

## Response to Written Queries of Bidders to the Request for Proposal (RFP)

### for Technical Assistance for Road Safety - Policy, Institutional Reviews and Road Safety Management Capacity Strengthening under GSHP-II

Sl. No.	Reference	Query	Response
1.	<b>ToR 3.1.10 page 55</b>	<p>“....conduct a workshop involving officers of all the stakeholder departments including the WG members...”</p> <p><i>Please indicate an estimate of the expected number of participants in this workshop.</i></p> <p><i>Will the Client provide a venue for this workshop?</i></p>	<p>For number of participants please refer Sl. No. 1 of Addendum-1.</p> <p>Training and Workshops are complete responsibility of Consultants including venue and all other associated arrangements and costs. RFP and scope of works are clear on this point. Responsive bids are expected from the bidders.</p>
2.	<b>ToR Task 2, page 55</b>	<p>SCDP road length</p> <p><i>Is it correct the SCDP will comprise the Bharuch- Dehgam segment (11 km) plus another State Highway segment also of length 11 km?</i></p>	<p>Yes; Bidders may visit new SCDP corridor for assessment; CH-0 near Gandhinagar to Koba to Start of Indira Bridge (on airport road)</p>
3.	<b>ToR 3.2.3, Page 56</b>	<p><u>Improved post-crash care in corridor</u></p> <p>Enhanced post-crash safety services will be designed in detail and implemented in the demonstration corridors and areas to improve the survivability of road crash victims and improve their longer- term recovery prospects. These services are to include:</p> <ul style="list-style-type: none"> <li>➤ First responder training programs for those aside from local health workers most likely to attend crash scenes (e.g. taxi drivers, local business people and traffic police)</li> </ul> <p><i>Our interpretation is that the Consultant shall design the post-crash services and training program. But the actual implementation of training shall be done by the Health Department. Is this assumption correct?</i></p>	<p>Bidders are advised to study the scope of work thoroughly. RFP stipulations remain same and only responsive bids are expected.</p>
4.	<b>ToR, 3.2.4, Page 57</b>	<p><u>Monitoring and Evaluation</u></p> <p>“..Actual M&amp;E of SCDP has to be carried out by the consultant (including before-after surveys of outcomes) with due training and demonstration...”</p> <p><i>The ToR says that the Consultant shall carry out the M&amp;E of the SCDP So, what type of training is the Consultant expected to provide? And for whom?</i></p>	<p>Please refer to response at Sl. No. 3 above.</p>
5.	<b>ToR, 3.2.5, Page 57</b>	<p><u>Final review of, and advice about SCDP implementation:</u></p> <ul style="list-style-type: none"> <li>➤ Final review of detailed action plans for safer infrastructure and safer users (Home Department, Transport Department, Education</li> </ul>	<p>The Consultant is advised to study RFP and scope of work thoroughly.</p> <p>Scope regarding school communities is clear through RFP and</p>

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		<p>department) and post trauma care</p> <ul style="list-style-type: none"> <li>➤ Final training in enforcement activity and equipment use for Police and Transport officers;</li> <li>➤ Preparation and distribution of public road safety campaign materials, road user information materials through various delivery options and appropriate timing of activities;</li> <li>➤ Preparation and supply of relevant materials for school communities.</li> <li>➤ Support review by WG and PSC of funding availability and priorities for funding of respective detailed action plans</li> </ul> <p><b>Bullet point 2:</b> <i>Please indicate the number of Police and Transport officers to be trained in enforcement activity and equipment use.</i></p> <p><b>Bullet point 4:</b> <i>Please indicate an estimate of the number of school communities and school children.</i></p>	no change; responsive bids are expected.
6.	<b>ToR 3.3.2.2, Page 58</b>	<p><u>Crash investigations/reconstruction ((for selected group of officers)</u></p> <p><i>Please indicate the number of Police officers to be trained in crash investigations/reconstruction</i></p>	Please refer to response at Sl. No. 3 above.
7.	<b>ToR 8, Page 62</b>	<p>Facilitation of the Services by the Client</p> <p><i>The services will include a substantial number of training activities and workshops /seminars.</i></p> <p><i>Is it the obligation of the consultant to arrange with venues, refreshments, meals, accommodation for participants (if needed) for participants in the trainings and seminars?</i></p> <p><i>Is there any provisional sum set aside for the costs of such items?</i></p>	Training and Workshops are complete responsibility of Consultants including venue and all other associated arrangements and costs. RFP and scope of works are clear on this point. Responsive bids are expected from the bidders. No provisional sum or any other arrangement is accepted.
8.	<b>ToR 10.2, Page 62</b>	<p>"It is expected that the Consultant would establish a strong team of national and specialists capable of supporting the Government to ... "</p> <p><i>Is the formulation a mistake or are international specialist excluded?</i></p>	Please refer to response at Sl. No. 3 above.
9.	<b>ToR 10.6 Page 64</b>	<p>Position I. Team Leader</p> <p>"Team Leader should be on payroll of the bidder for not less than 1 year"</p> <p><i>This criteria will minimize consultants' possibilities to use the most suitable expert for the position. Therefore the requirement of TL to be on payroll should not be mandatory.</i></p>	RFP stipulation remains same, no change.

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10.	<b>ToR 10.6 page 67</b>	<p>“Note: Consultant to note that maximum age limit is 65 years on bid due date for all the key positions..”</p> <p><i>We request you to increase the age limit to 70 years</i></p>	Please refer Sl. No. 2 of Addendum-1.
11.	<b>Data Sheet , 14.1.2, Page 22 and ToR, 10.4, Page 63</b>	<p>14.1.2 - Estimated input of Key Experts time-input: 64 person months</p> <p><i>Can you confirm how many man months should be included when calculating the Financial proposal?</i></p> <p>10.4 It is anticipated that an overall quantum of one hundred (120) person months ... shall be provided by the personnel to be mobilized by the selected Consultant...</p> <p><i>i.e. 64 or 120 person months for the Key Personnel (as per the table under 10.4 on page 63)?</i></p>	Please refer to response at Sl. No. 3 above.
12.	<b>ToR 3.2, Page 55</b>	<p>Planning and Implementation Support</p> <p><i>Can you please confirm that the implementation and M&amp;E components only apply for the 24 month contract period?</i></p>	Please refer to response at Sl. No. 3 above.
13.	<b>ToR 3.2.1 Page 55</b>	<p>Safer Infrastructure &amp; Speed Limits</p> <p>To accomplish this task the consultant shall undertake:</p> <ul style="list-style-type: none"> <li>➤ Extend inputs on planning for Safer Infrastructure.</li> <li>➤ Implementation and monitoring and evaluation</li> </ul> <p><i>The Consultant envisages that for the first point they would only be identifying safety issues and provide a broad level plan incorporating safer infrastructure initiatives. Preparing detailed engineering drawings of the same would be kept out of Scope of this assignment.</i></p> <p><i>We understand that the consultant is not required to provide road engineering and IT specifications/designs of any sort.</i></p> <p><i>For the second point we understand that Implementation refers to “planning input for implementation”. Can you please clarify what you mean by “implementation”?</i></p>	Please refer to response at Sl. No. 3 above.
14.	<b>ToR 3.2.2.3, Page 56</b>	<p>Education Department – curriculum materials</p> <p><i>The consultant envisages that this task does NOT involve developing curriculum materials, printing and providing to schools? Can you please clarify.</i></p> <p><i>Detailed plans will be provided as to what materials are required after consultation with the Department and teachers.</i></p>	Please refer to response at Sl. No. 3 above.

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15.	TOR 3.2.2.4, Page 56	<p>Formulate and deliver social campaigns  <i>Kindly provide clarification - are the campaigns Statewide or only on the 2 corridors as this dramatically affects the cost of campaigns?</i>  <i>Some of the issues to be considered for this task are:</i>  <i>The procurement of an advertising agency and then campaign/s development will take a considerable amount of time.</i>  <i>The police are also required to support the campaigns with targeted enforcement so providing the police with equipment and training also needs to be considered as part of the planning</i>  <i>The consultant needs to further investigate campaign development costs and the cost of media purchase in Gujarat to ascertain if cost effective campaign/s can be developed for 50 Lacs.</i></p>	Please refer to response at Sl. No. 3 above.
16.	TOR 3.2.3, Page 56	<p>Improved post- crash care in the corridors  <i>The consultant envisages that external consultants will be contracted by the client to provide first responder training and any recommended emergency response system upgrades. The cost of training courses such as venues will also be provided by the client.</i>  <i>The consultant will not be responsible for financing the enhanced emergency response mechanisms, only the planning. Please clarify if this is correct.</i></p>	Please refer to response at Sl. No. 3 above.
17.	TOR 3.2.4, Page 57	<p>Monitoring and Evaluation. Actual M&amp;E of the SCDPs has to be carried out by the consultant.  <i>It is envisaged that research agencies in Gujarat will be contracted to do formal research and activities such as on road surveys. An advantage of this process is that road safety survey expertise is developed by local agencies.</i>  <i>Kindly confirm whether this is an acceptable approach to the deliverable and whether there is any available budget from the client to conduct this work. If so please specify a provisional budget.</i></p>	Please refer to response at Sl. No. 9 above.
18.	TOR 3.3, Page 57	<p>Road Safety Capacity for Stakeholder Departments - Training Program  <i>It is envisaged that the Consultant would be responsible for preparing the training program and its associated training materials for the program.</i>  <i>The Cost of hosting the training program not limited to cost of venue,</i></p>	Please refer to response at Sl. No. 7 above.

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		<i>logistics, food, printing, conveyance etc. would be borne by the Client/Government authority.</i>	
19.	<b>TOR 3.1.7, Page 54</b>	<p>Present options to replace/modify the current road crash data system  <i>It is envisaged that the consultant would be required to evaluate the current road crash data system and suggest options to replace/modify the existing system.</i>  <i>Kindly provide the details of the data points currently being captured on the system. We understand that the client will arrange for the access to the current system for the consultant. Kindly confirm.</i></p>	The scope of work is clear.
20.	<b>TOR 10.6, Page 63</b>	<p>The Consultant is also expected to work closely with, transfer knowledge to, and build the capacity of local institutions and staff.  <i>It is envisaged that the consultant would be required to transfer knowledge to build capacity of local institutions and staff.</i>  <i>Kindly confirm which institutions and how many local staff need to be considered for capacity building.</i></p>	This refers to suggestion on team composition.
21.	<b>Data Sheet – Point 21.1</b>	<p>3) Years with the Firm  <i>Most of the specialists required in this project are holders of niche expertise, and generally works as independent consultants/ associates; we would like to propose professionals who have the maximum experience and skills sets in the required domain to achieve quality deliverables and this may involve sourcing some consultants who may not be permanent employees of the firm.</i>  <i>We request you to remove this clause from evaluating the CVs;</i></p>	Please refer to response at Sl. No. 9 above.
22.	<b>Data Sheet – Point 21.1</b>	<p>4) Experience in region and language:  i. Experience in similar projects in similar regions  <i>There have been limited similar studies done in India and experience in similar regions may not be widely available. Request you to please limit the experience to similar projects</i></p>	Please refer to response at Sl. No. 9 above.

Sl. No.	Reference	Query	Response
23.	<b>Data Sheet – Point 21.1</b>	Transfer of knowledge (training) program (relevance of approach and methodology): <i>Please confirm at this stage the methodology of knowledge transfer has to be detailed out only. Please confirm the number of people to be trained as part of the assignment.</i>	Please refer to response at Sl. No. 9 above.
24.	<b>TOR 3.1.2, Page 53</b>	Detail potential options for introduction – in stages – of a graduated licensing system for both new learners and licensed drivers in Gujarat in the longer term, specifying likely costs of implementation, potential timing and road safety benefits. <i>Please clarify if this would involve estimating the total cost of implementation including equipment, training</i>	Please refer to response at Sl. No. 9 above.
25.	<b>TOR 3.1.3, Page 53</b>	Identification of unsafe road user behaviors in high-risk corridors and areas. <i>As this would involve primary surveys, please indicate locations and duration of surveys to be undertaken</i>	Please refer to response at Sl. No. 3 above.
26.	<b>TOR 3.4, Page 59</b>	Task 4 – Other Assistance 3.4.2 Preparation of draft bidding documents including ToRs for the procurement of goods, equipment, services and any back office support requirements. <i>This is an ongoing activity but no key professional having procurement / transaction experience is included in the team defined. Request you to please include a corresponding position who has experience in procurement.</i>	Advised to study the RFP as a whole thoroughly including para 10.5 of ToR.
27.	<b>TOR 10.4, Page 63</b>	Estimated Man Months (Key Personnel) <i>Please confirm that the Consultant can define the on – site and off – site distribution of time keeping the total man – month constant</i>	Please refer to response at Sl. No. 9 above.
28.	<b>ToR 3.2.3, Page 56</b>	Improved post-crash care in the corridor <i>This is a specialist task requiring services of Trauma Care Agency/ Specialist; We request to remove either this particular task from the scope of services or to add a ‘Trauma Care Specialist’ role for 3 months, as part of the team.</i>	Advised to study the RFP as a whole thoroughly including para 10.5 of ToR. RFP stipulation remains same, no change.
29.	<b>ToR 3.3.2, Page 57</b>	R&BD Training <i>It is not clear how many training sessions are required for R&amp;BD Engineers. Please specify number of training sessions and staff to be</i>	Please refer to response at Sl. No. 3 above.

Sl. No.	Reference	Query	Response
		<i>trained;</i>	
30.	<b>ToR 3.3.2.1, Page 58</b>	Training to Home Department – Basic training program <i>It is mentioned 40 staff in Police staff has to be trained; We assume the training has to be conducted in Gandhinagar &amp; the venue and associated logistics cost will be taken care of by the client; Please confirm.</i>	Please refer to response at Sl. No. 7 above.
31.	<b>ToR 3.3.2.1, Page 58</b>	Training to Home Department – Advance training course on general deterrence theory <i>It is mentioned that 35 senior police staff has to be trained; We assume the training has to be conducted in Gandhinagar &amp; the venue and associated logistics cost will be taken care of by the client; Please confirm.</i>	Please refer to response at Sl. No. 7 above.
32.	<b>ToR, 3.3.2.2, Page 58</b>	Crash investigations/ reconstructions (for selected group of officers) <i>We assume the training has to be conducted in Gandhinagar &amp; the venue and associated logistics cost will be taken care of by the client; Please confirm.</i>	Please refer to response at Sl. No. 7 above.
33.	<b>ToR, 3.3.2, D, Page 58</b>	Training to WG <i>We presume this will be training for all WG members on safe systems in Gandhinagar; Also, the venue and associated logistics cost will be taken care of by the client; Please confirm.</i>	Please refer to response at Sl. No. 7 above.
34.	<b>ToR 3.3.2.3, Page 58</b>	Training to Home & Transport Department Staff <i>It is mentioned that 100 officers has to be trained; Please confirm the locations where these officers have to be trained; Are all the training sessions to be conducted in Gandhinagar or in selected district headquarters? Please specify the number of training sessions and the locations. We presume the client will arrange the venue and all required logistics (for the trainees) required for the training; Please confirm.</i>	Please refer to response at Sl. No. 7 above.
35.	<b>ToR 5, Page 61</b>	Payment Terms- 50% of payment for deliverables upon submission & 50% on acceptance of the deliverable or within 60 days, whichever is earlier.’ <i>Considering the scope of work, we have to incur significant up-front costs on the job to deliver the required outputs; We request to provide us an improved payment terms; We request to amend the payment terms to ‘75% of payment for deliverables upon submission &amp; 25% on acceptance of the deliverable or</i>	Please refer to response at Sl. No. 9 above.

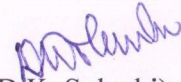
Sl. No.	Reference	Query	Response
		<i>within 30 days, whichever is earlier.'</i>	
36.	<b>ToR 10.4, Page 63</b>	<p>Team Leader – Years of overall professional experience as 20 years</p> <p><i>Road Safety is a relatively young subject in India, and there are professionals in India, who has significant experience in multi-sectoral interventions in road safety in developed countries, and is currently settled in India eager to work in road safety in national projects. Most of these professionals have more than 15 years' overall experience, but less than 20 years; We believe involvement of such professionals in TL role in this project will help R&amp;BD to derive far superior successful outcomes from the project; We therefore request to amend the overall experience requirement to '15 years'.</i></p>	Please refer Sl. No. 3 of Addendum-1.
37.	<b>ToR 10.6, Page 65</b>	<p>Enforcement Specialist – Educational Qualifications &amp; Age Limit</p> <p><i>The qualifications and experience demanded for this position requires a retired Police Officer; And, it is important that Police officers having not only relevant experience in the Police force, but also have keen interest and demonstrable track record in road safety enforcement schemes in a relatively modern police force in the country is required in this project to meet the objectives. Some of the Police Officers, who meet these criteria are more than 65 years of age, but less than 70 years. Also, most of them who have retired from SP/ Dy. SP rank are graduate degree holders and not post graduates.</i></p> <p><i>We believe (i) involvement of such officers will definitely bring in much more value for the project and will help client in achieving better project outcomes (ii) the educational qualifications (degree or post graduate) of such professionals doesn't have a bearing on the intended outcomes from this position. We, therefore, request to relax the criterion for this position related to age and educational qualifications.</i></p> <p><i>We request to amend the qualification to:</i></p> <p><i>'Graduate qualification in any discipline, preferable to have specialized qualification/credentials related to job title, with not more than 70 years of age at the time of bidding'.</i></p>	Please refer Sl. No. 2 of Addendum-1 for age limit. Rest all RFP stipulation remains same, no change.



Sl. No.	Reference	Query	Response
38.	<b>ToR 10.6, Page 64</b>	<p>Driver Licensing Policy, Driver Testing &amp; Registry Management Specialist</p> <p><i>Though the specific required expertise allows Indian nationals to compete as well, we believe the scope of work covered in the ToR required from this position needed to an Expat who has significant experience in this type of work; And, most of the professionals who has matching experience in this sphere of work are more than 65 years of age, but less than 70. We believe, bringing in such professionals, will do a great value addition for the project, and will help deliver successful intended outcomes.</i></p> <p><i>We, therefore, request to relax the <u>upper-age criterion for this position to 70 years.</u></i></p>	Please refer Sl. No. 2 of Addendum-1 for age limit.
39.	<b>Data Sheet 17.7 &amp; 17.9, Page 23</b>	<p>Date of submission: 21/04/2018</p> <p><i>The scope of work suggested in the terms of reference requires more time than usually required for similar consultancy assignments in road safety, to prepare a comprehensive proposal;</i></p> <p><i>We, therefore, request you to <u>provide us 4 weeks' time to submit the proposal from the date of receipt of response the pre-bid queries;</u></i></p>	Appropriate time shall be provided from issuance of Clarifications and Addendum, if any.
40.	<b>Data Sheet, Clause 21.1, Page 24</b>	<p>3) Years with firm – 10</p> <p><i>Considering the subject project is a specialized project and needs experts. Therefore, the consultants feel that 10 points for years with firm is on higher side. The consultants assure the availability of the key professional for the assignment.</i></p> <p><i>In Lieu of the above it is requested to consider reducing the evaluation of</i></p> <ul style="list-style-type: none"> <li>• <i>Employment with the firm to 5 marks</i></li> </ul>	Please refer to response at Sl. No. 9 above.
41.	<b>Data Sheet, Clause 21.1, Page 25</b>	<p>Experience in similar projects and similar region</p> <p><i>We understand that the experience in region refers to experience in road/highway sector projects and experience in similar region refers to experience in Asia</i></p>	Please refer to response at Sl. No. 9 above.
42.	<b>Terms of Reference, 3.3. Task-3, Page 57 &amp; 58</b>	<p>Development of targeted training and awareness programs to various stakeholders including public campaigns (Capacity Building of Stakeholders Department)</p> <p><i>It is difficult to assess the cost incurred for conducting these training/awareness/campaigns sessions and programs, it is</i></p>	Please refer to response at Sl. No. 7 above.

Sl. No.	Reference	Query	Response
		<p><i>recommended that a provisional sum may please be provided, so that all consultants are at par in their assessment for the financial proposal. Further we request to provide number of training sessions to be conducted for each stakeholder and for the working group.</i></p> <p><i>We understand that the coordination, nomination and finalization of participants will be done by the client.</i></p> <p><i>Further we understand that all the training, awareness, campaigns and programs will be conducted at Gandhinagar (i.e. at the client office)</i></p>	
43.	Terms of Reference, 3.3. Task-3, Page 57 & 58	<p><i>Kindly Clarify - If there is training, awareness programs to be imparted/conducted for the Health/Education department being the project a Multi sectorial, If so where it has to be conducted</i></p>	Please refer to response at Sl. No. 7 above.
44.	Terms of Reference, Clause 3.4 Task-Other Assistance, Page 58 & 59	<p>Equipment Procurement activities/plans, draft bidding documents, back office support</p> <p><i>Kindly elaborate the same – Whether a nominated stakeholder from the working group will be responsible for the procurement of the same?</i></p>	Please refer to response at Sl. No. 19 above.
45.	Ambiguity in the Key Personnel Position for 2nd Position Data Sheet, Clause-21.1, Point-ii, Key Experts qualification, Page No.24 Terms of Reference Page No. 62, 63 & 64	<p>Ambiguity in the Key Personnel Position</p> <p><i>The 2<sup>nd</sup> Position Transport Operation Specialist is named different in Data Sheet and Terms of reference as specialist cum Driver Licensing Policy, Driver Testing and Registry Management Specialist are these both positions one and the same or different, if different</i></p> <p><i>Kindly clarify the position name and criteria (qualification, skills and experience required)</i></p>	Please refer Sl. No. 4 of Addendum-1.
46.	Terms of Reference	<p>Multi sectorial road safety components and interventions on demo corridors</p> <p><i>Kindly clarify who will budget or bear the cost of mass campaign materials (Printed/Video) for distribution and also for cost of training and campaign delivery</i></p>	Please refer to response at Sl. No. 3 above.
47.	Terms of Reference, Required Deliverables/Outputs, Page No 60 & 61	<p><i>We kindly request you to revise the payment schedule as there are 19 deliverables in the project and if these are linked with approvals, the cash flow for the consultants will be constrained. And also request you to provide an advance payment during mobilization of at least 5%, increase</i></p>	Please refer to response at Sl. No. 9 above.

Sl. No.	Reference	Query	Response
		<p>payment at the submission of inception stage form 5 to 10% and Draft Final Report 10% to 20%.</p> <p><i>In this regard we kindly request to increase the payment on scheduled deliverable submission to 75% and the remaining to 25% on acceptance of the deliverable or within 60 days, whichever is earlier</i></p>	
48.	General – Extension of Date	<i>We request a minimum of 3 weeks' time for submission from the date of clarification of the pre bid queries. We seek this time as the number of experts required is high and evaluation of the suitability for these positions will require time. Further to submit a comprehensive and competitive proposal addressing all the issues of RFP/TOR</i>	Appropriate time shall be provided from issuance of Clarifications and Addendum, if any.
49.	Terms of Reference, Page 60 Reporting Requirements	<p><i>Kindly clarify whether a PMC consultant has been appointed in this project? If so, kindly specify the role of PMC Consultant and coordination with Road Safety Management Consultant.</i></p> <p><i>Further who will approve the designs for the new corridor is it the Technical Assistance Consultant or PIU?</i></p>	PMC Consultant is already in place. PMC's role is to monitor and coordinate various consultancies and civil works under GSHP-II. This is to assist PIU for implementation of mandates of GSHP-II in efficient manner. As with other consultancies they will co-ordinate TA-RS Consultant along with PIU. New corridor designs completed and/or undertaken its approval is not under the purview of TA-RS Consultant.
50.	Page 45, of the RFP	<p>Attached are true copies of the latest pay slips of the Experts.</p> <p><i>Please confirm if this is to be submitted at the time of financial proposal submission. And also comment regarding what should be submitted for freelance consultants.</i></p>	Please refer page no. 38 of RFP and description for Fin-3.

  
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