

**HYDERABAD GROWTH CORRIDOR LIMITED
NEHRU OUTER RING ROAD PROJECT**

**PREQUALIFICATION FOR DESIGN, SUPPLY, INSTALLATION, COMMISSIONING, TESTING, WARRANTY & MAINTENANCE OF
HIGHWAY TRAFFIC MANAGEMENT SYSTEM (HTMS) AND RELATED FACILITIES (Bid Notice No. CGM (T)/HGCL/1/10-11)**

Applicants' Queries and Clarification No.1

Sr. No.	Clause No. / Page No.	As per Prequalification Document	Applicant's Queries	Employer's clarifications
1			We would like to bid for the tender through A-Company (Foreign Company) as a single entity. A-Company is a specialist service provider for the transportation industry with subsidiaries throughout the world. Can A-Company showcase the experiences and credentials of its 100% subsidiaries like A-Company India as part of the qualification process?	No. Indian subsidiary and foreign company should be considered as separate entities.
2	Clause 6 of IFP/ Page 1	6. A complete set of the Prequalification Document may be purchased by interested Applicant(s) on the submission of a written application to the address below and upon payment of a nonrefundable fee of INR 25,000 in the form of Cash or Demand Draft drawn in favour of the Hyderabad Growth Corridor Limited, payable at Hyderabad, Andhra Pradesh, India.	Sir, can we submit this fee along with our Bid response, instead of buying the document in advance. Please accept.	Agreed to. Please refer to the Addendum No. 4.
3			Kindly confirm whether we need to submit the nonrefundable fee of INR 25,000 along with the Application for Prequalification during this prequalification phase and the last date for submission of Application for prequalification is 4 th February 2011.	Yes. Please refer to the Addendum No. 4 for the payment of fee and the submission deadline date.

4	Clause 7 of IFP/ Page 1	7. Applications for prequalification should be submitted in sealed envelopes, delivered to the address below by 4th February, 2011 and	We request an extension of 2 weeks to prepare a comprehensive response to EOI.	Agreed to the extension. Please refer to the Addendum No.4.
5			However, due to various reasons beyond our control we may not be able to submit our offer on the 4th Feb. 2011. May we request you for an extension by 10 days?	
6	Sub-Clause 4.1 of ITA/ Page 2	4. Eligible Applicants 4.1 An Applicant may be a single entity or any combination of entities in the form of joint venture or association (JVA) with the formal intent, as evidenced by a letter of intent, to enter into an agreement or under an existing agreement. In the case of a JVA,.....	It is understood that eligible bidders in the form of JV or Association would essentially mean the consortium of 2 or more companies who will pool their resources to meet the end deliverables. A separate company in the form of JV is not practical for a single project, hence we request you please allow consortium bids, please note same was allowed under JICA funded Chennai metro & Kolkata metro bids in 2010	Association also does not require registration and as such means same as consortium. Please note that the word “JVA” means “Joint Venture” or “Association”.
7			Please advise / share your thoughts on the structure of JVA.	
8	Sub-Clause 17.1 of ITA/ Page 5 And PDS ITA 17.1/ Page 10	17. Deadline for Submission of Applications 17.1 Applicants may always submit their applications by mail or by hand. Applications shall be received by the Employer at the address and no later than the deadline indicated in the PDS . A receipt will be given for all applications submitted. PDS ITA 17.1 The deadline for application submission is: Date: 4 th February, 2011 Time: 16:00Hrs	You would appreciate that in case of consortium we need to align and partner with the right companies and this is a time consuming process hence we request HGCL to extend the deadline for PQ bid submission by at least 3-4 weeks.	Agreed to. Please refer to the Addendum No. 4.

9	Sub- Clause 3.1 of EQC/ Page 13	<p>3.1 Financial Performance</p> <p>Submission of audited financial statement or audited balance sheets acceptable to the Employer, for the last five (5) years to demonstrate the current soundness of the Applicant's financial position and its prospective long term profitability.</p> <p>As the minimum requirement, an Applicant's net worth calculated as the difference between total assets and total liabilities should be positive.</p>	<p>This clause envisages profitability of bidders for all 5 years, where as due to global economic situations many companies suffered loss of business hence were not profitable, we request you to change this clause to take into account the balance sheets of last 3 years (2010,2009,2008)showing profit as acceptable. Of course the net worth and solvency to execute the large projects should be +ve.</p>	<p>Not agreed to. No modifications to the clause be made.</p> <p>The clause specifies only prospective long term profitability and positive net worth.</p>
10			<p>Pre-qualifying criteria is to be modified: It is requested that submission of audited financial statement or audited balance sheets acceptable to the Employer, for the last <u>Three (3) yeas</u> instead of last five (5) years to demonstrate the current soundness of the Applicant's financial position and its prospective long term profitability.</p>	<p>The bidder must provide audited financial sheets or balance sheets since the year of incorporation or the last five years whichever is minimum.</p>
11	Sub- Clause 3.2 of EQC/ Page 13	<p>3.2 Average Annual Turnover</p> <p>Minimum average annual turnover of US\$ 40 Million, calculated as total certified payments received for contracts in progress or completed, or sales of product and services within the last five (5) years,</p>	<p>We request that average annual turnover threshold should be kept at \$40M and all members in consortium should meet this, this would ensure that we have only experienced & large companies bidding for this prestigious project who can deliver a world class HTMS in time.</p>	<p>Not agreed to. No modifications to the clause are required.</p>
12			<p>a)Pre-qualifying criteria is to be modified: In case of Minimum average annual turnover of US\$ 40 Million, calculated as total certified payments received for contracts in progress or completed, or sales of product and services within the last <u>Three (3) years</u> and to be jointly met by consortium or JVA partners combine together.</p> <p>b) Can the JVA meet the requirement of the</p>	<p>a) In case the firm' incorporation is less than five years, the average will be calculated for the period since incorporation.</p> <p>b) Not agreed to.</p>

			total turnover of US \$ 40 million, as per section III, no. 3.2 without any stipulation of meeting particular percentage of the requirement on the partners?	
13	Sub- Clause 4.1 of EQC/ Page 14	4.1 General experience Experience under Transport and Traffic Management System Project contracts in the role of prime contractor, joint venture partner or subcontractor for at least the last Five (5) years prior to the application submission deadline.	The current clause stipulates that EACH member of consortium should meet this requirement in consortium bids, we request HGCL to change this to "All Partners Combined" it may please be noted that in case each member meets this requirement then there would not be any need of forming alliance/consortium	Please refer to Addendum No. 4.
14	It states that general experience should be met by all individual parties of JVA while specific experience's all clauses states that either one partner or experience take as combined can be considered. We request you to even consider the same criteria for meeting General Experience.			
15	a)Pre-qualifying criteria is to be modified: Experience under Transport and Traffic Management System Project contracts in the role of prime contractor, joint venture partner or subcontractor for at least the last Five (5) years prior to the application submission deadline <u>and to be jointly met by consortium or JVA partners combine together.</u> b)can any one of the JVA Partners having experience in the Transport and Traffic Management system would be fine instead of each partner meeting the requirement as per section III, no. 4.1			
16	Sub- Clause	4.2 Specific experience	We have implemented many large turnkey projects globally and as a policy many	Not agreed to.

	4.2 (a) of EQC/ Page 14	(a) Experience exclusively in the role of prime contractor, in at least one (1) contract within the last ten (10) years, that have been successfully and substantially completed and that are similar to the proposed Works. The similarity shall be based on the physical size, complexity, methods/technology or other characteristics as described in Section VI, Scope of Works. The same shall be evidenced by a signed certificate from the client or the owner of the system.	customers do not issue the reference certificates hence we request HGCL to accept case studies with customer contact information. However we shall endeavour to submit the customer certificates for similar projects executed by us where ever available.	
17			We request that the qualification criteria should be based on experience being showcased through multiple projects rather than one single project. Secondly, the experience of the specialist subcontractors and partners should also be considered for the qualification criteria.	Not agreed to. However, considering that the wide range of experience required for HTMS project, HGCL acknowledges the experience of specialist subcontractor for the optical fiber cable installation work and the emergency call box work.
18	Sub- Clause 4.2(b) of EQC/ Page 15	4.2 Specific experience (b) For the above or other contracts executed during the period stipulated in 4.2 (a) above, a minimum experience, as prime contractor or partner in joint venture or subcontractor, in the following key activities: Integration of traffic surveillance system using minimum 100 vehicle detectors.	(1) We would require clarification on the type of vehicle detectors. CCTV is an image based vehicle detector and hence can we showcase references of integration of 100 CCTVs. (2) We request that the experience of multiple projects should be considered, rather than experience of one single project to showcase integration experience of more than 100 vehicle detectors.	(1) Agreed to change the criteria. Please refer to the Addendum No.4. HGCL will accept any kind of vehicle detector including inductive loop, ultrasonic, magnetic, microwave and video camera as long as it is installed and used as vehicle detector and provides accurate vehicle count data. Please note that in the case of video camera, it must be installed not for general surveillance purpose but as vehicle detector and its viewing range and vehicle detection area must be fixed to continuously function as vehicle detector. (2) Not agreed to. Please refer to Addendum No. 4. The requirement must be met by a single project as required.

19	Sub- Clause 4.2(b) of EQC/ Page 15	<p>4.2 Specific experience</p> <p>(b) For the above or other contracts executed during the period stipulated in 4.2 (a) above, a minimum experience, as prime contractor or partner in joint venture or subcontractor, in the following key activities:</p> <p>Integration of variable message sign system consisting of minimum 20 units of signboard and central control system.</p>	We request that the experience of multiple projects should be considered, rather than the experience of one single project to showcase reference of 20 units of VMS.	Agreed to change the criteria. Please refer to the Addendum No.4. However, the requirement must be met by a single project as required.
20	Clause 5.1 of EQC/ Page 17	<p>5.1 Personal Capability</p> <p>The Applicant shall have suitably qualified personnel to fill the following positions. In Form 5, the Applicant shall supply information on a prime candidate and an alternative candidate for each position; both people should meet the experience requirements specified below.</p> <p>Project manager: Experience in electrical, electronics and IT industries (year): 20 In similar works (year): 5 As manager of similar works (year): 3</p>	We request that the experience of personnel capability of project manager should be relaxed to 15 years instead of 20 years and for HTMS chief engineer to be relaxed to 10 years instead of 15 years.	Not agreed to.
21	Sub- Clause 4.1 of EQC/ Page 14	<p>4.1 General experience</p> <p>Experience under Transport and Traffic Management System Project contracts in the role of prime contractor, joint venture partner or subcontractor for at least the last Five (5) years prior to the application submission deadline.</p>	Request you to revise this to two years instead of five years	Not agreed to. The requirement is that the applicant (single entity or at least one partner of JVA) shall have at least one experience under Transportation Management System Project contracts in the role of prime contractor for the last 5 years. Please refer to Addendum No. 4.
22	Sub- Clause 4.2 (a) of EQC/	<p>4.2 Specific experience</p> <p>(a) Experience exclusively in the role of prime contractor, in at least one (1) contract within the last ten (10) years, that have been successfully and</p>	Request to revise & make it applicable for System Integrator who has completed the work since last 2 years.	Not agreed to.

	Page 14	<p>substantially completed and that are similar to the proposed Works.</p> <p>The similarity shall be based on the physical size, complexity, methods/technology or other characteristics as described in Section VI, Scope of Works.</p> <p>The same shall be evidenced by a signed certificate from the client or the owner of the system.</p>		
23	Sub-Clause 4.2(b) of EQC/ Page 15	<p>4.2 Specific experience</p> <p>(b) For the above or other contracts executed during the period stipulated in 4.2 (a) above, a minimum experience, as prime contractor or partner in joint venture or subcontractor, in the following key activities:</p> <p>Integration of traffic surveillance system using minimum 100 vehicle detectors.</p>	Since typical 100 Kms National Highway require 1 or 2 ATCC request to revise this quantity to 5 nos.	Agreed to change the criteria. Please refer to the Addendum No.4 and the Employer's clarification No.11. However, the requirement must be met by a single project as required.

**Managing Director,
HGCL**