



इंडियन पोर्ट रेल कॉर्पोरेशन लिमिटेड  
भारत सरकार का उपक्रम  
Indian Port Rail Corporation Ltd.  
(A Government of India Enterprise)  
CIN No: U60300DL2015GOI282703



**MINUTES OF PRE-BID MEETING HELD IN MEETING ROOM OF IPRCL ON 26/12/2016 AT 15.00 HRS. IN CONNECTION WITH RFP OF FORMULATION OF POLICY GUIDELINES FOR ALTERNATE FINANCIAL AND REVENUE GENERATION MODEL FOR INDORE-MANMAD-MUMBAI/JNPT NEW RAILWAY LINE.**

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The meeting was presided by Shri Arvind Bhatnagar, Advisor (Transport), IPRCL. The following representatives were participated in the meeting:-

Sr. No.	Name	Designation	Organization
	<b>IPRCL</b>		
1.	Shri Arvind Bhatnagar	Advisor/Transport	IPRCL
2.	Shri N.V.Shetty	Advisor/Accounts	IPRCL
2.	Ms. Bhagyashree	EA-MD	IPRCL
3.	Mr. Mohd. Feroz	Civil Engineer	IPRCL
	<b>Prospective Bidders</b>		
4.	Ms.Preeti Bangari	Sr. Associate	M/s. CBRE
5.	Shri Anurag Sen	Consultant	M/s. PWC
6.	Shri Deepak Verma	Consultant	M/s. CRISIL
7.	Shri Prashant Gupta	VP	M/s. E&Y
8.	Shri Dhaval Shah	S.A	M/s. E&Y

Advisor (Transport) IPRCL welcomed the prospective Bidders and stated that this project is a very prestigious project and we look towards bidders, who are experts in their field and can guide us about the Participative model of funding which we should go in for this project. Hence the invitation of RFP for Formulation of policy guidelines for alternate financial and revenue generation model (F&RGM) for the Indore-Manmad-Mumbai/JNPT New Railway line.

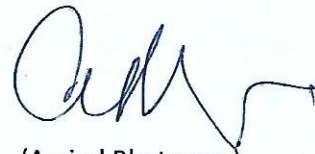
The bidders have already sent their item-wise comments to IPRCL on the bid documents by E-mail. It is confirmed that the comments from M/s.PWC, M/s.E&Y, M/s.CRISIL, M/s. JLL have been received. The representative of M/s.CBRE did not submit her comments, but participated in the discussion during the course of the meeting. The representative of M/s.E & Y has also submitted his revised comments during the meeting.

Item-wise discussion was held on all the queries submitted by the bidders present.

The summary of the discussions, which took place on the basis of the comments raised by the Bidders is as follows:-

- a) All the Bidders requested for the change in the eligibility criteria of the team leader and other experts, who will be nominated by the Bidders in their proposal.
- b) Some Bidders raised the issue of number of years for which financial turnover has to be furnished. The representative of PWC stated that it may be difficult to submit the audited statements of financial turnover of 2015-16 as they may not be ready, so certified by CA should be acceptable
- c) One representative stated that the evaluation criteria for assigning marks for turnover more than Rs.200 Crores be clarified.
- d) One of the representative requested that if addendum/corrigendum is issued after pre-bid meeting, sufficient time be given for submission of the proposals.
- e) The Representative of E&Y proposed additional clauses pertaining to legal & confidentiality issues which they have suggested as part of their comments.
- f) The Bidders wanted to change the conditions for submission of documents as per the standard format of their own companies rather than as per the template given in the documents.

The Bidders were assured that all the points which they have raised in their comments would be re-examined /communicated and item-wise reply shall be sent by e-mail to them shortly and published on the [www.jnport.gov.in](http://www.jnport.gov.in) website.



(Arvind Bhatnagar)  
Advisor(Transport)

No.IPRCL/Mumbai/Projects/MMR-IND/14/2

Dt. 28/12/16.

Forwarded to:-

M/s. CBRE  
M/s.PWC  
M/s.CRISIL  
M/s.E&Y

