

Replies to Queries on RFP (Appointment of Consultant for conducting a benchmarking study of Upstream Oil Sector with reference to select Upstream Oil Sector CPSEs) raised during the Pre Bid Meeting held on 9th September, 2014 and received through E-mail

Sr. No.	Query/Clarification	DPE Reply
1.	<p>Please provide examples of the typical language/ requested form and content of the two undertakings required for the Technical Proposal:</p> <p>1. An undertaking stating that the firm is not blacklisted by Government or its agencies including Central/ State Level Public Enterprises.</p> <p>2. An undertaking regarding non-disclosure/sharing of confidential information with third parties.</p>	No such language or form is specified by DPE.
2.	In the undertaking regarding non-disclosure/ sharing of confidential information with third parties, please specify the source of the confidential information. Is this the consultant's confidential information or is this referencing the confidential information of the Upstream Oil Sector CPSEs?	Refer Clause 7 and Clause 13 of Part II – Section 2 of RFP, the undertaking is to be given in respect of data provided by DPE/ CPSE/ MoPNG during the course of the assignment.
3.	<p>(i) What alternative forms would be acceptable for the Earnest Money Deposit?</p> <p>(ii) Can a cashier's check, banker's draft, or some other form of check in US Dollars (USD) as the Earnest Money Deposit in the equivalent amount of Rs.2,50,000/- is acceptable?</p>	Refer Clause 12.1 of Part I – Section 1 of RFP, the EMD has to be strictly provided in the form of demand draft amounting to Rs.2,50,000/-.
4.	The General Conditions (GC) and Specific Conditions (SC) are not attached in the RFP document. Request you to please provide the same.	The General and Specific Conditions are part of the Contract and the same will be provided to the consultant selected after financial bid opening.
5.	<p>(i) In case of a sub-consultancy or a consortium, we request DPE to clarify whether each member would be evaluated separately and their scores would be added or would an average of the scores be taken for arriving at the final technical score.</p> <p>(ii) Also, in case of an individual expert being hired by the consultancy firm, we request clarification on how would his experience be considered for evaluation.</p>	Please refer to Clause 3.1 & 3.2 of Part I – Section 1 of RFP, each member shall be evaluated separately as per the qualification/ eligibility criteria set forth in Part II of Section 2. The combined score of the each member of the association of consultant shall be taken into account for evaluation purpose
6.	<p>We request you to please consider the following and reword the clause 5.3 Section 1 accordingly:</p> <p>If a conflict of interest situation arises after the award of contract, then consultant will use reasonable efforts to resolve any such conflict of interest within a reasonable time period. If</p>	No such changes can be made in clause 5.3 of Section 1 of RFP.



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	consultant fails to resolve such a conflict of interest, then a party may terminate the Contract by giving 30 days' notice to the other party without any liability. However, consultant shall be entitled to receive payments for the work done up to the effective date of termination.	
7.	<p>The consultant requests for a provision for retaining the IPR in the methodology, format, background material etc. and therefore we request for the following addition in the clause:</p> <p>"DPE however acknowledges that although the reports submitted to DPE belong to DPE, the underlying methodology, formats, approach, designs will continue to belong to the Consultant. The Consultant grants DPE a perpetual non-exclusive license to use the said underlying methodology, approach and formats to the extent necessary to use the deliverables under this Contract."</p>	No such changes can be made in clause 4.1 of Section 1 of RFP.
8.	Please specify a timeframe within which the Committee will provide its comments on the deliverables.	The time frame cannot be specified by DPE. However, the comments on the deliverable will be provided within a reasonable time so as to enable the selected consultant to deliver the output.
9.	We request DPE to consider that such penalty should NOT be applicable if the delay is due to (i) force majeure (ii) delays/default by DPE (iii) any reason not solely attributable to consultant and reword the clause accordingly.	Refer Clause 4.3 of Part I – Section 2 of RFP, the penalty will not be levied if such delay is duly approved by DPE.
10.	We request you to specify the date when the presentation will have to be made and whether the presentation should be a part of the technical proposal to be submitted.	The date of presentation will be communicated to the participants after opening of technical bids.
11.	For past relevant experience in consultancy (except audit) in terms of no. of assignments, the Assignments in which all sectors may be considered as relevant experience?	The sectors are not specified by DPE. However, the experience must be relevant to the nature of the assignment.
12.	Please specify the year(s) for which Gross revenue would be considered	The Gross revenue would be considered for FY 2011-12, FY 2012-13 & FY 2013-14. However, if the financial statements for the FY 2013-14 are not audited, provisional statements duly signed by CA of the company may be submitted.
13.	We request the Client to clarify what score will be given if minimum relevant experience of team leader is less than 10 years in Upstream Oil Sector.	Refer Point 2.2 of Clause 10 of Part II – Section 2 of RFP, Nil marks would be given if minimum relevant experience of team leader is less than 10 years in Upstream Oil Sector.

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14.	Request you to please specify 'Higher professional qualifications'	<p>For Team Leader: Any qualification higher than the Post Graduation would be considered higher professional qualification e.g. Ph. D.</p> <p>For Team Members: Post Graduation or Any qualification higher than the Post Graduation would be considered higher professional qualification.</p>
15.	We request the Client to clarify whether each team member would be evaluated individually on the criteria listed or would the scores of each be added or averaged.	Each member shall be evaluated separately as per the qualification/ eligibility criteria set forth in Point 3 of Clause 10 - Part II of Section 2. The combined score of the each member of the association of consultant shall be taken into account for evaluation purpose
16.	We request clarification on whether it is necessary that a team member should have a Graduation Degree in Petroleum Engineering or a Post-Graduation Degree would also be considered against the same	<p>Refer clause 10 of Part II – Section 2 of RFP, the minimum qualification of at least one team member should be Bachelors Degree in Petroleum engineering.</p> <p>A post graduation degree in Petroleum engineering would also be acceptable.</p>
17.	<p>What is the type and depth (company level KPIs (recommended) or operational process level KPIs) of KPIs/benchmarks:</p> <ol style="list-style-type: none"> Type of KPIs: KPIs for Core upstream function (recommended) or even support functions like marketing, finance etc. Depth of KPIs: Company level KPIs (recommended) or operational process level KPIs. 	The KPIs/Benchmarks are to be proposed by the selected consultant keeping in view the scope of work specified in Clause 3 of Part I – Section 2.
18.	Please share a list of Indian Oil Sector CPSEs that shall be analyzed on the basis of KPIs/benchmarks determined by consultant.	Refer Clause 1 of Part II – Section 1 of RFP, the benchmarking study is to be done in respect of upstream oil sector CPSEs as listed in Annexure 1 i.e. ONGC, OIL. Comparison of performance of select upstream oil sector CPSEs is to be done with that of national and international private companies on the identified benchmarks.
19.	We recommend that performance of Indian Oil Sector CPSEs against the determined benchmarks be compared against 4 private companies (2 Indian and 2 international). Please confirm or suggest the number of international and Indian companies.	No such number can be specified by DPE.



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20.	<p>Consultant is also required to suggest realistic value against the identified benchmarks which can be achieved by oil sector CPSEs.</p> <p>Given that the focus of this study is benchmarking, only a high level view will be provided on the ways and means to bridge the gaps as identified while benchmarking the performance of Indian CPSEs.</p> <p>A detailed study is suggested as a separate next step.</p>	<p>The KPIs/Benchmarks are to be proposed by the selected consultant keeping in view the scope of work specified in Clause 3 of Part I – Section 2.</p>
21.	<p>In support of meeting the technical eligibility, can the bidders only submit self attested undertakings as proof of consulting work? Sharing work orders is not allowed as per the Non-Disclosure Agreements/ Confidentiality clauses in the work orders, which are signed with the clients.</p>	<p>Refer Clause 10 of Part II – Section 2 of RFP, the consultant has to submit appropriate documentary evidence for completion of the assignment e.g. CA Certificate or any other documentary proof linking the consultancy given with the payment received against the same. Self certified undertakings as proof of consulting work is not acceptable.</p>
22.	<p>Since the experience in upstream gas sector can be equally important and relevant to deliver the work requirements in this study, we suggest that even upstream 'gas' experience be considered for team leaders and team member experience, in addition to upstream 'oil' experience.</p>	<p>In addition to experience of Upstream Oil sector, the experience of upstream gas sector will also be considered relevant to the assignment.</p>
23.	<p>As discussed in the pre-bid meeting, owing to client confidentiality we cannot share the work orders, completion certificates and engagement value for our past relevant experience. We would request you to accept a self certified list of completed assignments</p>	<p>Refer Clause 10 of Part II – Section 2 of RFP, the consultant has to submit appropriate documentary evidence for completion of the assignment e.g. CA Certificate or any other documentary proof linking the consultancy given with the payment received against the same. Self certified undertakings as proof of consulting work is not acceptable.</p>
24.	<p>For evaluation criteria 1.2, please advise if consulting experience in other industries would also count. Also advise if the consulting experience should necessarily be with CPSE/Ministry in India and overseas.</p>	<p>The consulting experience in other industries will also be considered. However, the consultancy (except audit) should be given to Govt./PSE/Public Ltd. Company</p>
25.	<p>Is it allowed to have an external team leader for this study?</p>	<p>It is not allowed to have external team leader for the study.</p>
26.	<p>For evaluation criteria 2.1 and 3.1, which all degrees would be considered for higher professional qualification?</p>	<p>For Team Leader: Any qualification higher than the Post Graduation would be considered higher professional qualification e.g. Ph. D.</p> <p>For Team Members: Post Graduation or Any qualification higher than the Post</p>

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		Graduation would be considered higher professional qualification.
27.	By when is the result expected to be announced and what is the expected start date for the study?	The study is expected to start within 1 month of opening of Technical Bids i.e. 23.09.2014.
28.	In case of consortium bidding, which score (cumulative or best) will be taken against each evaluation criteria?	Please refer to Clause 3 of Part I – Section 1 of RFP, the evaluation will be done separately for each member as per the qualification/ eligibility criteria set forth in Point 3 of Clause 10 - Part II of Section 2.
29.	<p>Kindly provide some more clarity on assessment of operational parameters and suggesting benchmarks along with realistic values. Do you expect a trend analysis of following operational parameters:</p> <ul style="list-style-type: none"> Reserve growth Reserve replacement ratio Daily oil & gas production Exploration & Development cost Reserve acquisition cost Gas flaring <p>Do you require a detailed analysis of above parameters to understand technical constraints as well?</p>	The scope of work has been clearly defined in clause 3 of Part I - Section 2.