



भारतीय राष्ट्रीय राजमार्ग प्राधिकरण
(सड़क परिवहन और राजमार्ग मंत्रालय)
National Highways Authority of India
(Ministry of Road Transport and Highways)
जी-5 एवं 6, सेक्टर-10, द्वारका, नई दिल्ली-110075
G-5 & 6, Sector-10, Dwarka, New Delhi-110075

दूरभाष / Phone : 91-11-25074100/25074200
फैक्स / Fax : 91-11-25093507 / 25093514

NHAI/BM/GMC/2020/

Dated: 14.08.2020

To

All Bidders (as per list enclosed)

Sub: Consultancy Services for General management Consultancy (GMC) for NHAI - Opening of Financial Bids – Reg.

Ref: (i) Bids submitted on 22.07.2020 for the above mentioned work.

Kindly refer NHAI letter dated 06.08.2020 vide which result of technical evaluation was intimated to bidders through email and the bidders were given opportunity to respond till 12.08.2020, in case of any objection.

2. The representations as received from both the bidders have been examined by the constituted Evaluation Committee and reply to the representation as approved by Competent Authority is enclosed at Annexure- I.

3. In view of the above considerations, the result of technical evaluation is as under-

S. No.	Name of Firm	Original Technical Score	Final Technical Score
1	M/s A. T. Kearney Limited, UK (India Branch Office)	99.09	99.16
2	M/s KPMG in consortium with Singhania and Partners LLP	80.11	82.06

4. The financial bids of the technically responsive bidders mentioned in Para 3 above will be opened on **17.08.2020 at 1230 Hrs** in IT Training room, Ground Floor at NHAI (HQ). Accordingly, the bidders shall depute their representatives with authorization letter for attending the opening of financial bids.


(Ravinder)

General Manager (Tech)
Bharatmala

Encl: As Above

List of Bidders

Applicant No.	Name of Applicant	Sole/JV/ Association
1/2	M/s A. T. Kearney Limited, UK (India Branch Office)	Sole
2/2	M/s KPMG in consortium with Singhanian and Partners LLP	Consortium

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Annexure- I

S. No.	Firm's Representation	Committee's Reply																				
A.	M/s A. T. Kearney Limited																					
1	Senior Project Associate IV To consider 5 projects related to Program Management of large-scale transformation projects as eligible projects; Details are provided in the Representation	Senior Project Associate IV Only 3 Projects remain eligible under concerned category. Accordingly, no change in marks under concerned category.																				
2	Junior Project Associate IV To consider 6 projects related to Program Management of large-scale transformation projects as eligible projects; Details are provided in the Representation	In view of representation submitted, following projects are considered eligible (i)Consultancy Services for the development of a modern and cost efficient freight logistics system in Uganda. Total two projects are eligible under concerned category. Hence, marks awarded to the CV is modified to '90' from earlier '85' marks.																				
3	Senior Legal Professional To consider 14 projects related to dispute resolution, contract formulation for PPP contracts as eligible projects; Details are provided in Representation	Only 9 Projects remain eligible under concerned category. Accordingly, no change in marks under concerned category. In View of the above modification in scores, the updated technical score of the firm is given below: <table><tr><th>S. No.</th><th>Description</th><th>Marks assessed earlier</th><th>Marks now assessed</th></tr><tr><td>1</td><td>Firm Experience</td><td>40.00</td><td>40.00</td></tr><tr><td>2</td><td>Methodology</td><td>10.00</td><td>10.00</td></tr><tr><td>3</td><td>Key personnel</td><td>49.09</td><td>49.16</td></tr><tr><td></td><td>Total</td><td>99.09</td><td>99.16</td></tr></table>	S. No.	Description	Marks assessed earlier	Marks now assessed	1	Firm Experience	40.00	40.00	2	Methodology	10.00	10.00	3	Key personnel	49.09	49.16		Total	99.09	99.16
S. No.	Description	Marks assessed earlier	Marks now assessed																			
1	Firm Experience	40.00	40.00																			
2	Methodology	10.00	10.00																			
3	Key personnel	49.09	49.16																			
	Total	99.09	99.16																			

S. No.	Firm's Representation	Committee's Reply
B.	M/s KPMG	
1	Firm Experience: - (i) <u>Projects in India</u> Five projects are eligible under criteria A1 in Data Sheet securing 11/12 marks. The projects submitted are enlisted below: - Project 1 - Infrastructure Corporation of Andhra Pradesh Project 2 - Sagarmala Development Company Project 3 - Program Management for State Bank of India PF SBU Project 4 - Parcel Network Optimisation for India Posts Project 5 - Consultancy Services for Inland Waterways (ii) <u>Projects outside India</u> Project 1 - Virginia Department of Transport – US 460 Corridor Project 2 - North Carolina Department of Transport Project 3 - Virginia Department of Transport – Hampston Roads Project 4 - Indiana Department of Transportation Project 5 - Michigan Department of Transportation Project 6 - UK's Highway PMO & Program Management Support Project 7 - Transnet (iii) <u>Global Project Case Study</u> International Case Study for Indiana Department of Transport, USA	Firm Experience: - (i) <u>Projects in India</u> It is noted that 'Project 4' is not considered eligible as per RFP criteria. Remaining four Projects were already considered eligible. Accordingly, no change in marks under concerned category. (ii) <u>Projects outside India</u> Project – 1, 2 & 3 were already considered eligible. Project 4 and 5 are not considered eligible. Project 7 was not submitted with original bid hence not considered being additional project. Project 6 – In view of representation submitted the Project has been considered eligible. Accordingly, total 4 projects are eligible hence marks modified to '7' from earlier '6' marks. (iii) <u>Global Project Case Study</u> The case study submitted is not considered eligible as per RFP criteria.

S. No.	Firm's Representation	Committee's Reply
		Accordingly, no change in marks under concerned category.
2	<u>Key Personnel</u> <u>2.1 Team Leader cum Program Management Expert</u> The case study submitted for Team Leader covers program management of a ~300 km expressway as part of an expressway development program. The focus of this assignment was on <u>program management during pre-construction phase</u>. The scope of work included examining the suitability and feasibility of the project, assessment of financing and implementation options including packaging and facilitating bidding out of the project for development. This involved program management in terms of coordination and integration among different stakeholders -the Client, consultants, State Government Authorities, contractors. The scope also included ongoing monitoring of the project development process. In view of the above, the case study for Team Leader should be considered eligible to secure full marks. <u>2.2 Highway Infrastructure Expert</u> The case study submitted for Highway Infrastructure Expert covers the ability of the Expert to manage a portfolio and program of multiple highway projects. He has been working in this sector for more than 20 years and has worked on several	<u>Key Personnel</u> <u>2.1 Team Leader cum Program Management Expert</u> The case study is not considered eligible. Accordingly, no change in marks under concerned category. <u>2.2 Highway Infrastructure Expert</u> In view of representation submitted the case study has been considered eligible. Hence, marks awarded to the concerned CV are modified to '100' from earlier '90' marks.

S. No.	Firm's Representation	Committee's Reply
	Highway Projects in the capacity of Highway Expert. We are providing clarification / additional information to substantiate the case study for Highway Infrastructure Expert for your perusal. In view of the above, the case study for Highway Infrastructure expert should be eligible and secure full marks. <u>2.3 Senior Legal Professional</u> Submitted clarification / justification for projects mentioned in the Representation; also additional 7 projects / cases have been included for evaluation purposes. More than 10 cases / projects are eligible for the Senior Legal Professional. Accordingly, his CV should be considered acceptable and should secure maximum marks. <u>2.4 Project Manager</u> We have included clarification / justification for all the projects mentioned in the Representation; all the 6 projects mentioned in the Representation fulfil the criteria of the RFP for the Project Manager. <u>2.5 Senior Project Associate-I</u> <u>(Shikha Ashwani)</u> Submitted clarification / justification for all the projects; all the 6 projects mentioned in the Representation fulfil the criteria of the	<u>2.3 Senior Legal Professional</u> Additional projects submitted Post Bid due date are not considered. It is noted that only 3 Projects remain eligible under concerned category. Accordingly, no change in marks under concerned category. <u>2.4 Project Manager</u> As per information submitted in the bid, it is noted that only 3 Projects remain eligible under concerned category. Accordingly, no change in marks under concerned category. <u>2.5 Senior Project Associate-I</u> In view of representation submitted, following projects are considered eligible (i) HR Transformation for SBI

S. No.	Firm's Representation	Committee's Reply																				
	RFP for the Senior Project Associate. Shikha Ashwani has been specifically positioned keeping in mind the Scope of Works <u>related to 'Human Resource Management' (Appendix I – TOR Page 32 - 6. HR Management)</u> ; she has worked on several Organisation Transformation assignments in the past. It is worthwhile to note that HR Transformation in all the assignments are <u>part of a larger organization transformation</u> and implementation assignment. 2.6 Senior Project Associate-II <u>(Tanmeet Thukral)</u> Submitted clarification / justification for all the projects in the Representation; all the 4 projects mentioned in the Representation fulfil the criteria of the RFP for the Senior Project Associate.	GITC (ii) HR Transformation for FINO Paytech Limited It is noted that total four projects are eligible under concerned category. Hence, marks awarded to the concerned CV are modified to '100' from earlier '90' marks. 2.6 Senior Project Associate-II As per information submitted in the bid, it is noted that only 3 Projects remain eligible under concerned category. Accordingly, no change in marks under concerned category. In View of the above modification in scores, the updated technical score of the firm is given below: <table><tr><th>S. No.</th><th>Description</th><th>Marks assessed earlier</th><th>Marks now assessed</th></tr><tr><td>1</td><td>Firm Experience</td><td>26.00</td><td>27.00</td></tr><tr><td>2</td><td>Methodology</td><td>10.00</td><td>10.00</td></tr><tr><td>3</td><td>Key personnel</td><td>44.11</td><td>45.06</td></tr><tr><td></td><td>Total</td><td>80.11</td><td>82.06</td></tr></table>	S. No.	Description	Marks assessed earlier	Marks now assessed	1	Firm Experience	26.00	27.00	2	Methodology	10.00	10.00	3	Key personnel	44.11	45.06		Total	80.11	82.06
S. No.	Description	Marks assessed earlier	Marks now assessed																			
1	Firm Experience	26.00	27.00																			
2	Methodology	10.00	10.00																			
3	Key personnel	44.11	45.06																			
	Total	80.11	82.06																			