

**REPLIES TO QUERIES OF KPMG Advisory Services Private Limited**

Sr.	RFP Page no	RFP Clause no	Clause Details	Query / Suggestion/ Clarification sought	Replies
1	4	Serial No. 9 of Notice inviting tender details	<p>a. Transaction fee &amp; corpus fund</p> <p>b. All the bidders/suppliers will pay the transaction fee Rs.2,000/- including GST @ 18% in favour of TSTS.</p>	a. Is the transaction fee & corpus still need to be paid since the mode of submission is hard copy format? If they are to be paid, please clarify on the mode of payment.	Transaction fee is the fee to be paid to eprocurement platform for enabling the bidder to bid for the tender floated and Corpus fund is the fund to be paid only by the succesful bidder after the acceptance of LOA Transaction fee is paid in the online mode as prescribed in the etendering website and Corpus fund also has to be paid to the etendering authorities directly
2	5	Serial No. 21 of Notice inviting tender details	Eligibility criteria	Point no 4 refers to serial no. 9 which is regarding payment of transaction fee, Please clarify if this is the EMD or transaction fee	This is a mistype and Serial No. 21 4th point will be modified as under EMD should be furnished as per Sl.No.11 of Notice inviting tender details
3	10	3.1. (ii). Financial Criteria	The Bidder should have achieved a minimum annual financial turnover of 20 Crore during any one year of the last three financial years i.e., 2015-16, 2016-17 and 2017-18.	Audited financial reports of FY 2017-18 are still under audit, seeking clarification if the financial criteria be fulfilled by submitting details for FY 2014-15 to FY 2016-17.	Proof of Turnover & Networth for the FY 2014-15 to FY 2016-17 should be submitted and Certified copies of audited Balance sheets with Profit & Loss account statement for last 5 years (FY 2012-13 to FY 2016-17) must be enclosed along with the bid
4	35	Annexure II 1> Turnover of the bidder	Turnover details & net-worth details for 2017-18	Since the results for the year 2017-18 are still under audit, we shall be submitting the certificate from	

		2> Net worth		2014-15 to 2016-17. Please suggest if the bidder can submit FY 2016-17 certificate.					
5	38	Annexure III	Bidder's Authorization Certificate	Third line in the format asks for bid reference no but has specified bidder name and date in the brackets, clarification on the statement required.	The lines shall be replaced as follows<Bidder's Employee Name> _____, <Designation> _____ is hereby authorized to sign relevant documents on behalf of the company/ firm <Bidder Name> _____ in dealing with Bid of reference < Bid reference No & Date of tender floated> _____.				
6	49	5.1.a	Payment Clause: On submission of monthly invoice	Will the payments be linked to the deliverables, if yes how will the certification work for monthly payments if any initiative extends for more than a month?	The bidder is expected to perform the tasks assigned with in the said timelines set by the client				
			with certification of work						
7	11	3.7	Educational Qualification of the key staff professional	Candidates with two year fulltime program from reputed Management Institutes with relevant experience should be allowed	<p>The clause will be amended as follows</p> <table border="1"> <thead> <tr> <th>Sl. No</th> <th>Team Composition</th> <th>Number of persons</th> <th>Minimum Required Qualifications</th> </tr> </thead> </table>	Sl. No	Team Composition	Number of persons	Minimum Required Qualifications
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						1	Senior Resource	Minimum of one number is required	Graduated in Electrical Engineering (or equivalent) with minimum 9 years of relevant experience in regulatory and analytical support in power distribution business, should have excellent project management and interpersonal skills sound experience as team leader in project management of a sizeable team composing national experts plus financial management experience However, additional qualifications such as PGDM/MBA/MTech will fetch additional score in technical evaluation of credentials of team
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						2	Junior Resource	Minimum of four numbers is required	Graduated in Electrical Engineering (or equivalent with minimum 3 years of relevant experience in regulatory and analytical support in power distribution business. However, additional qualifications such as PGDM/MBA/MTech will fetch additional score in technical evaluation of credentials of team
8	6	23	Bid shall be submitted online	Point-3 says that documents are to be sent to CGM/IPC&RAC before due date. But on the sub-heading of this section, it is mentioned that the Bid shall be submitted online. Please clearly mention that submission of hard copy is mandatory.	Both the receipt of the hardcopy and submission of the bids online before the due date is mandatory and the bids received after the bid submission due date are liable to be rejected and returned to the bidder				
9	17	16.4	Inner & outer envelope	Please clarify on Bid Enquiry No. to be super scripted on Sealed Cover.	Yes, it is mandatory to have Bid Enquiry number on each of the two inner envelopes and also on the outer envelope				

10	49	5.1	Payment Clause	Is the payment of Invoice going to be linked to deliverables submitted within the deadlines set by TSSPDCL Also is the payment going to be linked to quality of the deliverables	The successful bidder is expected to deliver the services sought within the timeline
11	26	34	Right to vary number of resources	If the bidder engages additional resources apart from those mentioned in the contract will TSSPDCL compensate for additional resource?	No such additional payment will be made by TSDSICOMs in due course of contract. The bidders are advised to quote the number of resources after keeping in view the present scope of work specified by the client
12	7	1	Scope of Work	Request to elaborate more on the scope of work and activities involved with specific timelines differentiating between on-going support and delivery based support	Not accepted and the scope of work as specified in the RFP holds good and elaborate enough
13	General Point		Inclusion of Partner and Director Time	We request you to include 10% of partner and director time in the proposed retainership engagement. This will enable in inclusion and implementation of new/ innovative ideas in the engagement.	Not accepted and the details of the RFP documents holds good