

Development of Port at Tadri

Pre-Proposal Meeting held for Appointment of Technical Consultants

Minutes of Meeting

Date: 16th February 2010

Time: 1100

Venue: Board Room of KSIIDC

1. The Pre proposal meeting was held under the Chairmanship of the Managing Director, Karnataka State Industrial Investment & Development Corporation Ltd. (KSIIDC) to discuss the clarifications sought by the prospective technical consultants. The list of persons present for the meeting is attached as Annexure –1.

2. The issues raised by the prospective consultants and discussed are as follows:

(a) ***Delinking the technical surveys & investigations from the design and planning consultancy***

The consultants were of the opinion that the survey and investigations need to be delinked from the design and planning (engineering consultancy), to reduce the cost of consultancy. This was primarily due to the uncertainty associated with the cost charged by the various technical survey organizations, to which these works are normally outsourced.

(b) ***Extension of duration for the consultancy service***

Consultants expressed their apprehension about the time specified in the Terms of Reference (TOR) for the submission of the Deliverables specified in clause 6.2 for the following reasons:

1. Along with the Form-1 required to be submitted to MoEF a conceptual plan has also to be enclosed for initial clearance for the ToR. Only subsequent to the clearance from MoEF, the EIA studies can be commenced.
2. Since the project is planned as a Greenfield project, it would require an EIA study to be carried out for 3 seasons.
3. Marine investigations can be carried only after the monsoon season, and it is anticipated that by the time the project is awarded and the consultant can mobilize, the marine conditions would not permit any marine surveys to be carried out.
4. Therefore, during the monsoon season, only a certain works of a conceptual/ planning nature can be finalized. While some surveys such as topography or bathymetry could be attempted, the entire set of surveys cannot be completed till after monsoon.

Hence the consultants suggested to extend the submission of Feasibility Report by five weeks post September. They also suggested delinking the timelines of the EIA study from the feasibility report, as the EIA study report would take minimum 9 months and also include stakeholder meetings and public hearings.

(c) ***Submission of Form 1***

The consultants mentioned that if the KSIIDC could establish the cargo break up for the proposed port, “Form 1” could be submitted by KSIIDC to the competent authority to accelerate approval of ToR for the EIA towards environmental clearances.

(d) ***Liaison office instead of Project Office***

The consultants enquired whether it was mandatory for the Consultant to have a full-fledged office to be opened in Bangalore, as was required in the TOR. They opined that as a result of the same the cost of consultancy would increase. They requested to accept the consultants having only a liaison office in Bangalore.

(e) ***Mandatory ‘days at site’ for Key Personnel***

The consultants suggested that the current requirements of ‘mandatory days at site’ for the Key Personnel may be reviewed and removed. Key Personnel would be deployed as required, but making their presence in the office to be mandatory would lead to increased cost.

(f) ***Extension of Proposal Due Date***

Consultants expressed their difficulty to finalize and submit their Proposal before March 5, 2010. They requested a minimum of 4 weeks from issue of clarification to the queries for the submission of their Proposal.

(g) ***Change in Key Personnel***

Consultants requested to replace Traffic Expert in the Key Personnel by Transport Economist and Material handling expert.

Consultants expressed that the Survey Expert in the Key Personnel needs to have experience of conducting topographical, geotechnical, hydrological & oceanographic survey experience. Since one person may not have all the required experience, an ‘and/or’ construct could be used in the construct of the above mentioned survey experience.

(h) ***Key Personnel Experience and Weightages***

Consultants suggested changing Eligible Assignment for the Key Personnel and to consider people having a Bachelors degree and high experience, and not insist on a Master's specialization as currently required.

Consultants also requested for greater clarity in how the weightage for evaluation of the Key Personnel's CV would be considered by KSIIDC.

(i) ***EIA Experience***

As most of the consultants don't have in-house capacity to do the survey and EIA and SIA study, it was suggested to exclude the survey and EIA and SIA experience as part of the Eligible Assignment and to permit the EIA and SIA experience to come from other consortium partners.

The Consultants further requested to reduce the eligibility criteria (in terms of project size) for the EIA and SIA experience.

(j) ***Payment Terms***

Considering the substantial payments required to be made by consultants towards (third party outsourced) technical survey and investigation companies, the Consultants requested to front-end the payments on the survey and investigation deliverables. They mentioned that they would have to pay about 30% to 40% of the assignment value towards surveys, and in the current payment scheduling, the Consultants would need to be out-of-pocket in cash flows.

(k) ***Technical and Financial Capacity***

The Consultants requested for changes in various eligibility parameters:

- ❖ *Reduce* the threshold professional fees of an Eligible Assignment from Rs. 1 crore to Rs. 45 Lakh;
- ❖ *Reduce* the threshold Financial Capacity (threshold annual turnover in preceding 3 years) from Rs. 30 crore to Rs. 15 crore.
- ❖ *Increase* the period for which the Eligible Assignment would be considered for Technical Capacity from 5 years to 10 years
- ❖ Remove "Transport Infrastructure" experience (which was seen as being too broad) towards 'eligible assignments';
- ❖ Include "coastal infrastructure projects" as an equivalent to 'Ports' in assessing eligible assignments.

(l) ***Change in scope of the Deliverables.***

The consultants requested for some change in the scope of deliverables, for purposes of clarity:

- ❖ Remove the scope of structuring of the Project and preliminary cost estimates from the Supplementary Inception Report.
- ❖ Remove submitting the physical details layout, utilities, trees, service roads, and cross drainage structures from the preliminary designs.
- ❖ Further, they expressed the limitation in providing the cost estimates based on Karnataka PWD Schedule of Rates, as certain items required might not be available in the Schedule of Rates.

**Managing Director
KSIIDC**

**List of Members attended for Pre-Proposal Conference for Tadadi Port project
convened on 16.02.2010 at KSIIDC**

Members present:**KSIIDC**

1	Vandita Sharma	Managing Director
2	G.L.Jere	Executive Director
3	R.Nagesh	Deputy General Manager
4	N.R.N.Simha	Deputy General Manager

IDD

5	K.L. Lokanatha	Director
6	Nalini K.R	Assistant Director
7	Ravi Sahoo	PPP expert, ADB

iDeCK

8	P.V.Ravi	Managing Director
9	Robin	Senior Manager

Consultants

10	Amit Kumar	Dy. Manager, Mahindra Consulting Engineers Ltd
11	Omkar Biradar	imaritime
12	Gyan Asis Jena	Business Manager, DHI Water & Env. Pvt. Ltd
13	Devadatta Bose	Dy.Gen. Manager, TATA Consulting Engineers
14	Bhaskar Sharma	Relationship Manager, BNP Paribas Real Estate
15	Sudil Mani	Manager (BD), STUP Consultants Pvt. Ltd
16	G.V.Murthy	Technical Director, Scot Wilson India Ltd
17	T.R Bhat	Senior Consultant, Consulting Engineering Services (I) Pvt.Ltd
18	Enthesham	Vice President, MiR Group
19	G. Ananda	Assistant Director, CES(I) Pvt.Ltd
20	A.V.Kulkarni	GM(S), WAPCOS