

RESPONSE TO PRE-APPLICATION QUERIES

NAME OF WORK: Construction of Armament storage facilities, Workshops, Office buildings and allied services, MEP, Security surveillance including Roads, Bridges and other associated works for Project Seabird Phase IIA at Site-E, Naval Base, Karwar under DC-NAD works package

RFQ No: DGSB/NAD/02/01 of 2020

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1		Eligibility & Qualification Criteria Serial No-3.2: Average Annual Construction Turnover & FORM 10: FIN2	28 & 69	Annual construction turnover for Last 5 years	The auditing of accounts for the year 2019-20 will not be completed before application due date, bidders are allowed to submit their historic information for 5years preceding from year 2018-2019. Kindly confirm.	Refer Note (2), Form-09, Page 68 / 87 of RFQ. If the most recent set of Balance Sheet or the Financial Statement, as the case may be, is for a period earlier than 12 months from the date of application, justification should be provided for the same.
2		Form-09: Fin-1 (Financial Statement of Applicant) serial no:2	67 & 68	The Applicant shall attach copies of the audited balance sheet/Financial statement for 5 years preceding the application due date	The auditing of accounts for the year 2019-20 will not be completed before application due date, bidders are allowed to submit their historic information for 5years preceding from year 2018-2019. Kindly confirm.	Refer Note (2), Form-09, Page 68 / 87 of RFQ. If the most recent set of Balance Sheet or the Financial Statement, as the case may be, is for a period earlier than 12 months from the date of application, justification should be provided for the same.

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3		Eligibility & Qualification Criteria Serial No-4.2: Similar Work(s) Experience	31 & 32	Similar work(s) means construction of Heavy reinforced concrete structures (Armament and ordinance production/ Storage Facilities/ underground structures) including MEP services/ Industrial facilities including MEP services/ Infrastructure facilities including MEP services.	Our understanding for similar work(s) 1. Industrial facilities including MEP works – any industrial plant construction project including MEP works (ex. Automobile plant, Steel plant & cement plant etc.,) 2. Infrastructures facilities including MEP works – any infrastructures project including MEP works. (ex. Airport, port, Roads etc.,) Kindly confirm.	Provision(s) in the RFQ document shall prevail. Further, it is clarified that Infrastructure projects including MEP services will only include Airport buildings, Ports (which involves RCC buildings), Irrigation projects (Dams including associated structures), RCC tunnels, Oil/Gas/Liquefied Natural Gas (LNG) storage facility, Above or Underground Structures for Metro stations.

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4		Section 3 - Eligibility and Qualification Criteria No. 3.5 – Credit Rating	30	<p>All Indian Applicants must submit long-term credit rating from a Reserve Bank of India – approved credit rating agency or any reputed international agency for foreign firms.</p> <p>The credit rating should be as of the quarter ending December 2019.</p> <p>It is mandatory for firms to submit credit rating.</p> <p>Note: Even though credit rating is not a qualifying criterion, the Employer reserves the right to delete the requirement of credit rating or specify a minimum credit rating during the Tender Stage</p>	Since obtaining Credit Rating from reputed agency approved by RBI is time taking process, we request you to kindly consider Credit Rating obtained in the year 2019.	Provision(s) in the RFQ document shall prevail.

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5		Eligibility & Qualification Criteria Serial No-4.2: Similar Work(s) Experience	31 & 32	Must meet the requirement of at least one contract of minimum value of Rs.784 crore or Must meet the requirement of at least two contracts of minimum value of Rs.490 crore or Must meet the requirement of at least three contracts of minimum value of Rs.392 crore "Similar Work(s)" means Construction of Heavy reinforced concrete structures (Armament and Ordnance production/storage facilities/ underground structures) including MEP services/ Industrial facilities including MEP services/ Infrastructure facilities including MEP services.	Kindly amend that similar work Construction of Any building works like residential building including MEP services.	Provision(s) in the RFQ document shall prevail. Notwithstanding the above, it is clarified that: Residential buildings including MEP services cannot be considered as similar work.

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6		Eligibility & Qualification Criteria Serial No- 4.3: Construction Experience in Key Activities	33	Key Construction Activity No: 1 Successfully completed at least one work (single Contract) of value not less than 50 Crores for construction of armament/ ordnance storage facilities/explosive storage facilities/ technical facilities for storage of ammunition.	Key Construction Activity No: 1 Successfully completed at least one work (single Contract) of value not less than 50 Crores for construction any building works.	Provision(s) in the RFQ document shall prevail.
7		N/A		Joint Venture condition not available.	Kindly amend the JV condition.	Provision(s) in the RFQ document shall prevail. Notwithstanding the above, it is clarified that, Joint Venture is not accepted.
8				Hard copy submission	Due to covid 19 having continuous, the govt announced lockdown period in India. Our company is in Bangalore. We kindly request you to allow us to submit all hard copies of the tender after the lockdown period.	Provision(s) in the RFQ document shall prevail. Hard copies are to be submitted by the due date.

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9		Eligibility & Qualification Criteria Serial No- 4.3: Construction Experience in Key Activities	33	Key Construction Activity No: 1 Successfully completed at least one work (single Contract) of value not less than 50 Crores for construction of armament/ ordnance storage facilities/explosive storage facilities/ technical facilities for storage of ammunition.	<p>To the best of our knowledge, most of such works have been contracted in the past either on Item rate or Drawing and Specification mode. Hence the expertise of the contractor is restricted only to construction of the structure and installation of MEP/ FF systems conforming to the specifications.</p> <p>All large size contracting companies who will qualify for the similar works criteria are fully capable of execution of such facilities based on specifications provided. Hence past experience of construction of Armament storage is not necessary and may be waived off.</p> <p>Alternatively experience of construction of facilities for storage or handling of LNG or Petroleum products may be allowed since these also conform to stringent explosives handling specifications such as IS 10987/ API/ NFPA etc.</p>	<p>Provision(s) in the RFQ document shall prevail.</p> <p>Notwithstanding the above, Underground facilities which involve hardening of structures to house critical equipment, can be considered.</p>

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10		N/A		Financial Criteria	<p>Since the project is in national interest and need to compete within schedule time, which shall require financial sound contractor to maintain adequate inventory & cashflow at site and also providing new specialized equipment. In view of it, we request you to include some more financial criteria as below;</p> <p>Insolvency - The Bidder against whom proceedings for insolvency under the Insolvency and Bankruptcy code 2016, or as amended from time to time, have started, shall not be eligible for bidding. The same shall also be applicable to the bidder company who has taken unconditional technical and/or financial support from their Parent/ Holding Company, against whom proceedings for insolvency under the Insolvency and Bankruptcy code 2016, or as amended from time to time, have started.</p> <p>The Debt Equity Ratio of Applicant should not be more than 1.50</p>	Provision(s) in the RFQ document shall prevail.

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11		Eligibility & Qualification Criteria Serial No- 4.3: Construction Experience in Key Activities	33	Key Construction Activity No: 1 Successfully completed at least one work (single Contract) of value not less than 50 Crores for construction of armament/ ordnance storage facilities/explosive storage facilities/ technical facilities for storage of ammunition.	Kindly Consider construction experience of: <ul style="list-style-type: none"> • Cement Plant Silos • Non-Overflow Dam As both these types of projects develop mega storage facilities construction including considerable concreting both in terms of quantity and grade and use of specialized formwork technology.	Provision(s) in the RFQ document shall prevail.
12		General			Request for extension of Application Submission Date: <p>Due to Covid-19 Pandemic situation, offices are working with partial resources and considering the amount of documentation involved for the subject mentioned application, more time is required.</p>	The bid submission date is extended to 22 Jul 2020 .

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13		Eligibility & Qualification Criteria Serial No-4.2: Similar Work(s) Experience	31 & 32	Similar work(s) means construction of Heavy reinforced concrete structures (Armament and ordnance production/ Storage Facilities/ underground structures) including MEP services/ Industrial facilities including MEP services/ Infrastructure facilities including MEP services.	We understand that the Underground Pump House for Irrigation Project involving concrete works including Pumps, Motors and associated Electrical systems can be considered as Similar Work for qualification purpose. Please confirm.	Provision(s) in the RFQ document shall prevail. Further, kindly refer to response to Query No 3.
14		Eligibility & Qualification Criteria Serial No- 4.3: Construction Experience in Key Activities	33	Key Construction Activity No: 1 Successfully completed at least one work (single Contract) of value not less than 50 Crores for construction of armament/ ordnance storage facilities/explosive storage facilities/ technical facilities for storage of ammunition.	It is requested that the Authority can specify the List of approved sub-contractors who were enlisted with them and who is meeting the said requirement so that we will propose one sub-contractor from the said list upon award of work and before commencement of work with prior approval from the Authority.	Provision(s) in the RFQ document shall prevail.

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15		Form- 11: CCC & Form-13: Tender Capacity	71 & 75	As per Column No. 11 of Form-11, it is mentioned that Value of works outstanding as on 31 st Dec 2019 to be mentioned.	<p>It is requested to clarify whether we have to show the works which have been awarded to us after 31st Dec 2019 in Form-11: CCC (or) not.</p> <p>Further we understand that the value of works to be completed during the completion period of this tender on proportionate basis to be considered as "B" Value in the Tender Capacity formulae of "(A x N x 2) – B", since there may be some works which is having contract period more than 2 years.</p>	<p>Provision(s) in the RFQ document shall prevail.</p> <p>Notwithstanding the above, it is clarified that:</p> <p>a. The works which have been awarded to the contractors after 31 Dec 2019 is not required to be shown in Form-11: CCC.</p> <p>b. Regarding "B" Value in the Tender Capacity formulae - Provision(s) in the RFQ document shall prevail.</p>
16		6.7 Construction Period	39	The allowed construction period for the works to be performed and completed, ready for use by the Employer, under this contract package shall be 24 months from the date of contract award.	<p>It is to submit that the work requirement under the contract involves underground facilities which requires more time compared to the above ground construction. Hence considering the above we request to modify the construction period as 36 months instead of 24 months.</p> <p>Please confirm.</p>	Provision(s) in the RFQ document shall prevail.

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17		1.8.4 Application Due Date	Corrigendum-3	Application Due Date-23/06/2020 1500 hrs. IST	In view of the Lockdown restrictions due to Novel Coronavirus (COVID-19), we request you extend the Application Due Date by at least 1 (one) month i.e. up to 23/07/2020.	Response to Query no 12 refers.
18		Form 09 FIN – 1 Financial situation of the applicant	67 & 68	<p>2 (b) the applicant shall attach copies of the Audited Balance sheets or, if not required by the laws of the applicant's country, other financial statements for 5 years preceding the due date.</p> <p>Note-2:</p> <p>If the most recent set of balance sheet or the financial statement, is the case may be, is for a period earlier than 12 months from the date of application, justification should be provided.</p>	<p>We request you to add the following clause in the RFQ document to have a better understanding among the applicants:</p> <p>"In case the annual accounts for the latest financial year are not audited and therefore the bidder cannot make the same available, the bidder shall give an undertaking to this effect and the statutory auditor shall certify the same. In such a case, the bidder shall provide the audited annual reports for 5 years preceding the year for which the audited annual report is not being provided."</p>	<p>Refer Note (2), Form-09, Page 68 / 87 of RFQ.</p> <p>If the most recent set of Balance Sheet or the Financial Statement, as the case may be, is for a period earlier than 12 months from the date of application, justification should be provided for the same.</p>

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19		Clause 6.7 Construction period.	39	The allowed construction period shall be 24 months from the date of contract award.	We hereby bring to your kind notice that, this project is located in the area where the presence of monsoon will affect the progress of the work for at least 4 months in a year and also we invite your kind attention to the earlier projects invited/executing in this location of similar nature and magnitude are with a construction period of 36 months for this project.	Provision(s) in the RFQ document shall prevail.
20		As per corrigendum -3 application due date		23.06.2020	Due to present scenario of COVID-19 and restrictions of the movement due to lockdown, still offices are running with limited manpower. We have to obtain the certificates from the different agencies. Hence, we request you to extend the RFQ application submission due date by another 3 weeks.	Response to Query no 12 refers.

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21		Eligibility & Qualification Criteria Serial No-4.2: Similar Work(s) Experience	31 & 32	<p>Similar work(s) means construction of Heavy reinforced concrete structures (Armament and ordinance production/ Storage Facilities/ underground structures) including MEP services/ Industrial facilities including MEP services/ Infrastructure facilities including MEP services.</p> <p>One work of Rs. 784 Cr. Two works of Rs. 490 Cr. (each) Three works of Rs. 392 Cr. (each)</p>	<p>We have executed similar identical works of armament storage facilities & UG structures at the same location simultaneously with overlapping time period for the same client (i.e. Ministry of Defense).</p> <p>So, we request consider and accept them in a consolidated manner for the qualification criteria, in the interest of giving opportunity to all having executed similar works and getting competitive bids in all fairness.</p>	<p>Summation of number of small value contracts (less than the value specified under requirement) to meet the overall requirement will be accepted, if the applicant has carried out/ was responsible for carrying out one or more elements of project under more than one contract (for example:- Applicant carried out civil work under one contract and MEP works under another contract) he may combine all such contracts together in order to count them as “similar work” to meet the eligibility and qualification criteria under clause 4.2 of the RFQ, provided the contracting parties were the same (i.e. the same employer) for each contract and all the contracts were executed concurrently in the same site, within the time period specified by the employer in the contract. However, to meet the overall requirement, the number of contracts permitted under this clause are limited to Four (4) only.</p>
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22		Form-13 Tendering capacity		No. of years prescribed for completion of the work for which tenders are invited is 2 years (i.e. 24 months)	As per our prior extensive experience and the working conditions with that area we request you to amend the completion period for 3 years (i.e. 36 months)	Provision(s) in the RFQ document shall prevail.
23		Audited balance sheets/ financial statement for the year 2019-20		Audited balance sheets for proceeding year 1 (i.e. 2019-20) should be submitted by the bidder	Considering the present situation, we will be unable to produce the balance sheets/ financial statements for the year 2019-20. So, we request you to consider balance sheet for the year 2018-19	Refer Note (2), Form-09, Page 68 / 87 of RFQ. If the most recent set of Balance Sheet or the Financial Statement, as the case may be, is for a period earlier than 12 months from the date of application, justification should be provided for the same.
25		Form-09: Fin-1 (Financial Statement of Applicant) Serial No. 2	67 & 68	The Applicant shall attach copies of the audited balance sheet/Financial statement for 5 years preceding the application due date	The auditing of accounts for the year 2019-20 will not be complete before application due date, bidders are allowed to submit their audited balance sheet for 5 years preceding from year 2018-2019.	Refer Note (2), Form-09, Page 68 / 87 of RFQ. If the most recent set of Balance Sheet or the Financial Statement, as the case may be, is for a period earlier than 12 months from the date of application, justification should be provided for the same.

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26		Eligibility & Qualification Criteria Serial No-4.2: Similar Work(s) Experience	31 & 32	"Similar Work(s)" means Construction of Heavy reinforced concrete structures (Armament and Ordnance production/ storage facilities/ underground structures) including MEP services/ Industrial facilities including MEP services.	Requested to consider Airport terminal buildings, factory buildings / Any other building works for similar nature of works including MEP Works	Provision(s) in the RFQ document shall prevail. Further, kindly refer to response to Query No 3.
27		Section-3 Eligibility and Qualification Criteria 3.5- Credit Rating	30	All Indian Applicants must submit long-term credit rating from a Reserve Bank of India-approved credit rating agency or any reputed international agency for foreign firms. The credit rating should be as of the quarter ending December 2019. It is mandatory for firms to submit credit rating.	Requested to consider Credit rating taken during the year 2019, as obtaining credit rating from reputed agency approved from RBI may not possible in short duration.	Provision(s) in the RFQ document shall prevail. Notwithstanding the above, it is clarified that: - The credit rating should be as of the quarter ending December 2019.

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28		N/A		Joint Venture condition not available	Requested to consider J.V for participating in tenders.	Provision(s) in the RFQ document shall prevail. Notwithstanding the above, it is clarified that: Joint Venture is not accepted.
29		N/A		Key construction activity 1 & 2, the main contractor can associate with specialised agency as a sub-contractor	Credentials of specialized associate agency may be considered for qualification criteria as a partner of Joint venture/ consortium.	Provision(s) in the RFQ document shall prevail. Notwithstanding the above, it is clarified that: Joint Venture/ consortium is not accepted.