment held. List all positions held by staff member since graduation, giving dates, names of employing organizations, titles of positions held, and locations of assignments. For experience in last ten years, also give types of activities performed and Employer references, where appropriate. Use about three-quarters of a page.]

Languages:

[For each language indicate proficiency: excellent, good, or poor; in speaking, reading and writing]

Certification:

I, the undersigned, certify that to the best of my knowledge and belief, these data correctly describe me, my qualifications, and my experience.

_____ Date:

*[Signature of staff member and authorized representative of the Firm]
Day/Month/Year*

Full name of staff member:

Full name of authorized representatives:

Note: CV of each individual should be signed in original by the respective staff member along with the date and endorsed by the authorized representative of the lead firm.

Terms of Reference

I. Introduction

TUFIDC intends to incorporate a new company jointly with private partner(s) for rendering Urban Infrastructure Financial Services under the name "Telangana State Urban Infrastructure Financial Services Limited", (TSUIFSL) to facilitate fund flows/to pool credit inflows in to TSUIFSL and lend to Urban Local Bodies (ULBs) for implementing viable urban infrastructure development projects in ULBs of Telangana.

In this regard, it has been decided to appoint consultants for identifying revenue generating developmental projects across the Urban Local Bodies in Telangana, conducting basic feasibility analysis and preparing 'Feasibility Report' comprising brief project profiles in all ULBs of Telangana.

The indicative projects include but not limited to parking spaces, parks, commercial complex, Shopping complexes, Function halls, Auditorium / Exhibition center, Play grounds/Stadiums, Bus stands, Crematorium, Vegetable markets, Meat/fish markets, Slaughter houses, Cold storage units, Warehouses, Recreation hubs (Tank bund, Boating, etc.).

- The consultants are expected to exhibit their innovative skills by identifying the projects which is beneficial to the general public as well as financially sustainable.
- The consultants also explore the opinions provided by the ULB and also opinion of the using community and the available committees if any.

II. Project Scope

The scope of the project broadly indicated as below:

- **Identification of Projects:** Identify the revenue generating projects for financial assessment through discussions with potential stakeholders (concerned ULB officials including Commissioner, Municipal Engineer, Town Planning Officer, Chairperson, MLA etc.) in respective ULB and prepare a list of potential projects for development.
 - **Basic feasibility Analysis considering approximate cost of project:** Conduct basic feasibility analysis of the identified projects considering the approximate cost of project, land and utilities availability.
 - **Demand Assessment:** Conduct market demand assessment for the projects through focus group discussions with selected government departments, potential stakeholders and common public and estimate the revenue generating capabilities of the projects.
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- **Project Prioritization:** Prioritization of projects based on demand assessment, viability and revenue visibility.
- **Preparation of brief project profiles covering the following aspects:**
 - Brief project concept covering rationale and intended impact
 - Duration of construction
 - Revenue likely to be generated
 - Project IRR and Payback period
- **Preparation of consolidated report on ULB wise investment potential and brief TEV assessment reports.**

The ULB will provide site plan of the existing/ new projects of similar nature.

Projects shall meet the requirements as per the demand of the using community.

The consultant need to follow all the guidelines and stipulations fixed by governing authorities/ agencies like CPHEEO/ IRC/ MoRTH / ITPI / NBO /MoHUPA/ MoUD/ MoEF/ MoFPI/ State, Central PCB etc.

Time duration

The task is to be completed in all respect including submission of final report within a period of 45 days from the issue of the work order by TUFIDC.

Deliverable	Target time
Interim Report	At the end of the 25 days
Draft Report	At the end of 35 days
Final Report for identified projects	At the end of the 45 days

Payment schedule

Component A: Updation of base map and utility map for the ULB

Submission/Acceptance of	Payment as% total
Submission of interim report	10%
Submission/Acceptance of Draft Report	30%
Submission/Acceptance of Final Report for identified projects	60%

COVER B FINANCIAL PROPOSAL



APPENDIX B

4. FINANCIAL PROPOSAL – STANDARD FORMS

- 4A. Financial Proposal submission form.



4A. FINANCIAL PROPOSAL SUBMISSION FORM

[Location, Date]

FROM: (Name of Firm)

To: (Name and Address of Employer)

Ladies/Gentlemen:

Subject: Hiring of Consultants' Services for _____
_____ Financial Proposal.

We, the undersigned, offer to provide the consulting services for the above in accordance with your Request for Proposal date [*Date*], and out (technical and Financial Proposals). We submit our financial proposal in the format attached:

Our financial proposal shall be binding upon us subject to the modifications resulting from contract negotiations, up to expiration of the validity period of the proposal, i.e., [*Date*].

SI INo	Description	Rate in figures in rupees * (per ULB)	Rate in words
1	Preparation of Feasibility Report for -- ULBs	---	

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 you are not bound to accept any Proposal you receive.
We remain,

Yours sincerely,

Authorized Signature:
Name and Title of
Signatory:
Name of the Firm:

Address:
