

Clarification on queries raised during the Pre-Bid discussion held on 20th February, 2017 for selection of Asset Valuer for Strategic Disinvestment of HSCC(I) Ltd. in Room No. 408- D, Nirman Bhawan, New Delhi.

Sl. No.	Query Raised	Relevant para of RFP	Clarifications / Remarks
1	The non-refundable amount of Rs. 15000/- is objectionable and it should be refundable to the unsuccessful bidders.	Bid Submission Para 7.1.(a)	Not agreed
2	Please confirm the exact name and number of locations to be covered in the valuation exercise.	Introduction Para 1	Please refer to the RFP
3	It would be very helpful if Company can provide the Valuer, a list of assets to be covered in the scope at each location along with approximate land area and approximate built up area of buildings, year of construction etc.	Location of Hqrs. and various Unites Para 1.2 & 1.3	Properties (1) : Plot No E/6(A), Sector –I , NOIDA, UP Measuring 10002 Sq. Mtrs. Corporate Office five storied Building (2) Plot No. E/13 &14, Sector – I, NOIDA, UP Measuring 2518.13 Sq Mtrs. (Vacant) (3) Flat No. 020, Block No. B1, Yamuna Block, National Games Village, Koramangala, Bangalore measuring 107.22 Sq Mtrs (4) Flat No. G-3/5, Bipasha Apartments, Shankar Bose Road, Chetla, Calcutta – 700022)
4	Please make available latest schedule of fixed assets as per last audited accounts of the Company to help us to assess the volume of work realistically	Para 1.3	-do-
5	Please let us understand about the expectations on 'due diligence'. Does it require the valuer to take any physical inventory and record detailed specifications of assets and technical due diligence of site plans and lay outs etc.? Further, kindly elaborate and explain in details on expectation of the scope of due diligence of regulatory approvals and review of physical encumbrances.	Terms of Reference (Scope of work) Para 3	The term 'due diligence' envisages that the valuer shall consider all rules, regulations, accepted practices and norms in the evaluation process without any shortfall or omission in the process.

6	Whether civil infrastructure and furniture fixtures etc. can be valued at net book value, assuming non availability of required data on this and also from materiality perspective. This apart, that item of assets may be very high in volume, but very less in impact of valuation. This would help the valuer to utilize given time more on valuable items like Land, Building, Plant & Machinery etc..	Terms of Reference (Scope of work) Para 3	The accepted and lawful evaluation norms shall be exercised by the valuer in the process.
7	Kindly let us know if is there any specific reasons for issuance of draft report without valuation figures by the Valuer initially. Timeline of 2 months appears to be too short. Is there any scope to extend the same further? Kindly let us know the timeline for issuing final report after submission of draft reports (with and without values)?	Terms of Reference (Scope of work) Para 3.1 i	The valuation is required to be done on urgent basis, and needs to be completed in a time bound manner of 2 months maximum. The report has to be submitted within 2 months of award of work.
8	We kindly request to clarify why market value and recommended value – two different terms for value have been used and need to be indicated in the report.	Para 3.2 iv	Valuation may be carried out as indicated in RFP
9	Does Valuer require to do asset wise condition assessment and estimate of additional cost required for repairs & renovations? Kindly let us know the objective and end use of estimate of cost of repairs and renovations by the Company.	Para 3.2 iv	Please refer Scope of work at para 3 of RFP. The objective of the valuation is also clearly defined in the scope of work para 3.1.
10	Based on our understanding of the eligibility criteria given in this section, we also understand that memberships of the other government recognized professional institutions like the Practicing Valuer Association of India (PVAI) and the Institution of Surveyors (India) as well as internationally reputed and recognized professional bodies such as Royal Institute of Chartered Surveyors (RICS), American Society for Appraisers (ASA) and Appraisal Institute will also be considered as valid Eligibility criteria apart from the criteria given here in the	Para 4.1	Not agreed.

	RFP. We understand from the Page No 9 of Handbook of Indian Banking Association (IBA) that memberships of aforementioned national and international professional bodies shall be considered for empanelment of Valuers by banks / HFIs in India. We further assume that memberships of above professional bodies held by the other senior member of the Valuation firm such as Associate Vice President with relevant 20 years of experience shall also be taken in to the consideration apart from the eligibility criteria of the Partner or Designated Partner or a Director / Managing Director / Whole-time Director of the firm at the time of evaluation of technical bid.		
11	The minimum eligibility criteria of annual turnover of Rs. 5 Crores set in the RFP is very high for registered valuer under income Tax/ Wealth Tax and many professionals of repute may not fulfill this criterion. It is requested to bring down this limit to Rs. 1 Crore.	Eligibility Criteria Para 4.1 ii	Not agreed
12	1. In case of company, kindly allow the consultancy Panel member or employee of the Registered firm who is having 5 year or more experience for providing similar Asset Valuation service as well as registered with Govt. Authorities. 2. We request you to consider an MRICS member to be part of this requirement. It is also requested to consider a member who empanelled with bodies like HUDCO and NBCC	Para 4.1 i	Not agreed
13	Stage-wise payment schedule may be of great help in view of mobilization of large number of experts for 2 months and expenditure pertaining to the same. Kindly confirm if Valuer can split his fixed fees and can link the invoices / billing with the scheduled engagement milestones and deliverables.	Para 10	Not agreed.
