

SN	Entity	Clause No.	Queries/Issues	Clarifications
1	PWC	Annexure IV, Point 5	We understand that preparation of promotional material and marketing collaterals consist of two stream i.e. content and the design. Knowledge partner may be best placed to develop the content however; design may be better prepared by PR partner. Therefore, it may be included in the scope of PR Company Please suggest if our understanding is correct.	Knowledge partner has to carry all activities i.e. content & design pertaining to preparation of promotional materials and marketing collaterals.
2		Annexure IV, Point 6	We understand that the knowledge partner shall be responsible for suggesting the strategy/initiatives for mass promotion/marketing however, the mass promotion/marketing activities would be undertaken by PNGRB separately and knowledge partner is not required to factor in the cost to be incurred on promotional activities like newspaper advertisement etc. Please suggest if our understanding is correct	Yes, newspaper advertisement, if any will be to the account of PNGRB.
3		Annexure IV, Point 9	We understand that arranging the physical	Availability of Hotels and tickets are not included in the scope of

			<p>infrastructure like Hotels, Air tickets etc. will be included in the scope of Event Management Company? Please suggest if our understanding is correct.</p>	<p>knowledge partner, which will be handled by Event Manager however planning for the event and coordination with event management/ PNGRB is included under the scope of work of knowledge partner</p>
4		Annexure IV, Point 12	<p>"Any other Activities" is a very wide term. We suggest to re-word it as follows: "Any other activities agreed between PNGRB and the Knowledge Partner aimed at value enhancement of the IXth CGD Round Bidding</p>	<p>No Change. Tender Conditions follow however all activities will be decided mutually</p>
5		Annexure V, Point 6, Payment Terms	<p>"First Payment: 20% of the contract cost comprising Professional Fee for initially confirmed events will be given after first successful meeting with PNGRB.</p> <p>We understand that project Kick off meeting would be considered as first successful meeting. Please confirm if our understanding is correct.</p>	<p>Provided PNGRB agrees that the contractor has fulfilled all contractual obligations for kick-off meeting.</p>

6		Annexure V, Point 9 (a), Technical Evaluation, Parameter 2	<p>We understand that Oil and gas being Central Government subject (SEVENTH SCHEDULE (Article 246) List 1— Union List) state Governments do not engage in investment promotion in this sector.</p> <p>Therefore, need for experience of investment promotion specific to oil and gas sector on standalone basis in India is viewed as restrictive.</p> <p>Therefore, this criteria may be changed to experience in investment promotion for state central Government.</p>	<p>Similar type of activities in Technical evaluation para 2 will include Advisory on Policy/Regulatory works, preparation of vision documents etc. of Ministry of PNG or State Govt. however bid advisory work is not included.</p>
7		Annexure VI, Financial Bid, Parameter 1	<p>We understand that the financial bid would be evaluated based on the fee quote provided for 10 events (parameter 1 only) and quote to be provided for parameter 2 and 3 are only indicative and would have no bearing on the evaluation.</p> <p>Please confirm if our understanding is correct.</p>	<p>Three foreign locations viz- Europe, Gulf & South East Asia is added. Accordingly Annexure-VI (Financial Bids) of Schedules of Rates is modified and annexed as Attachment-A. Bid evaluation will be done for 10 plus 2 events in India and 3 events outside India.</p>
8		Annexure VII, Bid Rejection Criteria, Point 3, 4 and 5 Need	<p>For many engagements we do not seek/get the completion certificate from the client.</p>	<p>For the purpose of documentary proof copy of completion certificate/ copy of as paid final bill or any other documents which substantiate conclusively that said works has been completed by bidder. Further in case</p>

		for documentary proof	<p>However, we can provide the Letter of Award.</p> <p>Therefore, it is requested that letter of award may be considered as proof of experience.</p> <p>Else, as all the bidders are reputed agencies a declaration by the authorised signatory confirming the completion should be considered towards the roof.</p>	completion certificate from client is not available with bidder, Letter of Award along with declaration from authorized signatory confirming completion shall be accepted.
9		Annexure VII, Bid Rejection Criteria/ Bid Evaluation Criteria	What document will be acceptable towards the documentary proof for availability of database?	In case of own database: Undertaking from Head of the Organization. In case of access to oil & gas companies, service providers, investors on a global scale: Confirmation from the authorized person of the companies/ service provider/investors.
10		Conflict of Interest	We understand that the selected Knowledge Partner would not be conflicted to offer bid advisory services to the prospective bidders of this round. Please confirm if our understanding is correct?	Bidder shall be required to follow the concept of maintaining “Chinese Wall” and “Firewall” to avoid any conflict of interest with respect to assignments by PNGRB and bid advisory services
11		Discussion during the pre-bid meeting	Based on our discussion during the pre-bid meeting we understand that PNGRB might add few more cities within India and few foreign locations where	Refer Clarification for Sr. no. 7

			<p>event needs to be hosted.</p> <p>We suggest that bidders may be allowed to provide a fee quote for additional cities separately.</p> <p>It is also suggested that fee quote for supporting the event in foreign location should be sought separately.</p>	
12	KPMG	<p>Annexure V: (Pg. 22)</p> <p>Bid Parameters:</p> <p>Experience in Oil and Gas Sector for similar type of activities as in Annexure IV in India.</p>	<p>While the objective of the criterion is justified. There has been not much Investment promotion work in Oil and Gas Sector.</p> <p>However, Consultant's specific experience in Oil & Gas sector investment promotion projects is important as it would be highly beneficial for the current PNGRB project due to its aggressive time schedule and road shows at multiple locations simultaneously. The Knowledge Partner having prior experience in Oil & gas sector investment promotion project can leverage its technical knowledge for the seamless execution of the</p>	Refer Clarification for Sr. no. 6

			<p>multiple events with finesse in such short duration</p> <p>Thus, in order to attract adequate participation from qualified consultant, it would be good if the criterion is revised as suggested. We suggest to revise the criterion as follows :</p> <p>“Experience in Oil and Gas Sector for similar type of activities as mentioned in Annexure-IV (25)</p> <p>- Projects of value from Rs. 1 Crore to 5 crores undertaken in the Oil & Gas Sector in India in the last 3 years”</p> <p>Marks –</p> <ul style="list-style-type: none"> ▪ 3 or more projects (25 marks) ▪ 2 projects (20 marks) ▪ 1 projects (10 marks) 	
13		<p>Annexure V: (Pg. 22)</p> <p>Bid Parameters:</p> <p>Project Team</p>	<p>The points don't add up to 5. We suggest points / weightages be distributed as follows –</p> <ul style="list-style-type: none"> ▪ Engineering + MBA (02 marks) 	<p>Weightage shall be as under:</p> <ul style="list-style-type: none"> ▪ Engineering + MBA (1+1 marks) ▪ Partner/President/MD with the firm (1 mark) ▪ Experience of at least 20 years (1 mark)

		Project Director	<ul style="list-style-type: none"> ▪ Partner with the firm (01 mark) ▪ Experience of at least 20 years (01 mark) ▪ Directed 5 Investment promotion assignments in the last 5 years (01 mark) 	<ul style="list-style-type: none"> ▪ Directed 5 Investment promotion assignments in the last 5 years (1 mark)
14		Annexure V: (Pg. 23) Selection of Consultant	<p>The bid weightage to technical and financial is 60:40. It is suggested that the technical parameters be given more weightage (around 70%) as covering 15-20 roadshows in 2 months duration is an aggressive target which will require a technical competent consultant with adequate experience in Investment promotions and O&G</p>	No Change. Tender Conditions follow.
15		Conflict of Interest	<p>The scope of work of Knowledge partner does not involve evaluation of bids/ any other work related to the bid process management/ evaluation for PNGRB. Thus, it is understood that the appointed consultant shall be allowed to advise potential</p>	Refer Clarification for Sr. no. 10

			<p>bidders in areas of feasibility studies, market assessments, bid preparation and advisory work for any client participating in the bid rounds. Request PNGRB to confirm the understanding</p>	
16		<p>Annexure VI: (Pg. 24)</p> <p>Expenditure on Collaterals, PR, meetings, road shows etc.</p>	<p>a) We understand that PNGRB would separately hire a firm for PR and designing/printing of collaterals and the Consultant would be expected to develop content, coordinate & liaison with hired firm</p> <p>b) May please also clarify the price quote sought (Cap) for this task is indicative in nature or will be considered for evaluation purpose?</p> <p>It is suggested that the PNGRB may separately appoint a PR firm and a design/printing firm who can design and print collaterals.</p> <p>Thus, a price quote sought under this header may be deleted from the financial bid form</p>	<p>Scope of work is as defined in Tender. PNGRB shall hire separate agency for event management.</p>
17		<p>Annexure VI: (Pg. 24)</p>	<p>The out of pocket expenses is on actual basis and the cap</p>	<p>Refer foot note of Annexure-VI</p>

		Consultant out of pocket expenses	quoted would only be indicative in nature. Such quote shall not have any bearing on bid evaluation. May please clarify. Since this expense would be on actual basis and incurred with prior permission of PNGRB, the price quote sought under this header may not be relevant. Thus, the same shall be deleted from the financial bid form	
18	CRISIL	6	We understand that carrying out the mass promotion activities would involve advertising in the local newspapers and TV media. Please clarify on the minimum no. of such advertisements to be given in each media (newspapers, TV news channels, etc.).	No. of advertisement shall be mutually decided by PNGRB and successful entity.
19		9a (2)	The oil and gas sector is majorly the subject of the Central Government. The state Governments have never been involved in the investment promotion activity in the oil and gas sector. Moreover, the total number of such engagements in	Refer clarification for Sr. No. 12

			<p>Indian conducted in the recent past are limited and therefore, investment promotion specific to oil and gas sector on stand-alone basis in India may be restrictive.</p> <p>We request you to merge this criterion with the experience in investment promotion for state/central Government with contract value of over Rs. 2 crore in last 5 years.</p>	
20		9a (2)	<p>PNGRB being the regulator and has conducted the CGD network bidding under various rounds, the last being the VIIIth round of bidding. However, we feel that the experience and knowledge gained during the bidding rounds by the consulting agencies should be a part of the technical evaluation.</p> <p>Therefore, we request you to replace this criterion with the following criteria:</p> <p>“Experience in bid process management for CGD networks conducted by PNGRB in the past three years:</p>	Refer clarification for Sr. No. 12

			<p>i. Experience of the bidders in conducting the bid process management for bids with single contract value of Rs 35 lakhs or more</p> <p>Scoring Criteria:</p> <p>Projects with contract value of more than RS 35 lakhs:</p> <p>3 or more: 10 marks</p> <p>2 or more : 7 marks</p> <p>1: 5 marks</p>	
21		9a (4)	<p>We request you to kindly modify the term “Partner with the firm” to include Partner/President/MD with firm/company as the constitution of the consulting agencies may vary from partnership firm to LLP/Company. The term only “Partner with the firm” may be restrictive</p>	Refer clarification for Sr. No. 13
22		Annex-V	<p>With reference to the text,” positive marks should be there in each above mentioned parameters 1-A, 1-B, 2,3 & 4”, we request you to remove the criteria and increase the weightage of technical evaluation</p>	No Change. Tender Conditions follow.

			round to 70% from 60%.	
23		Annex-VI, Parameter 1	Please clarify whether any change is envisaged in increasing the minimum no of events from the existing ten no. of events.	Refer clarification for Sr. No. 11
24		Annex-VI, Parameter 2 & 3	<p>Please clarify whether the same is to be included in the financial quote or we can leave the quote blank and claim actual expenses as reimbursement.</p> <p>Further kindly also clarify whether the travelling expenses to be incurred for the visits to each of the city shall be a part of out of pocket expenses or lump sum professional fees. This may be difficult to include in professional fees as the upside on the no. of cities is yet to be finalised by PNGRB and may vary depending on the PNGRB's criteria of selection of cities.</p>	Refer clarification for Sr. No. 17
25		Annex-VII B(3)	Kindly clarify whether a contract sponsored by	Tender Conditions follow.

			<p>multilateral banks will be qualified to meet such criteria where the consulting agency has worked on investment promotion activity with a central/state Government</p> <p>Kindly also clarify on the documentary proof needed to substantiate the experience.</p>	
26		Annex-VII B(5)	Kindly clarify on the documentary proof needed to substantiate the experience.	Refer clarification for Sr. No. 8
27		General	We further request you to extend the due date of submission of bid from 01 st March 2018 to 06 th March 2018 such that atleast two weeks' time is given from pre-bid meeting to submit the bid as per generic norms of bidding processes	<p>Following extension is granted:</p> <p>Last Date for Bid Sale: 7.3.2018 at 1500 Hrs</p> <p>Last date for Bid Submission: 8.3.2018 at 1100 Hrs</p> <p>Un Priced Bid Opening: 8.3.2018 at 1430 Hrs</p>

Attachment-A

Annexure-VI

SCHEDULE OF RATES

**FINANCIAL BID
(To be included in Financial Proposal Envelope)**

Date:

Petroleum and Natural Gas Regulatory Board
1st Floor, World Trade Centre,
Babar Road, New Delhi – 110001

Sir,

With reference to PNGRB Tender Enquiry No. PNGRB/ IXth Round CGD Bidding / for Hiring of Knowledge partner for Promotion of “ IXth Round of CGD Bidding “during International Road Shows we hereby submit the Financial Bid (fees) for the assignment proposed by PNGRB as consultant vide our quotation reference Number ___ dated ___

Items	Amount in Word and Figure	Remarks
1. Lump sum Professional Fees for proposed 10 events in India i.e. at together i.e. at Delhi, Mumbai, Chennai, Bhubaneshwar, Kochi, Lucknow, Jaipur, Chandigarh, Bhopal, Patna etc.	a) Fees for 10 Events: Rs..... b) Plus / Minus for each event being less / more than 10 events: Rs.....	The assignment should assume 4 months duration. Professional fee may be quoted for 15 events with additional fee for the events each excess or short event than fifteen.
2. Lump sum Professional Fees for proposed 3 events in Foreign locations viz- Europe, Gulf & South East Asia	a) Fees for 3 events: Rs..... b) Plus/Minus for each event being less/more than 3 events: Rs.....	The assignment should assume 4 months duration. Professional fee may be quoted for 3 events with additional fee for the events each excess or short event than three
Total	Rs. =	

Note: The out of pocket expenses towards outstation travel (to road shows venue) and approved marketing collaterals will be payable extra as per actuals.