



Empanelment of Consultants as ‘Transaction Managers and Advisors for land allotment at Shendra and Bidkin Industrial Area at Aurangabad’ under Aurangabad Industrial Township Limited (AITL)
RFQ cum RFP (Ref No: AITL/SBIA/2016-17/08)

Date: October 21, 2016

In reference to the pre-bid queries received by AITL and the pre-bid meeting held at the office of AITL at Mumbai on October 18, 2016, Bidders are requested to take note of the **Responses and Clarifications to the Pre-Bid Queries** provided below.

Additionally, Bidders are requested to take note of **CORRIGENDUM – 1 dated October 21, 2016** (on page No. 5 of this document) for changes/clarification of bid conditions.

Responses and Clarification to Pre-bid Queries

Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer’s Response
1	Page No. 4 / 2.1.6	Client requires that the Consultant provides professional, objective, and impartial advice and at all times hold Client’s interests’ paramount, avoid conflicts with other assignments or its own interests, and act without any consideration for future work. The Consultant shall not accept or engage in any assignment that may place it in a position of not being able to carry out the assignment in the best interests of Client and the Project.	Whether the Consultant will be allowed to accept other similar assignments in Mumbai, Maharashtra and other Cities across India.	Yes. Consultants are free to accept similar assignments, unless there is a specific case of potential or perceived conflict which should be brought to the notice of AITL.
2	Page No. 12 / 3.2.3 (b)	Support on legal drafting of NDA and other techno-legal due diligence amongst clients	Kindly confirm whether the Consultant’s role for this will be limited to providing assistance as the Lessee clients will have their own legal and techno-legal advisors for due diligence.	Yes. The role is limited to providing assistance and support as is the normal case with any transaction. We expect the consultant to provide all support necessary to successfully complete the transaction.



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer’s Response
3	Page No. 12 3.2.6	a) Application to state industrial development corporation b) Assist potential clients in preparing Project report/ project profile for submission to state industrial development corporation Infrastructure requirement application c) Document detailing land use justification	Kindly confirm whether the Consultant’s role for this will be limited to providing assistance as the Lessee clients will have their own legal and techno-legal advisors for due diligence.	Yes. The role is limited to providing assistance and support as is the normal case with any transaction. We expect the consultant to provide all support necessary to successfully complete the transaction.
4	Page No. 6 / 2.1.14	RFP Processing Fee of INR 11,500	Please advise whether the RFP and Demand Draft of Processing Fee has to be submitted online or physically deliver the same to AITL’s office.	Demand Drafts cannot be accepted online, it must be physically submitted. The RFP also must be submitted physically with all supporting documentations.
5	Page No. 10 / 2.10	Proposal Due Date	We request to extend the date of Submission of RFP to 11th November, 2016.	Refer Corrigendum No.1
6		General	What will be the permitted FSI for various uses (Industrial, Commercial and Residential)	Base FSI of 1 for all uses, since there is global FSI concept more than 1 FSI will be allowed with premium.
7		General	Who will be the authority for master planning and grant approvals for building plans.	Aurangabad Industrial Township Ltd. (AITL) will be the authority.
8		General	What support will be provided for other clearances such MPCB etc.	All necessary support will be extended by AITL. Also refer the State Government’s MAITRI (Maharashtra Industry Trade & Investment Facilitation Cell) for further support.
9		General	What kind of industries / development will not be permitted?	All kind of Industries are allowed as per MPCB Norms.



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer’s Response
10		General	What will be the provisions for subsequent transfer / assignment of leasehold rights once granted?	As per land allotment policy (to be issued shortly).
11		General	What kind of Infrastructure development be provided by AITL as part of the overall development.	The main infrastructure works including Roads, underground power lines, Water, Sewer lines etc. at doorstep.
12		General	Who will be the authority for Power and Water Supply and costs of the same?	For Power: MSEDCL and AITL. For Water : AITL
13		General	How will AITL allocate the enquiries directly received by them to Transaction Advisors?	All direct queries will be serviced by AITL.
14		General	Will there be separate zones for different developments	Yes. Refer the website of AITL and master plan for more details.
15		General	Any upper limit on the size of plot	No upper limit. But subjected to decision by AITL.
16		General	Can a single entity acquire multiple plots	Yes. Can acquire multiple plots for residential and commercial. However, for Industrial, multiple plots can be acquired only after completion of first acquired Project/Building.
17		General	What is the grace period from the date of allotment to start of construction	1.5 Years for SME, 2 Years for others and building should be completed in 3 Years.
18	Page 7 / 2.3.4	Minimum number of Successful Industrial Transactions: The participating transaction advisory firm must have successfully completed at-least 25 transactions for industrial assets/properties in Asia-pacific region in last 3 years. Relevant documents (such as completion certificates,	Due to certain Non-Disclosure Agreements (NDA), it may not be possible to share Agreements, invoices, etc. for all the clients. For specific cases, request if a client confirmation stating that CBRE had represented them on transactions (with	Yes. However, the documents submitted should clearly mention transaction related services provided by the consultant.



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Sr. No.	Page No. and Clause in RFQ-RFP	Clause Reference	Query or Clarification Requested	Employer’s Response
		agreements, invoice details etc.) proving such mandates, must be submitted with the proposal.	relevant transaction details) can be considered.	
19	Page 7, Clause 2.3.5	Number of mandated Clients: The participating transaction advisory firm must be exclusively mandated (for transaction related services) by at-least 20 reputed Companies/conglomerates. The firms must submit certified copies of original executed agreements / award letters etc. proving such mandates.	In addition to industrial mandated clients, we request if mandated clients can also be considered from various categories such as logistics, large corporates, financial institution etc.	Out of 20 reputed Companies, atleast 50% (i.e. 10 No’s) should be for industries.
20	-	General	Request to extend the submission by 2 weeks as there is an extended Diwali break in the middle, getting confirmations from clients will be time consuming.	Refer Corrigendum No.1
21	-	Registration of clients	What will be the procedure to ensure fair registration of empanelled consultants with the clients? Also, in the event the client is talking to (or has previously approached) AITL directly and is also speaking with consultant, would the client be still considered to have been introduced through the consultant?	The responsibility lies with potential clients to advice AITL on which consultant’s services they will use. In case of any conflict, the final decision of AITL will be binding on consultants. The decision will be taken by AITL on case to case basis. Once the empanelment process is completed, AITL may at its discretion share the details of existing enquiries. Any pending direct queries will be serviced by AITL.



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Corrigendum – 1: Bidders are requested to make note of the changes to the bidding conditions as per the revised clauses below:

Sr. no.	Page No. and Clause in RFQ-RFP	Clause Reference	Revised Clause to be read as
1.	Page No. 10 / 2.10	Last date of submission of Proposal is 3 rd November, 2016	The Last date of submission of Proposal is 10 th November, 2016.
2.	Page No.3 / Sl.No. 2 (Objectives)	The empanelment will be valid for one year	The empanelment will be valid for three years
3.	Page No. 20/ Form 4F	Eligible Projects for Industrial Transactions	Eligible for Residential and Commercial Plots also
4.	General	Specifications for Industrial Transactions	Industrial Transactions applicable only for Companies who doesn't have manufacturing facilities in Maharashtra

Sd/-

Managing Director
AITL