

Request for Proposal (RFP) for consultancy services
for Appointment of consultant to undertake
Organisational Study for Restructuring and for
assessment of manpower/
skill set requirement of TIIC -
(Frequently Asked Questions)

The Tamilnadu Industrial Investment Corporation Ltd.,
692, Anna Salai, Nandanam, Chennai – 600 035

Frequently Asked Questions (FAQs)

1. Q. Can TIIC advise all participants on the number of resources required with qualification and experience details for each resource to be deployed for this project.

A. TIIC expects the consultancy organization to decide about qualification and experience details of each human resource to be deployed, besides the number of human resources to be deployed, based on the scope of work defined in the Request For Proposal (RFP).

2. Q. As per Clause 27.2 of RFP, TIIC may extend the scope of work for the agency to develop this CRM. Does that mean, the participant who wins the current tender will also get to develop the required CRM solution for TIIC?

A. The CRM implementation will be decided by TIIC as and when required in a consolidated or partial manner in due course, as stated in Request For Proposal (RFP) document.

3. Q. Any Power of Attorney has to be backed by a Board resolution (Authorising both the issuer and the recipient) to be valid. Hence, can Board resolution authorizing the person signing the bid be accepted in lieu of the Power of Attorney.

A. Board resolution is sufficient for authorizing the person signing the bid to be accepted.



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4. Q. For evidencing annual turnover, in case of Year 2019-20, audited certificate may not be available hence can provisional financial statement issued by Statutory Auditor be accepted.
- A. Provisional financial statement for the financial year 19-20 can be accepted - but audited financial statements for the previous three years 16-17, 17-18 & 18-19 should be enclosed.
5. Q. In the revenue certificate format given with the RFP, revenue from past 3 financial years is asked whereas under clause 3.1, revenue for 4 financial years is asked. Please clarify.
- A. Please include the Annual Turnover for the year 2016-17 and submit average annual turnover for 4 years, i.e. 2016-17, 2017-18, 2018-19 and 2019-20.
6. Q. For revenue proof/ net profit proof for the FY ending Mar'20, can provisional certificate issued from statutory auditors be accepted as audited statements may not be available else can we produce revenue statement for 2018-19.
- A. Provisional Revenue Certificate/financial statements from statutory auditors, for the financial year 2019-20 and also Revenue Certificate/audited financial statements from statutory auditors for the year 2018-19, should be enclosed.
7. Q. Please clarify the document which needs to be furnished as supporting document to prove fulfilment of criteria regarding providing debt advisory services / Business Process Re-engineering / Operational Restructuring services, will a letter from the bidder signed by Authorised Signatory suffice?
- A. Engagement letter and completion certificate for each engagement should be produced, for the entire period. (Letter signed by the tenderer is not enough.)



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8. Q. please clarify that bidders need to give a detailed breakup of GST quote under SGST, CGST and IGST or lump sum quote of GST at applicable rate will suffice. The current certificate provided on page 36 "Annexure XII - Price Bid (Lumpsum)" of RFP ask for lumpsum GST. Please clarify.
- A. Price Bid should be given as per the format given in Annexure-XII of RFP.
9. Q. The Current RFP doesn't include draft service level agreement. Request you to kindly provide the same so that the same can be approved from bidder's legal team.
- A. Service Level Agreement will be published in website in due course on www.tiic.org
10. Q. Considering the nature of the assignment, the team will be interacting significantly with the TIIC officials. Kindly specify where the team needs to be stationed during the tenure of the assignment.
- A. As per the RFP, the consultancy agency shall have office in Chennai. There should be physical interaction between the TIIC officials concerned and the Team of the Consultancy agency at TIIC premises (Head Office and select Branch Offices). The work shall be done on a time bound manner. Keeping in mind the quantum of work, the team size physically deputed shall be decided by the Consultancy Agency.
11. Q. What are the documents to be produced for evidencing number of engagements for restructuring advisory services/Business Process Re-engineering services, of organisation having more than Rs.1000 Crore of value of outside liabilities.
- A. Engagement letter and completion certificate for each engagement for the entire period, should be produced.

MANAGING DIRECTOR

