

Government of India
Ministry of Tourism
(Swadesh Darshan Division)

Transport Bhawan,
1, Sansad Marg,
New Delhi

File no SD-8/7/2019

Dated 29.04.2021

Subject:- Minutes of the pre-bid meeting held on 22.04.2021 in respect of RFP dated 08.04.2021 for ‘Selection of Consultant for setting up of National Programme Management Unit (NPMU) under Swadesh Darshan Scheme.’

A pre-bid meeting was held through VC under the chairmanship of Joint Secretary (Tourism) on 22.04.2021 in respect of RFP no SD-8/7/2019 dated 08.04.2021 for ‘**Selection of Consultant for setting up of National Programme Management Unit (NPMU) under Swadesh Darshan Scheme**’. The Deputy Secretary (SD), Asstt. DG (SD) and Asstt. Director (SD) also attended the meeting. The following agencies had sent their pre-bid queries to the Ministry of Tourism:-

- (i) M/s Auctus Advisors
- (ii) M/s Deloitte Touche Tohmatsu India LLP
- (iii) M/s Egis India Consulting Engineers Pvt. Ltd.
- (iv) Ernst & Young LLP
- (v) Fichtner Consulting Engineers (India) Pvt. Ltd.
- (vi) Fortress Infracon Limited
- (vii) Grant Thornton LLP
- (viii) Infrastructure Development Corporation (Karnataka) Ltd.
- (ix) KPMG Advisory Services Pvt. Ltd.
- (x) PricewaterhouseCoopers Pvt. Ltd.
- (xi) SMEC India
- (xii) TLGS Consulting Group
- (xiii) Total Synergy Consulting
- (xiv) CBRE South Asia Pvt. Ltd.

2. The agencies raised multiple queries during the meeting. It was informed that the Ministry of Tourism is examining the queries and will upload its remarks/comments in this respect along with the corrigendum, if any; on the portals mentioned in the RFP. The agencies were advised to keep on checking the official

website of the Ministry of Tourism (www.tourism.gov.in) and e-procure (CPPP) portal for the details.

3. The meeting ended with vote of thanks to the chair.

**Government of India
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File no. SD-8/7/2019

Dated 29.04.2021

Corrigendum

Subject:- Corrigendum in respect of RFP no. SD-8/7/2019 dated 08.04.2021 for 'Selection of Consultant for setting up of National Programme Management Unit (NPMU) under Swadesh Darshan Scheme'.

Reference is invited to the RFP no. SD-8/7/2019 dated 08.04.2021 floated by the Ministry of Tourism for 'Selection of Consultant for setting up of National Programme Management Unit (NPMU) under Swadesh Darshan Scheme'.

The amendments / alterations made in respect of the above mentioned RFP is enclosed.

(Rajesh Kumar Sahu)
Deputy Secretary

Encl.:- As above

Amendments / alterations made in respect of the RFP no. SD-8/7/2019 dated 08.04.2021 regarding 'Selection of Consultant for setting up of National Programme Management Unit (NPMU) under Swadesh Darshan Scheme'

RFP Section / Sub-section	Content of the RFP	Amendment / alteration
4.4.2 of Vol. II and other related references in the RFP	The Authority will not consider substitution of Key Personnel except for reasons of any incapacity or due to health. Such substitution shall ordinarily be limited to one Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. As a condition to such substitution, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the remuneration specified for the original Key Personnel. Any further substitution may lead to termination of the Agreement.	The Authority will not consider substitution of Key Personnel except for reasons of any incapacity, health issues, death or resignation by the key personnel, which is beyond the control of the consultant. Substitution of any key personal proposed by the consultant beyond the reasons mentioned above will be considered in rare case and the same shall be subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. As a condition to substitution, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments (every month) due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the remuneration specified for the original Key Personnel. Any further substitution may lead to termination of the Agreement. (Deduction from the payment which is due to the consultant, will not be done if the replacement is for the reasons related to incapacity, health issues, death or resignation by the key personnel and which his beyond the control of the consultant)
2.3.2 (D) (i) Minimum one year on payroll	All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium	The Team Leader cum Programme Management Expert, PPP/ Finance Expert and the 2

of the Bidder and other related references	partner for a period of minimum 1 year on the date of PDD.	Senior Advisors (Project Advisor-Strategy & Program Management and Project Advisor – Spatial Design & Planning) shall have worked with the company for a minimum period of one year on the date of PDD.
Page 13 of Vol. 1, 2.3.2 (Certificate regarding total revenue from consultancy assignment)	The Bidder shall enclose with its Proposal, certificate(s) from its Statutory Auditors\$ stating its total revenues from consultancy assignments during each of the past three financial years and the fee received in respect of each of the Eligible Assignments specified in the Proposal. In the event that the Bidder does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the annual accounts of the Bidder.	The Bidder shall enclose with its Proposal, certificate(s) from its Statutory Auditors\$ stating its total revenues from consultancy assignments during each of the past three financial years and the fee received in respect of each of the Eligible Assignments specified in the Proposal. In the event that the Bidder does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the annual accounts of the Bidder.
Page 8 of Vol. 1 Clause 1.7.1 Currency conversion rate and Form 5 of Appendix I	For the purposes of technical evaluation of Bidders, Rupees 75 (seventy-five) per US\$ shall be considered as the applicable currency conversion rate	For all conversions, the bidders may use the MEA foreign exchange rate for the month of April, 2021 (1 USD = Rs. 73.25)

For other details, comments/ remarks (reply to the pre-bid queries) of the Ministry of Tourism may be referred to.

Government of India
Ministry of Tourism
(Swadesh Darshan Division)

Transport Bhawan,
1, Sansad Marg,
New Delhi

File no. SD-8/7/2019

Dated 29.04.2021

The Ministry of Tourism has floated an RFP no. SD-8/7/2019 dated 8th April, 2021 for 'Selection of Consultant for setting up of National Programme Management Unit (NPMU)' under Swadesh Darshan Scheme. The remarks / comments of the Ministry of Tourism in this respect is detailed as under:-

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
1.	12	2.3.2 (B)	Financial Capacity	The Bidder shall have minimum average annual revenue of Rs. 250 crores (Rupees Two Hundred Fifty crores only) from consultancy assignments during each of the last three financial years (i.e. 2016-17, 2017-18, 2018-19) preceding the PDD. In case of consortium, this condition shall be	Kindly reduce the minimum average annual revenue to Rs. 25 crores (Rupees Twenty Five crores only) from consultancy assignments in the last three financial years. Keeping such a high requirement of annual revenue unfairly favours large MNC firms and disincentivizes home grown, competent consulting firms, which we are sure is not the intent of the authority.	No Change in the RFP No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				applicable to the lead member. For the avoidance of doubt, professional fees hereunder refer to fees received by the bidder for providing advisory or consultancy services to its clients.		
2.	12	2.3.2(D)	Minimum Qualification and Experience of Key Personnel	Tourism Development Expert - Masters in Tourism / Hospitality Management with minimum 10 years' experience	<p>A Masters degree in Tourism / Hospitality Management is not a highly pursued educational qualification in India and so there are not many professionals with these degrees. As a result there are many experienced tourism professionals with a general management degree in India who have the competency to take up this role.</p> <p>Hence, we would request the Authority to consider the following criteria for education and work experience:</p> <p>“Masters in Management or Masters in Tourism / Hospitality Management with</p>	No Change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					minimum 10 years' experience in the tourism sector"	
3.	28	3.1.2	Relevant Experience as per Clause 3.1.4(a)	<p>Experience of undertaking projects in India pertaining to Project Management Units (PMU) related assignments of long-term nature in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (This experience of lead Bidder only will be considered in the case of consortium)</p> <p>Each eligible project of minimum duration of 12 months and minimum consultancy fee of at least INR 3.00 Cr is eligible for marking.</p> <p><i>(3 marks for the eligible projects having</i></p>	We request the authority to consider projects with Public Private Partnership (PPP) Special Purpose Vehicles (SPVs) having significant government shareholding (at least 26%) as the govt wield significant control over these entities as well. Such PPP experience is also very relevant from the point of view of the scope of your project.	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				<i>consultancy fee of Rs. 5 Cr. or more, 2 marks for the projects having consultancy fee of Rs. 4 Cr. but less than 5 Cr. and 1 mark for the project having consultancy fee of 3 Cr. or more but less than 4 Cr; Up to a maximum of 5 eligible projects: Total maximum marks 15)</i>		
4	28	3.1.2	Relevant Experience as per Clause 3.1.4(c)	<p>Experiences in providing Advisory Services for Master Planning or Development Plans or Strategy for developing tourism/ urban infrastructure. (The experience of any consortium members may be submitted in case of consortium).</p> <p>Each eligible project should have consultancy fees value of at least INR 1 Cr</p>	Do	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				<p><i>(2 marks for the projects having consultancy fee of Rs. 2 Cr. or more; 1 mark for the project having consultancy fee of 1 Cr or more but less than 2 Cr;</i></p> <p><i>Up to a maximum of 5 eligible projects: Total maximum marks 10)</i></p>		
5	30	Point 1 in table	Evaluation Criteria for Team leader	<p>Specific Experience as Team Lead in managing Program Management Units (PMUs) / interdisciplinary teams related to projects in tourism, hospitality industry, urban development, infrastructure development for Government Organizations</p> <p>Each project for evaluation shall be for a minimum consultancy fee of 2 Crore</p>	We feel having completed 2-3 eligible assignments gives firms as well as the key personnel enough technical expertise to satisfactorily complete this project. Any additional project does not materially add to the competency of the resource person.	No change in the RFP

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				(1 mark for each project, upto a maximum of 6 projects; maximum 6 marks)		
6	30 onwards	3.1.6	Evaluation Criteria for Team Leader cum Project Management Expert, Tourism Destination Planner, PPP/Finance Expert / Project Advisor (Strategy and Programme Management), Project Advisor (Spatial Design and Planning)	As per the RFP	Revised Marking scheme suggested	No change in the RFP
7	44	1.12 (3)	All the key personnel to be deployed in this office	The Consultant shall have/establish an office in Delhi/NCR, for efficient and coordinated performance of its Services. All the Key Personnel shall be deployed at this office	Request the authority not to mandate all consultants to be located at the Delhi Office and permit the consultants to work from their respective base locations. However, they may travel for meetings as required.	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				during the period of the assignment. The authorized officials of the Authority may visit the Consultant's Project Office or field locations any time during office hours for inspection and interaction with the Consultant's Personnel. It is not expected of the Consultant to carry out the operations from the Head/Home Office		
8.	12	2.3.2 (D)	Minimum one year on payroll of the bidder	All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium partner for a period of minimum 1 year on the date of PDD.	The requirement of minimum one year on pay-roll of the bidder/ consortium is restrictive given the wide nature of skills required. We possess significant experience in the similar projects and have senior experts associated with us on various contractual arrangements over long term. We thereby request you to kindly relax this condition so as to put together a best team for this strategic engagement.	The Team Leader cum Programme Management Expert, PPP/ Finance Expert and the 2 Senior Advisors shall have worked with the company for a minimum period of one year on the date of PDD. Subsequent alterations, if any, deemed to be amended accordingly.
9.	12	2.3.2 (D) (ii)	Minimum Qualification and	Team Leader Cum Programme	We request to consider Master in Planning as eligible	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
			Experience of Key Personnel	Management Expert – Master’s degree in Management (MBA/PGDBM) with minimum 15 year’s experience	qualification for the Team leader cum Program Management Expert Position	
10.	12	2.3.2 (D) (ii)	Minimum Qualification and Experience of Key Personnel	Team Leader cum Program Management Expert Master’s degree in Management (MBA/ PGDBM) with minimum 15 years’ experience	We kindly request you to consider Master in Planning as eligible qualification for the Team leader cum Program Management Expert Position.	No change in the RFP
11.	12	2.3.2 (D) (ii)	Minimum Qualification and Experience of Key Personnel	Tourism Development Expert Masters in Tourism / Hospitality Management with minimum 10 years’ experience	We request you to consider Master in Planning, MBA and PGDM as eligible qualification for the Team leader cum Tourism Development Expert Position.	No change in the RFP
12.	13	2.3.3	Certificate regarding total revenue from consultancy assignment	The Bidder shall enclose with its Proposal, certificate(s) from its Statutory Auditors\$ stating its total revenues from consultancy assignments during each of the past three financial years and the fee received in respect of each of the Eligible Assignments specified in	We request you to consider a certificate issued by CA for proof of fee received in respect of each of the eligible assignments specified in the proposal. Kindly consider.	<p>Clause no. 2.3.3 will read as under:-</p> <p>Certificate regarding total revenue from consultancy assignment</p> <p>The Bidder shall enclose with its Proposal, certificate(s) from its Statutory Auditors\$ stating its total revenues</p>

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				the Proposal.		from consultancy assignments during each of the past three financial years. In the event that the Bidder does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the annual accounts of the Bidder.
13.	27	2.25.2 & 2.25.3	Appointment of Consultant	<p>The Authority may examine the CVs of all other Professional Personnel and those not found suitable shall be replaced by the Bidder to the satisfaction of the Authority.</p> <p>The Authority may examine the credentials of all Sub-Consultants/ Consortium Members proposed for this Consultancy and those not found suitable shall be replaced by the</p>	<p>We request you to please elaborate on the significance of the mentioned clauses 2.25.2 and 2.25.3, as the suitability of the CVs, assignments and credentials will be evaluated during the technical evaluation</p> <p>We request you to delete the clauses</p>	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				Selected Bidder to the satisfaction of the Authority.		
14	26	2.27	Submission of Performance Security	The selected bidder will submit a Performance Security for a sum of 3% of the total contract value in the form of Bank Guarantee (BG) as per the format	Considering the scope of the engagement, we request you to reduce the sum of performance Security to 2% of the total contract value	No change in the RFP
15	29-30	3.1.5	Completion Certificate	For on-going assignments minimum fee value as specified in Clause 3.1.4 a, b & c above should be received by the Bidder and certified by Statutory Auditor /Authorized Signatory shall be considered.	While we will be submitting the total revenue from consultancy assignments certified by Statutory Auditor, we request that at an assignment level, you accept certification by Chartered Accountants in lieu of Statutory Auditors. Kindly consider.	No change in the RFP
16	45	Section – 1	Terms of Reference (ToR)	Consultant's office to be in Delhi/ NCR The Consultant shall have/ establish an office in Delhi/NCR, for efficient and coordinated performance of its Services. All the Key Personnel shall be deployed at this office	We understand that project team can be based out of consultants Delhi based office. Full-time deployment of the team based out of Ministry of Tourism is not required. Kindly confirm	Full time deployment is expected as per the details mentioned in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				during the period of the assignment.		
17	11	Section 2., Clause 2.2	Consortium of firms	Bidder may form a Consortium of firms not exceeding two to bring in the required competencies for the assignment.	We request the client to consider JV/Consortium between min. 3 firms in order to mobilize technical capacities and best suitable resources for the project.	No change in the RFP
18	11-12, 28-29	Section 2; Clause 2.3	Consitions of Eligibility of the Bidders	As per the content of RFP	We understand that credentials of Parent / Subsidiary company would be allowed to meet the eligibility for Indian subsidiary of a Multinational/Foreign Firm having full fledged office in India without forming JV/Consortium with its Parent / Subsidiary Firm. Please confirm.	No change in the RFP. Applying entity should be an independent agency/company.
19	11	Section 2; Clause 2.3.1(A)	(A) Technical Capacity	The Bidder shall have, over the last 5 (five) years preceding the PDD, undertaken a minimum of 1 (one) eligible assignments in each of specified in clause 3.1.4 (a), (b) and (c)	In order to establish the creditability of the bidder and allow wider participation; we request the bidders experience of the past 10 years for technical evaluation under clause 3.1.4 (a), (b) and (c).	No change in the RFP
20	12	Section 2, Clause	Financial Capacity	As per the RFP	Requesting the client to consider the bidders turnover	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
		2.3.1(B)			of min 150 Cr INR for establishing the Financial capacity of the bidder	
21	12	Section 2, Clause 2.3.1(D)	Conditions of Eligibility for Key Personnel	All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium partner for a period of minimum 1 year on the date of PDD.	We request the client only full time employee for key Positions since freelance Key Professionals are generally working with firms either as a consultant or provide consent to work for entire project duration in Tourism & Hospitality Sectors in India. This can also allow the bidder to field highly competent candidate for the assignment. Requesting the client to please consider. t under the Swadesh Darshan Scheme of Ministry of Tourism” 1 of 4 request the client to consider JV/Consortium between min 3 firms in order to mobilise technical capacities and best suitable resources for the project.. We understand that credentials of Parent / Subsidiary company would be allowed to meet the eligibility for Indian subsidiary of a Multinational/Foreign Firm	As per the change made at S.no. 8 above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					having fledged office in India without forming JV/consortium with its Parent/Subsidiary Firm. Please In order to establish the creditability of the bidder and allow wider participation; we request the bidders experience of the past 10 years for technical evaluation clause 3.1.4 (a), (b) and (c). Requesting the client to consider the bidders turnover of 150 Cr INR for establishing the Financial capacity the client to not restrict bidders to nominate	
22	20	Section 2, Clause 2.15.2(h)		the CVs have been recently signed and dated in blue ink by the respective Personnel and digitally countersigned by the Bidder. A copy of the CV signed by Key Personnel, duly digitally countersigned by the authorized signatory, shall be accepted. Unsigned CVs shall be rejected	Considering the lockdown impositions/ travel restrictions in several states; of India; we request the client to consider scanned signatures of the by the bidder. Original signatures to be submitted at the time of award of work. Requesting the client to please consider	Bid is to be submitted through CPPP portal. Accordingly, procedure may be followed. No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
23	28-29	Section 3; Clause 3.1.4	Evaluation Criteria for Relevant Experience of the Lead Bidder	<p>Experience of undertaking projects in India pertaining to Project Management Units (PMU) related assignments of long-term nature in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (This experience of lead Bidder only will be considered in the case of consortium)</p> <p>Each eligible project of minimum duration of 12 months and minimum consultancy fee of at least INR 3.00 Cr is eligible for marking</p>	Alternate clause suggested	No change in the RFP
24	34	Section 3, Clause 3.4	Combined and final evaluation	As per the RFP	80:20 ratio is suggested for selection	No change in the RFP
25	44	Schedule 1,	Terms of Reference (TOR), Clause 3	The Consultant shall have/ establish an office in Delhi/NCR, for efficient and coordinated	We understand that consultants having head office in Delhi / NCR would not require to set up a separate	All the key personnel shall be deployed at Delhi /NCR during the period of the project. No

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				performance of its Services. All the Key Personnel shall be deployed at this office during the period of the assignment. The authorized officials of the Authority may visit the Consultant's Project Office or field locations any time during office hours for inspection and interaction with the Consultant's Personnel. It is not expected of the Consultant to carry out the operations from the Head/Home Office.	office although they would be allowed to set up a dedicated work place in their existing building for the project, if awarded to minimize cost.	change in the RFP.
26	9 of vol. 2	Form of agreement	2.3	If the Consultant does not commence the Services within the period specified in Clause 2.2 above, the Authority may, by not less than 2 (two) weeks' notice to the Consultant, declare this Agreement to be null and void, and in the event of such a declaration, the	Under the prevailing conditions; we request the client to allow 21days time for the mobilization of expert and commencement of services.	Presently, no change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				performance security shall be forfeited and appropriated without prejudice to any other lawful action, which the Authority may take.		
27	17 of Vol. 2	3.4.4	Form of Agreement	This limitation of liability specified in Clause 3.4.3 shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to 3 (three) times the Agreement Value.	We believe that 3 times liability is prohibitively stringent as per our experience on similar assignments. We request amendment for this said condition. As per best Industry practice Liability should be capped within INR 1 Million (Rs.10 Lakh) only.	No change in the RFP
28	17 of vol. 2	Form of Agreement Clause 3.5	Insurance to be taken out by the Consultant	As per the RFP	As per best Industry practices, large consultancy organization generally take insurances for their overall contract obligations under an Umbrella policy. We understand that Client will accept the same subject to an endorsement provided by the Insurance C the Project, in case selected for	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					the award of contract, kindly confirm	
29	21	Form of Agreement,	clause 4.4.2	The Authority will not consider substitution of Key Personnel except for reasons of any incapacity or due to health. Such substitution shall ordinarily be limited to one Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. As a condition to such substitution, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the	We request you to waive the penalty against substitution of key personnel since in Long term contracts; substitution in unavoidable circumstances is generally accepted by client, provided equal or better qualified and experienced personnel shall be proposed as a replacement	The Authority will not consider substitution of Key Personnel except for reasons of any incapacity, health issues, death or resignation by the key personnel, which is beyond the control of the consultant. Substitution of any key personal proposed by the consultant beyond the reasons mentioned above will be considered in rare case and the same shall be subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority. As a condition to substitution, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments (every month)

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				remuneration specified for the original Key Personnel. Any further substitution may lead to termination of the Agreement.		due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the remuneration specified for the original Key Personnel. Any further substitution may lead to termination of the Agreement. (Deduction from the payment which is due to the consultant, will not be done if the replacement is for the reasons related to incapacity, health issues, death or resignation by the key personnel and which is beyond the control of the consultant)
30	12	2.3.2 (B)	Financial Capacity	The Bidderduring each of the last three financial years (i.e. 2016-17, 2017-18, 2018-19) preceding the PDD.	It is suggested to consider latest financial years i.e. FY 2017-18, 2018-19 and 2019-20.	No change in the RFP
31	22	2.17.		Each page of the submission shall be	It may not be necessary to digitally sign all pages of the	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				digitally signed by the Authorized Representative of the Bidder as per the terms of the RFP.	RFP. First, last and middle pages of the bid can be digitally signed. Request confirmation.	
32	30	3.1.6		Each project for evaluation shall be for a minimum consultancy fee of 2 Crore	The project fee assigned to each Expert as qualification criteria should be self-attested by the concerned expert only	No change in the RFP
33	44		Duration of the Assignment	The duration of the assignment will be two years until extended further as per the agreement, which may further be extended for a maximum period of two years as per the provisions of the Agreement	We request extension after the expiry of first 2 years shall be with an increment of at-least 10%.	No change in the RFP
34	75	Appendix - II; Note 2		In case of any requirement for fees to be calculated per day, the amount indicated in the column of monthly fee will be divided by 3 in case of advisors and by 30 in case of other experts	Generally, the average working days in a month is considered to be 20. We request that for any calculation purposes, for experts other than advisors, the per man-day cost should be worked out by dividing by 20	No change in the RFP
35	21 of Vol. 2	4.4	Substitution of Key Personnel	The Authority will not consider substitution of	We would like to inform that the said project is a long-term	As per the details mentioned in row 29

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub- section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				<p>Key Personnel except for reasons of any incapacity or due to health. Such substitution shall ordinarily be limited to one Key Personnel subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority.</p> <ul style="list-style-type: none"> • As a condition to such substitution, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the remuneration specified for the original Key Personnel. Any further substitution may lead to 	<p>2-year tenor project. With job market opening up very rapidly, it is difficult for firms to retain personnel and fulfil all their aspirations. We request you to kindly consider “resignation or exit from firm” as one of the valid reasons for substitution besides others. Penalty may be imposed only in case of substitution for reasons other than resignation and health.</p> <p>Suggested alternate Clause: The Authority will, generally, not consider substitution of Key Personnel except for reasons of resignation, any incapacity or due to ill-health. Substitution other than said reasons, shall ordinarily be limited to five Key Personnel in 24 months subject to equally or better qualified and experienced personnel being provided to the satisfaction of the Authority with an overlap of at-least 1 month. As a condition to such substitution</p>	

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				<p>termination of the Agreement.</p> <ul style="list-style-type: none"> • Substitution of the Team Leader will not normally be considered and may lead to termination of the Agreement. 	<p>beyond five Key Personnel, a sum equal to 20% (twenty per cent) of the remuneration specified for the original Key Personnel shall be deducted from the payments due to the Consultant. In the case of a second substitution hereunder, such deduction shall be 50% (fifty per cent) of the remuneration specified for the original Key Personnel. Any further substitution may lead to termination of the Agreement.</p> <p>Substitution of the Team Leader, other than reasons stated above, will not normally be considered and may lead to termination of the Agreement.</p>	
36	Page 23 of Vol. 2 and Annex. 5 of Vol. 2	6.2	Entitlement for and payments for official travel	Any Air-travel & accommodation for the consultant's personnel for site visit etc. will be with the approval of the Authority. The Air Travel/ daily allowance/ food charges and any other expenses would be as per the entitlement of	We would request the Ministry to clarify whether the cost associated with any air travel, accommodation, daily allowance, food charges, etc. shall be borne directly by the Ministry or it would be reimbursed to the Consultant by the Ministry on submission of invoices.	As per the rules of Government, the same shall be applicable.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				an Under-Secretary level officer of the Government of India.		
37	23 of vol. 2	6.4 (e)	Mode of billing and payment	Any amount which the Authority has paid or caused to be paid in excess of the amounts actually payable in accordance with the provisions of this Agreement shall be reimbursed by the Consultant to the Authority within 30 (thirty) days after receipt by the Consultant of notice thereof. Any delay by the Consultant in reimbursement by the due date shall attract simple interest @ 10% (ten per cent) per annum	To have parity in the agreement, we request that the delay in releasing payment to the Consultant beyond due date to attract simple interest @ 10% per annum.	No change in the RFP
38	24 of Vol. 2	7.2.2	Liquidated Damages for delay	In case of delay in completion of Services, liquidated damages not exceeding an amount equal to 1% (one per cent) of the Agreement Value per week, subject to a maximum of 10%	We would like to inform that the RFP does not define any specific timelines for any deliverables under the Terms of Reference. Further, in a long-term PMC arrangement, team shall be working on parallel deliverables. As a	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				(ten per cent) of the Agreement Value will be imposed and shall be recovered by appropriation from the Performance Security or otherwise. However, in case of delay due to reasons beyond the control of the Consultant, suitable extension of time shall be granted.	result, working out delay on any specific deliverable may be difficult. Further, penalty on deficiency in services has already been stipulated in clause 7.3	
38	25 of Vol. 2	7.3.2	Penalty for deficiency in Services	(b). Impose penalty to the extent of 10% of the quarterly fee in first instance and upto 20% in case of second instance and termination of the contract in case of persistence. The penalty shall be deducted from the payments due or from the performance guarantee given by the consultants...	The Performance Security is limited to 3% of the Contract value. Therefore, the liquidated damages, if required to be recovered from the value of the Performance Security, cannot exceed 3%. Suggested alternate clause: (b). Impose penalty to the extent of 10% of the quarterly fee in first instance and upto 20% in case of second instance and termination of the contract in case of persistence. The penalty shall be deducted from the payments due or from the performance guarantee given	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					by the consultants subject to a maximum of 3% (three per cent) of the Agreement Value.	
39	31 of Vol. 2	Annex. 5	Payment schedule	Individual invoices raised by the consultant will be examined by the authority usually on quarterly basis and after following the due Government procedures and approvals, payment shall be released.	We would like to inform that the personnel shall be full time employee of the firm and would be paid salary, etc. on monthly basis. Therefore, we request Ministry to consider processing the invoices on monthly basis	No change in the RFP
40	34	3.4.1	Criteria for evaluation	Proposals will finally be ranked according to their combined technical (Tb) and financial (Cb) scores as follows: $Bb = (0.7) * Tb + (0.3) * (Cmin / Cb * 100)$ Where, Bb = overall combined score of bidder under consideration (calculated up to two decimal points) Tb = Technical score of the bidder under consideration Cb = Financial bid value of the bidder under consideration Cmin = Lowest financial	We request you to kindly modify the Combined and Final Evaluation QCBS 80:20 instead of $Bb = (0.7) * Tb + (0.3) * (Cmin / Cb * 100)$	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				bid value among the financial proposals under consideration		
41	11	2.3.2	Technical Capacity	The Bidder shall have, over the last 5 (five) years preceding the PDD, undertaken a minimum of 1 (one) eligible assignments in each of specified in clause 3.1.4 (a), (b) and (c).	We request you to modify as below: The Bidder shall have, over the last 5 (five) 10 (Ten) years preceding the PDD, undertaken a minimum of 1 (one) eligible assignments in each of specified in clause 3.1.4 (a), (b) and (c). (The experience of any consortium members may be submitted in case of consortium).	No change in the RFP
42	12		2. INSTRUCTIONS TO BIDDERS	(B) Financial Capacity The Bidder shall have minimum average annual revenue of Rs. 250 crores (Rupees Two Hundred Fifty crores only) from consultancy assignments during each of the last three financial years (i.e. 2016-17, 2017-18, 2018-19) preceding the PDD. In case of consortium, this condition shall be	We request you to modify the clause as below: B) Financial Capacity The Bidder shall have minimum average annual revenue of Rs. 250 crores (Rupees Two Hundred Fifty crores only) 40 Crores (Rupees Forty Crores only) from consultancy assignments during each of the last three financial years (i.e. 2016-17, 2017-18, 2018-19) preceding the PDD. In case of consortium, this condition	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				applicable to the lead member. For the avoidance of doubt, professional fees hereunder refer to fees received by the bidder for providing advisory or consultancy services to its clients.	shall be applicable to the lead member. For the avoidance of doubt, professional fees hereunder refer to fees received by the bidder for providing advisory or consultancy services to its clients.	
43	12		Conditions of Eligibility for Key Personnel	The Bidder shall offer and make available all Key Personnel as per the TOR. In case of consortium, this requirement can be fulfilled individually or jointly by any of the consortium member(s). Each of the Key Personnel must fulfil the Conditions of Eligibility specified below: (i) Minimum one year on payroll of the Bidder All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium partner for a period of	We request you to accept the experts with Consent letter instead of experts on Payroll.	As per the details mentioned in row 29 above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				minimum 1 year on the date of PDD.		
44	28	3.1.4	Evaluation Criteria for Relevant Experience of the Lead Bidder	For technical evaluation as per clause 3.1.2 (1), the detailed evaluation criteria will be as follows: (a). Experience of undertaking projects in India pertaining to Project Management Units (PMU) related assignments of longterm nature in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (This experience of lead Bidder only will be considered in the case of consortium) Each eligible project of minimum duration of 12 months and minimum consultancy fee of at least INR 3.00 Cr is eligible for marking.	We request to consider Bidder as Combine experience and capabilities of “Consortium of firms” instead of LEAD Bidder and amend the clause as: Evaluation Criteria for Relevant Experience of the Lead Bidder For technical evaluation as per clause 3.1.2 (1), the detailed evaluation criteria will be as follows: (a). Experience of undertaking projects in India pertaining to Project Management Units (PMU) related assignments of longterm nature in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (The experience of any consortium members may be submitted in case of consortium). Each eligible project of minimum duration of 12 months and minimum consultancy fee of at least INR 3.00 Cr is eligible for marking	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
45	8 of Vol. 1	1.8	Schedule of Selection Process	Proposal Due Date or PDD 17.05.2021	We request you to please extend the submission date atleast 21 days from the date of receipt of Pre Bid reply	Bidders may carefully read the instructions given in the RFP document and amendments, if any, will be posted on CPPP portal and Ministry of Tourism's website www.tourism.gov.in
46	34	4.4	Substitution of Key Personnel	As per the RFP	We request you to remove this clause	May refer above.
47	12	2.3.2 (B)	Financial Capacity	The Bidder shall have minimum average annual revenue of Rs. 250 crores (Rupees Two Hundred Fifty crores only) from consultancy assignments during each of the last three financial years (i.e. 2016-17, 2017-18, 2018-19) preceding the PDD	We request you to kindly reframe the clause to Financial Capacity - The Bidder shall have minimum average annual revenue of Rs. 20 crores from consultancy assignments during each of the last three financial years (i.e. 2016-17, 2017-18, 2018- 19) preceding the PDD.	No change in the RFP
48	12	2.3.2(D)		(i) Minimum one year on payroll of the Bidder All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium partner for a period of	Due to pandemic crisis and uncertainties it is difficult for organization to retain senior level professionals on payroll. Hence request you to allow external resources with undertaking of availability for this project from key	Please refer above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				minimum 1 year on the date of PDD.	personnel as well bidder	
49	13	2.3.2 (D)		Project Advisor – Strategy & Program Management Masters Degree in Management with 20 years of experience	We request you to kindly consider a candidate with CA qualification having with 20 years of experience	No change in the RFP
50	11	2.3.2	Technical Capacity	The Bidder shall have, over the last 5 (five) years preceding the PDD, undertaken a minimum of 1 (one) eligible assignment in each of specified in clause 3.1.4 (a), (b) and (c).	We understand that credentials of ‘Consortium’ member shall also be considered for evaluation	No change in the RFP. Please refer to the RFP.
51	14	2.3.4	Power Attorney of	Further, in case of the consortium, the Bidder should furnish Joint Bidding Agreement defining the roles and responsibilities of each consortium member	As a matter of our Firm’s policy, the Firm does not enter into any formal consortium arrangements or agreements. Where there is a need to involve or be in alliance with other service providers one party will take the lead (with the client) and the other parties will be sub-consultants/associate firm’ While we shall submit the Joint Bidding Agreement with	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					all the terms and conditions as per the format provided in the RFP, we request that we should be allowed to define the relationship as 'Lead Member' and 'Associate/Sub Consultant'.	
52	29	Sub Clause 3.1.4 Evaluation Criteria for relevant experience of the of the Lead Member, Pt. no. (b)	Evaluation of Technical Proposals,	Experience in undertaking projects that demonstrate consultant's capacity to undertake DPR / feasibility studies / carrying capacity & gap assessment studies pertinent to projects in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (The experience of any consortium members may be submitted in case of consortium). Each eligible project should have consultancy fees value of at least INR 50 lakhs each 2	<ul style="list-style-type: none"> • The value of professional fee asked under the criterion is on a higher side. • Also, we request that experience of the consultant shall be considered for evaluation irrespective of the professional fee received under the project. The fee charged by the consultant is dependent on a lot of external factors including the competition in the market and hence shall not reflect a true picture of the quality and quantum of work undertaken for a project. • The number of projects to be showcased for full marks is slightly on a higher side. • Assignments undertaken in last 10 (ten) years should be considered for evaluation We therefore request the following revisions 	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				marks each for eligible projects having consultancy fees value of Rs. 1 Cr. or more, 1 mark each for eligible project having consultancy fees value of INR 50 Lakh up to Rs. 1 Cr., Up to a maximum of 5 eligible projects: Total maximum marks 10	in the criterion: • For the purposes of evaluating the relevant experience of the bidder, consultancy assignments undertaken in the last 10 (ten) years preceding the Proposal Due Date (PDD), shall be deemed as eligible assignments (the “Eligible Assignments”). • Experience in undertaking projects that demonstrate consultant’s capacity to undertake DPR / feasibility studies / carrying capacity & gap assessment studies pertinent to projects in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (The experience of any consortium members may be submitted in case of consortium). • 2 Mark for each Eligible Project maximum of 10 Marks	
53.	29	3, Evaluation of Technical Proposals, Sub Clause 3.1.4 Evaluation Criteria for relevant experience of the of the Lead	Experiences in providing Advisory Services for Master Planning or Development Plans or	Request the following revisions: • For the purposes of evaluating the relevant	No change in the RFP	

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
		Member, Pt. no. (c)		Strategy for developing tourism/ urban infrastructure. (The experience of any consortium members may be submitted in case of consortium). Each eligible project should have consultancy fees value of at least INR 1 Cr	experience of the bidder, consultancy assignments undertaken in the last 10 (ten) years preceding the Proposal Due Date (PDD), shall be deemed as eligible assignments (the “Eligible Assignments”). • Experiences in providing Advisory Services for Master Planning or Development Plans or Strategy for developing tourism/ urban infrastructure. (The experience of any consortium members may be submitted in case of consortium). • 2 marks for each Eligible Project maximum of 10 marks	
54.	30	3.1.6	Evaluation Criteria for Consultancy Team	All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium partner for a period of minimum 1 year on the date of PDD.	We understand that such condition is normally applicable post award of tender as the engaging consulting firms aim to gather the best suitable talent specific to the project. This clause may kindly be linked to post-award, wherein the proposed professionals would be hired on the firm's/ consortium's	As mentioned above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					pay roll. Additionally, we can also submit a confirmation from respective resources that they will be available for the project, if awarded	
55	30	3.1.6	Evaluation Criteria for Consultancy Team	Team Leader cum Program Management Expert Each project for evaluation shall be for a minimum consultancy fee of 2 Crore (1 mark for each project, upto a maximum of 6 projects; maximum 6 marks	The requirement of a 'Minimum consultancy fee of INR 2 Crores' for each project is too restrictive. Finding such resources shall be very difficult. While, in case of a Firm, a Statutory Auditor/CA' certificate is generally submitted as a proof of 'Consultancy Fee' the same shall not be applicable in case of an individual. Hence, we request that this criterion may be deleted. The revised criteria shall be as follows: Team Leader cum Program Management Expert: 1 mark for each project, upto a maximum of 6 projects; maximum 6 marks	No change in the RFP
56	30	3.1.6	Evaluation Criteria for Consultancy Team	Tourism Development Expert Masters in Tourism / Hospitality Management with minimum 10 years'	Masters/PGDM in any field should be considered for evaluation. Also, the criterion for 'Consultancy Fee' for each project shall be removed	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				experience		
57	31	3.1.6	Evaluation Criteria for Consultancy Team	Tourism Destination Planner Each project for evaluation shall be for minimum consultancy fee of Rs. 50 lacs	The criterion for 'Consultancy Fee' for each project shall be removed	No change in the RFP
58	31	3.1.6	Evaluation Criteria for Consultancy Team	PPP / Finance Expert Each project for evaluation shall be for minimum consultancy fee of Rs. 50 lacs	The criterion for 'Consultancy Fee' for each project shall be removed	No change in the RFP
59	32	3.1.6	Evaluation Criteria for Consultancy Team	Project Advisor (Strategy & Programme Management) and Project Advisor (Spatial Design and Planning) Each project for evaluation must be of minimum consultancy fee of Rs. 2 Crores	<ul style="list-style-type: none"> We understand that Project Advisors shall not be required to be deployed permanently at MoT's office and their involvement shall be on need basis. Request you to kindly confirm The criterion for 'Consultancy Fee' for each project shall be removed. 	No change in the RFP. Please refer to the RFP for details.
60	34	3.4	Combined Technical and Financial Evaluation	As per the details given in the RFP	We request that QCBS 80:20 shall be considered for evaluation to enable a 'Technically Competitive' firm to be onboarded for the engagement.	No change in the RFP
61	74	APPENDIX-II Form-2: FINANCIAL PROPOSAL FOR THE ASSIGNMENT (Lump		Senior Advisors (rate for 3 days shall be provided in respect of senior	We understand that this is '3 days/month' over a period of 24 months. Request you to	Yes

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
		Sum)		advisors)	kindly confirm	
62.	23	Form of Agreement, Clause 6.2 ,		Entitlement for allowance and payments for official travel Any Airtravel & accommodation for the consultant's personnel for site visit etc. will be with the approval of the Authority. The Air Travel/ daily allowance/ food charges and any other expenses would be as per the entitlement of an Under Secretary level officer of the Government of India.	We would request the authority to clarify whether the cost associated with any air travel, accommodation, daily allowance, food charges, etc. shall be borne directly by the Ministry or it shall be on reimbursement basis post submission of the required invoices to the Ministry?	As mentioned above.
63.	12	Clause 2.3.2. (D) Conditions of Eligibility for Key Personnel- (i) Minimum one year on payroll of the Bidder		All the Key Personnel proposed for the assignment shall be on the pay roll of the lead Bidder/ consortium partner for a period of minimum 1 year on the date of PDD.	We request authority to allow procurement of Key expert from the market. This will enable us to provide professionally qualified, diverse and knowledgeable resources for the effective delivery of the assignment. It may be noted that the Personnel currently on the payroll of the organization are likely to have an ongoing commitment towards various	As per the clarification given above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					other tourism assignments and hence it may not be viable as well as unprofessional to relocate and reassign these Personnel. The Key Personnel identified for this projection shall be taken on payroll of the organization on receiving the mandate.	
64.	28-29	3.1.4 (a)	Evaluation Criteria for Relevant Experience of the Lead Bidder	Experience of undertaking projects in India pertaining to Project Management Units (PMU) related assignments of longterm nature in tourism, hospitality industry, urban development, infrastructure development for any Government organization. (This experience of lead Bidder only will be considered in the case of consortium)	In the case of consortium, we request authority to accept the combined experience of the bidder under this clause.	No change in the RFP
65	23 of Vol. 2	6.2	Entitlement for allowance and payments for official travel	As per the details given in RFP	We would request the authority to clarify whether the cost associated with any air travel, accommodation, daily	As clarified above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					allowance, food charges, etc. shall be borne directly by the Ministry or it would be reimbursed to the Consultant by the Ministry on submission of invoices.	
66	21	4.4	Substitution of Key Personnel	As per RFP details	There are likely to be circumstances beyond the reasonable control of the Consultant which can be over and above health reasons where a replacement of personnel may be necessary. In such cases, Client is requested to allow exceptions to this clause and make penalties inapplicable. The Consultant shall exercise reasonable efforts to provide a suitable replacement to the Client.	As clarified above
67	12	2.3.2 B- Financial Capacity of Bidder		As per the RFP	We request you to please consider relaxing the turnover limit to INR 100 Crore so that the interested and experienced MSMEs can bid for the said assignment. This will foster a healthy ground for competitive bidding and INR 100 Crore is a reasonable turnover and	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					eliminates the apprehension of small players bidding for the assignment	
68	12	2.3.2 D(i)- Eligibility of Key Personnel	Conditions of	As per the RFP	<p>We request you to relax the requirement of all key personnel to be on pay roll of the organization for One year. Instead, an undertaking should mandatorily be submitted by the bidder which states that the proposed personnel will be taken on board before signing of the Contract with Ministry of Tourism. This should be applicable to Team Leader as well as for other positions.</p> <p>You will appreciate that such people are not always full time with all. Similar is the case with position of Project Advisors- these will be industry experts and they will have limited role so please allow hiring from Market. The bidder will remain fully and solely accountable for the conduct of the key personnel</p>	As clarified above.
69	28	3.1.4 (a) -Experience of undertaking projects in PMU		As per the RFP	1. Please clarify if the experience of working on	No change in the RFP. Please refer to the

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
			related assignments		PMU assignments in Infrastructure Projects in Water, Roads, Transport, Urban Development qualify in bidding for the assignment? 2. We request you to allow the Consortium members to qualify this requirement like the rest	relevant clause of RFP.
70.	30	3.1.6- Evaluation Criteria for Consultant Team-SI no2 : Tourism Development Expert		As per RFP	Please can you amend the qualification requirement to Master's in Urban Planning/Regional Planning as there are good candidates under this qualification with extensive experience in Tourism and Hospitality Sector	No change in RFP
71	33	3.2 Short Listing of Bidders on Technical Proposa		As per RFP	We request you to change the evaluation criteria from 70:30 to 80:20	No change in the RFP
72		General Query			Can the Consultant operate out of their Office in Delhi NCR?	As per RFP
73	Pg 21 of 34 of Draft Contract	4.4 -Substitution of Key personnel		As per RFP	1. We request you to confirm no reduction on replacement in case of the key personnel leaving the Project on grounds of Health, Death or resignation. 2. For other cases, please allow a reduction of	As clarified above.

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					10% in the first instance and 15% in the subsequent instances	
74		Financial Proposal BoQ- Format	--		Under the format – the requirement for Advisors input is only 3 days in a month but the format is taking full month fee for 24 months. This will unduly present the wrong financials. We request you to rectify the same by separate table of BoQ wherein the man-day rate be inserted by the bidder and it should get multiplied by 72 days.	For Project Advisor (Strategy and Programme Management) and Project Advisor (Spatial Design & Planning), cost for 1 month (i.e. rate for 3 days) is to be quoted at Col. no. 13 since the requirement of these two positions is approximately for 3 days in a month. Thus the total cost for 24 months of service (3 days service per month) will be quoted at Col. No. 53
75					Sanctioned budget of the project and justification of seeking a turnover of Rs. 250 Cr.	Swadesh Darshan is a flagship scheme of the Ministry of Tourism under which 76 projects have been sanctioned for more than Rs. 5000 Crore in various States / Union Territories of the country. CPMU will be required to handle such a large budget scheme. TOR

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
						given in the RFP may also be referred to.
76	12	Clause 2.3.2(D)	Minimum one year on payroll of the bidder	As per RFP	The Minimum one year payroll will hinder the firms in providing consultants who are best fit for the key positions. This condition should be removed	As clarified above.
77	12	2.3.2(D) (ii)	Minimum Qualification and Experience of key personnel	As per RFP	PPP/ Finance Expert should include CA/ICAI as well	No change in the RFP
78	28	3.1.3	Section -3 Criteria for Evaluation	As per RFP	Eligible assignments for evaluation of bidder's experience of last 10 years should be considered instead of 5 years	No change in RFP
79	28	3.1.4	Evaluation Criteria for relevant experience of the bidder	As per RFP	Here contract value should be considered instead of income received so far on the project	No change in the RFP
80.	28	3.1.4(a), (b) and (c)	--	As per RFP	The experience of undertaking projects in India and South Asia should be considered	No change in the RFP
81	28-29`	3.1.5		As per RFP	For on-going assignments as specified in clause 3.1.4 (a), (b) and (c) should be the contract value of the bidder	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					not the payment received so far.	
82.	30	3.1.6		As per RFP	TeamLeader cum Project Management Expert MBA/CA/ICAI/PGDBM in any relevant stream should be the criteria	No change in the RFP
83	30	3.1.6		As per RFP	Tourism Development Expert Qualifications need to be Masters / PGDBM in relevant stream	No change in the RFP
84	31	3.1.6		As per RFP	PPP/ Finance Expert Qualifications needs to add ICAI along with CA	No change in the RFP
85.	32	3.1.6		As per RFP	Project Advisor (Strategy & Programme Management) Qualification Master's Degree in Management / CA/ICAI / PGDBM needs to be added	No change in the RFP
86	99	Point 4.4.2 and 4.4.3	Replacement/ substitution of Personnel	As per RFP	There may be circumstances beyond the reasonable control of the Consultant, where a replacement of personnel may be necessary, such as illness, death, resignation or disciplinary action against the concerned personnel, etc. In such cases, Client is requested to allow exceptions to this clause and make penalties	As clarified above

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					inapplicable. The Consultant shall exercise reasonable efforts to provide a suitable replacement to the Client. Also, this clause shall be subject to the cap as provided in the Liquidated damages/penalties clause above.	
87	86	1.8	Location - Restrictions due to COVID 19	As per RFP	We request the authority to consider to include appropriate language on the lines below (example): "If there are any circumstances that reasonably restrict or affect the ability of personnel to travel or to be physical present at any specific office/location, then without prejudice to your obligations (including your payment obligations), you shall allow such personnel to work from home or other remote location till the time such circumstances exist"	Such situations are governed by the instructions issued by the Government from time to time. No change in the RFP
88	13	2.3.2 (D) - Conditions of Eligibility for Key Personnel - Minimum Qualification and Experience of Key Personnel – Team Leader cum program management expert			We request the authority to kindly allow Masters in planning as one of the eligible qualification for the Team leader cum Program	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					Management expert	
89	13	Conditions of Eligibility for Key Personnel - Minimum Qualification and Experience of Key Personnel – Tourism Development exper			We request the authority to kindly allow Masters in Management as one of the eligible qualification for the Tourism Development expert as there not much institutes or universities in India which offer master's degree in tourism / hospitality	No change in the RFP
90	14	2.3.2 (D)	- Conditions of Eligibility for Key Personnel - Minimum Qualification and Experience of Key Personnel – Project Advisor – Strategy & Program Management and Project Advisor – Spatial Design & Planning		We request the authority to clarify that while the consortium is allowed, however can the bidder appoint resources such as Project advisor – Strategy & Program Management and Project Advisor – Spatial Design & Planning as subconsultants who are working in independent capacity from outside the firm	Clause 2.3.2(D) of the RFP may be referred which reads as under:- The Bidder shall offer and make available all Key Personnel as per the TOR. In case of consortium, this requirement can be fulfilled individually or jointly by any of the consortium member(s).
91	95	3.4	Liability of the consultant	As per RFP	Client is requested to not make the limitation of liability subject to receivables under the insurance proceeds. Client is requested to limit consultant's liability to 1X of the total contract value. This is	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					as per GFR and the guidelines issued by Meity. It is also the normal industry practice. The insurance clause makes the 1X liability ineffective as it increases to multiple times of TCV	
92				Point 4.4.2 (Pg 85), point 7.2.1 (Pg 88) liquidated damages for error/variation maximum of 3% + Liquidated Damages for delay maximum of 10% + penalty for deficiency of services to the extent of 10% of the quarterly fee in first instance and upto 20% in case of second instance Point 7.2 (Pg 102)	We request client to cap all the liquidated damages/penalties cumulatively to 5% of the total contract value.	No change in the RFP
93		Point 2.3.2 D (i) (Page no. 13)	Conditions of Eligibility for Key Personnel - Minimum one year on payroll of the Bidder		We request the authority to kindly modify this clause as follows: “All the Key Personnel proposed for the assignment shall be on the pay roll of the Bidder as on the date of PDD”. There may be experts who are better experienced who might have joined the bidder less than a year. This would allow flexibility in placing the right candidates for the bid.	As clarified above
94	27	E.. Appointment of consultant – Discussion – 2.25.1		The Selected Bidder may, if necessary, be invited for discussion with an objective to re-confirm the obligations	We request the authority to omit the blacklisting clause, as there may be unforeseen circumstances due to which the bidder may not be able to	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				of the Consultant under this RFP. Issues such as deployment of Key Personnel, understanding of the RFP, methodology and quality of the work plan shall be conversed during the discussion. In case the Selected Bidder fails to reconfirm its commitment, the Authority will scrap the bid for that site and call for Re-bid. The Authority may also declare the Selected Bidder as unfit/ blacklisted for future bidding	accept or come on a mutual ground on a particular activity of the project or clause	
95	92	3.4	Confidentiality Obligation	As per RFP	Please appreciate that this is a prestigious project for us and we would like to showcase this project in our future proposals. We request client to allow us to refer to you and the services we have performed for you for citation / reference purposes, as long as we do not disclose your confidential information.	No change in the RFP
96	92	3.4	Confidentiality	As per RFP	We request client to reduce the	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
			Obligations		survival period of confidentiality obligations to one year post expiry or termination.	
97	Cl 3.12 Pg 98 / Cl 8.2 Pg 63		Indemnity	As per RFP	There are several remedies available under law and contract to you for such breach of obligations. For eg, there are penalties and LDs that may be imposed for some of these breaches. Seeking indemnities for such breaches frustrates the entire purpose of such remedies available to you. We understand that remedies other than indemnity will be sufficient for such breaches. We request you to kindly delete this section. If you still insist on retaining this section, then we request you to at least make them subject to overall cumulative liability cap of total contract value and subject to final determination of court/arbitrator.	No change in the RFP
98	Cl 2.4 Pg 15/Cl 2.7 (e) Pg 16/Schedule 2 Pg 50/Cl 7 Pg 54/Cl 3.2 Pg 92		Conflict of interest	As per RFP	We wish to highlight that we are a large organization providing various services to various state and central	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub- section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					government departments, PSUs, international organizations and private clients. We wish you to note that while we have a mechanism in place to identify patent and direct conflict of interests, it may not always be possible to identify any or all indirect or remote conflict of interests. Kindly appreciate that our no conflict confirmations will be subject to the foregoing.	
99	Cl 3.6 Pg 96/Cl 3.8 Pg 97		Audit	As per RFP	We wish to clarify that we will retain our records as per our records retention policies. Upon reasonable notice, we will allow Client to inspect our invoicing records under this engagement; such inspection shall be done in a pre-agreed manner and during normal business hours. For avoidance of doubt, such inspection should not cause us to be in breach of our organizational confidentiality requirements. Please acknowledge that our audit related obligations will	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					be subject to foregoing statement	
100	Cl 11 Pg 54		Pending investigation directors/FEMA etc	As per RFP	We request that since bidder is a private company incorporated under the laws of India, bidder should be allowed to declare that there is no criminal investigation by a regulatory authority is pending against bidder or its current Board of Directors, as on the date of submission of this bid in their profession capacity in any Court of Law regarding execution of any professional project/work executed/being executed by bidder . Please note here Affiliates is assumed to be Associate Company under Companies Act	No change in the RFP
101	Cl 1.7, page no. 44		Appraisal of Project Concept and Detailed Project Reports (DPRs	As per RFP	We understand that the technical scope w.r.t. Appraisal of Project Concept and Detailed Project Reports submitted by the States would not include validating the costing and design elements. There will be a separate technical consultant who would be appointed by	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					Ministry of Tourism for this purpose	
102	Cl 1.12, Page no. 45		Any other related and associated work	As per RFP	The language of the clause i.e. “Any other related and associated work that the Ministry of Tourism decides to allocate to the PMU” makes the scope for the consultant open ended and this might have financial implications on the bidder. We request you to kindly clarify the scope under this clause or omit this from the scope of work	Not envisaged at this point of time.
103	11	2A General firms	2.Consortium of	Bidder may form a Consortium of firms not exceeding two firms to bring in the required competencies for the assignment.	In order to provide support to Mission Directorate for Swadesh Darshan scheme with its vast scale, scope and coverage across the country, consultants with requisite experience of handling similar schemes at national and international level are required to be engaged. Hence, we would like to request that consortium of firms may be disallowed to ensure on boarding of consultant with the requisite experience for effective implementation of	No change in RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					the objectives envisioned by Ministry of Tourism.	
104	12	2A General 2.3.2 (D)(i) Minimum one year on payroll of the Bidder		All the Key Personnel proposed for the assignment shall be on the pay roll of the Bidder for a period of minimum 1 year on the date of PDD	We request that the consideration for the key personnel to be on the pay roll of the bidder may be removed so that resources with the subject matter expertise can be brought on board for effective delivery of the projects	As replied above.
105	13	2A General 2.3.3	Certificate regarding total revenue from consultancy assignment	The Bidder shall enclose with its Proposal, certificate(s) from its Statutory Auditors\$ stating its total revenues from consultancy assignments during each of the past three financial years and the fee received in respect of each of the Eligible Assignments specified in the Proposal. In the event that the Bidder does not have a statutory auditor, it shall provide the requisite certificate(s) from the firm of Chartered Accountants that ordinarily audits the	Clause 2.3.3 states that the proposal certificates should mention the total revenue from consultancy assignments and the fee received in respect of each eligible assignments. Clause 3.1.5 states that completion certificates/auditor certification/self-certification by authorized signatory shall be considered. Please clarify if completion certificate and self-certification by authorized signatory in support of the qualifying parameters is accepted. Also, in case of an ongoing project we would like to request that Letter of Award/Work Order be considered for proof as well	<p>Clause no. 2.3.3 will read as under:-</p> <p>Certificate regarding total revenue from consultancy assignment</p> <p>The Bidder shall enclose with its Proposal, certificate(s) from its Statutory Auditors\$ stating its total revenues from consultancy assignments during each of the past three financial years. In the event that the Bidder does not have a statutory auditor, it shall provide the requisite certificate(s) from the</p>

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				<p>annual accounts of the Bidder.</p> <p>Completion of assignments should be certified by completion certificates/ auditor certification of receipt of payment of the assignment/ self-attestation by the authorized signatory. For ongoing assignments minimum fee value as specified in Clause 3.1.4 a, b & c above should be received by the Bidder and certified by Statutory Auditor/Authorized Signatory shall be considered</p>		<p>firm of Chartered Accountants that ordinarily audits the annual accounts of the Bidder.</p> <p>No change in clause no. 3.1.4 a, b and c.</p>
106	14	2.4.1	Conflict of interest	A bidder shall not have a conflict of interest that may affect the Selection Process or the Consultancy (the "Conflict of Interest"). Any bidder found to have a Conflict of Interest shall be disqualified. In	In order to comply with the industry practice, we request for modification of the clause to: A engagement team shall not have a conflict of interest that may affect the Selection Process or the Consultancy (the "Conflict of Interest"). Any bidder found to have a	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				the event of disqualification, the Authority shall take action as per bid security declaration.	Conflict of Interest shall be disqualified. In the event of disqualification, the Authority shall take action as per bid security declaration.	
107	14	2.4.2	Conflict of Interest	The Authority requires that the Consultant provides professional, objective, and impartial advice and at all times hold the Authority's interest's paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The Consultant shall not accept or engage in any assignment that would be in conflict with its prior or current obligations to other clients, or that may place it in a position of not being able to carry out the assignment in the best interests of the Authority	In order to comply with the industry practice, we request for modification of the clause to: The Authority requires that the Consultant provides professional, objective, and impartial advice and at all times hold the Authority's interest's paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The engagement team shall not accept or engage in any assignment that would be in conflict with its current obligations to other clients, or that may place it in a position of not being able to carry out the assignment in the best interests of the Authority.	No change in the RFP
108	15	2.4.3	Conflict of Interest	In the event that the Consultant, its Associates	In order to comply with the industry practice, we request	

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				or affiliates are auditors or financial advisers to any of the bidders for the Project, they shall make a disclosure to the Authority as soon as any potential conflict comes to their notice but in no case later than 7 (seven) days from the opening of the RFP applications for the Project and any breach of this obligation of disclosure shall be construed as Conflict of Interest. The Authority shall, upon being notified by the Consultant under this Clause, decide whether it wishes to terminate this Consultancy or otherwise, and convey its decision to the Consultant within a period not exceeding 15 (fifteen) days. [Refer Schedule 2 for guidance note]	for modification of the clause to: In the event that the engagement team, its Associates in India or affiliates in India are auditors or financial advisers to any of the bidders for the Project, they shall make a disclosure to the Authority as soon as any potential conflict comes to their notice but in no case later than 7 (seven) days from the opening of the RFP applications for the Project and any breach of this obligation of disclosure shall be construed as Conflict of Interest. The Authority shall, upon being notified by the Consultant under this Clause, decide whether it wishes to terminate this Consultancy or otherwise, and convey its decision to the Consultant within a period not exceeding 15 (fifteen) days. [Refer Schedule 2 for guidance note]	
109	28	3.1.2	Evaluation of	As per RFP	It is submitted that the scoring	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
			Technical proposals		criteria as per this clause be reformulated for generating more competition and leading to more technically and financially sound firms/companies to participate. Revised marking system suggested	
110	28	3	Criteria of evaluation	As per RFP	Revised marking pattern suggested	No change in the RFP
111	30	3.1.6	Evaluation Criteria for Consultant's Team	As per RFP	Revised marking pattern for key members suggested	No change in the RFP
112	34	3.4.1	Combined and final evaluation	Proposals will finally be ranked according to their combined technical (Tb) and financial (Cb) scores as follows: $Bb = (0.7) * Tb + (0.3) * Cb$ *100	It is requested to provide more weightage to technical criteria i.e. the experience/credentials of the bidder and accordingly modify the weights assigned to Technical Proposal and Financial Proposal, to be 0.8 and 0.2 respectively.	No change in the RFP
113	14	Form of Agreement	3.2.2 Conflict of Interest	Consultant and Affiliates not to be otherwise interested in the Project The Consultant agrees that, during the term of this Agreement and after its termination, the Consultant or any	In order to comply with the industry practice, we would like to request for modification of the clause to: Engagement team and Affiliates in India not to be otherwise interested in the Project The Consultant agrees that, during the term of	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub- section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				Associate thereof and any entity affiliated with the Consultant, shall be disqualified from providing goods, works, services, loans or equity for any project resulting from or closely related to the Services and any breach of this obligation shall amount to a Conflict of Interest; provided that the restriction herein shall not apply after a period of five years from the completion of this assignment or to consulting assignments granted by banks/ lenders at any time; provided further that this restriction shall not apply to consultancy/ advisory services provided to the Authority in continuation of this Consultancy or to any subsequent consultancy/ advisory services provided to the	this Agreement and after its termination, the Engagement team or any Associates in India thereof and any entity in India affiliated with the Consultant, shall be disqualified from providing goods, works, services, loans or equity for any project resulting from or closely related to the Services and any breach of this obligation shall amount to a Conflict of Interest; provided that the restriction herein shall not apply after a period of five years from the completion of this assignment or to consulting assignments granted by banks/ lenders at any time; provided further that this restriction shall not apply to consultancy/ advisory services provided to the Authority in continuation of this Consultancy or to any subsequent consultancy/ advisory services provided to the Authority in accordance with the rules of the Authority.	

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				Authority in accordance with the rules of the Authority. For the avoidance of doubt, an entity affiliated with the Consultant shall include a partner in the Consultant's firm or a person who holds more than 5% (five per cent) of the subscribed and paid up share capital of the Consultant, as the case may be, and any Associate thereof.	For the avoidance of doubt, an entity affiliated with the Consultant shall include a partner in the Consultant's firm or a person who holds more than 5% (five per cent) of the subscribed and paid up share capital of the Consultant, as the case may be, and any Associate thereof.	
114	14	3.2.3	Prohibition of conflicting activities	Prohibition of conflicting activities Neither the Consultant nor the Personnel shall engage, either directly or indirectly, in any of the following activities: (a). during the term of this Agreement, any business or professional activities which would conflict with the activities assigned to them under this Agreement. (b). after the termination of this	In order to comply with the industry practice, we would like to request for modification of the clause to: Prohibition of conflicting activities The Engagement team shall not engage, either directly or indirectly, in any of the following activities: (a). during the term of this Agreement, any business or professional activities which would conflict with the activities assigned to them under this Agreement. We	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				Agreement, such other activities as may be specified in the Agreement; or (c). at any time, such other activities as have been specified in the RFP as Conflict of Interest.	would like to seek definition of the term- “business or professional activities” mentioned in the above clause.	
115	17	Form of Agreement 3.4.3	Liability of the consultant	The Parties hereto agree that in case of negligence or willful misconduct on the part of the Consultant or on the part of any person or firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to damage caused to the Authority’s property, shall not be liable to the Authority. (i). for any indirect or consequential loss or damage; and (ii). for any direct loss or damage that exceeds (a) the Agreement Value set forth in Clause 6.1.2 of this Agreement, or (b) the proceeds the Consultant	We request for modification of the clause to: The Parties hereto agree that in case of gross negligence or willful misconduct on the part of the Consultant or on the part of any person or firm acting on behalf of the Consultant in carrying out the Services, the Consultant, with respect to damage caused to the Authority’s property, shall not be liable to the Authority: (i) for any indirect or consequential loss or damage; and (ii) for any direct loss or damage that exceeds (a) the Agreement Value set forth in Clause 6.1.2 of this Agreement	No change in the RFP

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				may be entitled to receive from any insurance maintained by the Consultant to cover such a liability in accordance with Clause 3.5.2, whichever of (a) or (b) is higher.		
116	17	Form of Agreement 3.4.4	Liability of the consultant	This limitation of liability specified in Clause 3.4.3 shall not affect the Consultant's liability, if any, for damage to Third Parties caused by the Consultant or any person or firm acting on behalf of the Consultant in carrying out the Services subject, however, to a limit equal to 3 (three) times the Agreement Value	We request for modification of the clause to: Notwithstanding anything contained in this Agreement, the Consultant's aggregate liability shall not exceed 1 (one) time the Agreement Value	No change in the RFP
117	21	Form of Agreement 4.4	Substitution of Key Personnel	As per RFP	We understand that the authority wants to ensure continuity of the team proposed for the assignment. It is requested that the consultants should not be penalized in case of substitution for reasons	As replied above

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
					beyond the control of the consultants such as employee resignation, illness or any other reasons thereof.	
118	24	Form of Agreement 7.2	Liquidated damages	As per RFP	We would like to seek clarification on the clause explaining the liquidated damages- The bidder shall not be held liable for penalties/liquidated damages on delay or default in case reasons of delay or default which are not solely attributable to the bidder. Request you to confirm.	As per RFP
119	26	Form of Agreement 9.4.1	Arbitration	Any Dispute which is not resolved amicably by conciliation, as provided in Clause 9.3, shall be finally decided by reference to arbitration by an Arbitral Tribunal appointed in accordance with Clause 9.4.2. Such arbitration shall be held in accordance with the Rules of Arbitration of the International Centre for Alternative Dispute Resolution, New Delhi	In order to comply with the industry practice, we would like to request for modification of the clause to: Any Dispute which is not resolved amicably by conciliation, as provided in Clause 9.3, shall be finally decided by reference to arbitration by an Arbitral Tribunal appointed in accordance with Clause 9.4.2. Such arbitration shall be held in accordance with the Rules of Arbitration of the International Centre for	No change in the RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub-section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
				(the “Rules”), or such other rules as may be mutually agreed by the Parties, and shall be subject to the provisions of the Arbitration and Conciliation Act,1996. The place of such arbitration shall be the capital of the State where the Authority has its headquarters and the language of arbitration proceedings shall be English.	Alternative Dispute Resolution, New Delhi (the “Rules”), or such other rules as may be mutually agreed by the Parties, and shall be subject to the provisions of the Arbitration and Conciliation Act,1996 including subsequent modifications thereto. The place of such arbitration shall be the capital of the State where the Authority has its headquarters and the language of arbitration proceedings shall be English.	
120	26	Form of Agreement 9.4.2	Arbitration	There shall be a sole arbitrator whose appointment or an Arbitral Tribunal of three arbitrators, of whom each Party shall select one, and the third arbitrator shall be appointed by the two arbitrators so selected, and in the event of disagreement between the two arbitrators, the appointment shall be made in accordance with the Rules.	We request that the provision of appointment of sole arbitrator by mutual consent of both the parties should be included in the clause.	As per RFP

S.no.	RFP Page no.	RFP Section/ Sub section no.	RFP section/ sub- section title	Content of the existing RFP	Query or point of clarification made	Remarks / comments of the Ministry of Tourism
121	27	Form of Agreement 9.4.4	Arbitration	The Consultant and the Authority agree that an Award may be enforced against the Consultant and/or the Authority, as the case may be, and their respective assets wherever situated	In order to comply with the industry practice, we would like to request for deletion of the clause.	No change in the RFP