

**Response to queries to Request for Proposal (RFP) For Selection of Operator for Operations and Management of Biotechnology Incubation Center at Genome Valley in Ranga Reddy District of Telangana State**

Sl.No.	Clause	Description	Clarifications required	Clarifications/Response by SBTIC
1	Page 72 of 102/ Clause No-2a	Operation and maintenance – Undertaking overall operation and management of BTIC, meeting the aims and objectives for which the Center has been set up and run it on commercial lines for 10 years from the date of signing of concession agreement.	<p>a. Kindly provide detailed scope of Concessioner during O&amp;M and details of infrastructures/ facilities to be developed.</p> <p>b. We presume that replacement &amp; major repairs cost of equipment/ instruments/ utility etc. are not in the scope of Concessionaire, kindly confirm.</p> <p>C. We presume that the Electricity charges for the facilities will be borne by the End users. Kindly confirm.</p>	<p>Some of the facilities could not be established because of shortage of funds like Human Resource Training Center, Biotechnology Information Center etc. These may be established and /or arrangements to be made to address these requirements.</p> <p>There are no major replacement costs towards equipment or instruments based on the assessment by the Governing Council. If there are any major replacement(s) required, the terms for the same can be mutually discussed and agreed upon.</p> <p>Electricity charges will be charged at actuals by the company to the clients/occupants.</p>
2	Page 72 of 102/ Clause No-2a	Laboratory chemicals – O&M of Laboratories, analytical, common, pilot plant and utility equipment and other support facilities	<p>a. We presume that laboratory chemicals are in the scope of End user. Kindly confirm.</p> <p>b. If it is concessioner scope, please provide the type of chemicals and consumption details per month</p>	<p>Chemicals/gases required for Analytical facilities and other utilities like water treatment and consumables like oils/lubes, spares for utility equipment as per the requirement of the client/tenant industries are in the scope of O and M company.</p> <p>It will be difficult to provide these details but based on the utility equipment list and your experience, you may estimate the same.</p>
3	Page 95 of 102	Renew the Annual Maintenance Contracts – The bidder has to enter or renew the Annual Maintenance Contracts for critical	Kindly provide the list of the Prevailing AMC Contracts, validity, charges etc.	The enclosed Table-1 at the end of the document gives details of the prevailing AMC contracts and validity. The charges are negotiated by the present company and have the confidentiality between the company and the

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		equipment/instruments/utility etc., wherever required.		respective AMC providers. Most of the utility equipment being standard equipment, the AMCs for these may be estimated or obtained by the bidders.
4	Page 72 of 102/ Clause No-2d	Existing clients and charges- Identifying the prospective clients/retaining the existing clients who can avail the various facilities of BTIC at appropriate charges/ continue using the existing facilities on predetermined conditions respectively.	To calculate the annual fixed returns kindly provide the following a. Detailed list of various facilities available  b. Rentals & Charges being paid by the existing Clients  c. List of occupied/vacant facilities available at BTIC along with the features	The various facilities available are : 1. Labs, 400 sft each, 16 nos 2. Pilot plant with classified area of 10000 sft. 3. Analytical Facility 4. Utility and common facility. The typical rental charges are : 1. Labs – INR 41 - Base Rent INR 35 - Tenant Improvement INR 20 – Common Area Maintenance 2. Pilot Plants – INR 51 – Base Rent INR 58 – Tenant Improvement INR 7 – Common Area Maintenance The occupancy level: Labs : 85% Pilot Plants : 100%
5	Page 72 of 102/ Clause No-2i	Depreciation fund – Creating a separate fund to cover depreciation of assets of BTIC following internationally accepted norms and keep this amount under the control of BTIC for the replacement of assets at a later stage. The depreciation fund will be 25% of the base rentals from rentals of Labs and pilot plants	a. We presume that cost of replacement of equipment's and major repairs will be met from depreciation fund. Kindly confirm. b. 25% of the total rental cost towards the depreciation cost of assets seems to be high, may please be restricted to 10%.	The replacement of major equipment will be met from the depreciation fund of assets created by the company. This has to be done in consultation and with the consent and approval of the Society. As the equipment required for Biotech processes are expensive owing to the specifications, 10% of rental cost will be less to meet this requirement. The current arrangement is 20% of the base rent.

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6	Page 72 of 102/ Clause No-2m	Additional resources – Ability to mobilize additional resources	Kindly provide the details of additional resources and facilities to be developed by the Concessionaire	As mentioned in operation and maintenance section facilities like Human Resource Training Center, Information Center or Administration support may be developed or arrangements to be made for this purpose.
7	Page 72 of 102/ Clause No-2f	Business Development – Attracting various external agencies to undertake technology-based services to BTIC clientele including information, analytical, IPR, process scale-up, technology transfer, administrative, publicity, business development and warehousing etc. on reasonable charges.	We presume that the expenditure towards these services will be paid extra by Client as per actuals.	The additional services like IPR, external consultants and experts, scale-up, warehousing etc. may be provided at additional charges.
8	Page 72 & 73 of 102/ Clause No-2h	<p>Rental Charges –</p> <p>Page No-72: Finalize and collect the rentals and charges as approved by the BTIC Society for technical and other support services to cover their running costs and sharing of profits with BTIC Society including Minimum annual fixed return.</p> <p>Page No-73: The Minimum Fixed Annual Return shall be escalated at the rate of at least 10% per annum depending upon the increase in service fees charged to the tenant companies in BTIC Telangana.</p>	<p>Kindly clarify the following</p> <p>a. Criteria for fixing Rentals and charges to new/existing Clients</p> <p>b. We presume that Rentals and charges can be escalated at a rate of 10% per annum, kindly confirm.</p>	Society does not want to bind or restrict the company by fixing any formula for rentals. The company has the choice to work out and come out with competitive charges which are comparable to the prevailing market. The percentage annual increase may also be worked out by the company.

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9	2.2.11 Evaluation Criteria Pg 18 of 102	Technical Qualification Sl. No. 1 Experience of the firm or its team in O&M of incubators: — 6 years: 10 marks — 10 years or more: 20 marks	We also request you to consider Pharma park O&M experience.  Please confirm.	An experience of operation and management of Bitotech Incubation center with Labs, pilot plants and analytical facility will be preferred. However, due consideration may be given to Pharma park with similar experience.
10	Page 96 to 99 of 102/ Clause No-2g	List of Utilities - List of Utilities available at BTIC with Technical Specification are provided	Kindly clarify the following points: a. Kindly provide the age of these facilities to calculate the maintenance cost b. We presume that concessionaires scope is limited to maintenance of these facilities. Installation of any additional facilities will be paid extra by BTIC. Please confirm	The list of Utility equipment along with broad specifications and capacities are included in the RFP. They are all in working condition and have been in operation for more than 10 years. The maintenance cost may be worked out by the company based on the experience of operation of such equipment. The installation of any additional facility will be in consultation and with the concurrence and approval of the Society. The expenditure may be met through depreciation fund and the decision rests with the Society.
11	Page 2 of 102	Bid submission date – Bid Due date/Submission date is 14th June 2021	We request you to extend the date of submission upto 30 days after lifting of lockdown.	Revised Bid submission date – Bid Due date/Submission date is 28 <sup>th</sup> June 2021
12	Page 9 of 102 Cl. No. 1.8.5	Bid parameter – Financial Bids are invited for a Project on the basis of following bid parameters: — Annual Fixed Returns / Fees promised by the bidder to BTIC	We request that the rentals and the charges to be levied to the users should be known upfront as these charges are the basis for the bid criteria	The bidder is expected to work out and arrive at these figures.

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13	—	General – Site visit	Please indicate the contact details of the person who can explain us the details of the existing facilities during our proposed visit to the project location.	A site visit can be arranged with prior intimation.
14	3.3 Selection of Bidder (Page 29 of 102)	3.3.3 For calculating the technical score (St) the individual scores, as per respective weightages, for each of the criteria mentioned above will be summed up.	For the Bid Evaluation, we would like to understand the mechanism for the calculation of Technical Score (St) and Financial Score (Sf).	<p>The Bidders considered as responsive in terms of Clause 3.2.1 and fulfilling the Minimum Eligibility Criteria as set forth in Clause 2.2.2 shall be declared as the Qualified Bidders. Technical and Financial Bids of only Qualified Bidders shall be considered for evaluation.</p> <p>For evaluation of Technical qualification, please see clause 2.2.11 which states the marks accorded to each aspect and the documents required. The applicants to score a minimum score of 70 marks to qualify for further evaluation (financial evaluation).</p> <p>For financial evaluation, the basis is the annual fixed returns offered by Bidder to BTIC. The annual fixed returns to the BTIC will be considered as the percentage and follow relative marking such as bidder offering highest return will be given 100 marks and second highest return will be in percentage relation to highest return and so on</p> <p>For calculation of cumulative score, please refer to clauses 3.3.3 of the RFP. The Qualified Bidder with the highest cumulative score shall be declared as the selected Bidder.</p>

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15	Additional information	General	a) We understand that the Building is operational for more than 12 years. Please clarify if any upfront Capital expenditure will be incurred on the Building. If yes, our understanding is that it will be taken care by SBTIC before the facility is handed over to the concessionaire.	We do not foresee any major expenditure towards building modification or construction. If there are any major expenditure towards building or construction during the course of the O and M period, the terms for same will be discussed mutually and agreed upon.
16	-	General	b) We would also like to understand the Key heads covered under the depreciation Fund. What would be the proposed mechanism for utilizing the depreciation fund?	The depreciation fund will be utilized to replace the process equipment and instruments. This will be done in consultation and with the consent of SBTIC with proper justification and priority.
17	-	General	c) In addition to the list of utilities and equipment mentioned in the RFP, we would request you to kindly elaborate on the Analytical Equipment available in the facility along with their Make and Year of manufacturing. In case of upgradation needed, will the same be covered under the existing depreciation fund as it is an integral part of the facility.	<p>The list of analytical equipment / instrument present in the facility are as follows. As part of the handover, joint inspection will be conducted and if any equipment is to be replaced / upgraded, the same will be taken up with mutual discussions.</p> <ol style="list-style-type: none"> <li>1. Tangential Flow Filtration</li> <li>2. PCR</li> <li>3. HPLC</li> <li>4. Ultra Filtration Unit</li> <li>5. Gas Chromatograph</li> <li>6. UV Spectrometer</li> <li>7. Protein Purification System</li> <li>8. Electrophoresis</li> <li>9. Microscope with Camera</li> <li>10. Polarimeter</li> </ol>

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				In addition to the above, AACR is equipped with LC-MS and NMR facilities, but are not part of BTIC.
18	-	General	d) Please specify the typical Lease Terms for incubates / tenants. In case there are any tenure restrictions, we would request a flexible tenure of 5 years for both labs and pilot plants.	The company can decide on the lease terms as per market norms and the same will require approval from the Governing Council of SBTIC.
19	-	General	e) The Annual Escalation for the Tenant as well as fee payable to SBTIC is at 10%. We would request if it can be considered at 5% for both owing to current market norms.	The company is expected to pay 10% annual escalation.
20	-	General	f) We understand from Pre-bid meeting, that the consolidated rental is approx. INR 100 /sq.ft./month and Common Area Maintenance (CAM) charge can be taken out as a separate part. Does that mean that the amount left after deducting the maintenance (INR 15 - 20/sq. ft./month) will be considered as the base rent? If yes, the base rent is quite high compared to the market range of INR 40-50/sq.ft./month and the	The clarification provided was for illustrative purpose. Base rents are to be worked out by the company as per the market rates and standard norms. Base rents are charges/sft/month excluding charges for utilities.

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			depreciation fund deduction applicable on it will also be high.	
21	-	General	g) We wanted to understand the current condition of the Lab suite interiors and fitouts. Kindly clarify if any upgradation is required.	The labs at present are well equipped. However, minor modifications or additions or upgradations as per the client requirement may be considered and built in the rental charges.
22	-	General	h) We wanted to understand the involvement of the Concessionaire for the AACR facility and whether a profit share model is being followed for the same.	AACR is an advanced analytical facility with LC-MS and NMR and is being run by SBTIC with IICT as the mentoring Institute. This is a separate entity housed in BTIC.
23	-	General	i) Do we have all the approvals for the Building and Pollution control board?	The necessary approvals are in place. Any renewal is to be done by the company on behalf of SBTIC.
24	Clause No. 2.2.11, Evaluation Criteria, Sl.No.1 Pg. No. 18	Existing clause states requirements as below: - Experience of the firm or its team in O&M of incubators: — 6 years: 10 marks — 10 years or more: 20 marks	Request the authority to allow: Experience of the firm or its team in O & M of incubators: —2 years: 20 marks	RFP holds good.
25	Clause No. 2.2.11, Evaluation Criteria, Sl. No.2	Existing clause states requirements as below: - Experience of attracting / working with companies (global / domestic and	Request the authority to consider as follows: - Experience of attracting / working with companies (global / domestic	RFP holds good.



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	Pg. No. 18	start-ups) in Biotech / pharma sector — 10 Companies : 10 marks — More than 10 Companies.: 20 marks.	and start-ups) in Biotech / pharma sector — 03 Companies : 20 marks	
26	Clause No. 2.2.11, Evaluation Criteria, Sl. No.3 Pg. No. 18	Existing clause states requirements as below: - Combined Team members to have atleast 10 years of experience in running Lifesciences parks (Team leader to have experience of at least 7 years): — 10 years: 10 marks — 15 years: 20 marks — 20 Years or more: 30 marks	Request the authority to consider as follows: - Combined Team members to have atleast 10 years of experience in running Incubation Center (Team leader to have experience of at least 7 years): — 10 years: 20 Marks	RFP holds good.

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**TABLE-1 AMCs FOR VARIOUS EQUIPMENT WITH VALIDITY PERIODS**

Sl. No.	Name of the Equipment	Contract Period		Remarks
1	Fire Alarm and Sprinkler system	15.05.21	14.05.22	Active
2	UPS (2x40kva)			Maintained in-house
3	VRF AC System (Office Area)			Maintained in-house
4	DG sets (625kva &250kva)	27.11.20	26.11.21	Active
5	Air Compressors (2x100cfm)	13.11.20	12.11.21	Active
6	Chillers (2x100Tr)	19.10.21	20.10.22	Active
7	Boiler (1x1Ton)	01.04.21	31.03.22	Active
8	Biomedical waste Disposal	01.01.21	31.12.22	Agreement with MN Takshila
9	Organic Solid waste disposal	01.04.21	31.03.22	Agreement with MN Takshila