



GREENFIELD AIRPORT AT PATHANAMTHITTA,
KERALA STATE

Invitation of Expression of Interest for

TECHNO ECONOMIC FEASIBILITY STUDY AND
ENVIRONMENTAL IMPACT ASSESSMENT

Empanelment of Consultants for preparation of Techno-Economic Feasibility Study and Environmental Impact Assessment Study for Development of Greenfield Airport at Pathanamthitta

Expression of Interest (EOI) are invited by Deputy General Manager (Strategic Business Group), Kerala State Industrial Development Corporation Ltd, Keston Road, Kowdiar, Trivandrum – 695 003 for ‘**Techno Economic Feasibility Study and Environmental Impact Assessment Study for Development of Greenfield Airport at Pathanamthitta**’

1.	EoI NO.	:	KSIDC/SBG/03/2017
2.	Name of work	:	Techno Economic Feasibility Study and Environmental Impact Assessment Study for Development of Greenfield Airport at Pathanamthitta
3.	Processing fee	:	Rs.15,000/- (Rupees Fifteen Thousand only) through D.D. drawn in favour of ‘Kerala State Industrial Development Corporation Ltd’ payable at Trivandrum.
4.	Cost of EoI Document	:	Nil
5.	Earnest Money Deposit	:	Nil
6.	Dates of Downloading the EOI document	:	31-03-2017 to 02.05.2017 up to 14:00 hrs.
7.	Last Date of Submission of EoI	:	On or before 02.05.2017 up to 15:00 hrs.
8.	Pre-Bid meeting	:	18..04..2017 at 11:00 hrs at KSIDC, Trivandrum office
9.	Date & Time of Presentation by shortlisted bidders	:	08.05.2017 at 11:30 hrs.
10	Technical Evaluation	:	09.05.2017 at 11:00 hrs
11	Opening Financial bid	:	09.05.2017 at 1200 hrs
12	The Place of : Submission of Tender and Opening of Tender	:	Office of Deputy General Manager (Strategic Business Group), Kerala State Industrial Development Corporation Ltd, Keston Road, Kowdiar, Trivandrum – 695 003 .

1 BACKGROUND

- 1.1 The youngest district in the state of Kerala nestles its head on the slopes of Western Ghats and stretches to the low-lying rice fields bordering Alappuzha district. The district consist of three natural divisions viz the Lowland the Midland and the Highland. The highland stretches through the Western Ghats and descends midland in the centre, to the lowland and coconut gardens on the western borders of Alappuzha district. The topography of the district is highly undulating. It starts from the tall hill slopes covered with thick forests on the east along the mountains down to the valleys and small hills to the flat land of coconut trees in the west. Pathanamthitta engrossed on the hilly terrain of Kerala can rightly be called the headquarters of pilgrimage tourism in the state. Sabarimala, an important Hindu pilgrimage centre attracts crores of pilgrims from the different parts of India and the state. Pathanamthitta is a landlocked district, located at 9°16'N 76°47'E, spanning over an area of 2,637 square kilometres (1,018.15 sq mi). The district is bordered by the districts Kottayam and Idukki in the north, Alappuzha in the west, Kollam in the south. To the east it has border with the Tamil Nadu state.
- 1.2 Pathanamthitta district has a reserve forest area of 1,385.27 square kilometres. Three important rivers flow through the district. These rivers originate from various mountains of the Western Ghats mountain range. The Pamba (176 km or 109 mi), which is the third longest river in Kerala, has its origin in Pulachimala. The Achankovil river (128 km or 80 mi) originates from Pasukida Mettu, and Manimala river (90 km or 56 mi) originates from the Thattamalai hills. A small portion of Kallada river also falls in the southern border of the district. Pamba and Achankovil rivers together drain more than 70% of the total area of Pathanamthitta. One third of the electricity produced in the State comes from this district. The Sabarigiri Hydroelectric project situated at the Pamba basin and the Kakkad Electricity project functions in this district. The abundant water resources are also utilized for irrigation purpose through the Kallada and Pamba irrigation projects.
- 1.3 With a number of fairs and festivals, Pathanamthitta district is known as the "headquarters of pilgrimage tourism." The district is a host to Asia's biggest and the world's second largest Christian convention (Maraman Convention). The district receives an estimated 3 to 4 million pilgrims during the festival season of Sabarimala alone. Situated here among the Western Ghats is a temple dedicated to the Hindu deity, Ayyappan. Sabarimala is a Hindu pilgrimage centre located at the Periyar Tiger Reserve in the Western Ghat mountain ranges of Pathanamthitta District, Perunad grama panchayat in Kerala. It is one of the largest annual pilgrimages in the world, with an estimated over 100 million devotees visiting every year. Ayyappan's temple is situated amidst 18 hills. The temple is situated on a hilltop at an altitude of 1260 m (4,133 ft) above mean sea level, and is surrounded by mountains and dense forests. The dense forest, (Periyar Tiger Reserve), around the temple is known as poongavanam. Temples exist in each of the hills surrounding Sabarimala. While functional and intact temples exist at many places in the surrounding areas like Nilakkal Kalaketty, and Karimala remnants of old temples survive to this day on remaining hills.

Access to Sabarimala is through Thiruvananthapuram International Airport (170 kilometres (110 mi)) and Cochin International Airport (160 kilometres (99 mi)). Railway access is through Chengannur (82 kilometres (51 mi)), Tiruvalla (92 kilometres (57 mi)), Kottayam (120 kilometres (75 mi)) and Kollam Junction (129 kilometres (80 mi)) are some of the closest accessible railway stations from Sabarimala. The shrine can be reached by road. The main trunk road of about 70 kilometres (43 mi) to Sabarimala is Pathanamthitta-Pamba, which passes through, Mannarakulanji, Vadasserikara, Perunad, Lahai & Nilakkal. Kerala State Road Transport Corporation operates regular daily bus service from Pathanamthitta, Ernakulam Kumili and Thiruvananthapuram. Direct Bus services to Pathanamthitta, Erumeli and Pamba are operated from Chengannur railway station. The increase in the number of pilgrims visiting the temple had gone up in recent years and the airport is the option to reduce traffic congestion mainly during the November-January festival season.

- 1.4 The demand for faster modes of passenger transportation to Sabarimala has been on the rise, particularly in the background of steadily increasing annual rate of pilgrims, domestic and international tourist flow, and growth of business/ trading commuters and NRK's from the Kottayam, Thiruvalla, Pathanamthitta belt. An airport catering to aircraft services to and back from Pathanamthitta from the present domestic and international airports in the state and from important centers like Coimbatore and Madurai have been conspicuous by absence.
- 1.5 KSIDC the arm of the state government mandated to attract industries and investments into Kerala has as its priorities industrial development of the state, formulation and implementation of promotional and developmental measures for growth of the industrial sector, keeping in view the State's priorities and socio-economic objectives in the State. Kerala State Industrial Development Corporation Ltd. (KSIDC) is a Promotional Agency under the Department of Industries & Commerce, Government of Kerala for industrial and investment promotion in Kerala. Formed in 1961 with the objective of promoting, stimulating, financing and facilitating the development of large and medium scale industries in Kerala, KSIDC acts as a promotional agency involved in catalyzing the development of physical and social infrastructure required for growth of industry in the State.
- 1.6 Kerala State Industrial Development Corporation Ltd. (KSIDC) has been appointed as the nodal agency for commissioning a consultant to conduct feasibility study on the airport project, on behalf of Government of Kerala. KSIDC invites Expressions of Interest from globally renowned consultancy groups / Consortiums to undertake detailed studies and to prepare the Techno Economic Feasibility Report (TEFR) on the proposed Airport at Pathanamthitta. It is envisaged that an Environment Impact Assessment (EIA) has also to be undertaken as part of the TEFR.

2 OBJECTIVES

The Pathanamthitta Airport Project proposes development of world-class aviation infrastructure including terminal building to serve an estimated demand capacity over

minimum 30 year design horizon. The new airport shall be planned in a modular fashion to enable its expansion into a large size airport at an appropriate time in future when growth in passenger traffic and cargo necessitates such an expansion.

The proposed project shall ideally include the following components:

- Landside aviation facilities,
- Airside aviation facilities, and

Landside non-aviation facilities.

Landside aviation facilities shall comprise the passenger terminal building, cargo terminal building, cargo storage / warehouse, loading / unloading equipment / trolleys etc.

Airside aviation facilities

Airside aviation facilities shall comprise the runway & taxiway, radar & landing / take-off systems, control tower, apron, hangars, maintenance buildings, fire station, fuelling station & reserve storage station, utilities etc. with Instrument Landing System (ILS) and Night Landing Facility

Landside non-aviation facilities

Landside non-aviation facilities shall comprise connectivity / access routes for transportation, parking & tow away areas, recreational infrastructure and other commercial facilities such as Hotel, Convention Centre, Golf course, Business Centre, Banking facilities, entertainment avenues etc.

2.1 Based on the above requirements, following are the broad objectives of the proposed consultancy assignment:

- a) To identify the significant technical and economic factors influencing the proposed Airport at Pathanamthitta, and also to evaluate their positive and negative impacts on the project- qualitatively and quantitatively;
- b) To assess the commercial potential of the proposed Airport and to draw up a strategic plan for its development, keeping all important commercial considerations in view;
- c) To evaluate the various sites available, conduct detailed site assessment and identify / rank the most preferred sites
- d) To identify all important considerations for technical operation of the airport at Pathanamthitta;
- e) To carry out necessary surveys/ studies for evaluating and documenting specific, site-related (for each site), technical and engineering parameters to be kept in view while developing the project;
- f) To make an estimate of the capital outlay for the project, identify all income streams including those from possible non-aviation activities, financially structure the project and to work out the financial feasibility indicators of the project;
- g) To perform a Socio- Economic Cost-Benefit Analysis of the project and also to quantify the larger economic returns from the proposed Airport;
- h) To perform an Environmental Impact Assessment (EIA) of the project; and,
- i) To prepare a development Master Plan for the proposed project, taking due cognizance of the developments that the airport may cause to happen in its influence- region. The master plan shall be as per the latest guidelines of International Civil Aviation Organization (ICAO) and Director General of Civil Aviation (DGCA)

- j) To carry out a preliminary financial viability assessment of the project and recommend the possible options for implementation of the project

3 SCOPE OF THE CONSULTANCY SERVICE

Scope of Consultancy service would cover surveys/ studies required for ensuring deliverables as envisaged in the objectives of the study (highlighted above). The report shall include technical and financial possibilities of the various locations for the Airport at Pathanamthitta by analyzing the potential of passenger and cargo movement in the influence zone of the airport. It shall also focus on possibilities for raising non-aviation revenues, in order to make the project a financially feasible investment proposition;

a) Aviation Sector Background Assessment

- Collect and compile information/data for the aviation business sector: present & projected demand and requirements, service levels & present facilities for air linked transportation for passenger and cargo, auxiliary facilities & necessary support infrastructure, other sectoral facilities that may be lacking at other airports in the vicinity or otherwise and which can be considered in the proposed project for economic/commercial reasons, immediate short term, medium and long term sectoral requirements/projections for facilities development.

b) Site Assessment Study

- Evaluate in detail the various sites available and identify the top 2-3 preferred sites and the most preferred site for the project.
- Site assessment should include the obstacle limitation surfaces, wind patterns and soil study of the site.
- Advantages of the sites w.r.t linkages, accessibility, cost of land, conforming to EIA criteria, ease of development, extent available etc.

c) Rehabilitation & Resettlement Plan

To spell out a detailed rehabilitation and resettlement plan taking into account land acquisition rules etc.

d) Project Impact Assessment

- Identify and earmark the influence zone of the proposed airport and its impact on the influence zone.
- Study the Regional Development Plans and identify the future developments around the project site
- Study and analyze current export/import volumes of the region
- Identify and list out the direct and indirect beneficiaries of Airport project

e) Traffic Demand Assessment

- (i) Conduct a detailed assessment of expected passenger & cargo traffic at the proposed facility over the proposed design horizon. Project catchment area with respect to

international and domestic operations for both passenger and cargo would also be determined.

- (ii) The Consultant shall assess the influence zone of the proposed Greenfield airport; delineate this influence region by air, rail & road based transport modes, with respect to the existing and proposed Origin & Destination (O-D) pattern and the economics of introduction of the new activities;
- (iii) The Consultant shall assess the requirements of the transporters, carriers, tour operators etc., and identify the facilities to be provided at the proposed airport;
- (iv) The Consultant shall assess and present a reasonable forecast of air, rail and road traffic volume and requirements for passengers/tourists and goods/ commodities. Based on the growth pattern, the base traffic estimated to be handled shall be projected over a time horizon of 30 years. The projections in intervals of 5 years i.e.5th, 10th, 15th year etc. shall be made to assess the facility requirements over a period of time.
- (v) Based on the traffic demand assessment, consultant should recommend the category of the airport and whether it should operate as a domestic or an international airport with ICAO code.
- (vi) The report shall provide salient inputs for structuring the project on PPP mode, arrive at the best pattern of capital structure and highlight the selection criteria and process of selection of the Private Partner;

f) Data collection:

- (i) The technical work is expected to be done based on data, if any, made available by relevant authorities and published data, for the selected site for the airport;
- (ii) Besides collection of secondary data and stakeholders' meeting, group discussions etc., the consultant has to carry out primary surveys for collecting site specific data including obstacles survey at the identified site for the airport;
- (iii) The Consultant shall prepare initial conceptual plans for the airport and city side development; this shall be fine-tuned in consultation with KSIDC/ Government of Kerala;
- (iv) A presentation on the concept plan shall be made by the Consultants, take inputs from KSIDC/Government, based on which the concept plan shall be modified/fine-tuned, before embarking on further detailed studies;

g) Assessment of Facilities required:

- (i) Various facilities/infrastructure and logistic supports required for the passenger traffic are to be identified and estimated by the Consultant;
- (ii) Based on the results of the tourist forecasts, the Consultant shall identify the planning requirements over a 30 year planning horizon for the facilities to handle the projected tourist traffic. This should include, inter-alia, the requirements for the following:
 - Number and length of Runways and taxiways and number of aircraft parking stands. These should be designed for the Critical Aircraft type that is selected and proposed by the consultant with scope for expansion;
 - Passenger terminal and Cargo terminal;
 - Identification and assessment of potential cargo that can be economically handled at the Airport;
 - Work out the economics of stopover of the over-flying crafts at Airport;
 - Assessment of possible diversion of cargo movement from other airports;
 - Parking for cars, buses, cargo vehicles and staff vehicles;
 - Communications & navigational aids, airfield lighting and meteorological facilities in compliance with applicable standards;
 - Interface with possible modes of surface transport;
 - Accommodation requirement for tourists at the Airport;
 - Interface of other tourism related infrastructure and facilities with Airport and existing tourist orientation;
 - External utilities; and,
 - Other services which are necessary for tourists'/visitors' needs.

h) The Master Plan to be prepared shall show the location of all main airport facilities and shall ensure that the airside development proposals are properly integrated with the hub development. The Consultant shall chalk out bulk land/space allotment for various users in the Master Plan of the proposed Greenfield airport.

i) Land Requirement: The Consultants shall assess the land requirements, for the various components of the Greenfield airport and other City Side Developments which will generate non-aviation revenue at the airport site.

j) Consultant shall examine the available and emerging state-of-the-art technology for efficient and cost effective operation and management system for the whole project. Consultant would specify minimum performance standards and other output specifications expected from the Developer of the Project.

k) Financial Viability Analysis

- (i) The Consultant shall conduct a viability analysis for the entire Project. The analysis shall inter-alia cover the following:-
 - Cost Estimates: The Consultant shall make a cost estimate for development, operation and maintenance components involved in the Pathanamthitta

Airport.

- Phasing of the Development: The Consultant shall phase out the development so as to optimize the investment requirement for the development of the Project.
- Estimate of Revenue: The Consultant shall identify and estimate the various sources of revenue that can be generated from all sources in the operation of the project and other development.
- Cash flow analysis: The Consultant shall perform a cash flow analysis on the operation of the project.
- Financial model : The Consultant shall prepare a financial model to assess the key financial parameters such as Project IRR, Equity IRR, DSCR, cash flows etc.
- Sensitivity analysis : The Consultant shall carry out sensitivity analysis using the financial model to understand impacts of specific variables such as traffic, costs, tariffs, means of financing etc on project financials
- Examine the options and feasibility of financing the project on various modes with least cash / non-cash contribution from Government of Kerala.
- Break-even analysis shall be conducted for the project which clearly specifies the break-even point (number of passengers), break-even capacity (%), break-even income, contribution per passenger and other factors.
- Financial models with options for different debt/equity mix and interest rates shall be prepared for various scenarios.

l) Economic Analysis

- (i) The Consultant shall carry out economic impact analysis and work out the economic rate of return for the project. A sensitivity analysis shall also be conducted. Principal financial viability indicators of the project including the Internal Rate of Return shall be worked out by the Consultants based on projected profitability.
- (ii) The Consultant shall adopt suitable methodologies to assess the key economic benefits likely to generate from the project in the form of direct, indirect and induced impacts.
- (iii) The assessment of benefits during both construction and operational phases of the project shall be carried out.

m) Preferred institutional framework

- (i) The Consultant shall examine and suggest suitable legal and institutional framework, for implementation, operation and maintenance of the Project. This would also include policy decisions by the Government, amendments to the existing Acts, etc., as may be required.

n) Marketing Strategy

- (i) The Consultant shall evolve a marketing strategy for successfully marketing the idea among the prospective developer as well as the prospective users of the proposed Airport facilities. The Consultant shall also list out the incentives (if required) to be provided by the concerned authorities to make the project attractive for the users and investors. The Consultant shall also work out long term marketing strategy to enable this project to remain attractive for user agencies and demand responsive. The analysis may include aspects like total available market; served available market; growth prospects; target consumer and preferences; competition; value package; delivery that meets consumer expectations etc.

o) Development Strategy

- (i) **IMPLEMENTATION:** The Consultant shall examine the advantages and disadvantages of different modes / methods by which the project could be implemented and chalk out the implementation strategy in which the details regarding the responsibilities of execution of major work, operation etc. shall be listed. The recommended method under which the same are to be implemented shall be given in detail.
- (ii) **PACKAGING OF THE PROJECT:** The Consultant shall suggest an appropriate package for attracting reputed foreign or Indian companies/consortia for developing and operating the proposed project. It shall be ensured that the project package is in consonance with the existing guidelines of the Government of India and also the guidelines issued by Government of Kerala, if any, in this regard.

p) Organizational Structure

- (i) The Consultant shall identify the various issues and agencies that will need to be co-coordinated for the successful implementation of the Project. The consultant shall evolve an optimal organizational structure and identify the role of various agencies involved for the management and execution of the project.

q) Environmental Impact Assessment

- (i) After evaluation of the available sites, completion of site assessment study and selection of the final site by Govt., the Consultant shall carry out detailed assessment of social and environmental impacts due to the project including impact on surroundings like effects on air, noise, traffic congestion, land, drainage, aesthetics, heritage monuments, impact on traditional communities etc. The Consultant shall also indicate measures to mitigate adverse impact if any by formulating draft Rehabilitation Action Plan (RAP) and Environmental Management Action Plan (EMAP) in phases as required for the clearance from the Ministry of Environment and Forest and other agencies.
- (ii) All details, as per the checklist / criteria, in the prescribed format shall be furnished by the consultant for submission to MoEF. Consultant shall ensure

availability of their experienced representative to participate in all meetings with MoEF.

r) Cost Benefit Analysis

A detailed Cost Benefit Analysis of the Project shall be undertaken by the Consultant as part of the study. For this purpose an integrated view of the project shall be taken by the Consultant keeping in view the possible developments that the proposed Airport may trigger in the project influence area. The following possibilities may be examined particularly by the Consultant in this regard.

- Development of leisure, entertainment, sports/ adventure tourism projects
- Development of wellness/ holistic healthcare centres and other tourism projects
- Establishment/ development of knowledge city comprising inter-alia R&D and academic institutions, particularly in the domains of biotechnology, agriculture etc
- Other suitable ventures which are in harmony with the environment and are commercially possible.

The Cost Benefit Analysis of the project shall be performed based on due consideration of the above aspects also.

s) Essential documents for necessary Clearances

- (i) The Consultant shall prepare all documents necessary to obtain forest, environmental, social, defence and other clearances from Government of Kerala and Government of India (GoI) and their agencies including in-principle approval of GOI for setting up this Greenfield Airport for the project as may be applicable. This activity may include (besides the preparation of reports) preparation of audio-visual presentation in different forms, giving additional information etc., as may be necessary and required by Government of Kerala, in connection with the approvals to the project.

4 STUDY DURATION , DELIVERABLES, TIME FRAME & PAYMENT

Consultancy services shall commence from the date of acceptance of the Letter of Award (LOA) or seven days from the date of issue of the LOA whichever is earlier. The time frame for conducting the study, except for EIA shall be as follows:

No:	Activity	Duration from date of commencement	Terms of Payment
1	Submission of Interim Report	1 ¹ / ₂ Months	10%

2	Submission of Draft Report	3 Months	20%
3	Submission of Final Report	4 Months	25%
4	Approval of Final Report	5 Months	25%
5.	Obtaining EIA Clearance	9 Months	20%

5 PRE QUALIFICATION CRITERIA FOR CONSULTANTS

The Consultant should be a Company satisfying the following pre-qualification criteria:

5.1

(i)	Experience	<p>The applicant may be a Consulting firm or a consortium of firms registered in India and engaged in major International or National Aviation Projects/ Infrastructure Projects in India with experience in the field of Consultancy for minimum period of 5 years ending 31.03.2017. The Firm should have multiple specialization, experience and expertise in assisting in developing Commercial-cum-Legal Documents, Airport Master Plans, TEFRs, Planning and Financial Models for large Commercial Infrastructure at Airports, obtaining EIA approvals for infrastructure projects, Tourism Destinations, Trade Centers, etc.</p> <p>The applicant (Lead member of the consortium) must have undertaken minimum one TEFR including master planning for at least one Airport and 1-2 Nos. TEFRs, including Planning and Financial models for Commercial development (excluding residential) for minimum 25 acres, in the last five years.</p>
(ii)	EIA Study	The applicant / consortium member must have undertaken and completed EIA study for at least one Airport project within the last 5 years.
(iii)	Registration/incorporation	The firm shall be registered with registrar of Companies in India and shall be in the business of providing consultancy for preparation of TEFR of infrastructure works.

(iv)	Minimum annual billing for consultancy work	The minimum average turnover from consultancy work in last 3 financial years should not be less than Rs.50 Crores. In the case of a consortium, the consortium members may collectively meet the above financial parameters, however subject to that the consortium leader should individually have average annual turnover of at least Rs.25 Crores
(v)	Registration with Income Tax Authorities	The valid registration number issued by Income Tax Authorities
(vi)	Memorandum of Association	The firm shall be enlisted as Consultancy firm.

5.2 The eligible consultants shall be required to submit self-attested copies of the following along with the application:

- Documents verifying the claim as per above including the appointment letter or work order or contract agreement or letter of successful completion from the client.
- Details of Permanent Account Number (PAN)
- Service Tax Registration Certificate
- Receipts of Service Tax payment.
- Copy of audited Balance Sheet along with Profit and loss Account statement of the firm for the last three financial years (Year 2013-14, Year 2014-15 & Year 2015-16)
- Firms showing continuous losses for the last three years in the Balance Sheet are not eligible to participate in the Empanelment process.
- The firm shall submit Bank Solvency Certificate of Rs. 10 Crores. The Demand Draft favoring KSIDC Ltd towards EOI fee in original.
- Income tax return of last 3 financial years.
- Detailed organizational structure including technical manpower.(Form A)
- Copy of VAT registration, PAN No., WCT No, Service Tax No etc

5.3 Availability of technical team as under:

The proposed Consultancy assignment shall be undertaken by a team of professionals to be deployed by the Consultant, comprising - inter alia - the following. Each of such professional shall have adequate experience in undertaking similar works, and the team leader should have a minimum of 15 years relevant professional experience.

1. Team Leader
2. Expert in Airport development
3. Expert in Civil Aviation industry
4. Transportation Planner
5. Transport Economist
6. Architect Urban Planner
7. Airport Master Planner

8. Survey Engineer
9. Financial specialist
10. Legal Expert
11. PPP Expert
12. Social Impact Assessment Expert
13. Sufficient number of professionals with relevant experience in Environmental Impact Assessment studies

5.4. Financial Parameters :

The Consultant should have annual average turnover of at least Rs. 50Cr from the Advisory/Consultancy services for last three financial years (i.e. 2013 - 2014, 2014 - 2015 and 2015 - 2016). In the case of a consortium, the consortium members may collectively meet the above financial parameters, however subject to that the consortium leader should individually have average annual turnover of at least Rs. 25 Crores (including subsidiaries/holding companies with shareholding of minimum 25%) from the Advisory/Consultancy services for last three financial years

6 PROCEDURE FOR SELECTION OF CONSULTANTS:

The Technical Bids received from the Bidders would be short-listed based on the minimum qualifying criteria as detailed in section-5, and the bidders so short-listed will be invited to make a presentation before the Consultancy Evaluation Committee (CEC) on relevant aspects including the approach & methodology for the study, understanding of the scope of the work, the strengths and experience of the consultants, professional team handling the assignment etc.

The CEC will rank the shortlisted consultants by assigning marks based on the presentation (Maximum Marks: 100). The evaluation criteria shall be as follows:

1. Experience of the consultants in projects relevant to the study: **50 marks**
2. Composition of the study team and professional background and experience of the team members: **30 marks**
3. Approach to the study, methodology & works plan, conceptual clarity, understanding of the assignment: **20 marks**

Scoring Criteria

1. Experience of Consultants		Max. marks	Marks
(a)	Project experience in development of business plan for an airport in Kerala including traffic forecasts, determination of aeronautical revenue, operating cost and capital expenditure for terminal development	10	Project for 1 Airport in Kerala: 10 marks

(b)	Project experience in preparation of Detailed Project Report/ Technical Feasibility Report for the Airport Projects in India during last 5 years including master plan, engineering surveys and supervision and independent engineering services for projects costing more than 200 crore	15	1 Project: 5 marks 2 Projects: 10 marks 3 Projects: 15 marks
(c)	Projects for Services to Government entities/ Public Sector entities related to Transaction Advisory which includes preparation of business plan for Airport Projects in India costing more than Rs. 1000 crores during last 5 years.	25	1 Project: 5 Marks 2 Projects: 10 Marks 3 Projects: 15 Marks Additional marks for projects in India where Concession Agreement has been signed or where the bidding process has been completed to identify the successful bidder: 1 Project: 5 marks 2 Projects: 10 marks
2. Approach to the study, methodology and work plans		Max. marks	Marks
(a)	<ul style="list-style-type: none"> • Adequacy of the proposed work plan and methodology in response to the TOR followed by presentation (if desired by evaluation committee) • Project appreciation and understanding of assignment • Project approach and methodology • Duties and responsibilities of the team leader and other key person • Work plan and manning schedule 	20	Understanding of the issue to be solved: 5 marks Suggested approach : 10 marks Work plan, tools and methodology to be deployed: 5 marks

3. Composition of the Study Team		Max. marks	Marks
(a)	Qualification and competence of the key staff	30	<p>Team Leader – 10 Marks:</p> <ol style="list-style-type: none"> 1. Doctorate/ MBA/ PGDM 2. Minimum experience of 15 years 3. Experience as team leader for transaction advisory of airport projects in India with capital expenditure of more than INR 1000 cr in the last 5 years <p>PPP expert – 10 Marks:</p> <ol style="list-style-type: none"> 1. Doctorate/ MBA/ PGDM 2. Minimum experience of 15 years 3. Experience as PPP expert for transaction advisory of airport projects in India with capital expenditure of more than INR 1000 cr in the last 5 years <p>Aviation Expert – 10 Marks:</p> <ol style="list-style-type: none"> 1. M. Tech (Civil Engineering) 2. Minimum experience of 15 years 3. Experience on Techno-economic feasibility studies/ detailed project reports for airport projects in the last 5 years

Financial bids of only those scoring more than 75% marks in technical evaluation as above will be opened. In the evaluation of Financial bids, the lowest financial proposal (Fm) will be given a financial score (Sf) of 100 marks. The financial scores of other bids shall be computed as follows:

$$S_f = 100 \times F_m/F$$

(F= Amount quoted as per financial bid)

Selection of the consultants for the work will be based on highest weighted total score for technical and financial evaluation, with weightage of 70% for technical score and 30% for financial score.

7 BID SUBMISSION DETAILS

- The agencies are required to submit the EOI containing Technical and financial bids in two separate sealed envelopes clearly marked “Technical bid for selection of consultant to undertake a techno economic feasibility study for setting up a Green field airport at Sabarimala / Pathanamthitta” and “Financial bid for selection of a consultant to undertake a techno economic feasibility study for setting up a Green field airport at Sabarimala / Pathanamthitta”.
- The Bids may be submitted in individual capacity of the Company or Consortium of Companies.
- The Bid of Consortium shall be accompanied by a certified copy of legally binding Agreement signed by all members of the Consortium confirming the following therein:
 - Date and place of signing;
 - Purpose of Consortium (must include the details of services for which the Consortium has been constituted to Bid)
 - A clear and definite description of the proposed roles and responsibilities for the Consultancy services of the Project.
 - An undertaking that the members are jointly and severally liable to KSIDC/ Government of Kerala for the performance of the services.
 - The information and address of Lead Member of the Consortium.
- Members of Consortium shall not be more than 2.
- The duties, responsibilities and powers of the Lead Member shall be specifically included in the Agreement. It is expected that the Lead Member would be authorized to meet liabilities and to receive instructions and payments for, and on behalf, of the Consortium.
- No Member of the Consortium shall be allowed to leave the Consortium without prior written permission of Consultancy Evaluation Committee (CEC), however CEC may permit the substitution of any Member of the Consortium by a better-qualified Member.
- All pre-bid queries may be sent to bijubg@ksidcmail.org
- Interested Consultants, passing the pre-qualification criteria are invited to submit their Technical Bid and Financial Bid separately, (i.e., in two separate sealed covers) on or before 2nd May 2017 to the Managing Director, Kerala State Industrial Development Corporation Ltd (KSIDC), Keston Road, Kowdiar P.O, Thiruvananthapuram-695003, Kerala.

INFORMATION TO BE FURNISHED BY THE APPLICANTS

Empanelment of Consultants for preparation of Techno-Economic Feasibility Report for development of New Greenfield Airport at Pathanamthitta, Kerala

S. No.	Particulars	Details to be filled in
1	Name of Organization	
2	Address Telephone No. Fax No. E-mail ID	
3	Organization Details	Annexure – I
4	List of Consultancy Assignments completed in the last five years ending 31-03-2016	Annexure – II
5	List of Consultancy Assignments in progress	Annexure – III
6	Financial Status	Annexure – IV
7	Undertaking	Annexure – V
8	Submitted in the covering letter	Annexure – VI
9	Financial Proposal Submission Form	Annexure - VII

Place:

Signature of the applicant

Date:

Name & Designation

Annexure - I

ORGANIZATIONAL DETAILS

S. No.	Parameter	Details
1	Year of Establishment	
2	Status of Firm (Proprietorship / Partnership/ Any other)	
3	Details of Enlistment as Consultancy Firm	
4	Empanelment with Govt. Organizations (Mention names along with copies of empanelment letters)	
5a	Name of Directors/ Partners/ Proprietors with Designations	
5b	Academic Qualifications of Directors/ Partners/ Proprietors	
5c	Address and Phone Nos. of Directors/ Partners/ Proprietors	

Place:

Signature of the applicant

Date:

Name & Designation

LIST OF CONSULTANCY ASSIGNMENTS COMPLETED IN LAST 7 YEARS ENDING 31-12-2016

S. No.	Name of Work/ Project with address	Short description of Consultancy assignment	Name and address of Owner/ Client	Cost of Work/ Project	Date of Start of Work/ Project		Date of Completion of Work/ Project		Bonus/ Liquidated damages if any imposed on Consultant	Any other Relevant Information
					Stipulated	Actual	Stipulated	Actual		

NOTE:

Work/ Project means Consultancy for preparation of TEFRR. The list of works/ project mentioned should be substantiated with documentary evidence such as work orders or contract agreement or completion certificates from the owner/ client.

Place:**Signature of the applicant****Date:****Name & Designation**

Annexure-III

LIST OF MAJOR CONSULTANCY PROJECTS IN PROGRESS

S. No.	Name of Work/ Project with address	Short description of Consultancy assignment	Name and address of Owner/ Client	Cost of Work/ Project	Date of Start of Work/ Project	Date of Completion of Work/ Project	Status of work	Expected date of completion	Any other Relevant Information

NOTE:

Work/ Project means Consultancy for preparation of TEFRR. The list of works/ project mentioned should be substantiated with documentary evidence such as work orders or contract agreement or certificates.

Place:

Signature of the applicant

Date:

Name & Designation

FINANCIAL STATUS

S. No.	Financial year	Turnover (Rs. in Lacs) by way of Professional Fee	Profit/ loss (-)
1.	2011-2012		
2.	2012-2013		
3.	2013-2014		

Note:

Certified copies of audited Balance Sheets/ Chartered Accountants' Certificates to be enclosed for each financial year.

Date:**Signature of the applicant****Place:****Name & Designation**

Annexure - V

TO WHOM SO EVER IT MAY CONCERN

1. It is certified that our firm _____ is having in-house capability of carrying out **TEFR** consultancy services as laid down in Clause 5.2 of the Notice Inviting Expression of Interest (EOI) for **‘Empanelment of Consultants for preparation of Techno-Economic Feasibility Report for development of Greenfield/ Brownfield Airports’**

2. It is certified that our firm _____ is not black-listed by Airports Authority of India or any State / Central departments or agencies

3. It is further certified that all information/ data furnished in the ‘Application form and Annexures’ for Empanelment are true to the best of our knowledge and belief.

Date:

Signature of the applicant

Place:

Name & Designation

Annexure - VI

Details to be submitted in the covering letter of the applicant

- 1) Name of firm: _____
- 2) Mailing Details of firm
 - a) Address: _____

 - b) Tel. No. : _____
 - c) Fax No. : _____
- 3) E-mail ID of firm: _____
- 4) Contact details of the applicant:
 - a) Name: _____
 - b) Designation: _____
 - c) Mobile No.: _____
 - d) Tel. No.: _____
- 5) Details of non-refundable processing fee paid: _____
 - a) Amount: _____
 - b) DD No.: _____
 - c) Details of Bank: _____
- 6) Bank Solvency Certificate on _____

Date:

Signature of the applicant

Place:

Name & Designation

Annexure VII

Financial Proposal Submission Format

Date: _____

To:
Kerala State Industrial Development Corporation Ltd.
TC XI/266, Keston Road,
Kowdiar,
Thiruvananthapuram – 695003

Dear Sir,

Sub: Our proposal to undertake a Techno Economic Feasibility Study and Environmental Impact Assessment Report for a Greenfield Airport at Pathanamthitta – Offer in the form of Consultancy Charges

Sl No	Item	Amount (INR)
1	Consultancy Fee	
2	Service Tax (As per Government norms from time to time – Currently 15.00%)	
3	Any other taxes	
4	Total in figures	
5	Total in words	

Our financial proposal shall be binding upon us, subject to the modifications resulting from contract negotiations, up to the validity period of the Proposal, i.e.,2017.

Our contact address is provided below:

XXX
XXXX
XXXXX

Thank you and looking forward to work with the Government of Kerala

With Best Regards,

Authorized Signatory