



MADHYA PRADESH STATE INDUSTRIAL DEVELOPMENT CORPORATION LTD

(A Government of M.P. Undertaking)

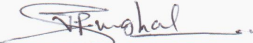
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No. MPSIDC/CE/NIT/ 4587

Bhopal, 14 th October 2011.

NOTICE INVITING EXPRESSION OF INTEREST (2ND CALL).

Madhya Pradesh State Industrial Development Corporation Limited, Bhopal (A Govt. of Madhya Pradesh Undertaking) invites E.o.I. from reputed firms/organisa-tion for preparation of detailed project report and to select a co-promoter for their upcoming flatted-roof factory project in Textile/Readymade Garment/Light Engineering/IT/Food Processing etc. under its various subsidiaries located at Bhopal, Indore, Jabalpur, Gwalior and Rewa. The detailed tender documents can be downloaded from our we site www.mpsidc.org and can also be obtained through e-mail enggccllmpsidc@gmail.com.
Last date for submission of technical proposal is 24-11-2011 (upto 4.00 PM).


CHIEF ENGINEER.

Terms of reference for the Consultancy Assignment for preparation of detailed project report and selection of a co-promoter for establishment of flatted roof factory projects.

Background : Madhya Pradesh State Industrial Development Corporation Ltd., Bhopal (a Govt. of M.P.Undertaking) (hereinafter called as MPSIDC, Bhopal) is a wholly owned Government Company of Govt. of Madhya Pradesh incorporated under the Companies Act 1956. The MPSIDC Bhopal is dedicated for promotion of Industrialization in the State through its subsidiary companies and proposes to set up Flatted Roof Factory Projects in the upcoming textile/readymade garment parks/Light engineering/IT/Food Processing etc., located/proposed at Bhopal, Indore, Jabalpur, Gwalior and Rewa in the State of Madhya Pradesh.

MPSIDC, Bhopal wishes to appoint a Consultant for preparation of techno-economic feasibility report (detailed project report) and selection of a Co-promotor/Investor for setting up a Flatted Roof Factory Projects at different locations in the State of M.P.

The selected Consultant shall function as the Principal Advisor to Subsidiaries Companies of MPSIDC i.e. AKVNs/IIDC, and would be expected to provide comprehensive handholding services throughout the project development process through extension of its services for project design, master planning and structuring and completing the tasks with the selection of co-promoter (Investor) through a procurement process. The Consultant shall take into consideration the locational advantages and the industrial developments in areas, and would attempt various cost effective development options maintaining transparency in the planning process. A modular approach should be followed so as to accommodate the possible changes.

2. Eligibility Criteria for the selection of Consultant :

Consultant intending to bid for such appointment shall fulfill the following eligibility criteria :-

i) shall be an institution, limited company, corporate house, consulting firms which has minimum 8 years of experience in preparation of DPRs and acting as Project Management Consult for execution of large flatted roof factory industrial infrastructure projects.

ii) the Consultant should have rendered his services for atleast two projects as the project management consultant including selection of Co-promoter development of flatted roof factory projects in last 10 (ten) years. The cost of each completed project flatted roof factory project should not be less than 25.00 crores.

iii) the Consultant should have atleast Rs 3.00 crores/year turn-over in any each 3 financial years out of the last 5 years.

iv) the Consultant should be registered/ empanelled with any Government of India/State Government.

v) the Consultant firm should have competent personnel having qualification in Engineering/Architect/Planner/Economist/CA/CFA/MBA.

vi) the Consultant should have valid PAN number, TIN number.

3. Bidding Procedure :-

i) The bidder can download the detailed TOR and tender document from the web site "www.mpsidc.org"

ii) bidder shall submit the following documents in physical form in the office of Managing Director, MPSIDC, AVN Towers, 192, Zone-I, M.P.Nagar, Bhopal - 4620 11 (M.P.) with proper indexing and numbering of pages.

a) a demand draft of Rs. 10,000/- towards tender document cost, (non-refundable) drawn in favour of Managing Director, MPSIDC, Bhopal payable at Bhopal

b) attested copies of documents for eligibility criteria as per para-2, should be attached.

iii) Schedule of submission of bid :

a) Physical submission of documents on date 24.11.2011

b) Checking of documents on date 25.11.2011

c) Pre-bid meeting with qualified bidder on date 14.12.2011

d) Submission of final bid on date 23.12.2011 upto 3.00 PM

e) Opening of financial bid on date 23.12.2011 from 4 PM onwards.

f) Submission of financial proposal should have two envelope system, first envelope should have an earnest money of Rs.1,00,000=00 (Rs. One lakh only) in the form of DD/Banker cheque from any Nationalised Bank drawn in favour of the Managing Director, MPSIDC, Bhopal payable at Bhopal. The 2nd envelope should contain the financial offer.

g) After opening first envelope and if it is found that earnest money is in order then only the second envelope containing financial bid shall be opened.

4. Period of appointment : The successful bidder shall be appointed for a period of 5 years to give his consultancy services to the subsidiaries of MPSIDC to develop flatted roof factory projects at various locations in the State of Madhya Pradesh. The offer rate shall be valid for a period of 5 years.

5. Scope of work : The feasibility cum preliminary project report should as a minimum establish and evaluate the following :

a) the basic characteristics of the project

b) market demand assessing the locational advantages

- c) sources and availability of the project inputs
- d) preliminary planning and detailing of project components.
- e) financial appraisal of the project i.e. project financing pattern, cost, profitability, recovery mechanism including sensitivity analyzing
- f) exploration of grant under the Govt. of India scheme
- g) selection of Co-Promoter method
- h) monitoring project implementation method
- i) preliminary estimation and cost.
- j) operation and maintenance system
- k) details of various regulatory clearances
- l) technical schedule to the co-promoter agreement
- m) socio-economic profile of the project

With the foregoing background, the detailed project report shall be prepared for the following services :-

- Conducting detailed survey and study of Industrial units in the area.
- identifying relative strengths, specifying weaknesses.
- identifying cluster level common infrastructure issues in terms of physical, R&D, quality certification & benchmark, CFC, Marketing, Training centre etc.
- Identifying common facilities required.
- Zeroing-in on critical infrastructure gaps
- Indicating road map for development and strengthening infrastructure
- Estimating cost of creating the infrastructure facilities and suggesting suitable means of funding.
- Assessing feasibility and sustainability of the interventions
- Indicating implementation schedule specifying milestones and timelines.
- Structuring of alternative PPP models for creation, operation and maintenance of the infrastructure etc.
- Presenting the project to the Apex Committee and

- Liaisoning with appraising institution.

DPR supported by data, surveys, projections and feasibility on growth potential of the flatted roof factories shall be prepared. It will have the revenue generation model for each component and also for the overall project. The DPR would spell out the indicators that would be positively impacted by the project.

BRIEF OF SERVICES OF PART-A & B :

Part-A : Techno Economic Feasibility Report (TEFR) which is to include preparation of flatted roof factories Projects in an area of approx. 2 hectares of land.

The outline of the scope of work is given below :

a) Database Generation

This would involve extensive discussion with MPSIDC, AKVNs/IIDC and Local Association to interact and exchange views on the subject. The Consultant shall collect the available relevant data and conduct analysis of the same to assess the adequacy, to identify data gaps and constraints including sources for additional data collection.

b) Field Investigation and Surveys

The Consultant is required to carry out following investigations and surveys : Preparation of a consolidated base plan of the site based on Survey and physical site verification by the Consultant.

c) Site Analysis

It would include site reconnaissance and analysis of the site condition in terms of location, topography, available infrastructure including existing and proposed transportation facilities, land use characteristics, proposed regional development plans and infrastructure projects, such as water power and telecommunications supplies,

sewerage and drainage facilities, solid topographic level, vegetation and encumbrances conditions etc.

d) Market study, Demand Assessment and Competition Scan

The Consultant would conduct background study to assess the competitive scenario of the proposed project, selected examples of similar project shall be studied and outlining the success and failure. The economic and investment scenario in the region with special emphasis in specific area including the trends in development, available raw material etc., comparison with other states/regions, attractiveness of specific area from the view of investment shall be studied by the Consultant. Hence market analysis and competitive assessment should be carried out. The outputs of this part of the study shall be :

- Competitive assessment of specific area
- Identification of target factories and key investors
- Demand assessment of space, infrastructure services requires for the units and other related activities.
- Requirement of off-site and on-site infrastructure, water, power, telecom and common facilities.

e) Requirement of Infrastructure Development

Consultants are to determine required level of flatted roof factories for textile and garments park along with broad cost estimates. This will include development of land, provision of sewage/sewerage, drainage, utilities & power, info-com, linkages within park, built up structures to support development of integrated part etc. In this regard, land use plans, detailing of infrastructure projects, services and their phasing with zoning requirements are to be indicated.

f) Targeting and Positioning

Various potential industrial sectors may be identified sectors may be identified and model for prioritizing the identified sectors may be prepared for choosing appropriate activity/products.

g) Master Plan Development, Phasing and Costing

Vision Statement and Concept Plan

The Consultant shall envisage a vision for the development of the proposed project. Based on the baseline data and geo-technical and topographical surveys, the Consultant shall prepare a conceptual plan clearly defining the flatted factories roof land use pattern for industrial, commercial, institutional, recreational, identification of infrastructure facilities including water supply, power supply, internal road network, sewerage effluent treatment, solid waste management with this identification of common facilities like R&D centre, quality certification & bench marking centre, design centre, training centre, and logistic terminal will also be done. A broad cost estimate shall be covered by the Consultant and financial viability indicated.

Master Plan

Based on the identification of facility requirement, a master plan shall be so prepared to ensure development of an eco-friendly complex. The Consultant shall chalk-out bulk land allotment to various business segments and ensure that adequate saleable component of the land is achieved.

Phasing Plan

To develop an overall phasing plan for the entire development for an incremental and sustainable development and identify the area for phase wise development. The phasing plan shall take into consideration for the self-sustainability of each phase, physically and financially and also from both the planning and ease of infrastructure provision view point.

h) Financial Analysis and Concept Business Plan

The Consultants shall recommend the optimal product mix, phasing and pricing strategy for all components of the Park. The optimal development option shall evolved based on the demand identified as well as the facilities that would require to be provided to attract the target segment of industries to invest in the Park.

Overall Optimal Financial Structure

Funding/Financing arrangement is to be proposed by the Consultant and is to include

- Analysis of possible debt-equity ratios for the project
- Options for sources in the form of debt and equity proposed to be raised.

Financial Viability

The Consultant shall prepare overall financial viability, Projects cash flow, Profit & loss account, Balance sheets and IRR/ERR together with Sensitivity Analysis etc. investment outlay of the initiatives with their financing and phasing in line with development plan-phasing.

i) Organisation and Implementation Strategy

The Consultant shall identify various issues and agencies that need to be coordinated. The Consultant shall chalk out the implementation strategy listing the details regarding the responsibilities of execution of major works, operations etc. Institutional strengthening for the proposed project through PPP route or any other viable option are to be suggested.

The Consultant is to prepare an actionable time plan detailing the various developmental phases and their supporting actions.

j) Social and Environment Impact Assessment

The Consultant is to carry out a Social and Environmental Impact Assessment.

Deliverable :

- 1) A preliminary report outlining the salient contours of the proposed development plan for the project.
- 2) Detailed Techno-economic Feasibility Report (TEFR) for the project

Note : At this stage, approval by MPSIDC/AKVNs/IIDC would be required on the way forward based on which the competitive selection process for the Co-promotor/Investor would commence.

Part-B : Selection of Investor/Co-Promoter (Bid Process Management)

The Consultant would assist AKVNs/IIDC in managing an open competitive bidding process for selecting a private investor for the Project. This phase would involve activities connected with the induction of the strategic investor/co-promoter. The approach for the same is set out below:-

1. Assessment of Project Structuring Options

The Consultant would study the various commercial and legal option of project structuring and assist AKVNs/IIDC in finalising the most appropriate structure for implementation of the project. The Consultant would also assist IIDC/AKVNs in preparing a checklist of clearances required from Govt. of India and Govt. of Madhya Pradesh for the project.

The project structuring report/presentation would include methodology for selection of investor, marketing strategy to attract investor and the operating framework for the project.

2. Drafting of Expression of Interest (EOI) for pre-qualification

Upon obtaining approval on the proposed project structure, the Consultant would prepare the Expression of Interest Document for the purpose of inviting application from potential bidders. Objective quantitative qualification criteria would be prepared and used to short-list potential bidders on the basis of their financial soundness, capability profile in terms of their knowledge & experience in the industry, and ability to invest & manage a project of this nature.

3. Drafting of Information Memorandum

For the second stage of bidding, proposals would be invited by IIDC/AKVNs based on the Expression of Interest Documents. The information memorandum to be

prepared in consultation with IIDC/AKVN's would specify the objective criteria to be used for evaluation of proposals to be submitted by the bidders.

4. **Drafting the Bid Document**

The Consultant would suitably draft the bid document for providing to the short list bidders.

5. **Drafting the Agreement**

The Consultant would prepare the draft agreement to be signed between IIDC/AKVN's and the successful bidder (Co-promoter) for implementing the project. The aforesaid document would be enclosed with the information memorandum and released to the short listed consultancy organisations, to enable IIDC/AKVN's to substantially reduce time for discussions/negotiations with the bidders identified for the project.

6. **Selection of Co-Promoter**

The Consultant shall assist the IIDC/AKVN's in inviting and selecting a Co-promoter with financial strength and with commitment to project implementation of international standard in the shortest possible time span. The work would involve :

- Assist the client during pre bidding conference for any clarification.
- Short listing, evaluation and preparation of brief profile of prospective co-promoters
- Assisting the client in Negotiation and signing of the agreement.
- Assisting in appointment of Independent Consultant.

3. **TIME SCHEDULE** :

Following time schedule is to be followed :

S.No	Component	Days from Award
Part-A	Techno-Economic Feasibility Report (TEFR)	
(i)	Commissioning of study	30 days

(ii)	Submission of preliminary report	30 days from approval.
(iii)	Submission of final report	30 days
Part-B	Selection of Co-promoter/Investor	
(i)	Project structuring Report/Presentation	30 days from approval.
(ii)	Drafting of Expression of Interest	30 days from approval.
(iii)	Drafting of Information Memorandum, Bid Document and Agreement	60 days from approval.
(iv)	Selection of Co-promoter/Investor and Execution of Agreement	90 days from approval

Time schedule for this part would start from the date of giving approval by the IIDC/AKVN's for this part of work.

4. PAYMENT OF SCHEDULE ;

Fee : The Consultant shall quote lump-sum fee per project, which should be inclusive of all taxes, levies, Government duties, travel expenses, maintenance of site office & staff., Clerical and technical charges, documentation fee and all other incidental expenses including expenses incurred for liaison work, meeting and for getting necessary approvals of the State-Central Governments etc.

The Consultant shall render the service in the form of the following deliverables and the fee payable to Consultant shall be in proportion to the total fee for each Part as under :

S No.	Deliverables	No. of copies	% age of fee payable
Part-A	Techno-Economic Feasibility Report (TEFR)		
(i)	On signing of Agreement	-	10
(ii)	Submission of preliminary report	10	20
(iii)	Submission of final TEFR	10	10

(iv)	Acceptance of the TEFR by AKVNs/IIDC	-	10
Part-B	Selection of Co-promoter/Investor		
(i)	Project Structuring Report/Presentation	10	10
(ii)	Drafting the Expression of Interest	10	10
(iii)	Drafting the Information Memorandum, Bid Document and Agreement	10	10
(iv)	Selection of Co-promoter/Investor and execution of Agreement	5	20

After submission of TEFR by the Consultant, if IIDC/AKVNs decides to implement the project only then the Consultant shall be paid 50% of the consideration as mentioned in the Part-B for the services rendered by them in selection and award of work to Co-promoter.

Submission of Proposals :

The Consultants are invited to submit their proposals in two sealed envelopes in the following manner :

Envelope (a) : Earnest Money : It should contain a demand draft of 1,00,000/= (Rs. One lakh only) in favour of the Managing Director, MPSIDC Ltd., Bhopal payable at Bhopal.

Envelope (b) would be opened only in respect of those Consultants who submit the required earnest money as above in envelope(a).

Envelope (b) : Financial Proposal : It should contain financial proposal.

Both the envelopes should be placed in a big envelope which should be sealed and clearly marked as "Offer for Consultancy Assignment for Flatted Roof Factories in the jurisdiction of AKVNs/IIDC.

6. PERFORMANCE GUARANTEE :

The Consultant shall be required to submit a Bank guarantee from a Nationalised Bank, for a sum equal to 10% of the fee for the services at the time of agreement executed with AKVNs/IIDC separately.

The Consultant shall be required to sign an agreement with the client for performance of the assignment.

7. MISCELLANEOUS :

1. An agreement with mutual consent shall be prepared and signed.
2. The Managing Director, MPSIDC Ltd., Bhopal reserves the right to award the work to any Consultant on part wise basis or in entity.
3. The Managing Director, MPSIDC Ltd., Bhopal reserves the right to undertake the work of both parts or of only one part.
4. Statutory deductions like income tax, service tax, security deposit etc. as applicable to normal contracts in law will be made from payments.
5. In case, the two bidders quote the same rates, in such situation, lottery system shall be adopted.
6. Managing Director, MPSIDC Ltd., Bhopal reserves the right to reject any or all offers without assigning any reason thereof.
7. For any details, Shri Ravindra Chaurasiya may be contacted on 09229310230 or 0755- 4270244.

