



# उत्तर प्रदेश मेट्रो रेल कॉर्पोरेशन लि०

## UTTAR PRADESH METRO RAIL CORPORATION LTD.

(Formerly Known as Lucknow Metro Rail Corporation Ltd.)

(भारत सरकार एवं उत्तर प्रदेश सरकार का एक संयुक्त उपक्रम)

(A JOINT VENTURE OF GOVT. OF INDIA & GOVT. OF U.P.)

No. UPMRC/CE-Contract/ LKCG-01/2022-23

Dated: 14.03.2023

### ADDENDUM-08

**Tender Title/Name of work: LKCG-01:** Appointment of Strategic Consultant for Providing Consultancy Services for Investment Outreach, Investment Attraction, Bid Process Management and on boarding Developers/ Concessionaires for the Development of Commercial and Residential Establishment of Township at CG City Project of UPMRC, Lucknow, Uttar Pradesh.

Addendum-08 along with Annexures of above tender is being issued and uploaded on CPP Portal.

For any further modifications/changes (if any), bidders are advised to stay updated on e-tendering portal (<https://etenders.gov.in/e procure/app>) for information please.

  
14/03/23  
CE/Contract

(AN ISO 9001:2015, ISO 14001:2015, OHSAS 18001:2007 Certified Company)

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**Summary Sheet of ADDENDUM No -08 : Tender LKCG-01**

**Tender LKCG-01: Appointment of Strategic Consultant for Providing Consultancy Services for Investment Outreach, Investment Attraction, Bid Process Management and on boarding Developers/ Concessionaires for the Development of Commercial and Residential Establishment of Township at CG City Project of UPMRC, Lucknow, Uttar Pradesh.**

<b>S. NO.</b>	<b>Existing Clause / Pg. No.</b>	<b>Clause in Existing Tender Document</b>	<b>Revised Clause</b>	<b>Revised Clause placed as Annexure/ Pg. No.</b>
1	Clause : 3.1 of ITT : Evaluation of Technical proposal at Page No 21R ( Annexure 3 of Addendum 6)	1. Applicant/Experience profile - 45 <u>30</u>	Applicant/Experience profile - 45- <del>30</del> <u>25</u>	Annexure 1 of Addendum 8, Page No 21 R1
2	Clause : 3.1 of ITT : Evaluation of Technical proposal at Page No 23R ( Annexure 3 of Addendum 6)	3. Presentation & Submission on Planning Approach & Methodology - 40 <u>25</u>	Presentation & Submission on Planning Approach & Methodology - 40 <del>25</del> <u>30</u>	Annexure 2 of Addendum 8 , Page No 23 R1
3	Clause : 2.2.2 (C) of ITT : Conditions of Eligibility for Key Personnel at Page No 10R ( Annexure 2 of Addendum 6)	Chartered Accountant <u>OR Masters in Commerce</u>	Chartered Accountant <u>OR Masters in Commerce OR MBA/PGDM with specialization in finance.</u>	Annexure 3 of Addendum 8 , Page No 10 R1

**Contract LKCG-01: Appointment of Strategic Consultant for Providing Consultancy Services for Investment Outreach, Investment Attraction, Bid Process Management and on boarding Developers/ Concessionaires for the Development of Commercial and Residential Establishment of Township at CG City Project of UPMRC, Lucknow, Uttar Pradesh.**

**Annexure-01 of Addendum-08**

Subject to the provisions of Clause 2.22, all documents and other information provided by the Employer or submitted by an Applicant to the Employer shall remain or become the property of the Employer. Applicants and the Consultant, as the case may be, are to treat all information as strictly confidential. The Employer will not return any Proposal or any information related thereto. All information collected, analysed, processed or in whatever manner provided by the Consultant to the Employer in relation to the Consultancy shall be the property of the Employer.

**3. CRITERIA FOR EVALUATION**

**3.1 Evaluation of Technical Proposals**

3.1.1 The technical proposal of those bidders will be considered for evaluation who have satisfied the “Conditions of Eligibility of Applicants/ Pre-qualification criteria” as mentioned in Clause 2.2.

3.1.2 In the first stage, the Technical Proposal will be evaluated on the basis of Applicant’s experience, its understanding of TOR, proposed methodology and Work Plan and the experience of Key Personnel etc. as below.

3.1.3 The scoring criteria to be used for evaluation shall be as follows.

Item Code	Criteria	Marks	Criteria		Revised Criteria	
<b>1</b>	<b>Applicant Experience/ Profile</b>	<del>45</del> <b>30</b> <u>25</u>				
1 (a)	Experience of Eligible Assignments	20 <u>10</u>	<b>No. of Eligible Assignments</b>	<b>Marks</b>	<b>No. of Eligible Assignments</b>	<b>Marks</b>
			0-3	3	<3	0
			4-6	9	3-4	6
			7-8	15	5-6	8
			>8	20	≥6	10
			3.1.4			
1 (b)	Professional fees earned (Average Annual turnover of 3 financial years preceding the PDD )	10 <u>5</u>	<b>Average Annual Turnover (last 3 financial years)</b>	<b>Marks</b>	<b>Average Annual Turnover (last 3 financial years)</b>	<b>Marks</b>
			< Rs 50 crores	2	< Rs 3.6 crores	0
			Rs 50-100 crores	7	Rs 3.6-12 crores	3
			> Rs 100 crores	10	> Rs 12 crores	5
1 (c)	Experience of Eligible Assignments for Central Govt/ State Govt./ CPSE/State PSU/ <u>Govt Authorities/ Nigam /Govt Companies</u>	8 <u>5</u>	<b>No. of Eligible Assignments</b>	<b>Marks</b>	<b>No. of Eligible Assignments</b>	<b>Marks</b>
			0-2	1	<1	0
			3-5	3	1-2	2
			6-8	5	3-4	3
			9-10	7	5-6	4
			3.1.5			
			>10	8	≥6	5
1 (d)	No of years of operation in India	7 <u>5</u>	<b>Experience of Operating in India</b>	<b>Marks</b>	<b>Experience of Operating in India</b>	<b>Marks</b>
			<5	1	<3 years	0
			5-10	3	3 to 5 years	2
			>10 to 15 years	5	>5 to 7 years	3
			>15 years	7	>7 to 10 years	4
					>10 years	5
<b>2</b>	<b>Relevant Experience of the Key Personnel</b>	<b>40</b>				

			<b>Assignments – Max 4 marks</b> <del>0–2</del> <del>3–4</del> <del>5–8</del> <del>&gt;8</del>	<b>rks</b> <del>0</del> <del>2</del> <del>3</del> <del>4</del>	<b>experience Max 4 marks</b> <del>&lt; 3 years</del> <del>3 to 5 years</del> <del>&gt;5 years</del> <del>-</del>	<del>0</del> <del>2</del> <del>4</del> <del>-</del>
2 (d)	Marketing & Promotion Expert	7	<b>Relevant work experience – Max 3 marks</b> <del>&lt;10 years</del> <del>10–15 years</del> <del>&gt;15 years</del> <b>No. of Eligible Assignments – Max 4 marks</b> <del>0–2</del> <del>3–5</del> <del>6–10</del> <del>&gt;10</del>	<b>Mark s</b> <del>0</del> <del>2</del> <del>3</del> <b>Ma rks</b> <del>0</del> <del>2</del> <del>3</del> <del>4</del>	<b>Work experience – Max 3 marks</b> <del>&lt; 8 years</del> <del>8 to10 years</del> <del>&gt;10 years</del> <b>*Relevant work experience Max 3 marks</b> <del>&lt;2 years</del> <del>2 to 4 years</del> <del>&gt;4 years</del> <del>-</del>	<b>Marks</b> <del>0</del> <del>2</del> <del>4</del> <b>Marks</b> <del>0</del> <del>2</del> <del>3</del> <del>-</del>
2 (e)	Contracts Expert	7	<b>Relevant Work Experience – Max 3 marks</b> <del>&lt;10 years</del> <del>10–15 years</del> <del>&gt;15 years</del> <b>No. of Eligible Assignments – Max 4 marks</b> <del>0–2</del> <del>3–5</del> <del>6–8</del> <del>&gt;8</del>	<b>Ma rks</b> <del>0</del> <del>2</del> <del>3</del> <b>Mark s</b> <del>0</del> <del>2</del> <del>3</del> <del>4</del>	<b>Relevant Work Experience – Max 4 marks</b> <del>&lt; 8 years</del> <del>8 to 10 years</del> <del>&gt; 10 years</del> <b>*Relevant work experience – Max 3 marks</b> <del>&lt;2 years</del> <del>2 to 4 years</del> <del>&gt;4 years</del> <del>-</del>	<b>Marks</b> <del>0</del> <del>2</del> <del>4</del> <b>Marks</b> <del>0</del> <del>2</del> <del>3</del> <del>-</del>
3	<b><u>Presentation &amp; Submission on Planning &amp; Approach &amp; Methodology (The consultant shall submit Planning, Approach &amp; Methodology along with their offer. Date of Presentation shall be communicated separately) # Please refer note 2 mentioned below.</u></b>	<del>10</del> <b>25</b> <del>30</del>	<ul style="list-style-type: none"> <li>• Bidder's understanding of the ToR – 2 marks max.</li> <li>• Global best practices for land monetization – 2 marks max.</li> <li>• Bidder's access to databases – 2 marks max.</li> <li>• Investor connects – 2 marks max.</li> <li>• Proprietary tools – 1 marks max.</li> <li>• Staffing and work plan schedule – 1 marks max.</li> </ul>	<b>Bidder shall submit presentation &amp; submission on planning approach &amp; methodology. Maximum marks shall be as per following grade:-</b> <del>Below Average</del> <del>Average</del> <del>Good</del> <del>Very Good</del> <del>Excellent</del>	<b>Marks</b> <del>0</del> <del>20</del> <del>25</del> <del>28</del> <del>30</del>	
4	<b><u>Presentation on Submission of case studies \$ Please refer note 3 mentioned below.</u></b>	5	Bidders will be required to make 1 hour presentation on atleast 02 case studies best suited to scope of this consultancy contract.	<b>Bidders shall submit 02 case studies best suited to scope of this consultancy contract. Maximum marks for each case study shall be as per following grade:-</b>	<b>Marks</b>	

<b>Key Personnel</b>	<b>Minimum Educational Qualification</b>	<b>Total Length of Professional Experience</b>	<b>Experience on Eligible Assignments</b>	<b>Relevant Work Experience ( For purpose of evaluation under clause 3.1 of RFP)</b>
Team Leader and Real Estate Expert	Graduation with <del>Masters Degree/</del> <b>PG Diploma</b> in Management/ Construction Management <b>OR</b> <b>MBA</b>	20 <del>15</del> years	He/ she should have led teams for 5 (five) Eligible Assignments, of which at least 2 (two) should be for Central Govt./ State Govt./CPSE/State PSU/Authorities/Nigam	<b>He/she should have relevant work experience of at least 03 years in consultancy assignments involving land use planning/ financial modelling for commercialisation and monetization of land pocket(s) in urban environment as Team Leader.</b>
Finance Expert	Chartered Accountant <b>OR</b> <b>Masters in Commerce</b> <b>OR</b> <b>MBA/PGDM with specialization in finance</b>	15 <del>10</del> years	He/ she should have worked as finance/ PPP expert in 5 (five) Eligible Assignments, of which at least 2 (two) should be for Central Govt./ State Govt./CPSE/State PSU/Authorities/Nigam	<b>He/she should have relevant work experience of at least 03 years in consultancy assignments involving land use planning/ financial modelling for commercialisation and monetization of land pocket(s) in urban environment as Finance Expert.</b>
Urban Planner	B Arch with Master's <b>M Arch / PG Diploma</b> in Urban/ Transport/ Housing Planning	15 <del>10</del> years	He/ she should have worked as member of a planning team for at least 3 (three) Eligible Assignments.	<b>He/she should have relevant work experience of at least 03 years in consultancy assignments involving land use planning/ financial modelling for commercialisation and monetization of land pocket(s) in urban environment as Urban Planner.</b>
Marketing & Promotion Expert	Master's/ <b>PG Diploma</b> in marketing management <b>OR</b> <b>MBA</b>	10 <del>08</del> years	He/ she should have handled marketing and promotion activities for at least 3 (three) Eligible Assignments.	<b>He/she should have relevant work experience of at least 02 years in consultancy assignments involving marketing and promotional activities for commercialisation and monetization of land pocket(s) in urban environment.</b>
Contracts Expert	Graduation <b>B Tech/ BE</b>	10 <del>08</del> years	He/ she should have prepared bid documents for at least 3 (three) Eligible Assignments.	<b>He/she should have relevant work experience of at least 02 years in consultancy assignments involving preparation of bid documents for commercialisation and monetization of land pocket(s) in urban environment.</b>

2.2.3 The Applicant should submit a Power of Attorney as per the format at Form - 4 of Appendix-I; provided, however, that such Power of Attorney would not be required if the Application is signed by a proprietor of the firm.

2.2.4 Any entity which has been barred by the Central Government, any State Government, a statutory authority or a public sector undertaking, as the case may be, from participating in any project, and the bar subsists as on the date of the Proposal, would not be eligible to submit a Proposal either by itself or through its Associate. The consultant/ tenderer should submit a self-declaration undertaking as per the format given in Form- 12 of Appendix-I.

2.2.5 While submitting a Proposal, the Applicant should attach clearly marked and referenced continuation sheets in the event that the space provided in the specified forms in the Appendices is insufficient.

### **2.3 Conflict of Interest in case of consultants**

2.3.1 The consultant is required to provide professional, objective, and impartial advice, at all times holding the Procuring Entity's interests paramount, strictly avoiding conflicts with other assignments or his/its own corporate interests, and acting without any consideration for future work.