

## SPORTS AUTHORITY OF TELANGANA STATE (SATS)

### Selection of Consulting Firm for Technical Assistance in Implementation of Sports Development Initiatives in Telangana

#### RESPONSES / REMARKS TO PRE-BID QUERIES

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1	Minimum Eligibility Criteria	Specific Requirements	7	Bidder should have experience of completing 1 sports sector project of minimum duration of 1 year with Central/ State Governments agencies in India	Bidder should have experience of completing 1 sports sector project of minimum duration of 1 year with Central/ State Governments agencies or any other organization / industry association in India	No change in the RFP
2	Evaluation of Technical Proposals	Relevant experience of the bidder	14	Experience of undertaking five or more sports consulting assignments with Central & State Government Agencies.  Each project	We presume that international experience will also be considered. However, we request you to modify the clause as follows Experience of undertaking five or more sports consulting	No change in the RFP

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				relevant assignment will carry 02 marks	assignments with Central & State Government Agencies in India or any other country. Each project relevant assignment will carry 02 marks.	
3	Evaluation of Technical Proposals	Relevant experience of the bidder	14	Experience of undertaking five or more sports consulting assignments with Central & State Government Agencies.  Each project relevant assignment will carry 02 marks	We request you to consider experience with widely known Industry Associations in India. While the work performed is similar to the requirements cited in the RFP, the project sponsor may be external in certain scenarios.  Experience of undertaking two or more sports consulting assignments with Central & State Government Agencies or any other	No change in the RFP

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					Organizations in India.  Each project relevant assignment will carry 05 marks	
4	Evaluation of Technical Proposals	Relevant experience of the key professional staff proposed for the Assignment	15	a) Project Director  Master's Degree in Business Administration or relevant post-graduation from reputed education Institution / University with at least 15 years of consulting experience and demonstrable experience in implementation of Central / State Government initiatives, sports policy development and sports infrastructure projects	a) Project Director  Master's Degree in Business Administration or relevant post-graduation from reputed education Institution / University with at least 15 years of consulting experience and demonstrable experience in implementation of Central / State Government initiatives, sports policy development or sports infrastructure projects	No change in the RFP.

<b>S.No.</b>	<b>Section</b>	<b>Clause</b>	<b>Page</b>	<b>Request text from RFP / Corrigendum</b>	<b>Clarification / Modification Requested</b>	<b>RESPONSE/REMARKS</b>
5	Evaluation of Technical Proposals	Relevant experience of the key professional staff proposed for the Assignment	15	<p>b) Team Leader</p> <p>Master's Degree in Business Administration or relevant post-graduation from reputed education Institution / University, with minimum 10 years of consulting experience working with Central and State Government agencies and demonstrable experience in Sports policy development and implementation of Central / State Government initiatives</p>	<p>The requirement of a resource working on both Sports Policy development and its Implementation is very specific in nature. Hence, we request you to consider having experience in either of the areas i.e. Sports Policy development or its implementation. We request you to modify the requirement as follows</p> <p>b) Team Leader</p> <p>Master's Degree in Business Administration or relevant post-graduation from reputed education Institution / University, with minimum 10 years of consulting experience working</p>	No change in the RFP.

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					with Central and State Government agencies and demonstrable experience in Sports policy development or implementation of Central / State Government initiatives.	
6	Evaluation of Technical Proposals	Relevant experience of the key professional staff proposed for the Assignment	15	c) Project Manager Master's degree in Business Administration or equivalent post-graduation qualification in Sports domain from a reputed education Institution/ University, with minimum 5 years of experience and demonstrable experience in implementation of Central/ State Government sports initiatives, strategic planning and	The requirement for resources working in Khelo India scheme and also a qualification in Sports domain is a very restrictive condition. Hence, we request you to modify the requirement as follows  c) Project Manager  Master's degree in Business Administration or equivalent post-graduation qualification in Sports domain from a reputed education Institution / University,	No change in the RFP.

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				drafting sports policy. Experience of Khelo India scheme is preferable	with minimum 5 years of experience and demonstrable experience in implementation of Central/ State Government sports initiatives, strategic planning and drafting sports policy.	
7	13. Deliverables and Payment Schedule	Monthly progress reports	19	Monthly 70% (equally divided across 12 payments)	Kindly clarify if the 70% payment is paid to the consultant on Monthly Progress Report basis from Day 1 regardless of the Milestones indicated for Inception report and Sports development plan submission or is it sequential.  If the payments are made based on the Milestones sequentially then we request, you to modify the clause as	70% (equally divided across 08 payments)

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					follows "Monthly 70% (equally divided across 8 payments)"	
8	14. Miscellaneous	Confidentiality	19	All the Applicants shall treat all the information, records, reports, technical data, contracts, agreements, maps, drawings and any other documents provided to them under this bid process, during the RfP stage, if short listed and upon signing of the Contract Agreement for performing their responsibilities and obligations as confidential. An undertaking in this regard would require to be submitted by the Applicant at the time of signing of	Does this indicate any Non-Disclosure Agreement to be signed with the client? If so, request to share the NDA format.	There shall be no such Non-Disclosure Agreement

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				the Contract Agreement.		
9	7.2 Schedule B	Declaration	24	12) In the event of my/ our being declared as the successful bidder, I/We agree to enter into a Service Agreement in accordance with the draft that has been provided to us prior to the Bid Due Date. We agree not to seek any changes in the aforesaid draft and agree to abide by the same.	12) In the event of my/ our being declared as the successful bidder, I/We agree to enter into a Service Agreement in accordance with the draft that has been provided to us prior to the Bid Due Date. We agree to seek any changes in the aforesaid draft on mutually agreed terms and conditions resulting from ay negotiations	No change in the RFP.
10	1. Datasheet	Last Date for Submission of Proposal	8	22, April, 2021	It is requested to extend the last date of submission by a week to 30 April 2021. Existing timelines as per the RFP do not allow us to complete our internal clearances	No change in the RFP.

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					and further one week's extension would also allow us to submit a responsive and a quality bid against this RFP	
11	10. Proposal evaluation	(b) Evaluation of Technical Proposals Criteria. 1. Relevant experience of the bidder	14	"Experience of undertaking five or more sports consulting Assignments with Central & State Government Agencies."	We understand that sports consulting projects delivered for Government/Public sector clients by the bidding entity outside India would also be considered. We request the Authority to kindly clarify the same.	No change in the RFP.
12	10. Proposal evaluation	(b) Evaluation of Technical Proposals  *	17	Copies of work orders/agreement/ completion certificates must be submitted as a proof for each assignment. Ongoing assignments will be considered only if at least 6 months of	In case of ongoing assignments, can we submit a letter of extension of project granted by the client as proof of the project duration? We request the Authority to kindly clarify the same	Yes.

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				the project period has elapsed.		
13	10. Proposal evaluation	(b) Evaluation of Technical Proposals  **	17	All proposed team members excluding Project Director and Team Leader shall be required to be deployed on a full-time basis at SATS during the tenure of the engagement. Furnished office space along with a telephone line and printer facility shall be provided by SATS for the project team.	In case of unforeseen circumstances such as COVID-19 lockdowns, it is requested that the deployed team be allowed to operate from remote location for the duration that travel to the client location is restricted/ non-advisable.  We request the Authority to kindly consider the same.	It shall be as per Government's instructions in such matters from time to time.
14	Section III: Scope of work	(b) Preparation of 3- year strategy roadmap for sports sector development of Telangana	19-20	"Conduct stakeholder workshops to disseminate the strategy roadmap"	We understand that all the logistics cost relating to organising the workshops will be taken care of by the Client and the scope of the consultants will be limited to conduct and participating in such	Yes.

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					workshops. We request the Authority to kindly clarify the same	
15	EMD	Earnest Money Deposit (EMD)	7	EMD of INR 5,00,000/- (Rupees Five Lakh) in the form of demand draft drawn in favour of VC & MD, SATS', payable at Hyderabad.  The EMD shall be submitted along with the 1st Inner Envelope of the Technical Proposal.	As per the Department of Expenditure, Ministry of Finance's OM dated 12.11.2020 no provisions regarding Bid Security is to be kept in the Bid Documents for all tenders issued till 31.12.2021 and only provision for Bid Security Declaration should be kept in the Bid Documents. In view thereof, we request the Authority to remove the requirement of EMD.	No change in the RFP.
16	N/A	N/A		N/A	We will be providing services and deliverables to you under the contract. We accept no liability to anyone, other than you, in connection with	The services and deliverables shall be provided as per the agreement.

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					our services, unless otherwise agreed by us in writing. You agree to reimburse us for any liability (including legal costs) that we incur in connection with any claim by anyone else in relation to the services. We request the Authority to kindly confirm.	
17	N/A	N/A		N/A	We agree to indemnify to the extent the damages/losses are finally determined by a competent court or arbitration. Please make indemnities subject to final determination by court/arbitrator. This is also the industry standard and prescribed by Meity in its Guidelines.	No change in the RFP.

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18	N/A	N/A		N/A	We understand that we would be liable to pay liquidated damages to the extent corresponding breach is solely attributable to us. We request the Authority to kindly confirm.	No change in the RFP.
19	1. Date Sheet: Minimum Eligibility Criteria  Page 6	The Bidder should have an average turnover of minimum INR 100 crore during last three financial years (FY 2017- 18, FY 2018-19, FY 2019-20)		The Bidder should have an average annual turnover of minimum INR 15 crore from advisory services during last three financial years (FY 2017- 18, FY 2018-19, FY 2019-20)	We request this change so that this RFP is as per guidance notes issued by Ministry of Electronics & Information Technology (MeitY) for selection of consulting agencies as well as in line with document issued by Government of India, Ministry of Finance, Department of Expenditure - the Manual for Procurement of Consultancy & Other Services 2017 (GFR) that must be adhered	No change in the RFP.

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					<p>to. As per the norms, the thumb rule is to keep the minimum sales turnover in Consulting/IT Consulting at Five (5) times the estimated value of the assignment being tendered. Alternatively, the Average Annual financial turnover of related services during the last three years, ending 31st March of the previous financial year, should be at least 30% (Thirty per cent) of the estimated cost.</p> <p>If we consider the project value of this tender to be approximately INR 2.5 crore (derived from EMD stated at INR 5L), the minimum average turnover should be</p>	

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					reduced to approx INR 12.5 or INR 15 crore from current INR 100 crore, in order to keep in line with norms. Additionally, the turnover should be from advisory services only and not other revenue generating streams	

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20	10 (b). Evaluation of Technical Proposals  Page 14- 16	<b>Criteria</b>	<b>Maximum Points</b>	<b>Criteria</b>	<b>Maximum Points</b>	Bidder experience weightage should be increased	No change in the RFP.
		1. Relevant experience of the bidder	30		35		

<b>S.No .</b>	<b>Section &amp; page No.</b>	<b>Content of RFP requiring clarifications</b>		<b>Clarification Required / Change Suggested</b>		<b>Remarks / Reasoning</b>	<b>RESPONSE/ REMARKS</b>
<b>21</b>		Experience of undertaking ten or more PMU assignments with Central and State Government agencies in India Each relevant assignment will carry 01 marks	10	Experience of undertaking ten or more PMU assignments with Central and State Government agencies in India with minimum contract value of INR 1 crore Each relevant assignment will carry 01 marks	10	There should be a value added to the assignment to ensure that the PMU's are of sizeable nature.	No change in the RFP.

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<b>22</b>		Experience of undertaking five or more sports consulting assignments with Central & State Government Agencies. Each project relevant assignment will carry 02 marks	10	Experience of undertaking five or more sports consulting assignments with Central & State Government Agencies. Each project relevant assignment will carry 02 mark (Max 10 marks) Additional 5 marks if bidder has completed an assignment related to setting up of a PMU to assist any Central / State Government in India primarily for development towards their Sports initiatives/events with a minimum annual fee of INR 1.5 crores (exclusive of all applicable taxes) – (max 5 marks) Additional 5 marks if the bidder has experience of assisting any State Government for preparation of DPR's for Khelo India Scheme – 5 marks	20	Considering this is a sports related assignment, firm experience in the sector should have the highest weightage. Hence it is proposed that in addition to simply providing projects that meet the criteria, higher marks should be given for specific relevant experience that will help justify the firm prior experience in sports consultancy. Bidders who have past experience such as Sports PMU under stage departments, or assisting state departments with the Khelo India Scheme, should be awarded higher marks.	No change in the RFP.

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23		<p>Experience of five or more consulting assignments with State Government Departments/Agencies in Telangana</p> <p>Each relevant assignment will carry 02 marks</p>	10	<p>Kindly request you to clarify if projects under United Andhra Pradesh will be acceptable. If so kindly request to modify the clause as follows: Experience of five or more consulting assignments with State Government Departments/Agencies in Telangana/United Andhra Pradesh Each relevant assignment will carry 01 marks (maximum 5 marks)</p>	5	<p>Considering this is a sports related assignment, with scope focused on a policy making level, firm experience in the sector should have the highest weightage, with minimum weightage given to experience for the region.</p>	<p>No change in the RFP.</p>
24		<p>2. Relevant experience of the key professional staff proposed for the Assignment</p>	30	<p>2. Relevant experience of the key professional staff proposed for the Assignment</p>	40	<p>Team weightage should be increased. With the current marking, it is either zero or full marks per resource? We suggest to have more objective marking that is specific and fitting to deliver the assignment.</p>	<p>No change in the RFP.</p>

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25		<p><b>a) Project Director</b>  Master's Degree in Business Administration or relevant post-graduation from reputed education Institution /University with at least 15 years of consulting experience and demonstrable experience in implementation of Central/ State Government initiatives, sports policy development and sports infrastructure projects</p>	9	<p><b>Project Director:</b>  Master's Degree in Business Administration or relevant post-graduation from reputed education Institution /University with at least 7 years of consulting experience and demonstrable experience in implementation of Central/ State Government initiatives, sports policy development and sports infrastructure projects</p> <ul style="list-style-type: none"> <li>• 3 marks for meeting criteria 1 Mark for each additional year of experience (maximum of 3 Marks)</li> <li>• Additional 2 marks for having a post-graduation</li> </ul>	10 (3+3+2+1+1)	For Project Director, we propose maximum marks with 10 years' experience, considering that the director should be a subject matter expert of Sports consultancy (primarily established approx. 10 years ago in India). The project director should also be evaluated specifically with experience and education that focus on sports.	No change in the RFP.

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				qualification in Sports domain from a reputed education Institution/ University <ul style="list-style-type: none"> <li>• Additional 1 mark for experience of having led a sports consulting project with a Central/State Department in India</li> <li>• Additional 1 mark for having led project management for any one international level sports event in India</li> </ul>			
26		<b>b) Team Leader</b> Master's Degree in Business Administration or relevant post-graduation from reputed education Institution /University, with minimum 10 years of consulting experience working with	7	<b>b) Team Leader:</b> Master's Degree in Business Administration or relevant post-graduation from reputed education Institution /University, with minimum 5 years of consulting experience working with Central and State Government	7 (3+2+2)	For Team Leader, we propose the individual have experience and be marked on their capabilities in sports development, including focusing on sports policy, grassroots development and sports events,	No change in the RFP.

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		Central and State Government agencies and demonstrable experience in Sports policy development and implementation of Central/ State Government initiatives		agencies and demonstrable experience in Sports policy development and implementation of Central/ State Government initiatives. <ul style="list-style-type: none"> <li>• 3 marks for meeting criteria</li> <li>• Additional 1 mark for each facility/stadium where Expert has assisted Sports Departments in India for sports policy and grassroots development (maximum 2 marks)</li> <li>• Additional 2 marks for working with minimum three international sports events in India (maximum 2 marks)</li> </ul>			
<b>27</b>		<b>c) Project Manager</b> Master's degree in Business Administration or	6	<b>c) Project Manager</b> Master's degree in any discipline with minimum 5 years of	5 (3+1+1)	For Project Manager, it is important that the individual has understanding of the	No change in the RFP.

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		equivalent, with minimum 5 years of experience and demonstrable experience in implementation of Central/ State Government sports initiatives, strategic planning and drafting sports policy. Experience of Khelo India scheme is preferable		relevant experience <ul style="list-style-type: none"> <li>• 2 marks for meeting criteria</li> <li>• Additional 2 marks for having minimum 2 years with experience in implementation of Central/ State Government sports initiatives, strategic planning and drafting sports policy.</li> <li>• Additional 1 mark for experience of Khelo India Scheme</li> <li>• Additional 1 mark if having experience of sports project experience internationally (outside India)</li> </ul>		Khelo India scheme, as well as best global practices. The marking should be demarcated accordingly.	

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28		<p><b>d) 2 Project Consultants – Operations</b></p> <p>Master’s degree in Business Administration or equivalent post-graduation qualification from reputed education Institution/ University, with minimum 3 years of experience working with Central and State Government agencies and minimum 6 months as part of a PMU implementing Central/ State Government initiatives Each consultant will be given a maximum of 02 marks</p>	4	<i>No Change suggested</i>	4	-	-

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29		<p><b>e) 2 Project Consultants – Strategy</b></p> <p>Master’s degree in Business Administration or equivalent post-graduation qualification from reputed education Institution/ University, with minimum 3 years of experience working with Central and State Government agencies and demonstrable experience formulating policies, creating DPRs for infrastructure projects, and coordinating with Central/ State</p>	4	<i>No Change suggested</i>	4	-	-

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		Government agencies for funding support Each consultant will be given a maximum of 02 marks					
<b>30</b>		<b>3. Presentation on Approach, methodology and work plan for the assignment</b>	<b>30</b>	<b>3. Presentation on Approach, methodology and work plan for the assignment</b>	<b>15</b>	The subjective scoring in should be reduce to 15 marks. As per the guidance issued by Ministry of Electronics & Information Technology (MeitY) for selection of consulting agencies: <i>As a matter of "Good Practice" the presentation should be avoided OR undue weightage should not be given to the presentation</i>	No change in the RFP.
<b>31</b>		4. Average firm Turnover in the past 3 years	10	4. Average firm Turnover from advisory services in the past 3 years	10	Given the reasoning provided in S. No.1, in order to comply with the norms, the minimum average firm turnover needs to be reduced to a maximum of INR 15 crore. Accordingly, the scoring criteria may be adjusted.	No change in the RFP.  It has been already mentioned in the RFP that the average annual

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						Additionally, the term 'from advisory services' should be mentioned since this is a pure consulting assignment.	turnover in the last three financial years to be from consulting services
		<ul style="list-style-type: none"> <li>• INR 100 Crore – INR 500 Crore</li> </ul>	5	<ul style="list-style-type: none"> <li>• INR 15 Crore – INR 50 Crore</li> </ul>	5	“ ”	
		<ul style="list-style-type: none"> <li>• INR 500 Crore – INR 1000 Crore</li> </ul>	7	<ul style="list-style-type: none"> <li>• INR 50 Crore – INR 100 Crore</li> </ul>	7	“ ”	
		<ul style="list-style-type: none"> <li>• INR 1000 Crore +</li> </ul>	10	<ul style="list-style-type: none"> <li>• INR 100 Crore +</li> </ul>	10	“ ”	
<b>32</b>	Draft Agreement  Clause 8, page 34 onwards	Missing clauses		<p>We suggest to add the following missing clauses:</p> <ul style="list-style-type: none"> <li>• Confidentiality: Confidentiality clause is missing. A clause wrt compelled disclosure must also be incorporated.</li> <li>• Retention of copies: The Firm needs to retain information/documents as maybe required for legal or professional</li> </ul>			No Change in the RFP.

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				<p>regulatory purposes.</p> <ul style="list-style-type: none"> <li>• Indemnification: A clause wrt indemnity must be incorporated. We would prefer one that's mutual because the Firm may also incur losses or suffer damages due to i) third party claims or ii) the fraud, misrepresentation or omission of facts by the Client or its personnel.</li> <li>• Non-Exclusivity: The services provided by the Firm are on a non-exclusive basis. The Firm should have the right to pursue any business opportunity that it may in its sole discretion deem</li> </ul>			

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			<p>appropriate.</p> <ul style="list-style-type: none"> <li>Non-Solicitation: Neither party shall solicit the personnel of the other during the term of the engagement and for a period of one year thereafter.</li> </ul>		

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33	As per Data Sheet	INR 10,000/- (Rupees ten thousand ) (including GST) in the form of Demand Draft drawn in favour of "VC & MD, SATS", payable at Hyderabad.			As per MSME Act, if a company is registered under MSME, while making application for Government tender, bidder is exempted from Tender cost / fee, EMD / Bid Security & Security Deposit.	No Change in the RFP
34	As per Data Sheet	EMD of INR 5,00,000/- (Rupees five lakh) in the form of demand draft			In line with the above, kindly grant an exemption / relax the criteria for payment of Earnest Money Deposit	No Change in the RFP

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		drawn in favour of "VC & MD, SATS", payable at Hyderabad.			and Tender / Proposal fees for those bidders who are registered under MSME and have valid MSME Registration Certificate.	
<b>35</b>	As per Data Sheet	EMD of INR 5,00,000/- (Rupees five lakh) in the form of demand draft drawn in favour of "VC & MD, SATS", payable at Hyderabad.			Normally PSU's allow submission of EMD in form of Bank Guarantee in these kinds of assignment. Therefore, it is requested to allow EMD in form of Bank Guarantee for submission of this proposal.	No Change in the RFP
<b>36</b>	As per Data Sheet	The Bidder should have an average turnover of minimum INR 100 crore during last three financial years (FY 2017-18, FY 2018-19, FY 2019-20)			The Bidder shall have minimum average annual revenue of INR 50 Crore (Rupees Fifty Crore only) from Consultancy assignments during each of the last three financial years (2016-17, 2017-18, 2018-19) preceding the PDD. For the avoidance of doubt, professional	No Change in the RFP

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					<p>fees hereunder refer to fees received by the Bidder for providing advisory or consultancy services to its clients.</p> <p>The bidder should have an average annual turnover from consulting services of Rs.20 Crores in the preceding three financial years (i.e., 2016-17, 2017-18, 2018-19).</p> <p>Department of Economic Affairs, Ministry of Finance, Govt., of India vide RFQ dated 31.05.2020 has formulated detailed guidelines for selection of Consultants wherein, it has benchmarked the Turnover Criteria at Rs.20 Crores only (Copy attached).</p>	

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					Rs.20 Crores Turnover Criteria is a reasonable threshold to ensure fair participations resulting into a competitive bid.	
<b>37</b>	As per Data Sheet	Experience of undertaking ten or more PMU assignments with Central and State Government agencies in India			Experience of undertaking ten or more PMU assignments with Central and State Government will restrict the participation hence request to considered Infrastructure Development projects for better participation.	No Change in the RFP
<b>38</b>	As per Data Sheet	Experience of undertaking five or more Sports consulting assignments with Central and State Government agencies.			Kindly define the "sports consulting assignments." Any sports / sport complex related consultancy assignments will consider ? Kindly modify the clause as <b>"Experience of undertaking sports consulting assignments with Central &amp; State</b>	No Change in the RFP

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					<b>Government / Private Agencies.”</b> Kindly considered Private assignments for better participation.	
<b>39</b>	As per Data Sheet	Experience of five or more consulting assignments with State Government Departments / Agencies in Telangana.			This clause will again restrict the participation.  Kindly modify the clause as “Experience of consulting assignments with State Government Departments / <b>Private Agencies in Telangana will give preference.</b> Request you to considered as above for better participation.	No Change in the RFP
<b>40</b>					Due to Covid-19 Pandemic situation in Naqgpur, Maharashtra, kindly arrange pre bid meeting <b>through VC. Kindly share the VC link.</b>	-

**SPORTS AUTHORITY OF TELANGANA STATE (SATS)**