



BOARD OF REVENUE, ODISHA, CUTTACK
(LR&S BRANCH)

File No. XXXVIII-01/2025 - 3380 /LR&S, Dated 26.06.2025.

PRE-BID MEETING CLARIFICATIONS

Name of the Firm / Company	Sl No.	RFP Document Reference(s) (Clause & Page Number(s))	Content of RFP requiring Clarification(s)	Points of Clarification	Decision Taken
M/s KPMG INDIA	1	1. Pre-Qualification Criteria, Pt. No. iv, Page No. 9 8. Evaluation of Proposal, 11. Technical Evaluation (2nd	The Average financial turnover must be Rs. 4 Cr or above during the last 3 financial years (FY 2021-22, FY 2022-23 and FY 2023-24). Average Turnover Average turnover Rs. 4 Cr. During the last 3 financial years = 5 marks and 01 marks for each additional turnover worth Rs 1 Cr subject to maximum of 5 marks Stage) , Pt. no. 3, Page No. 9	Request to change the Average Annual Turnover from Consultancy services of the bidder from last 03 financial years (FY 2021-22, FY 2022-23 and FY 2023-24); shall be minimum INR 100 Crores or above. • > INR 100 Cr. and >= INR 150 Cr – 1 Marks • > INR 150 Cr. and >= INR 200 Cr. – 3 Marks • More than INR 200 Cr. – 5 Marks This is to ensure competitive and quality bidding from reputed large management consulting firms considering the nature and criticality of the project.	No Change.
	2	8. Evaluation of Proposal, 11. Technical Evaluation (2nd Stage), Pt. No. 2, Page No. 9	The bidder should also have sufficient no. of technical manpower in the field of GIS, Surveyors, IT and ITES professional for GIS work in their roll to meet the technical manpower requirements in time 25 - 50 manpower: 2 marks 50 - 75 manpower: 1.5 marks More than 75 manpower: 1.5 marks	Request to change the criteria: The bidder should also have sufficient no. of technical manpower in the field of IT and ITES professional for GIS work in their roll to meet the technical manpower requirements in time 25 - 50 manpower: 1.0 marks 50 - 75 manpower: 1.5 marks More than 75 manpower: 2.0 marks	No Change.


26/6

3	11. Review of the work of the Consultancy	The performance will be reviewed at the state level by the DLR&S, Odisha , on a monthly basis on a set of deliverables and payment will be done on basis of the set of deliverables.	Request to provide the details of the deliverable and payments to be done on monthly basis	No Change.
4	6. CATEGORIES OF MANPOWER AND NO. OF POSITION, Page No. 22	8. GIS Surveyor - 40	As the services tenure for GIS Surveyor is limited to 4 months only, request you to please allow for Joint venture/Consortium for getting GIS Surveyor	No Change.
5	9. TIMELINES, ST AGES OF DELIVERABLES AND EXPECTED SCHEDULE FOR COMPLETING THE ASSIGNMENT, Page No. 24	2. Placing of the manpower with the DLR&S, Odisha T2= T1 + 7 days3. Induction of the engaged experts T3= T2 + 2days	Request you to please revise the Manpower on boarding to:2. Placing of the manpower with the DLR&S, Odisha T2= T1 + 15 days3. Induction of the engaged experts T3= T2 + 7 days	No Change.
6	18. Governing Law and Penalty Clause, Page No. 16	The schedule given for deliverables is to be strictly adhered to in view of the strict time schedule. Any unjustified and unacceptable delay in delivery shall render the bidder liable for liquidated damages and there after the DLR&S, Odisha holds the option for cancellation of the contract for pending activities and completes the same from any other agency. The DLR&S, Odisha may deduct such sum from any money from their hands due or become due to bidder.	We request that The Consultant shall not be held liable for any delays in the completion of the project or submission of specific deliverables that are not directly attributable to the Consultant's actions or omissions. In the event of such delays not attributable to the consultant no penalties or liquidated damages shall be imposed.	No Change.

2
26/6

7	12. Conflict of Interest, Page No. 15	Conflict of interest exists in the event of: i. Conflicting assignments, typically monitoring and evaluation/ environmental assessment of the same project by the eligible bidder; ii. Consultants, agencies or institutions (individuals or organizations) who have a business or family relation with the DLR&S, Odisha directly or indirectly; and iii. Practices prohibited under the anti-corruption policy of the Government of India and Government of Odisha. The bidders are to be careful so as not to give rise to a situation where there will be any conflict of interest with the DLR&S, Odisha as this would amount to their disqualification and breach of contract.	Under this RFP as the consultant shall deploy personnel commensurate to the requirements, we request that the conflict of interest confirmations shall be provided with respect to the engagement team members of the consultant. The engagement team personnel shall not engage in any professional activity that directly conflicts with the activities assigned to them under this engagement during the engagement period.	No Change.
8	Bidder Data Sheet, Pg. No. 2	5. Last date of Submission of RFP 10.07.2025 by 5:00 PM	Request to extend the deadline of submission of bid by three weeks from the date the publication of Pre-bid and Corrigendum responses. This will allow us to review the responses/ amendments, if any, and appropriately incorporate the amendments in order to finalise our technical and financial proposal and also adhere to additional risk and legal compliances arising out of the amendments.	Will be modified later.
9	Additional	Not present in the RFP document.	"Notwithstanding anything to the contrary, kindly note that we do not provide any legal services directly or indirectly since we are not permitted to provide the same. Our scope is limited to technical/commercial aspect and our services will not include provision of any legal services or legal advice. No work performed by our employees shall be construed as legal service/legal advice."	No Legal Services.
10	Additional	Additional	As part of our organization policy, while participating in the BID we have to create the client database for our records. Hence would request to please share the PAN/TAN of the purchaser.	We will provide TAN number.

226/6

1	Bidder Data Sheet Page#2	Column:Particular Sl. No. 5. Last date of Submission of RFP Column:Details 10.07.2025 by 5:00 PM	We kindly request an extension of the submission deadline by at least two weeks, as multiple resources need to be deployed for the project, making it challenging to finalize within the current timeline.	Will be modified later.
2	SECTION-2(INFORMATION TO THE BIDDER)1. Pre-Qualification Criteria: [TABLE] Page#4	Sl.# ii. The bidder should have experience in providing a minimum of 25 persons in a single contract towards requisite manpower services (Technical) in Central / State Government Organizations / Government funded Autonomous Bodies / Big Corporate Houses	We request that the resource strength for a single contract be limited to 10 personnel.	No Change.
3	SECTION-2 (INFORMATION TO THE BIDDER) 1. Pre-Qualification Criteria: [TABLE] Page#4	Sl.# iv. The Average financial turnover must be Rs. 4 Cr or above during the last 3 financial years (FY 2021-22, FY 2022-23 and FY 2023-24).	To attract quality bidders, we request raising the baseline turnover requirement for bidder organizations to ₹100 crore.	No Change.
4	Point No. 4. Earnest Money Deposit: Page#6	The bidder must submit the EMD of Rs.3.00 Lakh only in shape of DD drawn in any nationalized bank in favour of Director, Land Records and Surveys, Odisha, Cuttack. The EMD of unsuccessful bidders shall be refunded except successful ones without any interest thereof after awarding of contract. However, EMD of successful bidder will be converted into Performance Guarantee and will be returned.	We request clarification regarding the adjustment of the EMD in the case of the successful bidder. The statements in the paragraph appear to be contradictory—one mentions that the EMD will be converted to the PBG, while another states it will be returned.	No Change.

	5	Point No. 6. Submission of Proposal: Page#6	Bidder must submit their proposals by Regd. /Speed Post only on or before 10.07.2025 by 05:00 PM.	We request that 'Courier' be included as an additional mode of submitting the proposal, alongside Registered/Speed Post, as it is a quicker and more convenient method of communication and also the bidder shall get maximum time in preparing before handing over the parcel for submission.	Bidder must submit their proposals by Regd. /Speed Post / Courier services only
	6	Point No. 8. Evaluation of Proposal:[Under i. Preliminary Evaluation (1st Stage)] Page#7	<ul style="list-style-type: none"> • Proof regarding experience of bidder i.e.(b) List of technical manpower with proof like PF deposit slip or bank transfer of their salary of last 3 months(TECH-6). 	We request an exemption from the clause requiring submission of PF deposit slips or bank transfer details of the resources, as we believe this involves sensitive personal information (Banking Information) that should not be disclosed publicly.	No Change.
	7	Point No. 8. Evaluation of Proposal: [Under i. Preliminary Evaluation (1st Stage)] Page#7	Bio-data with proof of qualification and requisite experience of followings(At least 4 candidates from each post will be offered by the Agency, who will be evaluated by the Committee))	Instead of submitting a detailed list of candidates along with their qualifications and experience, we request that a self-declaration from the bidder's authorized representative be accepted, confirming the availability of the required resources within the organization. Additionally, this requirement appears to contradict the instruction to submit only four (4) candidate profiles for the committee's evaluation, despite there being a need for 40 GIS Surveyors. Thus submission of self-declaration may please be kept.	No Change.

Q
26/6

8	Point No. 8. Evaluation of Proposal:[Under ii. Technical Evaluation (2nd Stage)] Page#8	Sl. No 1. 'Sub-Criteria' Minimum 5 years of experience from the date of incorporation on the last date of submission of proposals: 5 marks and 1 mark for each additional year subject to a maximum of 5 marks. Experience of providing a minimum of 25 Persons towards Manpower supply services in a single large project in infrastructure sector in infrastructure sector in India. At least 2 projects - 2 marks and 1 mark for each additional projects subject to maximum of 3 marks.	We would like to highlight a few points regarding the marking scheme, which appear to be unclear: The base mark is mentioned as 5 for a minimum of 5 years of experience, with 1 additional mark for each extra year. However, it is unclear how the maximum marks can still be 5 under this scheme. This seems contradictory and requires clarification. The total allocation of 15 marks does not appear to be properly broken down or distributed. A clear marking structure would help ensure fairness and transparency. In addition to the above, we would like to suggest the following: The number of resource personnel required for a single project should be reduced from 25 to 10, to ensure practical deployment and efficient management. The eligible sector should not be restricted to infrastructure alone. Broadening the sectoral scope would encourage wider participation and bring in more capable bidders.	No Change.
9	Point No. 8. Evaluation of Proposal: [Under ii. Technical Evaluation (2nd Stage)] Page#8-9	Sl. No 2. 'Sub-Criteria' No. of Technical Manpower in their own Pay Roll in the field of GIS, Surveyors, IT and ITES professional for GIS work. 25 - 50 manpower: 2 marks 50 - 75 manpower: 1 .5 marks More than 75 manpower: 1.5 marks	We request clarification on how the maximum score of 5 marks can be obtained under this criterion. It appears that the required number of manpower corresponding to each level of the mark distribution is not clearly specified.	Clarified

22/6

10	Point No. 8. Evaluation of Proposal:[Under ii. Technical Evaluation (2nd Stage)] Page#9	Sl. No 3. 'Sub-Criteria'Average turnover Rs. 4 Cr. During the last 3 financial years = 5 marks and 01 marks for each additional turnover worth Rs 1 Cr subject to maximum of 5 marks	Request to raise the minimum turnover to Rs. 100 Cr. with the followings. Average minimum turnover of Rs. 100 Cr. during last 3 Fys: 5 MarksEach additional Rs. 10 Cr. average turnover: 1 Mark subject to maximum of 5 marks	No Change.
11	Point No. 8. Evaluation of Proposal: [Under ii. Technical Evaluation (2nd Stage)] Page#9	Sl. No 4-11 On competency of the proposed resources referring the 'Table - B'	We request clarification on how the resources will be evaluated for awarding marks. The criteria also do not specify the requirement to submit CVs for resources or even number of resource CVs to submit under the particular category.	Clarified
12	SECTION: 3 TERMS OF REFERENCE (ToR) [2. STATE PROJECT MANAGEMENT UNIT (SPMU)] Page#20	Out of the few responsibilities: e. Implementing policy guidelines and ensuring timely project completion f. Other Miscellaneous activities as per need and requirement.	Could you please clarify which policy guidelines the document refers to in relation to ensuring the timely completion of the project? Additionally, we request further details on the miscellaneous activities to be carried out. A clear understanding of the scope of work will help us in accurately preparing our financial proposal.	Timeline already given in the RFP.
13	SECTION: 3 TERMS OF REFERENCE (ToR) [8. QUALIFICATION AND EXPERIENCE] Page#22	8.2. Expert (Land Administration): 1 position • Experience: Retired Civil Service Officers Minimum Last salary Grade Pay @ Rs.7600/- and above (as per 6th pay commission scale) with a minimum of 10 years of experience in Land Administration-Revenue. Survey & Settlement,Consolidation, Odisha Land Reforms etc.	We request a relaxation in the criterion that mandates candidates to be retired officers with a specific grade pay as per the Government of India's 6th Pay Commission. This requirement limits eligibility to individuals with prior government experience only. Instead, we suggest allowing experienced candidates who meet the required qualifications and experience, regardless of whether their background is in the government, private or public sector.	No Change.

2
26/6

14	SECTION: 3TERMS OF REFERENCE (ToR)[10. Roles and Responsibilities of Stake holder DLR&S, Odisha & the Consultant]Page#24	Under the clause "a. DLR&S, Odisha"ii. Ensure release of funds as per approved timelines	Could you provide the payment schedule in a tabular format indicating Deliverables, Timeline, and Release of Payments?	Monthly Payment
		Roles/Responsibilities of Stakeholders ... b. Consultancy Agency : iv. Ensure timely submission of claims as per approved timelines along with the deliverables.	The Consultancy Agency must ensure timely submission of deliverables. Could you provide a detailed deliverable checklist and the penalty mechanism ?	No Change.
15	TECH-8 Format of Curriculum Vitae (CV) for Proposed Kev Professional Page#33	Proposed Position: [For each position of key professional separate form Tech 7 will be prepared]	We believe there may be an error in the form reference mentioned as 'Tech 7'; it appears it should be 'Tech 8' instead.	No Change.
16	TECH-9 PROPOSED WORK PLAN TO CARRY OUT THE ASSIGNMENT Page#34	The last column of the workplan table for mentioning the 'Sequence of activities' shows '6 till 25th week'	We believe this may have been incorrectly stated. Instead of '6 till 25th week,' it should likely read as '6 till 52nd week.	No Change.
17	Section : 2: Definition of Similar Assignments (TECH-5): Page no#08		Definition of Similar Assignments (TECH-5): Please elaborate what constitutes "similar nature" assignments. Is only manpower-based deployment valid or also GIS/land digitization-based consultancy services?	Manpower Services
18	Section-3 SI no : 10 . Point b Page no#24	Roles/Responsibilities of Stakeholders ... b. Consultancy Agency : iii. Ensure timely placement of consultants in case of replacement	Replacement Policy for Key Personnel: In case a proposed key resource becomes unavailable after submission or during project execution, what is the replacement policy, and will replacement CVs be allowed post-submission?	witin 7 Days

26/6

	19	Section-3 SI no : 09 . Table sl no : 4Page no#24	9. TIMELINES, STAGES OF DELIVERABLES AND EXPECTED SCHEDULE FOR COMPLETING THE ASSIGNMENT.	The timeline for starting work (T4 = T3 + 1 day) seems tight after induction. Could you allow a grace period (e.g., 5-7 days) for logistical setup, and clarify the induction process duration?	Section-3 SI no : 09 - Table sl no : 4 i.e. Start of work by the deployed experts at the DLR&S, Odisha i.e. T4=T3+1 day read as T4=T3+ 5 days
	20	Section-3 Page no#20	About NAKSHA Project	The NAKSHA Project aims to digitize urban land holdings using GIS, GPS, and Aerial technology. Could you specify the expected accuracy standards (e.g., positional accuracy in meters) and the volume of land holdings to be mapped to assist in resource planning?	No Change.
People Process Tech Pvt. Ltd.	22	Clause no- ii of Pre- Qualification Criteria	" The bidder should have more than five years of experience in desired field".	we have the experience of more than 4 years 10months. We are requesting your good office to consider our case and allow us to participate in the above tender with the above experience	No Change.
	23			we are a registered MSME and Startup. We want to know is there any relaxation for MSME and Startups on EMD for participating in above referred RFP.	No Change.


26/6/25

Director Land Records & Survey