

**A Study on the Demand and Supply Pattern of Housing (DSPH) in CMA for Chennai Third Master plan 2046**  
**Reply Matrix for Pre-proposal queries**

Sl. No	Reference section, Clause & Page No.	Existing Clause as per RFP	Firm's Query	PIU's Reply
1	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 17.7 and 17.9	The Proposals must be submitted no later than: Date : 03 May 2023	Request to give us at least 2 weeks clear timelines post release of addendum.	The Proposals must be submitted no later than: Date : 12.06.2023 <b>As issued in corrigendum</b>
2	Section 2. s (ITC) - Data sheet Clause 21.1	Mandatory requirement – lead consultant’s annual turnover should be over Rs.5 crores for the last three financial years (evidence to be submitted).	The turnover should be atleast INR 100 crores to attract the serious and seasoned players	No Change RFP Condition holds good
3	Section 2. (ITC) - Data sheet Clause 21.1	parameter: b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve	parameter: b) The consulting firm should have worked on at least one completed assignment (with a value of <b>USD 0.1 Million</b> if done outside India or should be at least <b>INR 15 lakhs</b> if done within India) related to housing solutions / market segments on an Alonso curve	As issued in Corrigenum
4	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 27.1	The weights given to the Technical (T) and Financial (P) Proposals are: T = 80%, and P = 20%	The weights given to the Technical (T) and Financial (P) Proposals are: <b>T = 70%</b> , and <b>P = 30%</b>	No Change RFP Condition holds good
5	Section 3. Technical Proposal – FORM TECH-2 B - Consultant’s Experience: Point No. 2	The Consultant should be prepared to substantiate the claimed experience by presenting copies of relevant documents and references if so requested by the Client.	Request to allow self- certification, final invoices, CA certificates as well as completion certificate as emails and letters as proof of completion.	No change.

6	Section 4. Financial Proposal – Standard Forms FORM FIN-1	Purpose of Commission or Gratuity	Shall require clarity on the statement.	This declaration is required to be given by the Consulting firm regarding the Commissions and gratuities paid or to be paid is clearly mentioned in the Form FIN-1 of RFP is holds good
7	Section 4. Financial Proposal – Standard Forms Page 60 of RFP	Sample Form Consultant's Representations Regarding Costs and Charges: Attached are true copies of the latest pay slips of the Experts listed	This is highly confidential and are personal documents. Request to remove this clause.	This clause does not applicable for QCBS method of contract.
8	Section 7. Terms of Reference Page 79 of RFP	Key Personnel - 1 Program Director and An international expert as an advisor for developing housing strategies and guide the team to deliver at a strategic level	Shall require clarity on the requirement of international expert.	As issued in Corrigenum
9	Section 8. Conditions of Contract and Contract Forms (Lump-Sum) Page 116	Expiration of Contract: The time period shall be 8 months [32 (thirty two) weeks] from the date of signing of the contract.	Please add a buffer for the time taken from the client on internal approvals and meeting schedule related delays.	No Change RFP Condition holds good
10	Section 8. Conditions of Contract and Contract Forms (Lump-Sum) Page 116	The insurance coverage against the risks shall be as follows:  (a) Professional liability insurance, with a minimum coverage of 110% of the total contract price.	Corporate level group insurance are there. Please confirm the acceptance.	No change RFP Condition holds good.

11	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 17.7	As indicated at section 17.7, the proposals must be submitted no later than 03 May 2023.	We request the Authority to kindly provide at least 3 weeks post the response to the pre-bid queries for submission of proposal to complete internal proposal submission checks and compliances. We also, request you to please issue an addendum with all the modifications that have been accepted by the Contracting Authority so that it will provide clarification regarding all the changes incorporated in the RFP.	<b>As issued in corrigendum</b>
12	General	Budget	Kindly provide the indicative budget for the assignment Or the consultant needs to propose their own budget basis the man-months.	Since the procurement method is QCBS, consultants has to propose their own budget.
13	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 14.1.1	Shortlisted Consultants may associate with – Not Applicable (a) non-shortlisted consultant(s): Or (b) other shortlisted Consultants:	We request you to please clarify whether joint ventures or consortium are allowed as a part of the assignment or not.	Yes. Joint ventures / consortium are allowed
14	Sub-contracting	It has been mentioned in the "Clause 12c." of the RFP that the Consultant shall not sub-contract the whole of the Services. Although, the data sheet does not mention any specific aspects on sub-contracting.	We request you to please clarify whether subcontracting will be allowed as a part of the assignment or not.	Yes, Sub contracting for part of the assignment is allowed. However the percentage of amount on total contract value to be allowed is subject to finalisation during the technical negotiation and not exceeding to 20% of the value. Subconsultant's experience will not be considered while evaluating experience of the bidders.

15	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 2.4	The Client will provide the following inputs, project data, reports, etc. to facilitate the preparation of the Proposals: NA	We request you to mention the data points provided to the consultant during the assignment for carrying out analysis.	a)When the secondary data is not available the consultant shall procure the same on their own. b) The relevant data, those are available with CMDA for 1189 sq.km like DTM data, Satellite imagery, shape files of administrative and revenue boundaries will be shared subject to necessity. For the rest, the consultant is expected to obtain it on their own.
16	Section 8. Conditions of Contract and Contract Forms (Lump-Sum) Clause 34.2	Expected date for the commencement of the Services: Date: June 2023 at: Chennai, Tamil Nadu, India	We request you to provide a tentative timeline for completion of the project along with timeline for key milestones. In case there are no suggestions for the same, is the consultant free to prepare a relevant project timeline and milestones.	Timelines in compliance with the Deliverables as given in RFP, Schedule 5 of TOR is acceptable.
17	Section 7 - ToR, 4.1.4, Sub-step 4	Conduct a comparative study of different development rules and regulations, with at least eight different national, regional, and global practices (focusing on metropolitan cities) enabling functional (e.g., affordable, liveable, sustainable, and profitable) land and housing markets.	Kindly clarify if overall at least eight comparative study of different development rules and regulations including national, regional, and global practices needs to be conducted.	Yes, as given in the TOR

18	Section 7 - ToR, 4.2.1, Sub-step 5	Determine the housing need	<p>Kindly clarify the if housing need would be determined and analyzed by secondary data or primary survey is also required.</p> <p>Also, the data will be provided by CMA for (a) existing backlog (e.g., slums), (b) natural depreciation of existing buildings (e.g., renewal), and (c) change in the number of urban households (which is a combined effect of natural population growth, net migration, and change in average household size), and (d) the parallel study conducted by the CMDA on the same subject.</p>	<p>a) Existing backlog data is not available with CMDA  b) Natural depreciation of existing building data is not available with CMDA. The data from the relevant studies conducted by CMDA, if available, may be shared after quality assurance from CMDA. Otherwise, the consultant will be required to collect data.  (c) Such information is not available with CMDA.  (d) Parallel studies - he data from the relevant studies conducted by CMDA, if available, may be shared after quality assurance from CMDA. Otherwise, the consultant will be required to collect data.</p>
				<p>Bidders should note that: (i) where ever secondary data is not available, the consultant shall procure the primary data required to complete the objectives of this study. (ii) The relevant data available with CMDA for 1189 sq.km are DTM data, Satellite imagery, shape files of administrative and revenue boundaries will be shared subject to necessity. For the rest, the consultant is expected to obtain it on their own.</p>
19	Section 7 - ToR, 4.2.2, Sub-step 7	Document housing supply prototypes, varied by geographic area	<p>Kindly clarify this sub-step will need physical survey to understand the housing prototype in the geographical area under CMA. Also, consultation and data gathering with stakeholders such as developers, local and state government will be required to understand market trends, ongoing projects, proposed projects, their supply pattern (market value, number and size of units, location), and reason for the supply pattern.</p> <p>Also clarify that data pertaining to land cost, housing typologies based on spatial distributions can we sourced from ongoing study for - Land value and density distribution in the CMA.</p>	<p>a) Bidders have to develop a methodology which may include physical surveys.  Where ever secondary data is not available the consultant shall procure the primary data.  b) CMDA will share the available data collected for the completed study only, for the rest the consultant shall obtain on their own.</p>

20	Section 7 - ToR, 4.2.3, Sub-step 8	Carry out necessary spatial analysis of Housing Quality Determinants (HQD)	We request you to please clarify minimum number of primary surveys to be conducted by the consultant or carrying out spatial analysis.	The bidder is expected to propose a sample size of 4% (3,10,240) for each corporation area spread across all ward, Municipal corporation and Municipalities with sample size of 2% (1,93,740) and 1% (11,630) for Town Panchayat & Panchayat union. (total 5,15,610)  The consultant is expected to Preferred location of housing to be performed on areas (on authority approval) identified with maximum demand in CMA through DSPH profile demand mapping.  As issued in Corrigendum
21	Section 7 - ToR, 6. Key Personnel	Position, qualification, experience, and man-months	We understand that the key experts are expected to be on-field, we request you to confirm the number of man-months that each expert would dedicate on the field.	Duration and Location: The services shall be delivered in Chennai, Tamil Nadu. The team is expected to stay in Chennai for at least 60% of the total man months, and such that no single consultant spends more than 50% of her/his time under home-based inputs  As issued in Addendum
22	Section 7 - ToR, 6. Key Personnel	GIS Expert <ul style="list-style-type: none"> <li>Recognized master's degree in GIS/ Remote sensing &amp; GIS/Geo-informatics or equivalent</li> <li>Minimum 5 years of professional experience.</li> <li>Should have worked with at least 2 projects related to the Housing sector.</li> </ul>	Considering their would-be limited personnel available those who have worked with at least 2 projects related to the Housing sector. Therefore, in order to propose a competent GIS expert who will be relevant for the assignment, request if the qualification and experience of GIS Expert can be changed to: <ul style="list-style-type: none"> <li>Recognized master's degree in GIS/ Remote sensing &amp; GIS/Geo-informatics or equivalent</li> <li>Minimum 5 years of professional experience.</li> <li>Should have worked with at least 2 projects related to the building/public infrastructure</li> </ul>	Agreed. As Corrigendum issued
23	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 21.1	1.Mandatory requirement – lead consultant's annual turnover should be over Rs.5 crores for the last three financial years (evidence to be submitted).	We humbly request the Authority to please revise this clause to read as below: 1. Mandatory requirement - lead consultant's annual turnover should be over Rs.200 crores for the last three financial years (evidence to be submitted) ending March 2022.	RFP Condition holds good

24	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 21.1	b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve	Requesting the Authority to please allow minimum consultant assignment value of <b>Rs. 30 Lakhs</b> in a single work order. Requesting the Authority to please allow projects done in the past <b>10 years</b> .	Reply as given in S.No.3
25	Section 7 - ToR, 5. Deliverables and payment schedule	Policies and strategies and final reports: T+8 months	We request the Authority to increase the project timeline to 10 months	No Change RFP Condition holds good
26	Section 7 - ToR, 6. Key Personnel	Statistics expert: Recognized master's degree in statistics or equivalent (e.g., public policy with quantitative concentration), with minimum of 10 years of work experience in surveying, sampling, and quantitative data processing, including experience with urban / spatial analysis.	We humbly request the Authority to please revise the clause to read as: Statistics/ <b>Market expert</b> : Recognized master's degree in statistics/ <b>MBA</b> or equivalent (in (e.g., public policy with quantitative concentration), with minimum of 10 years of work experience in surveying, sampling, and quantitative data processing, including experience with urban / spatial analysis.	Master's degree in statistics or equivalent (e.g., public policy, MBA with quantitative concentration), with minimum of 10 years of work experience in surveying, sampling, and quantitative data processing, including experience with urban / spatial analysis.  Corrigendum issued
27	Section 8- Conditions of Contract and Contract Forms F – Payments to the Consultant	With reference to: Payment to the Consultant	We request the Authority to kindly include the following clause: In the event, the Authority delays the payment of the fees to consultant beyond 15 days after the due date, the Authority shall be liable to pay interest @ 18% per annum on the amount due to the Consultant. At any given time, the aforesaid fee is non-refundable and non-adjustable.	No Change RFP Condition holds good
28	Section 2. Instructions to Consultants (ITC) - Data sheet Clause 17.7	The Proposals must be submitted no later than: Date: 03 May 2023 Time: 15.00 hrs. Local Time.	We request the Authority to kindly extend the proposal submission date by three weeks from the response to queries in order to give appropriate time to the Consultants for documentation and submission.	Reply as given in S.No.11

29	Section 8. Conditions of Contract and Contract Forms Clause 41.2.1	Advance payment: Unless otherwise indicated in the SCC, an advance payment shall be made against an advance payment bank guarantee acceptable to the Client in an amount (or amounts) and in a currency (or currencies) specified in the SCC. Such guarantee (i) is to remain effective until the advance payment has been fully set off, and (ii) is to be in the form set forth in Appendix D, or in such other form as the Client shall have approved in writing. The advance payments will be set off by the Client in equal portions against the lump-sum instalments specified in the SCC until said advance payments have been fully set off	We request the Authority to exclude this requirement or alternatively accept DD as Performance Security in lieu of the said Bank Guarantee.	No Change RFP Condition holds good
30	Section 2. Instructions to Consultants (ITC) Clause 17.2	17.2 An authorized representative of the Consultant shall sign the original submission letters in the required format for both the Technical Proposal and, if applicable, the Financial Proposal and shall initial all pages of both. The authorization shall be in the form of a written power of attorney attached to the Technical Proposal	We request the Authority to kindly accept a Board Resolution in lieu of Power of Attorney	Legally valid Board resolution of authorization is acceptable.
31	Regarding assignment value		We humbly request the Authority to kindly provide the assignment value.	Reply as given in S.No.12



32	Section 2, Data sheet Clause 2.4,	"The Client will provide the following inputs, project data, reports, etc. to facilitate the preparation of the Proposals: NA"	The secondary data availability from respective stakeholders would be an important aspect in timely delivery of the assignment and for computing the cost associated with the primary surveys (if required) for development of competitive financial proposals. We request the Client to please add the relevant list of documents, survey data, and reports available with CMDA, Tamil Nadu Infrastructure Fund Management Corporation Limited, Tamil Nadu Slum Clearance Board (TNSCB) and others, to better assess the existing data gaps for formulating a competitive financial proposal.	Where ever secondary data is not available the consultant shall procure the primary data. However, the source of the relevant data available with the sectoral departments furnished by the World Bank is shared as Annexure.
33	Section 2. Instructions to Consultants; E. Data Sheet; ITC Clause 14.1.1,	Shortlisted Consultants may associate with – Not Applicable (a) non-shortlisted consultant(s): Or (b) other shortlisted Consultants	This Clause doesn't apply here as this is the RFP issued directly and not post shortlisting through EoI. Also, there is no reference in ITC to Clause 14.1.1 thus we infer that the Consultant is allowed to associate with other Consultants. Please confirm.	Yes. Joint ventures / consortium are allowed
34	Section 2. Instructions to Consultants; E. Data Sheet; point 21.1,	b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve.	The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments.	No Change RFP Condition holds good

35	Section 3. Technical Proposal – Standard Forms CHECKLIST OF REQUIRED FORMS	<p>Technical Proposal – Standard Forms Checklist of required forms</p> <table border="1"> <thead> <tr> <th>Form.</th> <th>Description</th> <th>Page Limit</th> </tr> </thead> <tbody> <tr> <td>TECH-1</td> <td>Technical Proposal Submission Form.</td> <td></td> </tr> <tr> <td>TECH-2</td> <td>Consultant’s Organization and Experience.</td> <td></td> </tr> <tr> <td>TECH-2A</td> <td>A. Consultant’s Organization</td> <td></td> </tr> <tr> <td>....</td> <td>....</td> <td></td> </tr> </tbody> </table>	Form.	Description	Page Limit	TECH-1	Technical Proposal Submission Form.		TECH-2	Consultant’s Organization and Experience.		TECH-2A	A. Consultant’s Organization		....	....		Page limits are missing, we request to please provide the page limit for the respective technical forms.	Page limit is as decided by the consultant.
Form.	Description	Page Limit																	
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....	....																		
36	Section 7, TOR 1. Background and Introduction	<p>“...The CMA area was increased to 5,904 sq.km comprising of, the city of Chennai covering Greater Chennai Corporation, corporations of Tambaram, Avadi and Kancheepuram, 12 Municipalities, 14 Town Panchayats, and 1321 Village Panchayats in 22 Panchayat Unions and falls within five districts. The Chennai Metropolitan Development Authority (CMDA) has decided to prepare the Third Master Plan for the 1,189 sq.km...”</p>	We apprehend that all the analysis under the assignment needs to be carried out for the area constituted to prepare the Third Master Plan (1,189 sq km) and not the expanded area of 5,904 sq km.	Yes, for 1189 sq.Km only															
37	Section 7, TOR 4. Scope of the study point 4.1.4	“...current land use plan...”	We understand that the data sources such as current land use plan, mobility patterns etc, which are not related to the assignment ‘A Study on the Demand and Supply Pattern of Housing (DSPH) in CMA for Chennai Third Master plan 2046’ will be	Reply as mentioned in S.No.19 & 20															

38	Section 7, TOR 4.2. Phase 2: Housing Market Drivers and Housing Stock.	"...particularly economic ones, such as employment location, mobility patterns..."	provided by the Client to commence the assignment. Please clarify.	Reply as mentioned in S.No.19 & 20
39	Section 7, TOR Deliverable 1: Inception Report	"...If primary data collection is needed (surveys, FGDs, interviews, etc.), the Consultant shall..."	We understand that secondary data would be made available to the consultants by the Client. Analysis of the secondary data is required to develop the need of the primary data and its associated scale. We recommend that based on the data available from the secondary sources, the Client may list down the detail of primary surveys that needs to be carried out by the consultant under this assignment and line item for the same may be included in Form Fin 4. This would enable all consultants to prepare a competitive bid.	Reply as mentioned in S.No.19 & 20
40	Section 7, TOR 4.2.4. Sub-step 9. Develop an Affordable Housing Matrix (AHM).	"...The need for primary data collection from surveys..."	We understand that the full-time positions (8 man-months), would be required to be stationed in Chennai for the project duration. Please clarify.	Reply as mentioned in S.No.19 & 20
41	Section 7 - ToR, 6. Key Personnel	Key Personnel man months	We understand that the full-time positions (8 man-months), would be required to be stationed in Chennai for the project duration. Please clarify.	Reply as mentioned in S.No.21
42	Section 7 - ToR, 6. Key Personnel	Nota bene: the Consultant does not need to fill each expert position with different individuals, but one expert with multiple experiences may cover more than 1 position; however, any team composition needs to balance the workload across individuals so to not slow down the work process. Also any 1 position may be split between experts with complementary experiences.	In case a single expert is proposed for more than 01 position, please suggest how the financial evaluations would be done.	No split up in any position of key experts. As issued in Corrigendum

43	Section 7 - ToR, Annexure I	<p>Relevant studies with the expected outputs and the timeline is given in the table to help the consultant to prepare the technical proposal and to decide on the input days required by the team. Actual study reports to be shared with the contracted consultant after the onboarding.</p>	<p>We request to please provide the timelines for the table under Annexure I: On-going Studies for the preparation of the TMP, for preparing the technical proposal.</p>	<p>Since the timeline of the studies are dynamic in nature, the consultant shall obtain the data of the Completed studies only</p>																				
44	Standard form of contract, SCC 41.2,	<p>The payment schedule.</p> <table border="1" data-bbox="618 446 1169 820"> <thead> <tr> <th>Deliverables*</th> <th>Payment (% of value)</th> </tr> </thead> <tbody> <tr> <td>Inception Report</td> <td>15 %</td> </tr> <tr> <td>Existing situation assessment of the Housing sector in CMA area.</td> <td>30 %</td> </tr> <tr> <td>Projected Housing Demand for CMA.</td> <td>30 %</td> </tr> <tr> <td>Policies and strategies and final reports.</td> <td>25 %</td> </tr> </tbody> </table>	Deliverables*	Payment (% of value)	Inception Report	15 %	Existing situation assessment of the Housing sector in CMA area.	30 %	Projected Housing Demand for CMA.	30 %	Policies and strategies and final reports.	25 %	<p>We request revise the payment schedule as below:</p> <table border="1" data-bbox="1249 462 1760 812"> <thead> <tr> <th>Deliverables*</th> <th>Payment (% of value)</th> </tr> </thead> <tbody> <tr> <td>Inception Report</td> <td>25 %</td> </tr> <tr> <td>Existing situation assessment of the Housing sector in CMA area.</td> <td>40 %</td> </tr> <tr> <td>Projected Housing Demand for CMA.</td> <td>20 %</td> </tr> <tr> <td>Policies and strategies and final reports.</td> <td>15 %</td> </tr> </tbody> </table>	Deliverables*	Payment (% of value)	Inception Report	25 %	Existing situation assessment of the Housing sector in CMA area.	40 %	Projected Housing Demand for CMA.	20 %	Policies and strategies and final reports.	15 %	<p>As issued in Corrigendum</p>
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45	Standard form of contract, SCC 41.2,	<p>The Timeline:</p> <table border="1" data-bbox="618 868 1209 1356"> <thead> <tr> <th>Deliverables*</th> <th>Timeline**</th> </tr> </thead> <tbody> <tr> <td>Inception Report</td> <td>T + 0.75 months</td> </tr> <tr> <td>Existing situation assessment of the Housing sector in CMA area.</td> <td>T + 5 months</td> </tr> <tr> <td>Projected Housing Demand for CMA.</td> <td>T + 7 months</td> </tr> <tr> <td>Policies and strategies and final reports.</td> <td>T + 8 months</td> </tr> </tbody> </table>	Deliverables*	Timeline**	Inception Report	T + 0.75 months	Existing situation assessment of the Housing sector in CMA area.	T + 5 months	Projected Housing Demand for CMA.	T + 7 months	Policies and strategies and final reports.	T + 8 months	<p>If primary data needs to be collected than this would require a minimum of 3-4 months, and in lieu of the same we request you to extend the timeline for the assignment as under:</p> <table border="1" data-bbox="1249 966 1814 1315"> <thead> <tr> <th>Deliverables*</th> <th>Timeline**</th> </tr> </thead> <tbody> <tr> <td>Inception Report</td> <td>T + 1 months</td> </tr> <tr> <td>Existing situation assessment of the Housing sector in CMA area.</td> <td>T + 8 months</td> </tr> <tr> <td>Projected Housing Demand for CMA.</td> <td>T + 10 months</td> </tr> <tr> <td>Policies and strategies and final reports.</td> <td>T + 12 months</td> </tr> </tbody> </table>	Deliverables*	Timeline**	Inception Report	T + 1 months	Existing situation assessment of the Housing sector in CMA area.	T + 8 months	Projected Housing Demand for CMA.	T + 10 months	Policies and strategies and final reports.	T + 12 months	<p>No Change RFP Condition holds good</p>
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46	SCC, Section 41.2.1	The following provisions shall apply to the advance payment and the advance bank payment guarantee: NOT APPLICABLE.	We understand advance bank payment guarantee is not applicable. Please confirm.	Yes. Advance bank payment guarantee is not applicable
47	General Query		<p>The assignment is data-intensive exercise and it is important to understand the availability of data. This shall have direct effect on timeline, level of analysis and estimation of budget.</p> <p>We request to provide an indicative list of data availability. We have listed a primary set of data requirements for the assignment.</p> <ul style="list-style-type: none"> <li>• Existing Housing stock</li> <li>• Data on mobility pattern</li> <li>• Household income (to the level it is available)</li> <li>• Physical and tenure data on available housing stock</li> <li>• Data on existing backlog</li> <li>• Area wise building age</li> <li>• Data on net migration, floating population</li> <li>• Data on subsidy beneficiary</li> <li>• Data on mortgages by age, number in GCC and expanded area</li> <li>• Data on land prices</li> <li>• Data on Flooding zones and other hazard/vulnerable pockets</li> </ul>	<p>Where ever secondary data is not available the consultant shall procure the primary data.</p> <p>However, the source of the relevant data available with the sectoral departments furnished by the World Bank is shared as Annexure.</p>
48	Section 2. ITC Clause 21.1 Mandatory Requirement: Experience of the firm in similar projects	a) The consulting firm should have directly undertaken at least 2 assignments in last 7 years (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e., housing need and demand, and supply and their interactions.	<p>We request the period to be of least 10 years and would request the following:</p> <p>a) The consulting firm should have directly undertaken at least 2 assignments in last 10 years (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e., housing need and demand, and supply and their interactions.</p>	No Change RFP Condition holds good

49	Section 2. ITC Clause 21.1 Mandatory Requirement: Experience of the firm in similar projects.	b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve. At least one assignment completed in last 7 years= 10 marks	Request to consider the projects in <b>last 10 years.</b>	No Change RFP Condition holds good
50	Section 7 TOR 4.2 Phase 2: Housing Market Drivers and Housing Stock Determine the housing need	Housing need arrives from (a) existing backlog (e.g., slums), (b) natural depreciation of existing buildings (e.g., renewal), and (c) change in the number of urban households (which is a combined effect of natural population growth, net migration, and change in average household size).	We understand CMDA shall facilitate the data on existing backlog, building age and change in the number of urban households for GCC and the extended area of assignment. Kindly confirm. If no, is this to be covered by a primary survey?	Reply as mentioned in S.No.19 & 20
51	Section 7 - TOR 4.2 Phase 2: Housing Market Drivers and Housing Stock Determine effective housing demand, based on affordability	This task will determine (a) the per-capita household income distribution (by deciles, with poorest decile at the bottom), (b) affordable ranges of housing expenditures for owners (using the market's 30-percent rule of thumb as well as the softer residual income method) and renters (using somewhat lower expenditure shares, as renters are not saving up equity), and (c) varied financial access (e.g. mortgages at the top versus microfinance at the bottom; e.g. market-ba	We understand that the per-capita income-based analysis shall be done using per capita income and data on family expenditure. However, these data are not available. Therefore, we request to confirm if CMDA could facilitate the required data. The data availability shall also determine the level of analysis.	Reply as mentioned in S.No.19 & 20

52	Section 7 - TOR 4.4.3 The Consultant shall propose potential pilot projects.	Considering the larger pattern proposed and risks and opportunities identified above, the consultant shall indicate potential pilot projects, regarding enhanced land supply and housing based on adequate location & feasible land use mix given predominant land ownership patterns (public, private, others), and the need for adequate infrastructure & services. Some potential pilots could include Land Pooling & Land Readjustment, affordable housing PPP, and rent-to-own schemes	Looking at the scope, we may require a Relocation and Rehabilitation/ Migration expert for a short-term period in the team. Request to consider the suggestion.	No change in team composition. However, the consultant can included as Non key /supporting staff which will not be considered for evaluation.
53	Section 7 - TOR 4.4.3	Consultant shall propose a Land Strategy Consultant shall outline an enabling policy for realizing the strategies. Consultant shall propose potential pilot projects	Based on the scope, We feel following position shall benefit the assignment in deriving relevant proposals. <ul style="list-style-type: none"> <li>• Policy (Shall derive in framing policy at different scale)</li> <li>• Translator (Shall help in translating documents from Tamil to English and vice-versa)</li> <li>• Legal- (Shall guide on legal issues during the assessment)</li> <li>• Legislation and Governance Expert- Shall help in Drafting laws and regulations; advise policy maker and compliances</li> <li>• Housing right expert- We may need to engage this expert who can guide us on housing rights to prevent us in violating any housing right.</li> </ul> We request to consider the position and suggest to engage them as key/Non-key expert.	Reply as given in S.No.52

54	Section 7 - TOR Deliverables and Payment Schedule	<table border="1"> <thead> <tr> <th>Deliverables*</th> <th>Timeline**</th> </tr> </thead> <tbody> <tr> <td>Inception Report</td> <td>T + 0.75 months</td> </tr> <tr> <td>Existing situation assessment of the Housing sector in CMA area.</td> <td>T + 5 months</td> </tr> <tr> <td>Projected Housing Demand for CMA.</td> <td>T + 7 months</td> </tr> <tr> <td>Policies and strategies and final reports.</td> <td>T + 8 months</td> </tr> </tbody> </table>	Deliverables*	Timeline**	Inception Report	T + 0.75 months	Existing situation assessment of the Housing sector in CMA area.	T + 5 months	Projected Housing Demand for CMA.	T + 7 months	Policies and strategies and final reports.	T + 8 months	<p>The proposed deliverables and timeline seem inadequate to render the detail of services envisaged.</p> <p>The inception consists preparation of research framework, appropriate selection of case studies based on geography and typology; study of development rules and determination of need of primary survey which shall need an exercise of determining the data availability. Hence, we request to keep the inception period phase at least 1.5 months.</p> <p>ESA exercise shall include the time period of Survey at different level. This also includes the exercise of data integration and data cleaning which shall take</p>	<p>No Change RFP Condition holds good</p>
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56	Data sheet 17. and 17.9	The Proposals must be submitted no later than: Date : 03 May 2023	We would like to request that due date for the proposal may please be extended to 18th May 2023	Reply as mentioned in S.No.1																				
57	Data Sheet 21.1	2. Experience of the firm in similar projects Parameter: a) The consulting firm should have directly undertaken at least 2 assignments in last 7 years (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e. housing need and demand, and supply and their interactions.	We would kindly request that the requirement may please be changed to the following (as highlighted): a) The consulting firm should have directly undertaken at least 2 assignments in <b>last 10 years</b> (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e. housing need and demand, and supply and their interactions.	As issued in Corrigenum																				
58		b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve	b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least <b>INR 50 (fifty) lakh</b> if done within India) related to housing solutions / market segments on an Alonso curve	Reply as given in S.No.3																				

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60	Section 7. Terms of Reference 6. Key Personnel	<p>Nota bene: the Consultant does not need to fill each expert position with different individuals, but one expert with multiple experiences may cover more than 1 position; however, any team composition needs to balance the workload across individuals so to not slow down the work process. Also any 1 position may be split between experts with complementary experiences.</p>	<p>Kindly clarify the calculation of man months incase of 1 expert covering multiple experiences and 1 position split between experts with complementary experiences.</p>	Reply as given in S.No.42																														
61	Data sheet 17.7 and 17.9	<p>The Proposals must be submitted no later than: Date : 3rd May 2023</p>	<p>We would like to request that due date for the proposal may please be extended to <b>15th May 2023</b></p>	Reply as given in S.No.1																														

62	Data Sheet 21.1	<p>2. Experience of the firm in similar projects Parameter: a) The consulting firm should have directly undertaken at least 2 assignments in last 7 years (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e. housing need and demand, and supply and their interactions. Evaluation Criteria:At least two (2) assignments completed in last 7 years = marks.</p>	<p>We would kindly request that the requirement may please be changed to the following (as highlighted): a) The consulting firm should have directly undertaken at least 2 assignments in <b>last 10 years</b> (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e. housing need and demand, and supply and their interactions. Evaluation Criteria:At least two (2) assignments completed in last 10 years = marks.</p>	As issued in Corrigenum
63		<p>b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve Evaluation Criteria:At least one assignment completed in last 7 years= 10 marks.</p>	<p>b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 0.25 Crore if done within India) related to housing solutions / market segments on an Alonso curve Evaluation Criteria:At least one assignment completed in last 10 years= 10 marks.</p>	Reply as metioned in S.No.3
64	Section 7, Key Personnel	<p>Program Director and an international expert as an advisor for developing housing strategies and guide the team to deliver at a strategic level</p>	<p>We would like to understand whether international experience is a mandatory requirement for the position of program director?</p>	<p>Reply as metioned in S.No.8 Corrigendum Issued</p>

65	Section 7, Key Personnel	Nota bene: the Consultant does not need to fill each expert position with different individuals, but one expert with multiple experiences may cover more than 1 position; however, any team composition needs to balance the workload across individuals so to not slow down the work process. Also any 1 position may be split between experts with complementary experiences.	Nota bene: the Consultant does not need to fill each expert position with different individuals, but one expert with multiple experiences may cover more than 1 position; however, any team composition needs to balance the workload across individuals so to not slow down the work process. Also any 1 position may be split between experts with complementary experiences.	Reply as metioned in S.No.42
66	Section 7, 4.4.3	The Consultant shall propose potential pilot projects. Considering the larger pattern proposed and risks and opportunities identified above, the consultant shall indicate potential pilot projects, regarding enhanced land supply and housing based on adequate location & feasible land use mix given predominant land ownership patterns (public, private, others), and the need for adequate infrastructure & services. Some potential pilots could include Land Pooling & Land Readjustment, affordable housing PPP, and rent-to-own schemes.	We would request you to kindly specify the number of pilot projects anticipated	The consultant expected to indicate potential pilot projects, on approval of the client
67	Section 2. Instructions to Consultants; E. Data Sheet; point 21.1,	Parameter a) The consulting firm should have directly undertaken at least 2 assignments in last 7 years (either in India /outside India) related in identification of the key market drivers for the overall housing market i.e. housing need and demand, and supply and their interactions.	Please note that we have undertaken feasibility studies and market research studies for real estate projects (including residential sector) covering demand supply assessment of the entire city (of residential sector) for reputed developers and PSUs.  Request the Authority to confirm that such projects will be qualify under the same parameter.	Yes, to a single project size of a minimum 800 Sq.Km in Urban areas will be considered

68	Section 2. Instructions to Consultants; E. Data Sheet; point 21.1,	Parameter b) The consulting firm should have worked on at least one completed assignment (with a value of USD 0.25 Million if done outside India or should be at least INR 1 (one) Crore if done within India) related to housing solutions / market segments on an Alonso curve	Please note that we have undertaken feasibility studies and market research studies for real estate projects (including residential sector) covering demand – supply assessment, product mix derivation, pricing, housing configuration of the entire city for reputed developers and PSUs basis the various parameters like competition, typology, location, development grade, proximity to major work centres, MRTS etc. Request the Authority to confirm that such projects will be qualify under the same parameter. We would like to highlight that fee for such consulting assignments are competitively priced and are taken up by consultants at low margins. Considering the same, we request the Authority to allow projects with assignment fee of at least INR 25 lacs.	Reply as metioned in S.No.3
69	Data sheet 17.7 and 17.9	The Proposals must be submitted no later than: Date: 03 May 2023 Time :15.00 hrs. Local Time.	Considering the extensive paperwork and documentation that is required in successful submission of the bid, we request the Authority to kindly extend the final bid submission date by at least 10 working days.	Reply as given in S.No.1
70	Data sheet 17.7 and 17.9	The Proposals must be submitted no later than: Date: 03 May 2023 Time :15.00 hrs. Local Time.	Looking into the complexity and the size of bid, to prepare a competitive bid we require some more time. Therefore, we would request you to kindly, extend the bid submission date for 15 days from the present date of submission i.e. 03rd May 2023.	Reply as given in S.No.1

Sd/-  
Member Secretary,  
CMDA