

Public Sector Government Organization

Ref.: NITCON/DEL/20/28/02

Date: 22nd June' 2026

REQUEST FOR EXPRESSION OF INTEREST (REoI) FOR SELECTION OF AN ARCHITECTURAL CUM SALES MANAGEMENT AGENCY (AASMA) FOR THE NATIONAL INDUSTRIAL TOWNSHIP PROJECT, SILIGURI - JALPAIGURI, WEST BENGAL.

RESPONSES TO PRE-BID QUERIES

Subject: Pre Bid response to NIT No. NITCON/DEL/20/028/02 Dated 16.06.2026

For the information of all interested bidders, the pre-bid queries submitted by the interested agencies till 22.06.2026 and the corresponding responses are provided below

S. No.	Existing Provisions / Clauses	Bidder's Queries	Response
1	Page 4: Estimated Sale Value (indicative) - Rs. 2,709 Crore	We request you to kindly share the bifurcation of the estimated sale value and also indicate the tentative consultancy budget for the assignment.	The estimated sale value is indicative & has been derived from the preliminary assessment of the project. The bidder is advised to read through the Terms of Reference and quote accordingly at RFP stage.
2	Page 7: PQ 5 – Sole bidder / Any member of the Consortium should have Successfully completed comprehensive architectural / engineering consultancy for multi-storey residential / mixed-use development or a residential township or comparable building/development works as under in last 7 years preceding the due date of submission	We request that the experience period be revised from the last 7 years to the last 10 years to encourage wider participation.	Refer Corrigendum -1
3	Page 8: In case of consortium – The lead member shall fulfil atleast 50% of the Minimum Average Annual Turnover Criteria	We request that this condition be relaxed and that any consortium member meeting the eligibility criteria may be allowed to act as the Lead Member.	No Change. As per REoI condition only
4	Page 10: c) to obtain - on behalf of and in the name of the Project Owner / PIU - all building-plan sanctions, environmental and pollution clearances, the WBRERA registration and all	We request that the statutory approval fees be excluded from the Consultant's scope and be paid directly by the Client separately on an actual basis. The Consultant	No Change. As per REoI condition only

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	other statutory approvals required to commence and complete the construction and the booking / sale of the built-up area, at its own risk and cost;	shall coordinate and follow up for obtaining the approvals.	
5	Page 10: Clause - 3.2 Objectives of the Assignment f) to develop, equip and operate a dedicated Sales Gallery at Siliguri throughout the contract period;	Since this is primarily a consultancy assignment, all construction and infrastructure development activities are excluded from the Consultant's scope. However, the design and related consultancy services for such works shall remain within the Consultant's scope.	No Change. As per REoI condition only
6	Page 11: c) AASMA must comply to any / all observations, requirements and obtain all necessary approvals etc. of Pollution Control Board/ MoEFCC/CGWA/Local, State & Central Government Department / Authorities as and when required in the interest of the project to commence and complete the project, at its own risk and cost.	We request that the statutory approval fees be excluded from the Consultant's scope and be paid directly by the Client separately on an actual basis. The Consultant shall coordinate and follow up for obtaining the approvals.	No Change. As per REoI condition only
7	Page 12: h) AASMA shall do Initial Site Preparatory Works for Conveying Project Launching/ Lottery Launching, Boundary Wall, Main Gate, Toran Dwars, Entrance, Site Office, leveling of entire Site, Area lighting, Physical Model, Project Experience Room, etc	Since this is primarily a consultancy assignment, all construction and infrastructure development activities are excluded from the Consultant's scope. However, the design and related consultancy services for such works shall remain within the Consultant's scope.	No Change. As per REoI condition only
8	Page 12: i) All the statutory fees, cost towards statutory approvals, development of site preparatory works at (h) above shall be borne solely by AASMA and shall be a part of its financial proposal at RFP stage.	We request that the statutory approval fees be excluded from the Consultant's scope and be paid directly by the Client separately on an actual basis.	No Change. As per REoI condition only
9	Page 14 : (xiii) All structural drawings are to be vetted by IIT/NIT.	We request that the vetting fee be excluded from the Consultant's scope and be paid directly by the	No Change. As per REoI condition only

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		Client or reimbursed separately on an actual basis.	
10	Page 14 : (ii) AASMA shall assist PIU in Certification after test/commissioning / final inspection and check as the case maybe, the completion of the work and/or satisfactory functioning of the system in services and utilities as the case maybe.	We request you to kindly remove this clause, as the activities covered under it fall within the scope of the PMC.	No Change. As per REoI condition only
11	Page 14: (x) During planning & execution of the work, AASMA shall visit the site/office (around one visit in a month or as required by PIU) for inspection and quality surveillance, and assessing progress of work, and clarifying any other details and drawings as maybe required.	We request you to kindly remove this clause, as inspection and quality surveillance are part of the PMC's scope of services and are not within the Consultant's scope.	No Change. As per REoI condition only
12	Page 16: 3.5.2.3. Part II – Demand Assessment of the project: (ii) Preparation, finalization & sharing of the verified list of West Bengal State Government Employees/Employees of all West Bengal State Government Public Sector Undertakings, Banks, etc. The verified details (Name, Mobile Number, Whatsapp Number, Email Address, FB Account link, communication Address, Date of Joining, Current Job Posting, etc.) of each of the above said need to be collected from the domain experts /agencies.	PIU shall provide the necessary introductions and issue letters to the concerned authorities. The Consultant shall follow up and compile the information provided by them.	The PIU shall facilitate required introduction & issue letters. However, the Consultant shall prepare, finalize & share the verified list of West Bengal State Government Employees/Employees of all West Bengal State Government Public Sector Undertakings, Banks, etc. as detailed in the Terms of Reference.
13	Page 16: 3.5.2.3. Part II – Demand Assessment of the project: (iii) The said State Government employees may include all employees of West Bengal State, WB State Police Department, All Staffs of all DMs/ADMs/SDMs/Revenue	PIU shall provide the necessary introductions and issue letters to the concerned authorities. The Consultant shall follow up and compile the information provided by them.	The PIU shall facilitate required introduction & issue letters. However, the Consultant shall prepare, finalize & share the verified list of West Bengal State, WB State Police Department, All Staffs of

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	Department, All State Government Departments, etc.		all DMs/ ADMs/SDMs/Revenue Department, All State Government Departments, etc. as detailed in the Terms of Reference.
14	Page 16: 3.5.2.3. Part II – Demand Assessment of the project: (iv) Preparation, finalization & sharing the verified list of Central Government Employees having origin / native from West Bengal State, being posted anywhere in India or abroad. The verified details (Name, Mobile Number, whatsapp Number, Email Address, FB Account link, communication Address, Date of Joining, Current Job Posting, etc.) of each of the above said 6.09 Lakhs persons shall be provided by the domain experts /agencies.	PIU shall provide the necessary introductions and issue letters to the concerned authorities. The Consultant shall follow up and compile the information provided by them.	The PIU shall facilitate required introduction & issue letters. However, the Consultant shall prepare, finalize & share the verified list of Central Government Employees having origin / native from West Bengal State, being posted anywhere in India or abroad as detailed in the Terms of Reference.
15	Page 18: (ii) Advertisement - Preparation of All Press Release Notes, All Press Conferences, Talk Show, etc.	We request exclusion of all expenses related to Press Conferences, Talk Shows, and associated activities, including travel, lodging, boarding, logistics, hospitality, and other incidental expenses, from the Consultant's scope. Such costs shall be borne and managed directly by the Client.	No Change. As per REoI condition only
16	Page 19: Part VI – Booking and Sales of the Built-up / Carpet area (i) Agency shall open a full-fledged site office with all latest facilities and manned with competent personnel.	As the project is located in Siliguri, we kindly request that the requirement be revised to allow the Consultant to establish either a Site Office or a State Office, at its discretion, for effective project coordination and execution	No Change. As per REoI condition only
17	Page 20: (x) Registration & all other services From SILIGURI JALPAIGURI DEVELOPMENT AUTHORITY (SJDA), GOVERNMENT OF WEST	We request that the statutory approval fees be excluded from the Consultant's scope and paid directly by the Client on an actual basis. The Consultant shall	No Change. As per REoI condition only

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	BENGAL including sanction/release of subsidies / grants under PMAY -U 2.0 (AHP), other State & Central Government Subsidies/Schemes as applicable.	coordinate and follow up for obtaining the approvals.	
18	Page 20: (xi) Aviation clearance including all other approvals, clearances, etc. required for smooth establishment and operation of the Project.	We request that the statutory approval fees be excluded from the Consultant's scope and paid directly by the Client on an actual basis. The Consultant shall coordinate and follow up for obtaining the approvals.	No Change. As per REoI condition only
19	Page 22: h) Brand Ambassadors and inviting personality guests: Organizing events and inviting eminent personalities from Film Industry, Ministry officials, Ministers, Local MLAs in various events and all related expenses	We request exclusion of expenses related to Brand Ambassadors, celebrity guests, and event organization, including travel, lodging, boarding, hospitality, and other associated costs, from the Consultant's scope. Such expenses shall be borne directly by the Client.	Bidder shall have to submit the detailed work plan along with implementation strategy for the same for PIU/ SMFPL approval.
20	Page 23-24: Instalment No.1, 2, 3 and 4 This payment shall only be made after completion of the following activities:	We request that pro-rata payment be allowed for the services completed up to the respective stage, instead of linking the payment solely to the completion of all the listed activities.	The same shall be detailed in the RFP.
21	Page 24: Instalment No.1, 2, 3 and 4 To be paid to AASMA after completion of any other additional activity as assigned by SMFPL/ PIU in the interest of the Project.	We kindly request that any additional activities linked to Instalment No. 1, 2, 3, and 4 be pre-defined in the RFP/Agreement, along with the corresponding scope and deliverables, to ensure clarity and avoid any ambiguity during project execution	The same shall be detailed in the RFP.
22	Page 24: Instalment No.1 (iii) AASMA shall establish dedicated State Office (apart from Site office) at Siliguri, necessary public awareness campaigning in the state about PIU/ Project.	As the project is located in Siliguri, we kindly request that the requirement be revised to allow the Consultant to establish either a Site Office or a State Office, at its discretion, for effective project coordination and execution.	No Change. As per REoI condition only

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23	Page 24: (3) Instalment No. 4 (ii) To be paid after Appointment of Operation, Security, Repairs, Maintenance and Service (OSR&MS) of the Entire Project Area (iii) To be paid after Appointment of Operation, Security, Repairs, Maintenance and service (OSR&MS) of the 5 Star Club Facilities (v) To be paid to AASMA after completion & operation of all Commercial Shops for daily needs, as per agreement, TOR, etc.	We kindly request that the above payment milestones be linked to the handing over of the respective facilities/areas to the Client, rather than to their operation, security, repairs, maintenance, and service, as these activities are beyond the Consultant's scope of services.	No Change. As per REoI condition only
24	Page 24: (iv) Land Owner shall allot a plot for Radhe Shyam (Banke Bihari Ji with Shri Ji Radhika pyari with Tulsidham) Temple (with a prayer/meditation hall) construction within the Residential Township Project Area as per recommendation from PIU, TPMA & Vastu Experts/ Project Architect/ Specialized Mandir Architects. To be paid after completion & operation of the said temple.	We request deletion of this clause from the Consultant's scope	No Change. As per REoI condition only
25	–	As the assignment involves substantial financial commitment and upfront expenditure, we request provision of an advance payment in the payment schedule. The advance amount may be adjusted against subsequent running bills in mutually agreed installments.	The same shall be detailed in the RFP.
26	-	Considering the requirement for consortiums/associations for this assignment, we request an extension of 15 days for the bid submission date to facilitate proper coordination and submission.	Refer Corrigendum -1

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27	The scope of work includes Architectural, Structural, MEPF, PMC Support, Sales & Marketing, Fund Arrangement, Legal Support, Customer Relationship Management, RERA Compliance, Website/App Development and Post-Handover Services	Kindly permit participation through Consortium/Joint Venture comprising Architectural & Engineering Consultant, Sales & Marketing Agency, Financial Advisor and other specialized agencies, with clearly defined roles and responsibilities	Consortium of upto 3 member is allowed, refer REOI document for details.
28	The selected agency is required to undertake extensive branding, digital marketing, print media, TV media, airport advertising, railway advertising, call centre operations, website/mobile app development, customer management and grievance handling	Kindly clarify whether such activities may be outsourced to specialized agencies. Further, kindly confirm whether all advertisement, media, CRM, call centre, website, mobile application and promotional expenses shall be reimbursed separately on actual basis	For any specialised Works bidder may onboard specialised agencies and the details of the same shall be submitted for PIU's approval as part of its EOI submission.
29	The selected agency is required to arrange funding from Financial Institutions, Investors, Bulk Buyers and other stakeholders	Kindly clarify whether fund arrangement is advisory in nature or mandatory. Further, kindly confirm whether separate compensation shall be payable for financial advisory and fund-raising services	Bidder shall have to submit the detailed work plan along with implementation strategy for the same for PIU/ SMFPL approval. No separate compensation shall be payable for financial advisory and fund-raising services
30	The selected agency is responsible for obtaining approvals from SJDA, WBRERA, Fire Department, Environment Authorities, Aviation Authorities and other statutory bodies	Kindly confirm that all statutory fees, scrutiny fees, authority charges, RERA fees, environmental clearance fees, aviation clearance fees and other approval-related charges shall be borne by the Client and reimbursed on actual basis.	No Change. As per REOI condition only
31	Structural vetting through IIT/NIT and various site investigations/studies are included in the scope.	Kindly confirm whether costs towards IIT/NIT vetting, soil investigation, topographical survey, environmental studies, seismic studies and other specialized investigations shall be	No Change. As per REOI condition only

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		reimbursed separately on actual basis	
32	Consultant is required to provide support during execution, monthly inspections, quality surveillance and completion assistance.	Kindly define the exact scope of PMC services, required site presence, deployment of personnel, frequency of visits and deliverables expected during the construction stage	PMC is not part of the Scope of AASMA; AASMA shall be responsible for Architectural supervision only.
33	Professional fee is linked to actual sales realization and buyer payments	Since Architectural, Structural, MEPF and Engineering Consultancy services are professional deliverables independent of sales performance, kindly provide a separate payment schedule linked to design, approval, tendering and construction-stage deliverables	No Change. As per REoI condition only
34	Consultant is responsible for statutory compliance, grievance handling, litigation support and post-possession services.	Kindly define the limits of professional liability, indemnity obligations, defects liability responsibilities and Professional Indemnity Insurance requirements. Liability may kindly be capped to the contract value.	The same shall be detailed in the RFP.
35	Experience criteria require completion of large township/residential developments and Average Annual Turnover of ₹65 Crore	Kindly consider relaxation of the experience criteria and reduction of the Average Annual Turnover requirement from ₹65 Crore to ₹25 Crore to encourage wider participation of technically competent consultancy firms.	No Change. As per REoI condition only
36	Selection methodology mentions QCBS in the subsequent RFP stage	Kindly clarify the proposed QCBS ratio (Technical: Financial), whether 80:20, 70:30, 60:40 or any other ratio proposed by the Authority.	The same shall be detailed in the RFP.
37	The REoI does not specify ownership of drawings, designs, BIM models, reports and tender documents	Kindly clarify the ownership and intellectual property rights of all drawings, designs, BIM models, reports and tender documents prepared under the assignment.	All data related & developed for the project shall be owned by PIU/SMFPL
38	Existing surveys, land records, utility information and planning inputs have not been specified.	Kindly confirm what existing surveys, land records, GIS data, utility information, planning approvals and project information	Existing surveys, and land records as may be relevant for the project execution shall be

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		shall be provided by the Client and what activities are required to be undertaken afresh by the Consultant	furnished to the selected bidder.
39	Project cost and project area definitions are not specifically clarified	Kindly clarify whether project cost includes only civil works or includes MEPF works, external infrastructure, landscaping, marketing costs, statutory charges and all associated expenditures.	The project cost shall be based on the approved design. Estimated Sale value is provided, refer REoI for details.
40	Key personnel requirements and technical evaluation methodology have not been indicated.	Kindly provide indicative key personnel requirements, minimum experience criteria and evaluation methodology proposed under the subsequent RFP stage.	The same shall be detailed in the RFP.
41	Experience criteria appear focused primarily on residential township developments.	Kindly clarify that experience in Integrated Townships, Industrial Townships, Smart Cities, Institutional Campuses, Mixed-Use Developments, PMAY Housing Projects, Government Housing Colonies and Urban Infrastructure Development Projects shall be considered equivalent for qualification purposes	The following shall be considered equivalent for qualification purposes: "Integrated Townships, Industrial Townships, Smart Cities, Institutional Campuses, Mixed-Use Developments, PMAY Housing Projects, Government Housing Colonies, Institutional Building Projects / Medical College project / Public Building projects"
42	The submission period available for preparation of the proposal is limited considering the extensive scope and consortium requirements.	We request extension of the submission deadline by at least 15 days to enable preparation of a comprehensive proposal and completion of consortium arrangements, if applicable	Refer Corrigendum -1
43	PQ-5 of Section II: Qualification Criteria at Page No. 7 of 33 , wherein it is desired that the proposed applicant should have successfully	In order to obtain better and wider participation in bid, it is requested that the Institutional Projects / Medical College project / Public Building projects may please be	Refer response to Point No. 41 above

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	completed one project of built-up area \geq 45 Lakh sq.ft.; OR two projects each with built-up area \geq 28 Lakh sq.ft.; OR three projects each with built-up area \geq 23 Lakh sq.ft. during the last 7 years	included in the definition of comparable building. Further, it is also requested that applicant's experience of cumulative total built-up area of \geq 64 Lakh sq.ft. (each work should \geq 10 Lakh sq.ft) be considered instead of one project of built-up area \geq 45 Lakh sq.ft.; OR two projects each with built-up area \geq 28 Lakh sq.ft.; OR three projects each with built-up area \geq 23 Lakh sq.ft.	
44	PQ-6 of Section II: Qualification Criteria at Page No. 7 of 33 , wherein it is desired that the proposed applicant should have successfully completed exclusive sales/ marketing of comparable real estate projects (a) Cumulative built-up area sold \geq 50 Lakh sq.ft; AND (b) Built-up area sold in any single year \geq 20Lakh sq.ft during the last 7 years.	It is requested that this clause is restrictive in nature. Therefore, it is requested that this clause may please be deleted.	No Change. As per REoI condition only
45	PQ-7 of Section II: Qualification Criteria at Page No. 7 of 33 , wherein it is desired that the proposed applicant should have minimum average annual turnover of \geq Rs. 65 Crores during the last 3 financial years ending on 31.03.2025.	It is felt that this criteria has been framed on a very higher side. Therefore, it is requested that this criteria may please be revised and minimum average annual turnover of Rs. 6 Crores (instead of Rs. 65 Crores) during the last 3 financial years ending on 31.03.2025 be considered	No Change. As per REoI condition only
46	Clause No. 3.4 (i) at Page No. 12 of 33 , wherein it is specified that "All the statutory fees, cost towards statutory approvals, development of site preparatory works at Clause No. 3.4 (h) at Page No. 12 of 33 shall be borne solely by AASMA and shall be a part of its financial proposal at RFP stage	As per standard practice adopted by various government agencies/ department it is suggested that "All the statutory fees, cost towards statutory approvals, development of site preparatory works at Clause No. 3.4 (h) at Page No. 12 of 33 shall be directly borne solely by the NITCON Limited/ SMFPL/ Project Owner / Land Owner /	No Change. As per REoI condition only

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		Client. AASMA will provide necessary assistance for submission of documents for statutory approvals. Accordingly, it is requested that this condition may please be revised	
47	Clause No. 3.5.1 (xv) at Page No. 15 of 33 , wherein it is specified that "AASMA shall obtain all necessary Registrations / approvals for the project/ territory as required under WB RERA Act Rules / SJDA for ensuring smooth implementation of the project	It is requested that AASMA's scope be limited to assistance in registration only. Accordingly, it is requested that this condition may please be revised.	No Change. As per REoI condition only
48	Clause No. 3.5.2 (3.5.2.1 to 3.5.2.8) at Page No. 15 of 33 to 23 of 33	It is requested that AASMA's scope be limited to assistance only. Accordingly, it is requested that these conditions may please be revised	No Change. As per REoI condition only
49	-	Separate Tenders: It is suggested that, in order to avoid conflict of interest Separate Tenders for (1) Selection of "Architectural & Engineering Consultant"; and (2) "Appointment of Sales Management Agency" be invited for the National Industrial Township Project, Siliguri, Jalpaiguri, West Bengal	No Change.
50	Clause 3.6, Page no. 23 TIMELINES & PAYMENT SCHEDULE As per the RFP, it is understood that the consultancy fees are predominantly linked to the sale component of the project, thereby requiring the successful bidder to recover a substantial portion of their costs only after the commencement of sales. In this regard, we request the Client to reconsider the payment structure and define appropriate pre-construction payment milestones, as significant efforts and expenditures are incurred during the initial stages of the project. These activities include, but are not limited to, topographical and site surveys, geotechnical investigations, statutory liaison, concept and detailed design development, tender		The same shall be detailed in the RFP.

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	<p>documentation, bid process management, and other pre-construction services.</p> <p>Accordingly, we request that:</p> <p>A 10% Advance Retainer Fee be released upon award of the contract and signing of the agreement.</p> <p>Pre-construction stage-wise payment milestones be incorporated in the payment schedule.</p> <p>A minimum of 25% of the total consultancy fee be disbursed prior to the commencement of construction, corresponding to the completion of key pre-construction deliverables.</p> <p>This revision would ensure adequate cash flow for carrying out the extensive pre-construction scope and enable the consultant to mobilize the necessary resources for timely and effective project execution</p>		
51	We remain keen to participate in this prestigious project and are committed to submitting a high-quality proposal. We would therefore be grateful if our request for an extension is considered favorably.		Refer Corrigendum -1
52	<p>Given the comprehensive nature of the assignment and the detailed documentation required to meet the eligibility and qualification criteria as set out in Section II of the REoI, we respectfully submit that the current last date of submission (26th June, 2026) does not provide us with adequate time to compile, verify, and present a complete and well-substantiated Expression of Interest.</p> <p>We therefore humbly request your kind consideration for an extension of seven (7) days in the last date of submission of EoI, i.e., up to 3rd July, 2026, to enable us to prepare and submit a comprehensive and compliant EoI in the best interest of the Project</p>		Refer Corrigendum -1

-Sd-
Managing Director,
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