

**PROJECT TITLE – TECHNOLOGY CENTER SYSTEMS PROGRAM (TSCP) –
Enhancing the Global Competitiveness of MSMEs**

**Request for Expression of Interest (REoi)
Selection of Construction Management Consultant (CMC)**

Authority's Response to Queries

S. No	Query	Authority's Response
1.	<p>We need following clarifications in respect of this REoi ;</p> <ol style="list-style-type: none"> 1. As per eligibility criteria, the consultant firm must have a minimum average annual turnover of Rs. 100 Crore over last three years. 2. As per page-3 of the REoi, the estimated construction cost for the existing and proposed new TCs Rs. 420 Crores. 3. Assuming a nominal consultancy fee of 5%, the estimated consultancy fee for this job is Rs. 20.80 Crore, receivable by the consultant over a period of 6 years. This means that the consultant will receive about Rs. 3.5 Crore per year on an average. As such, the annual turnover of Rs. 100 Crore specified in the document seems to be on very high side. <p>In view of the above, we request you to kindly review whether the figure of Rs. 100 Crore is correct or there is some error.</p> <p>It may not be out of place to mention here that normally for such jobs, various Govt. departments are asking for annual turnover of Rs. 5 Crore, 10 Crore or 15 Crore at the maximum.</p>	<p>Please refer to shortlisting criteria published in the REoi for Construction Management Consultant:</p> <p>"The firm/company must have a minimum average annual turnover of INR 100 Crores over the last 3 years". This is correct and will be used while shortlisting the consultants.</p>
2	<p>Please refer clause-2 of Shortlisting Criteria, page 3 of REoi document, wherein it is stated,</p> <p>"2. The firm/company must have a minimum average annual turnover of INR 100 Crores over the last 3 years".</p> <p>We presume that the average turnover is for projects cost and not consultancy fee. Please confirm.</p>	<p>Please note that the average annual turnover refers to the turnover of the applicant firm/company from services that they provide.</p>