

भारतीय प्रबंधन संस्थान जम्मू ent Jammu

ओल्ड यूनिवर्सिटी कैम्पस, कैनाल रोड, जम्मू (जम्मू- कश्मीर) – 180016 भारत
Old University Campus, Canal Road, Jammu (J&K) – 180016 India
Phone: +91-191-2585837 Email: info@iimj.ac.in Url: www.iimj.ac.in



NOTICE INVITING TENDER

(Offline Mode- LIMITED TENDER)

Transaction Advisor for facilitating Viability Gap Funding (VGF) for Academic block, Hostels, and Faculty & Staff residences at IIM Jammu from Empaneled Transaction Advisers for Public Private Partnership Projects

NIT Ref No: IIMJ/NIT/Trans-Advisor/2023-24/17

Dated: 07.12.2023

Tender Document can be downloaded from following websites:

<http://www.iimj.ac.in/tender-and-notice>

<https://www.eprocure.gov.in/epublish/app>

Address To:

Chief Administrative Officer

Indian Institute of Management Jammu

Permanent Campus, NH-44

Jagti, Nagrota, Jammu

181221 (J&K)

NOTICE INVITING TENDER for Transaction Advisor for facilitating Viability Gap Funding (VGF) for Academic block, Hostels, Faculty & Staff residences at IIM Jammu from Empaneled Transaction Advisers for Public Private Partnership Projects.

NIT Ref No: IIMJ/NIT/Trans-Advisor/2023-24/17

Dated: 07.12.2023.

Indian Institute of Management Jammu, an autonomous body, under the Ministry of Education, Government of India invites tenders for ‘Transaction Advisor for facilitating Viability Gap Funding (VGF) for Academic block, hostels and faculty & staff residences at IIM Jammu from Empaneled Transaction Advisers for Public Private Partnership Projects at IIM Jammu’, under two bid system Technical Bid (Part-I) & Financial Bid (Part-II).

Empaneled Transaction Adviser for Public Private Partnership Projects may submit their Bids complete in all respect as per the Scope of Work, Eligibility Criteria and the Terms of Conditions.

TENDER SCHEDULE/ BID-DATA SHEET:

Date of Issue/Publishing	:-	07.12.2023
Start date and time of submission of Bid	:-	20.12.2023 from 11 AM onwards
Last Date and Time for Uploading of Bids	:-	08.01.2024 till 03:00 PM
Date and Time of Opening of Technical Bids (Cover-I)	:-	09.01.2024 @ 3.00 PM
Pre-bid Meeting (Online) on 19.12.2023 at 11 AM	:-	Before joining this meeting, bidders should send email with details of person who will attend this meeting and their company details along with your queries to purchase@iimj.ac.in on or before 15.12.2023. Meeting link will be forwarded to the interested participants via email.
Date of Opening of Financial Bids (Cover-II)	:-	Shall be Communicated after the technical evaluation.
Number of Covers	:-	02 (Two)- Cover-I (Technical Bid) and Cover-II (Financial Bid)
Submission of Tender	:-	The Request for proposal documents shall be sent to the address mentioned below, either by post or by courier (duly sealed and superscribed on the

		envelope with the Vendor Email ID, Contact Number, tender reference No. and due date & time) so as to reach our office before the due date and time specified in our schedule. The offer/bid can also be dropped in the tender box at IIM Jammu, Jagti Campus on or before the due date and time specified in the schedule.
Contact detail	:-	Chief Administrative Officer, 0191-2585835, cao@iimj.ac.in , Purchase Department: 0191-2585837/ 7298076792, purchase@iimj.ac.in
Bid Validity	:-	90 days from the date of opening of financial bid

Please Note:

- (i) Bids submitted with incomplete information or information not in conformity with the Bid Documents will summarily be rejected. While submitting the Bids, the Bidders must exercise utmost care to fill up the bid in all respect as per the specified terms and conditions.
- (ii) The bidders are requested to read the tender document carefully and ensure compliance with all specifications/instructions herein. Non-compliance with specifications/instructions in this document may disqualify the bidders from the tender exercise.
- (iii) In case, the last date of receipt of tenders and / or the day of opening of tender is declared as a Public Holiday or there is non- functioning of the Institute due to any unavoidable reason, the next working day will be treated as a day for the purpose at same time. No separate intimation will be given.

**Chief Administrative Officer
IIM Jammu**

1. BACKGROUND:

- 1.1 Indian Institute of Management Jammu, hereinafter known as IIM Jammu is one of the Institutions of National Importance (INIs) in India governed by the Indian Institute of Management Act 2017 under the Ministry of Education (MOE), Government of India. The Institute imparts quality/ world class education in Management and conducts MBA program, IPM Program, Doctoral level programmes and executive training programs in all the functional areas of Management.
- 1.2 IIM Jammu is operating from its 200 - acre state-of-the-art campus at Jagti, 14 Kms. from Jammu City, about 16 Kms. from Jammu Railway Station and 18 Kms. from Jammu Airport. The Campus is a blissful mix of modern architecture, culture and heritage of Jammu and Kashmir.
- 1.3 IIM Jammu also has a temporary campus at the Old University Campus, Canal Road, Jammu, since August 2016.
- 1.4 IIM Jammu is also operating its transit Satellite campus for Executive's Education Programs at Srinagar-190015 J&K.
- 1.5 IIM Jammu invites bids for Transaction Advisor for facilitating Viability Gap Funding (VGF) for Academic block, Hostels and Faculty & staff residences at IIM Jammu from Empanelled Transaction Advisers for Public Private Partnership Projects at IIM Jammu

2. Instruction to the Bidders:

1. **Preparation of Bids:** - The Request for proposal should be submitted under a two-bid system (i.e.) Technical bid and financial bid (Offline Mode).
2. **Submission of Tender:** - The Request for proposal documents shall be sent to the address mentioned below, either by post or by courier (**duly sealed and superscribed on the envelope with the Vendor Email ID, Contact Number, tender reference No and due date & time**) so as to reach our office before the due date and time specified in our schedule. The offer/bid can also be dropped in the tender box on or before the due date and time specified in the schedule.

The tender box is kept in the office of the Purchase department:

Address Indian Institute of Management Jammu, Permanent Campus, NH-44 Jagti, Nagrota, Jammu, India, PIN-181221

3. **Unsolicited offers:** "This notice is being published for information only and **is not an open invitation** to quote in this limited tender. Participation in this tender is by invitation only and is limited to the Empaneled list of Transaction Advisers for Public Private Partnership Projects" listed in the Notification F. No.2/3/2021-PPP, dt. 01-07-22, by the Ministry of Finance. Unsolicited offers shall be ignored. The mail address for queries is purchase@iimj.ac.in
4. **Validity:** The validity of Quotation **should be not less** than 90 days from the due date of tender.
5. **Risk Purchase Clause:** - In the event of failure of supply of the item/equipment within the stipulated delivery schedule, the purchaser has all the right to purchase the item/equipment from other sources on the total risk of the supplier under risk purchase clause.
6. **Late offer:** - The offers received after the due date and time will not be considered. The Institute shall not be responsible for the late receipt of Tender on account of Postal, Courier or any other delay.

7. **Acceptance and Rejection:** - IIM Jammu has the right to accept the whole or any part of the Tender or portion of the quantity offered or reject it in full without assigning any reason.
8. **Debarment from Bidding:** In case of breach of Terms & Conditions, Bidder may be suspended from being eligible for bidding in any contract with the IIM Jammu up to 2 Years [as per Rule 151(iii) of GFR] from the date of Tender.
9. **Disputes and Jurisdiction:**

Settlement of Disputes: Any dispute, controversy or claim arising out of or in connection with the PO issued (to successful bidder) including any question regarding its existence, validity, breach or termination, shall in the first instance be attempted to be resolved amicably by both the Parties. If attempts for such an amicable resolution fails or no decision is reached within 30 days whichever is earlier, then such disputes shall be settled by arbitration in accordance with the Arbitration and Conciliation Act, 1996. Unless the Parties agree on a sole arbitrator, within 30 days from the receipt of a written request by one Party from the other Party to so agree, the arbitral panel shall comprise of three arbitrators. In that event, the supplier will nominate one arbitrator and the Project Coordinator of IIM Jammu shall nominate one arbitrator. The Director, IIM Jammu will nominate the Presiding Arbitrator of the arbitral tribunal. The arbitration proceeding shall be carried out in English language. The cost of arbitration and fees of the arbitrator(s) shall be shared equally by the Parties. The seat of arbitration shall be at IIM Jammu, Jammu.

 - a) **The Applicable Law:** The Purchase Order shall be construed, interpreted and governed by the Laws of India. The court at Jammu shall have exclusive jurisdiction subject to the arbitration clause.
 - b) Any legal disputes arising out of any breach of contract pertaining to this tender shall be settled in the court of competent jurisdiction located within the city of Jammu in Jammu & Kashmir.
10. All Amendments, time extension, clarifications etc., will be uploaded on the IIM Jammu website only and will not be published in newspapers. Bidders should regularly visit the **CPP Portal (e-publishing)** to keep themselves updated. No extension in the bid due date/ time shall be considered on account of delay in receipt of any document by mail.
11. As per the Government of India Order, “Class - I Local Suppliers “and “Class - II Local Suppliers” can participate in this tender. Local Content declaration to be submitted as per Annexure 2.

Bidder should confirm their acceptance that they comply with the provisions with report to “Guidelines for eligibility of a bidder from a country which shares a land border with India as detailed at Annexure-3. The bidder should submit Certificate for “Bidder from/ Not from Country sharing Land border with India & Registration of Bidder with Competent Authority” as per Order of DoE F.No.6/18/2019-PPD dated 23.07.2020 as mentioned.
12. Selection of Successful bidder and Award of Order – Evaluation and Award of contract will be done as per GOI MOCI Order No. 45021/2/2017-PP (BE II) Dt.16th September 2020 & P- 45021/102/2019-BE-II-Part (1) (E-50310) Dt.4th March 2021 and any subsequent modifications / Amendments, and latest orders if any.
13. The technical proposals from the bidders will be evaluated by the duly appointed committee based on prior experience in PPP projects (weightage of 50%), qualifications of the personnel to be assigned to this project (weightage of 30%), and Experience in management of Construction projects (weightage of 20%), and the qualified bidders will be shortlisted. Only the financial bids of the shortlisted bidders will be opened, and the consultancy work will be awarded to the bid with the lowest amount, excluding any optional items of scope.

Preference to “class 1 Local Suppliers”: preference will be given to “class 1 local suppliers” (subject to class – I local supplier’s quoted price falling within the margin of purchase preference) as per public procurement (preference to make in India) order 2017 .O.M No P- 45021/2/2017 – pp(BE – 11) dt 04/06/2020 subject to the conditions that the “class 1 Local Supplier” should agree to supply goods / provide service at L1 rate and furnish a certificate with the technical bid document that the goods/service provided by them consists local content equal to or more than 50%.(certificate from Chartered Accountant in case value of contract exceeds Rs 10 crore).

- **‘Class – I local supplier’** means a supplier or service provider whose goods, services or works offered for procurement consists of local content equal to or more than 50% as defined under the above said order.
- **‘Class – II local supplier’** means a supplier or service provider whose goods, services or works offered for procurement consists of local content equal to 20% but less than 50% as defined under the above said order
- **‘Non – local supplier’** means a supplier or service provider whose goods, services or works offered for procurement consists of local content less than 20% as defined under the above said order.
- **‘Margin of purchase preference’:** - The margin of purchase preference shall be 20%. The Definition of the margin of purchase preference is defined in the govt. of India Order No: **P- 45021/12/2017-PP (BE-II) Dt.4th June, 2020) Order 2017. As per the Government of India Order – “Margin of Purchase Preference” means the maximum extent to which the price quoted by a “Class-I local supplier” may be above the L1 for the purpose of purchase preference.**

*** Note: Local content percentage to be calculated in accordance with the definition provided at clause 2 of revised public procurement preference to Make in India Policy vide GoI Order no. P- 45021/2/2017-PP (B.E.-II) dated 15.06.2017 (subsequently revised vide orders dated 28.05.2018, 29.05.2019 and 04.06.2020) MOCI order No. 45021/2/2017-PP (BE II) Dt.16th September 2020 & P- 45021/102/2019-BE-II-Part (1) (E-50310) Dt.4th March 2021*

Acknowledgement: - It is hereby acknowledged that the tenderer has gone through all the conditions mentioned above and agrees to abide by them.

**Chief Administrative Officer
Indian Institute of Management Jammu**

Signature of the Tenderer along with
the seal of the company with Date

Technical Evaluation Criterion:

Sr. No.	Criteria	Maximum marks
1	The bidder should have minimum turnover from the consultancy services of Rs. 200 Crore in each of past three financial years Rs. 200 Crore in each year – 5 Marks Rs. 500 Crore in each year – 10 Marks	10
2	a. The bidder should have experience of operating a Project Management Unit in central government organization where a professional fee is more than Rs. 1 crore. i. 1 PMU – 1 Mark ii. 2 PMUs – 2 Marks iii. 3 PMUs – 3 Marks iv. 4 PMUs – 4 Marks v. 5 PMUs – 5 Marks b. The bidder should have experience of Public Private Partnership (PPP) in education / skill development sectors in at least two States in India i. Less than Two States – 0 Marks ii. 2 or more States – 5 Marks	10
3	The bidder should have experience of PPP advisory in multiple sectors for Government Clients a. 1 Sector – 5 Marks b. 2 sectors – 6 Marks c. 3 sectors – 7 Marks d. 4 sector – 8 Marks e. 5 sector – 9 Marks f. More than 5 sectors – 10 Marks	10
4	Technical Presentation	
4a	Technical approach and methodology Approach and Methodology – 10 Marks Work Plan, and Organization and Staffing – 5 Marks	15
4b	Presentation on understanding of Project context, Appreciation of Project, Sector PPP Experience.	15
Sub- Total (A)		30
5	*Key Personnel - qualifications and competences for the assignment	
5a	Team Leader	10
5b	Finance Expert	7
5c	Procurement & Contracts Expert	7

5d	Civil Design Expert	7
5e	Architect	5
5f	Infrastructure Expert	2
5g	Real Estate Expert	2
	Sub- Total (B)	40
	Grand Total (A+B)	100

1. *Key Personnel for the Project (Qualifications and Competences for the assignment):

The table below presents the list of key experts necessary to be deployed for the project along with a summary of the educational qualifications and minimum relevant work experience required from such experts. CVs proposed for any expert role shall be summarily rejected if conditions of minimum educational qualification and essential criteria/criterion under professional experience are not met.

Key Personnel

Position	Years of Experience	No. of Projects in Relevant Sectors ¹	Qualification	Marks	Weightage
Team Leader /PPP Expert	14	4	Master's degree in Business Administration	10	As per 2.1.1
Finance Expert	10	4	Master's Degree in Business Administration (Finance) or Chartered Accountancy	7	As per 2.1.2
Procurement & Contracts Expert	10	4	Master's degree in Business Administration / Law	7	As per 2.1.3
Civil Design Expert	10	4	M. Tech. in Civil Engineering	7	As per 2.1.4
Architect	5	4	M. Arch.	5	As per 2.1.5
Infrastructure Expert	5	3	B.E. / B. Tech. in Civil Engineering	2	As per 2.1.6

Real Estate Expert	5	3	Master's degree in Business Administration	2	As per 2.1.7
				40	

Percentage of Maximum Marks as mentioned in table above:

¹ Relevant Sector shall mean Real Estate, Hospitality, Education, Roads, Tourist Amenities, Power, Urban Infrastructure, Transport Infrastructure, and Municipal Infrastructure.

Education Qualification: 25%

No. of Years: 25%

No. of Relevant Projects in Similar Sectors: 50%

2.1.1 Team Leader/PPP Expert

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	Master's in Business Administration	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	17 years and above	100%
2	More than 16 years but less than 17 years	90%
3	More than 15 years but less than 16 years	80%
4	More than 14 years but less than 15 years	70%
5	Less than 14 years	0

c) No. of Relevant Projects in Similar Sectors (50%)

Sr. No	Number of Projects	Weightage
1	8 Projects and more	100%
2	7 Projects	90%
3	6 Projects	80%
4	5 Projects	70%
5	Less than 4 Projects	0

2.1.2 Finance Expert

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	Masters in Business Administration (Finance) / CA	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	13 years and above	100%
2	More than 12 years but less than 13 years	90%

Sr. No	Number of Years	Weightage
3	More than 11 years but less than 12 years	80%
4	More than 10 years but less than 11 years	70%
5	Less than 10 years	0

c) No. of Relevant Projects in Similar Sectors (50%)

Sr. No	Number of Projects	Weightage
1	8 Projects and more	100%
2	7 Projects	90%
3	6 Projects	80%
4	5 Projects	70%
5	Less than 4 Projects	0

2.1.3 Procurement & Contracts Expert

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	Masters in Business Administration / Law	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	13 years and above	100%
2	More than 12 years but less than 13 years	90%
3	More than 11 years but less than 12 years	80%
4	More than 10 years but less than 11 years	70%
5	Less than 10 years	0

c) No. of Relevant Projects in Similar Sectors (50%)

Sr. No	Number of Projects	Weightage
1	8 Projects and more	100%
2	7 Projects	90%
3	6 Projects	80%
4	5 Projects	70%
5	Less than 4 Projects	0

2.1.4 Civil Design Expert

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	Masters in Civil Engineering	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	13 years and above	100%
2	More than 12 years but less than 13 years	90%

3	More than 11 years but less than 12 years	80%
4	More than 10 years but less than 11 years	70%
5	Less than 10 years	0

c) No. of Relevant Projects in Similar Sectors (50%)

Sr. No	Number of Projects	Weightage
1	8 Projects and more	100%
2	7 Projects	90%
3	6 Projects	80%
4	5 Projects	70%
5	Less than 4 Projects	0

2.1.5 Architect

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	M. Arch.	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	8 years and above	100%
2	More than 7 years but less than 8 years	90%
3	More than 6 years but less than 7 years	80%
4	More than 5 years but less than 6 years	70%
5	Less than 5 years	0

c) No. of Relevant Projects in Similar Sectors (50%)

Sr. No	Number of Projects	Weightage
1	8 Projects and more	100%
2	7 Projects	90%
3	6 Projects	80%
4	5 Projects	70%
5	Less than 4 Projects	0

2.1.6 Infrastructure Expert

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	B.E. / B. Tech in Civil Engineering	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	8 years and above	100%
2	More than 7 years but less than 8 years	90%
3	More than 6 years but less than 7 years	80%
4	More than 5 years but less than 6 years	70%
5	Less than 5 years	0

c) No. of Relevant Projects in Similar Sectors (50%)

Sr. No	Number of Projects	Weightage
1	7 Projects and more	100%
2	6 Projects	90%
3	5 Projects	80%
4	4 Projects	70%
5	Less than 3 Projects	0

2.1.7 Real Estate Expert

a) Education Qualification (25%)

Sr. No	Qualification	Weightage
1	Masters in Business Administration	100%

b) No. of Years (25%)

Sr. No	Number of Years	Weightage
1	8 years and above	100%
2	More than 7 years but less than 8 years	90%
3	More than 6 years but less than 7 years	80%
4	More than 5 years but less than 6 years	70%
5	Less than 5 years	0

c) No. of Relevant Projects in Similar Sectors

Sr. No	Number of Projects	Weightage
1	7 Projects and more	100%
2	6 Projects	90%
3	5 Projects	80%
4	4 Projects	70%
5	Less than 3 Projects	0

1.1. Support Role

The Consultant shall bring in other support staff as and when required at no extra cost to IIM Jammu.

3. Submission of Bids

Envelope 1: Technical Proposal (To be submitted in Form of Hard Copy)

- a) Original tender document with all addendums and corrigendum issued till date duly stamped and signed by the authorized signatory of the bidder.
- b) Proof of Turnover – Certificate signed by Statutory Auditor.
- c) **Annexure – A:** Power of Attorney duly stamped and signed .
- d) Copy of GST Registration Certificate
- e) Copy of PAN card of the Bidder
- f) **Annexure - B:** Project Specific Experience duly stamped and signed by the Authorized Signatory of the Bidder.
- g) Copies of completion certificates on client letter head for the projects submitted in above Forms
- h) **Annexure - C:** Description of Approach, Methodology and Work Plan for performing the Assignment
- i) **Annexure - D:** Particulars of Key Personnel duly stamped and signed
- j) **Annexure - E:** Curriculum Vitae (CV) of Key Personnel
- k) **Annexure - F:** Power of Attorney for Lead Member
- l) **Annexure - G:** Joint Bidding Agreement
- m) Each CV shall bear original signatures of Key Personnel and the Authorized signatory of the Bidder.
- n) A CV shall be summarily rejected if the educational qualification of the Key Personnel proposed does not match with the requirement stipulated in the RFP document.

NOTE: - *It may be noted that the Technical Proposal shall not contain any reference to the Consultancy fee.*

Envelope 2: Financial Proposal (To be submitted in Form of Hard Copy)

While working out consultancy fees, following points should be noted:

- a) The Bidders will have to make their own arrangements for the transport/accommodation/TA/DA/office space of their personnel assigned to this project. The price quoted shall also include the bidders representative visit to various offices, and other places for meetings, data collection, presentations, public consultation, secretarial staff, their salary, allowances, overhead expenditure etc.
- b) All duties, taxes, royalties, and other levies payable by the bidder under the Contract, or for any other cause, shall be included in the rates, prices, and total Bid price submitted by the Bidder. The rates and prices quoted by the Bidder shall be fixed for the duration of the Contract and shall not be subject to any adjustment. The prices shall be quoted by the Bidder entirely in Indian Rupees. All payments shall be made in Indian Rupees (INR).

4. Eligibility Criteria:

Sr. No.	Pre-qualification Criteria	Compliance Yes/No	Document proof (Pg No.)	Details of Proof submitted
1	Only 'Class-I local suppliers' and 'Class-II local suppliers', as defined under DIPP, MoCI Order No. P-45021/2/2017-PP (BE II) dated 16 th September 2020 and other subsequent orders issued therein, shall be eligible to bid in this tender. Declaration for Class-I and Class-II local suppliers should be submitted in the prescribed proforma format as per Annexure-2			
2	The bidder shall not be from a country sharing land border with India and if the bidder is from a country sharing land border with India the bidder should have been registered with the competent authority as per orders of DIPP OM No. F. No. 6/18/2019-PPD dated 23rd July 2020, and MoCI Order No. P-45021/112/2020-PP (BE II) (E-43780) dated 24th August 2020. A declaration shall be submitted with the bid as per the format given in Annexure – 3.			
3	Proof of Qualifications & Prior experience of the Consultant be submitted along with the technical Bid			
4	The Bidder should be an empanelled Transaction Advisor with Department of Economic Affairs, Ministry of Finance, Government of India, as on the bid due date.			
5	Annual financial turnover from Consultancy Services during each of last three years, ending 31st March of the previous financial year, should be at least INR 200.00 Crore			
6	Bidder should have undertaken transaction advisory for at least One (1) project on PPP in the past 7 years			

The project deliverables (as per the declaration of acceptance of the scope [Project deliverables copy enclosed] from the date of issue of Work Order) include as under:

- Preparation of Detailed Project Report for the proposed infrastructure resource development taking into account roadmap of 15-20 years.
 - Preparation of Financial Feasibility report taking into account the sustainable model for the project.
 - Preparation of EOI cum RFP for PPP design, framework for Design, Build, Finance Operate & Transfer (DBFOT) model for the Institute infrastructure.
 - Preparation of Draft Concessionaire Agreement
- All the reports and formats will be accepted and approved by the VGF Committee of MoE

5. SCOPE FOR THE TRANSACTION ADVISOR CONSULTANT:

IIM Jammu is seeking consultant services for facilitating Viability Gap Funding (VGF) for the project under PPP mode. Limited tendering will be done among the "Empanelled Transaction Advisers for Public Private Partnership Projects" listed in the Notification F. No.2/3/2021-PPP, dt. 01-07-22, by the Ministry of Finance., on a two-bid system. The technical proposals from the bidders will be evaluated by the duly- appointed committee based on prior experience, qualifications of the personnel to be assigned to this project, and the qualified bidders will be shortlisted. Only the financial bids of the shortlisted bidders will be opened, and the consultancy work will be awarded to the bid with the lowest amount, excluding any optional items of scope.

Description	Comply /Not Comply	Ref Page No.
1. Pre-feasibility study (4 weeks)		
a. Mapping of IIM Jammu's demand based on preliminary analysis		
b. Market analysis for potential competition and specifications		
c. Catchment area analysis for supply and demand mapping		
d. Assessment of the receptiveness of the students		
e. Identifying structures based on ownership mode, project structure, and revenue model		
f. Undertaking preliminary viability analysis		
g. Pricing study		
2. Project feasibility study (2 weeks)		
a. Student stakeholder profiling		
b. Forecasting of demand		
c. Detailed catchment area analysis for supply mapping of student accommodation and rental trends		
d. Identifying demand-supply gap		
e. Review of potential risks to the project		
f. Identification of mitigation measures		
g. Assessment of operational capacity of allied infrastructure and need for up scaling the same		
h. Project sizing to understand the scale of the project		
i. Identifying legal and regulatory implications		
j. Conducting market sounding among potential investors and preferred structure		
3. Project structuring (2 weeks)		
a. Stakeholder Consultation		
i. Conducting consultations involving the Engineering Unit of IIM Jammu, and any other stakeholders		
ii. Refining the project scope		
b. Finalization of project components		
i. Finalizing the list of approvals, timelines and related activities during construction and O&M		

ii. Finalizing the project configuration		
iii. Finalizing list of services to be provided by licensee		
iv. Finalizing the revenue model - sources of revenue, collection mechanism		
c. Finalization of project structure		
i. Finalization of Responsibility allocation and responsibility matrix		
for different components/ activities		
ii. Defining the Performance requirements and setting the performance targets or output requirements		
iii. Defining the financial convenience of the project contract (Grants, subsidies, tariffs, cross-subsidization, concession fees, annuity payments)		
iv. Defining the Payment mechanism and finalizing the payment structure and linkage to performance standards and targets		
v. Development of term sheet and broadly defining the various terms of the project structure		
d. Finalize procurement strategy/route		
i. Key considerations for finalizing procurement strategy such as timelines and organization policies, politics, law and institutions, economics and finance, execution		
ii. Choosing the best-suited procurement method and shortlisting possible options, assess possible procurement options based on the client's timelines, organization's policies, local regulatory requirements and choosing the most suitable option for project		
e. Preparation of Documents for VGF and Processing		
4. Procurement (4 weeks)		
a. Preparation of tender documents		
i. Preparation of terms of reference and timelines including qualification and evaluation criteria		
ii Preparation of tender documents and draft contract		
b. Stage 1: RFQ issuance and Evaluation of bidders		
i. Issuance of RFQ- Advertisement and release of RFQ		
ii. Conducting Pre-qualification conference		
iii. Issuance of Addendum (if required)		
iv. Submission of applications by bidders		
v. TA should participate in Evaluation of the technical and financial eligibility as per the RFQ along with IIM Jammu Committee		
vi. Selection of the shortlist of bidders		
c. Stage 2: RFP issuance and Evaluation of bidders		
i. Issuance of RFP to shortlisted bidders		
ii. Conducting Pre-bid conference		
iii. Issue of Addendum (if required)		

iv. Submission of proposals by bidders		
v. Evaluation of technical and financial bids as per the scope		
vi. Selection of the preferred bidder		
d. Contract Signing		
i. Taking all the required approvals from the competent authority		
ii. Due diligence of the successful bidder		
iii. Issuance of the letter of award to the winning bidder		
iv. Contract negotiation if required		
v. Signing of contract and lease agreement (as applicable)		
5. Financial closure (2 weeks)		
a. TA should assist the Institute in Preparation of financing agreements		
b. TA should assist the Institute in Signing of all financing agreements and other contract agreements (if any)		
c. Undertaking final financial due diligence		
d. Procuring final approval from IIM Jammu		
Type of contract: Lumpsum		
Payment terms:		
1. End of phase 1, 15% of fee		
2. End of phase 2, 15% of fee		
3. End of phase 3, 20% of fee		
4. End of phase 4, 20% of fee		
5. End of phase 5, 30% of fee		
6. IIM Jammu reserve right to not make any payment for the remaining phase of work not pursued as per the contract.		
Termination clause:		
Delay in completion of the work, without due approval, and unsatisfactory performance may be grounds for termination of the contract.		

ANNEXURE - A: Power of Attorney

(To be executed on Non-Judicial Stamp Paper of Rs. 100 and duly notarized)

Know all men by these presents, We, (name of organization and address of the registered office) do hereby constitute, nominate, appoint, and authorise Mr. / Ms.....son/ daughter/ wife and presently residing at who is presently employed with/ retained by us and holding the position of as our true and lawful attorney

(hereinafter referred to as the "Authorised Representative"), with power to sub-delegate to any person, to do in our name and on our behalf, all such acts, deeds and things as are necessary or required in connection with or incidental to submission of our Proposal for **“Selection of DEA Empanelled Transaction Advisor for providing Advisory Services for Transaction Advisor for facilitating Viability Gap Funding (VGF) for Academic block, hostels and faculty & staff residences at IIM Jammu from Empanelled Transaction Advisers for Public Private Partnership Projects at IIM Jammu”** The selection of Consultant for Indian Institute of Management, Jammu (the "Authority") including but not limited to signing and submission of all applications, Bids and other documents and writings, participating in pre-bid and other conferences and providing information/responses to the Employer, representing us in all matters before the Employer, signing and execution of all contracts and undertakings consequent to acceptance of our Bid and generally dealing with the Employer in all matters in connection with or relating to or arising out of our Bid for the said Project and/or upon award thereof to us till the entering into of the Contract with the Employer.

AND we do hereby agree to ratify and confirm all acts, deeds and things lawfully done or caused to be done by our said Authorised Representative pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Authorised Representative in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us.

IN WITNESS WHEREOF WE, THE ABOVE-NAMED PRINCIPAL HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS ... DAY OF , 20

...

(Signature, Name, Designation and Address) Witnesses:

.....
.....

Accepted

(Signature, name, designation and address of the Attorney)

Notes:

1. The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid

down by the applicable law and the charter documents of the executant(s) and when it is so required the same should be under common seal affixed in accordance with the required procedure.

2. Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution / power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant
3. Wherever required, the Applicant should submit for verification the extract of the charter documents and other documents such as a resolution / power of attorney in favour of the person executing this Power of Attorney for the delegation of power hereunder on behalf of the Applicant.

ANNEXURE-B: Project Specific Experience

[Using the format below, provide information on each assignment for which your firm, and each associate for this assignment, was legally contracted either individually as a corporate entity or as one of the major companies within an JV for carrying similar works under this assignment.]

Use projects with copy of proof of experience as required for meeting the minimum Qualification criteria prescribed

Exhibit only those projects undertaken in the past Seven (7) years from the Proposal Due Date

Projects without the proof of completion including start date, end date and value of the work executed as applicable from respective client will not be considered.

Sr. No.	Client Name, Name of work & Location of Project	Contract Value	Date of Start of Work	Details of Work	Remarks

Firm's Name:

Authorized Signature:

The Bidder shall enclose document proof viz. copy of the completion certificate issued by the client for all Assignments above

Or

Certificate duly signed by Statutory Auditor

Note:

1. In case of foreign currency, it should first be escalated at the rate mentioned above and then the amount so derived shall be converted to INR at the exchange rate prevailing last day of the month previous to the one in which this Tender is invited.

2. Exchange rate should be taken from official website of RBI.
3. (<https://www.rbi.org.in/scripts/ReferenceRateArchive.aspx>).
4. In case exchange rate for the currency in consideration is not available on RBI website (mentioned above), Bidders shall quote exchange rates from websites such as www.xe.com, www.oanda.com, along with copy of the exchange rate used by the Bidder for the conversion.
5. Any additional comments / information to substantiate that the said work conforms to the specified similar works can also be indicated by the bidder as deemed fit.
6. Please limit the description of each project in two A4 size sheet of paper. Descriptions exceeding two (02) A4 size sheet of paper may or may not be considered for evaluation

ANNEXURE- C: Description of Approach, Methodology and Work Plan for Performing the Assignment

Technical approach, methodology and work plan are key components of the Technical Proposal. The Applicant will present its Technical Proposal (items a, b and c below) in no more than 40 single sided or 20 double sided printed sheets (A- 4 size, minimum 11 font size). The Page count does not include the Forms.

- a) Technical Approach and Methodology
- b) Work Plan
- c) Organization and Staffing

Technical Approach and Methodology: In this section the Applicant should explain the understanding of the assignment, approach to the services and methodology for carrying out the activities to accomplish the objectives mentioned. The consultant should highlight any challenges anticipated in delivering a programme of this nature and discuss proposed approaches to overcome the challenges and meet the requirement of the assignment.

Work Plan: In this section the Applicant should describe the overall work plan for the activities of the assignment. The work plan must show (i) mobilization details for the Key Personnel (ii) Key tasks and deliverables which form the basis of invoice payment.

Organization and Staffing: In this section the Applicant should briefly discuss the structure, composition, roles and responsibility of the integrated team and how the integrated team will drive the assignment. Sub-consultants envisaged to deliver the scope of work must be listed with their role and responsibility noted in the organization chart.

ANNEXURE- D: Details of Key Personnel

S. No.	Designation of Key Personnel	Name	Educational Qualification	Length of Professional Experience	Present Employment		No. of Assignments
					Name of Firm	Employed Since	
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
1.	Team Lead						
2.	Finance Expert						
3.	Structural Expert						
4.	Contracts Expert						
5.	Technical Consultant						

ANNEXURE- E: Curriculum Vitae (CV) of Key Personnel

1. **Proposed Position / Designation :**

2. **Name of Firm:**

[Insert name of firm proposing the staff]

3. **Name of Staff: [Insert full name] :**

4. **Date of Birth:**

5. **Nationality:**

6. **Education:**

[Indicate college/university and other specialized education of staff member, giving names of institutions, degrees obtained, and dates of obtainment. In case of foreign degrees, Indian equivalent to be indicated]:

7. **Membership of Professional Associations:**

8. **Other Training:**

9. **Countries of Work Experience:**

[List countries where staff has worked in the last ten years] :

10. **Language Known:**

[For each language indicate proficiency: good, fair, or poor in speaking, reading, and writing]

:

11. Employment Record:

[Starting with present position, list in reverse order every employment held by staff member since graduation, giving for each employment (see format here below): dates of employment, name of employing organization, positions held.]:

From [Year]: **To [Year]:**

Employer:

Positions held:

12. Detailed Tasks Assigned

[List all tasks to be performed under this Assignment/Job] :

13. Work Undertaken that Best Illustrates Capability to Handle the Tasks Assigned:

[Among the Assignment/ jobs in which the staff has been involved, indicate the following information for those Assignment/jobs that best illustrate staff capability to handle the tasks listed under Para 12.]

Name of Assignment/Job or project:

Year:

Location:

Employer:

Main Project Features Position Held:

Activities Performed:

Period of deployment

14. Certification:

I, the undersigned, certify that to the best of my knowledge and belief, this CV correctly describes me, my qualifications, and my experience. I understand that any willful misstatement described herein may lead to my disqualification or dismissal, if engaged. I also confirm my availability for the project.

I hereby declare that I have not given my consent to any other Consultant besides

.....(Name of bidder) to use my CV for the purpose of bid submission.

for this project.

Date:.....

[Signature of staff member]

[Signature of authorized signatory of the firm]

Place:.....



ANNEXURE - F: Power of Attorney for Lead Member of JV/Consortium

(To be executed on Non-Judicial Stamp Paper of Rs. 100 and duly notarised.)

Whereas the Indian Institute of Management (the “Authority”) has invited Bids from interested parties for the “**Selection of DEA Empanelled Transaction Advisor for providing Advisory Services for Transaction Advisor for facilitating Viability Gap Funding (VGF) for Academic block, hostels and faculty & staff residences at IIM Jammu from Empanelled Transaction Advisers for Public Private Partnership Projects at IIM Jammu**” (hereinafter referred to as “The Work”) and Whereas,

.....
and

.....
(Collectively the “JV/Consortium”) being Members of the JV/Consortium are interested in bidding for the Project in accordance with the terms and conditions of the tender document and other connected documents in respect of the Project, and

Whereas, it is necessary for the Members of the JV/Consortium to designate one of them as the Lead Member with all necessary power and authority to do for and on behalf of the JV/Consortium, all acts, deeds and things as may be necessary in connection with the JV/Consortium’s Bid for the Project and its execution.

NOW THEREFORE KNOW ALL MEN BY THESE PRESENTS

We,having our registered office at
....., M/s.
..... having our registered office at, M/s.
.....

having our registered office at, and.....having our registered

office at, (hereinafter collectively referred to as the “Principals”) do hereby irrevocably designate, nominate, constitute, appoint and authorize M/s
.....

having its registered office at, being one of the Members of the JV/Consortium, as the Lead Member and true and lawful attorney of the JV/Consortium (hereinafter referred to as the “Attorney”). We hereby irrevocably authorize the Attorney (with power to sub-delegate) to conduct all business for and on behalf of the JV/Consortium and any one of us during the bidding process and, in the event the

JV/Consortium is awarded the contract, during the execution of the Project and in this regard, to do on our behalf and on behalf of the JV/Consortium, all or any of such acts, deeds or things as are necessary or required or incidental to the pre-qualification of the JV/Consortium and submission of its Bid for the Project, including but not limited to signing and submission of all, Bid and other documents and writings, participate in bidders and other conferences, respond to queries, submit information/ documents, sign and execute contracts and undertakings consequent to acceptance of the Bid of the JV/Consortium and generally to represent the JV/Consortium in all its dealings with the Authority, and/ or any other Government Agency or any person, in all matters in connection with or relating to or arising out of the JV/Consortium's Bid for the **"The Work"**.

AND hereby agree to ratify and confirm and do hereby ratify and confirm all acts, deeds and things done or caused to be done by our said Attorney pursuant to and in exercise of the powers conferred by this Power of Attorney and that all acts, deeds and things done by our said Attorney in exercise of the powers hereby conferred shall and shall always be deemed to have been done by us/ Consortium and shall be legally binding upon us/Consortium.

IN WITNESS WHEREOF WE THE PRINCIPALS ABOVE NAMED HAVE EXECUTED THIS POWER OF ATTORNEY ON THIS DAY OF

..... 2023.

For..... (Signature)

..... (Name & Title)

For..... (Signature)

..... (Name & Title)

For..... (Signature)

.....(Name & Title)

Witnesses:

- 1.
- 2.

.....

.....
(Executants)

(To be executed by all the Members of the JV/Consortium)

Notes:

- *The mode of execution of the Power of Attorney should be in accordance with the procedure, if any, laid down by the applicable law and the charter documents of the executants and when it is so required, the same should be under common seal affixed in accordance with the required procedure.*
- *Also, wherever required, the Bidder should submit for verification the extract of the charter documents and documents such as a board or shareholders'*

Project Information Memorandum
(Infrastructure and related amenities for IIM Jammu)

Total Land Area

200 Acres

Building Type*	Total Area(s)*
Academic/Academic Administration	16930 SQM
Student Amenities- Hostel, Other Facilities, Community Centre	16063 SQM (Hostels – 11663 SQM. Amenities – 4400 SQM)
Faculty and Non-Faculty Residences, Studio Apartment	20478 SQM

*Actual area/building may increase or decrease as per the requirement of the institute.

FINANCIAL BID FORMAT

Sr. No	Description	Amount in Words (INR)	Amount in Figure (INR)
A	End to End Transaction Advisory Cost		
1	Total Financial Quote		
2	GST (18%) or as applicable		
3	Grand Total		

Note:

1. All payments shall be made in Indian Rupees and shall be subject to applicable Indian laws, withholding taxes if any.
2. Disclosure of Financial Bid in the Technical Cover shall lead to disqualification of the bidder.