

Public Sector Government Organization

RESPONSES TO PRE-BID QUERIES

NIT No.: NITCON/DEL/20/28/03; Dated 06.08.2026

Online Tender Id: 2026_NITCO_920849_1

NAME OF WORK: TENDER DOCUMENT FOR APPOINTMENT OF ARCHITECTURAL AND SALES MANAGEMENT AGENCY (AASMA) FOR DEVELOPMENT OF NATIONAL INDUSTRIAL TOWNSHIP PROJECT AT SILIGURI – JALPAIGURI, WEST BENGAL

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

#	Existing Provisions / Clauses	Bidder's Queries	Response to Queries
1	Clause no. 2.4.1.1 Page no. 20 - i) Preparation of conceptual plan, Architectural, Structural & working drawings & designs for the Development of National Industrial Township at Jalpaiguri, West Bengal. The conceptual plans are to be prepared on the basis of detailed surveys, measurement of land, and verification of data, historical facts, site conditions and requirement of facilities.	We have briefly reviewed the RFP documents. Our firm's core expertise is in Architecture, Urban Planning and Urban Design, with extensive experience in large-scale township and master planning projects. For more information about our firm, please visit our web site - www.hcp.co.in. Considering our experience and area of expertise, we would request you to kindly consider whether the Sales & Marketing component can be de-scoped from the RFP, allowing us to participate for the Architectural, Urban Planning and Urban Design scope. If this request can be considered, we would be happy to participate in the bidding process and undertake a detailed review of the RFP requirements accordingly. We look forward to your clarification	No Change.
2	Clause no. 2.4.1.1 Page no. 20: (i) Preparation of conceptual plan, Architectural, Structural & working	If the feasibility study finds the project is not viable, who will bear the cost of the feasibility study and related services?	The bidder is liable for the payment as per the terms defined in the Tender Document. The bidder is advised to undertake all

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	drawings & designs for the Development of National Industrial Township at Jalpaiguri, West Bengal. The conceptual plans are to be prepared on the basis of detailed surveys, measurement of land, and verification of data, historical facts, site conditions and requirement of facilities.		necessary due diligence before participating in the bidding process.
3	Clause no. 2.1.4 Page no. 14 - SMFPL/JMFPL has identified/ earmarked about 51.14 acres i.e., 22,27,658.4 sq.ft. of land, acquired vide various Deeds of Conveyance & Deeds of Lease dated 07.05.2014 to set up a National Industrial Township Project at Chhat Guzrimari Mouza under Rajganj Police Station (Jalpaiguri District). The site is in the absolute possession of SMFPL/ JMFPL.	Kindly specify the existing land-use classification of the project site and clarify whether the land is already converted for the proposed development or whether land-use conversion is required .	The existing land use of project site is Commercial. For any change of Land Use to suit the project requirements, the same shall be obtained by AASMA on behalf of SMFPL. The charges for the same shall be considered by the bidders in the Financial Bid.
4	Clause no. 2.1.2 Page no. 12 - Satellite view of the Project Site	The tender specifies a 25 m wide approach road from the State Highway to the project site. Kindly clarify who is responsible for providing the road, including land/right of way, approvals and development cost .	AASMA's scope for the approach roads shall be confined to doing all needful work / activities for ensuring the timely completion of the approach roads, including all technical design, specifications, and supervision; and AASMA shall be responsible for its development, including compliance with and obtaining all pre-requisite approvals, etc. as may be required.

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5	Clause no. 2.1.2 Page no. 12 - Satellite view of the Project Site	If the proposed 25 m wide road is under the scope of AASMA and approval for the 25m road is not obtained, what would be the next course of action?	AASMA shall plan and design the Township as per the applicable guidelines of the concerned authority for the road width as approved by the State Government.
6	Clause no. 2.1.1 Page no. 12 - The project shall include construction of buildings including Civil, Electrical, MEP works including External development, road construction, Internal Roads for the entire plot including footpaths, water Supply Distribution network for the entire project, Storm Water Drainage network for the entire project, Rain water harvesting system, Underground water tanks (UGT) for fire, raw domestic drinking water, Boundary walls, Horticulture & Landscaping works, Sewage Treatment Plant, Solid Compost Plant, Fire-fighting system for entire campus, HVAC System, Sub-stations, Solar Power System, CCTV System etc.	Kindly clarify the permissible method for disposal/reuse of treated STP water and whether it can be further treated to potable standards for discharge into the adjoining river, subject to statutory approvals.	AASMA has to plan and design the Township to ensure the Zero Discharge System as per Clause 5.4 of Tender Document. Further, AASMA may propose alternate methods for the same in accordance with the applicable regulations for approval from PIU.
7	Clause-12 Page 130 - Project period Time is the essence of this project. The period of completion of the whole of the Work shall be 48 Months or such extended time as may be allowed under Clause-13 hereof. The period of completion shall be reckoned from the day of issue of the Letter of Award to the Agency by	Considering AASMA's responsibility for project quality, coordination and timely implementation, kindly clarify whether the scope is intended to be EPC-cum-Sale , or whether construction will be undertaken by separately appointed agencies? If separate contractor agency is there, then AASMA responsibilities will get diluted-as Client will be paying them directly. Please clarify.	The township construction works shall be undertaken by a separately appointed Agency. AASMA's responsibilities shall be limited to the Scope defined in the Tender Document.

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	NITCON. The programme submitted by the Agency in accordance with Clause-9 hereof should match with the total time of completion as specified in this clause. The time for completion of the works shall, in the event of any deviations resulting in additional cost over the tendered sum be extended, if requested by the Agency, as follow: In the proportion which the additional cost of the altered, additional or substituted work, bears to the original tendered value. If at any stage, the Project has been delayed by the acts of Client/funding authorities or by the deployed Agency for the work, nothing extra shall be payable to the consultant. However suitable extension of time for completion of work shall be granted accordingly.	Also, has client/PIU Considered the option of the AASMA being formed with a Developer who already possesses in-house sales, marketing, finance, and project delivery capabilities?	
8	Clause no. 14 Page no. 131 - ii. The Liquidated damages penalty will be charged for all delays due to the fault of the Agency at the rate of 0.5% of contract value per week beyond the stipulated period of completion including authorized extensions if any, subject to maximum of 5% of the contract value.	If the construction work is executed by a separate contractor agency and the delay is caused by the contractor, kindly clarify AASMA will be held responsible for the resulting delay and liquidated damages.	No. The Liquidated damages penalty will be charged for all delays due to the fault of the Agency only.
9	Clause no. 2.2 Page no. 14: Architectural and Sales Management Agency (AASMA) has to plan and	Zoning and Sub-Division Regulation for Control of Development and Use of Land within the Siliguri Jalpaiguri Development Authority Area	Refer Clause 2.3 on page no. 15 & Clause no. 2.4 on page 20 of Tender Document.

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	design the entire township to achieve the maximum permissible FAR allowed by the SJDA.	<i>(Annexure to Outline Development Plan, now termed as Land Use & Development Control Plan), Order No. 513-SJDA, dated 16/12/1992.</i> The above-mentioned document is the regulation we could find from the SJDA. Kindly confirm whether this is the applicable regulation for the proposed project or specify the relevant bye-law/regulation to be referred to for this project.	Regarding applicability of the bye - laws / regulations, the bidders are requested to confirm from the relevant authorities / bodies.
10	Clause no. 2.4.2.8 Page 31 Point no. 13 : AASMA shall hire / engage / appoint experts for handling, managing & addressing all Litigations, related Works/ Complaints (if any required) which includes expenses including all costs of Advocates, Lawyers, Counsels, Chartered Accountants, Company Secretaries, Cost Accountants, Valuers, Chartered Valuers, Chartered Engineers, Independent Experts, Court Fees, Clerks, Drafting, Hearing, Attending, Engagement of All Senior Advocates of the State, RERA Experts, etc., for and behalf of SMFPL/PIU/ Project before all COURTS/ all Judicial Authorities/ all Quasi-Judicial Authorities, all RERA Authorities, all Govt Authorities, All Consumer Forums, etc. applicable to its Scope of Work only.	Kindly clarify whether litigation-related expenses under this clause are included in AASMA's quoted fee or will be reimbursed separately, and whether AASMA's responsibility is limited to matters arising from its scope of work as mentioned in Clause 12.	As per Tender Document only.
11	Clause no. 2.4.2.5 Page 25 : Part IV – Fund	Does the Sales and Management Agency have to arrange the project	AASMA to prepare the funding strategy for the

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	arrangement i. Presentation and proposal preparation for arrangement of funds from funding agencies. ii. Compliance of the requirements of the funding agencies iii. Assistance in arrangement of funds iv. The funds may also be arranged by booking / sale / lease out of the built-up area. v. Preparation of funding strategy vi. Preparation of Investor presentation financial modelling.	funds? If yes, kindly clarify whether the funding is expected through institutional debt or from other funding agencies/entities.	project for SMFPL/ PIU's approval. AASMA shall subsequently assist SMFPL/ PIU in arrangement of funds basis the approved funding strategy.
12	Clause no. 2.4.2.4 Page 24: vi. Business plan and Financial Analysis: Provide financial projections with sensitivity involved and possible project structures. An assessment of O&M cost of the project components would also be worked out. O&M cost adopted in general practice in similar projects may be provided as a benchmark for this project. Projections shall provide the client with an indication of economic viability of the project, funding requirements, possible capital structuring, debt service capability and internal rate of returns (IRR), Project IRR, equity IRR, NPV etc. for viability of the project.	As a Sales and Management Agency, we can undertake all activities related to sales and marketing. However, financial analysis of the entire project is generally outside the scope of a Sales and Management Agency. Kindly clarify the extent of financial analysis expected from the Agency under this tender.	The preparation of Business Plan and Financial Analysis is part of the Scope of Works of AASMA. Further, the financial analysis of the project shall be performed for the period till the formation of RWA and onboarding of the respective O&M agencies.
13	Clause no. 2.4.2.6 Page 26: v. Preparation and publication of all publication material and to do all needful for publication in All	Kindly clarify whether the required support/ coordination from the Government of West Bengal for securing broadcast time/ slots on electronic media will be facilitated by the Client/ PIU.	SMFPL/ PIU shall facilitate for the support as applicable.

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	Media Agencies/ Printing agencies (may be in different languages) of West Bengal. vi. Preparation of all materials and to do all needful for publication in all Media/ Newspapers/ TV News Marketing/Management/ Promotions, Third Party Contents /Reviews, Third Party Promoted News/Reports Videos Information Awareness Display, Blogs, Podcasts, etc. ensuring in the interest of the project.		
14	Clause no. 2.4.2.8 Page 30 : Lottery Stage Organize and conduct the lottery event for sale of flats/ units through eminent personalities. Give wide Publicity for the event. If a situation arises wherein housing lotteries get poor responses, then an option for allotment of these tenements to Private entities/ other available options with approval of PIU / SPV.	Since the sale/ allotment is required to be carried out through a transparent lottery system, kindly clarify whether the necessary permissions/ approvals and coordination with the competent authorities and audit agencies for conducting the lottery will be facilitated by the PIU/ Client or are entirely within the scope of AASMA.	SMFPL/ PIU shall facilitate for the support as applicable.
15	Clause no. 2.4.2.3 Page 23: ii. Preparation, finalization & sharing of the verified list of West Bengal State Government Employees/ Employees of West Bengal State Government Public Sector Undertakings, Banks, etc. The verified details (Name, Mobile Number, WhatsApp Number, Email Address, FB Account link,	Kindly clarify whether AASMA will be provided access to such employee data through the concerned Government authorities/ agencies, or whether the same is required to be sourced independently through the appointed domain experts/ agencies.	AASMA has to source the details independently from the appointed domain expert / agencies.

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	communication Address, Date of Joining, Current Job Posting, etc.) of each of the above said 14.50 Lakhs persons shall be provided by the domain experts /agencies.		
16	Clause no. 2.4.2.8 Page 29: The sales of the Carpet area/ Plot area shall be made through open transparent e-auction or Open Public Lottery system by any prominent personality. The scope of work shall include the booking and sales of the carpet area / plot area. AASMA shall be responsible for all the related activities of the work but not limited to:	The tender does not clearly specify the mechanism for collection of booking amounts from prospective buyers. Kindly clarify whether any booking amount is to be collected, the applicable amount/ percentage, stage of collection, and the account/mechanism through which such amount shall be collected.	Refer Clause no. 2.37 on page 76 of Tender Document for Payment Terms. Further, the booking amounts shall be collected as per applicable norms and prevailing industry practices.
17	Clause no. 20 Page 133: a. The Agency acknowledges that under the present Contract agreement, the Employer is only working as intermediary between Sikaria Mega Food Park Private Limited (SMFPL) being Principal Employer/ Owner/ Client and Agency. Thus, the Agency unconditionally acknowledge that the payments under the present Contract shall be made proportionately by the Employer only on back-to-back basis i.e., after 21 days subject to receipt of payment from SMFPL being Principal Employer/ Owner/ Client.	Kindly clarify the payment milestones/ schedule for release of the Agency's fee, as specific payment milestones linked to deliverables or stages of the project are not defined in the tender document.	Refer Clause no. 2.37 on page 76 of Tender Document.

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18	2.2 Page No 14: a) High Rise (G+10 to G+17 storied) buildings for affordable housing having 5,625 or more residential flats as per CPWD Standards and Govt. of India guidelines for Development of Residential Townships/ PMAY 2.0.	Kindly clarify whether EWS, LIG and MIG units can be accommodated within the same tower/ project, with the minimum required EWS units qualifying under AHP Central Assistance/ Redeemable Housing Vouchers. If permitted, kindly clarify the sale/ allotment mechanism for each category, including EWS beneficiary identification, EWS sale price, RHV mechanism, and whether LIG/ MIG units can be sold in the open market.	As per PMAY/ GoWB/ any other applicable guidelines.
19		We understand that on the land area of 51.14 acres, the total saleable area proposed is 55.69 lakhs sq.ft. with an estimated sale value of approx. INR 2709 crores. This includes approx. 5625 no. apartments and 180 no. plots. How flexible is the product mix and the sale value?	The Estimated Total Sales Value, Saleable Area and no. of units specified in the tender document are indicative in nature and have been provided solely for the purpose of bid evaluation. The product mix of the Township shall be proposed by the selected agency, based on the market assessment for SMFPL / PIU's approval.
20		Can the selected bidder change the product mix and the pricing based on the market demand assessment?	Refer response provided for Point #19
21		If the above-mentioned product mix and sale value is flexible, we would request to change the Fee Quotation basis from '%age of sale value' to a 'lumpsum value'.	No Change. Shall be read as per Tender Document.
22		The Scope of Work broadly includes the following services - • Architecture & Engineering Services, • Procurement of Statutory Approvals, • Demand Assessment study with financial structuring, • Arrangement of Fund,	No Change. Shall be read as per Tender Document.

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		- Branding, Marketing & Sales, - Project Management, - Legal Typically, in a project cycle, these services are procured separately with separate fee terms. However, in the subject RFP, all fees are linked to sales, which will be due almost at the last stage. We request to have a fee structure, which is linked to all these services as per their delivery and not linking them with sales activity.	
23		Based on the RFP, total saleable area proposed is 55.69 lakhs sq.ft. with an estimated sale value of approx. INR 2709 crores. This means the sale value of approx. 5,000 per sq.ft., which is on a very high side. A decent gated residential project just in the outskirts of Siliguri are priced at INR 3200 – 3500 per sft. If there is a market study already conducted, we request you to share that.	The Estimated Total Sales Value, saleable area and no. of units specified in the tender document is indicative in nature and has been provided solely for the purpose of bid evaluation. The unit sales price of the Carpet area shall be decided by AASMA (aligned with prevailing Government Guidelines and market Practice) in consultation and approval of PIU / SPV.
24		We understand that NITCON forms the Project Implementation Unit. Who will be the stakeholders, who will undertake the project, provide equity and take the role of the developer	Project Owner - Sikaria Mega Food Park Private Limited (SMFPL) (A Special Purpose Vehicle (SPV) Under Ministry of Food Processing Industries, Union Government of India)
25		It is to be noted that the seed capital of INR 100-150 crores may be required for construction in the 1st phase. Is there any financial closure achieved on this?	Refer response provided for Point #11 and #12 above.
26	2.1.4, Project Land Details, Page 14	We have conducted the site visit along with NITCON Officials on 13.08.2026 and have the query as under-	1. Encumbrance free physical possession of the land shall be provided for

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	Out of the 51.14 acres of land, about 23.235 acres of land is on free hold with the SMFPL and about 27.905 acres of land is on Leasehold (Private Ownership) with the permission to further sublease and renewal.	1. Kindly confirm the availability of encumbrance free physical possession of the land required for the project. 2. Whether all statutory clearances related to land acquisition and land-use conversion have been obtained. 3. The status of issues, if any, related to the tea garden workers and local labourers presently associated with the land. 4. Whether any rehabilitation, compensation, settlement or employment-related commitments have been made to the affected labourers. 5. Whether there are any ongoing disputes, objections or concerns from local labourers, trade unions or local stakeholders that may impact project execution.	the development of the Project 2. Refer response provided for Point #3 & Point #4 above. 3/ 4/ 5 Encumbrance free physical possession of the land shall be provided for the development of the Project
27	2.7.1 Technical Strength, B; Page -44 Exclusive sales / marketing of comparable real-estate Cumulative built-up area sold $\geq$ 39.37 Lakh sq. ft.; AND Built-up area sold in any single year $\geq$ 4.92 Lakh sq. ft.	We request you to modify the Clause as under- Bidder are requested to kindly consider for technical strength - Cumulative built-up area sold $\geq$ 15 Lakh sq. ft.; AND Built-up area sold in any single year $\geq$ 1.5 Lakh sq. ft.	No Change. Shall be read as per Tender Document.

-Sd-

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