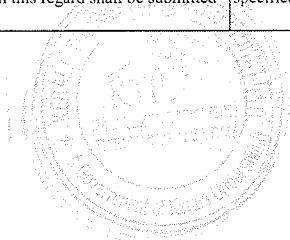


**RESPONSE TO QUERIES**

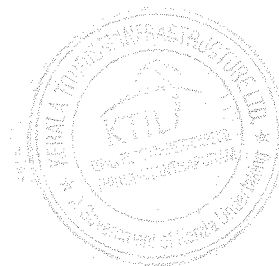
**EOI Name: INVITATION FOR EXPRESSION OF INTEREST (IEOI) FOR EMPANELMENT OF CONSULTANTS FOR URBAN DESIGN, CONSERVATION AND LANDSCAPE ARCHITECTURE CONSULTANCY IN UPCOMING PROJECTS UNDER KTIL**  
**EOI No. KTIL/ Projects/ 2026-27/ EOI\_1 dated 03rd July 2026**

| Sl. No. | Page No. | Clause No.   | Clause                                                                                                                                                                                                         | Query                                                                                                                                                                                                                                                                                                                                                                                                                                  | Response                                                                                                                                                                                                                                                                                        |
|---------|----------|--------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 1       | -        | -            | -                                                                                                                                                                                                              | In line with the increasing adoption of BIM in various hospitals, Airport Authority, Railways, CPWD and other Government projects whereby BIM is gradually becoming mainstream in most public sector tenders for construction activities it is our earnest request to re-consider the inclusion / insertion as a new item of BIM in the Scope of Work.                                                                                 | Scope under this EOI is limited to Urban Design, Conservation Architecture and Landscape Architecture. BIM requirements, if any, shall be considered at the project-specific RFP stage.                                                                                                         |
| 2       | -        | -            | -                                                                                                                                                                                                              | Please allow prospective bidders to form Consortium with BIM Service providers.                                                                                                                                                                                                                                                                                                                                                        | The EOI already permits Consortium/JV up to two (02) members. Applicants may associate with BIM specialists where required. No separate BIM service provider condition is proposed.                                                                                                             |
| 3       | -        | -            | -                                                                                                                                                                                                              | Please allow relaxation towards Tender Fee, Earnest Money as applicable for MSMEs.                                                                                                                                                                                                                                                                                                                                                     | The present EOI does not prescribe tender fee or EMD. Caution deposit provisions shall remain as stipulated in the EOI.                                                                                                                                                                         |
| 4       | -        | -            | -                                                                                                                                                                                                              | D. Please share the Autocad soft copies of the tender drawings along with Geo-Referenced Survey drawing.                                                                                                                                                                                                                                                                                                                               | Relevant survey data/drawings, if available, shall be shared only with shortlisted/empanelled consultants on project-specific basis at the RFP stage. No AutoCAD or geo-referenced drawings shall be issued under this EOI.                                                                     |
| 5       | 37       | Annex-V Note | *Note:<br>Salary slips pertaining to past One (01) year shall be furnished as proof of the personnel(s) being on pay-roll of the Applicants.                                                                   | We request you to kindly accept an HR Undertaking along with the last 2 - 3 months' salary slips as proof of employment for the proposed personnel instead of requiring salary slips for the preceding 12 months. The submission of 12 months' salary slips is not a general industry practice, significantly increases the volume of documents, and involves disclosure of confidential employee salary information. Kindly consider. | The HR undertaking along with recent salary slips (last 3 months) and digitally signed employee declaration may be accepted as proof of payroll engagement, subject to verification by KTIL.                                                                                                    |
| 6       | -        | -            | -                                                                                                                                                                                                              | Kindly share the meeting link, if an online pre-bid meeting is proposed. Further, we request you to please share the contact details of the concerned officials for any clarification or queries related to the EOI.                                                                                                                                                                                                                   | The current EOI is limited to empanelment of eligible applicants only and a project specific RFP stage shall be conducted later, no-prebid meeting shall be conducted at this stage. However, queries if any may be addressed through the official email and phone number specified in the EOI. |
| 7       | 14       | 5.1.4        | The Applicant or one partner of Firm shall have at least 01 (one) of the Partners registered under Council of Architecture (COA). Necessary Certificates in this regard shall be submitted along with the EOI. | Request you to please change this as –<br><br>The team leader proposed by the firm shall be registered under Council of Architecture (COA). Necessary Certificates in this regard shall be submitted along with the EOI.                                                                                                                                                                                                               | In case of a Company, the requirement may be satisfied through a full-time Principal Architect/Lead Professional holding a valid CoA registration, subject to submission of supporting documents as specified in response at Sl. No. 5 and also CoA registration details.                       |



| Sl. No. | Page No. | Clause No. | Clause                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Query                                                                                                                                                                                                                                                                                                                    | Response                                                                                                                                                                                                                                                                              |
|---------|----------|------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 8       | 16       | 5.2.1      | <p>The Applicant-</p> <p>I.Shall have Minimum experience of 15 (Fifteen) years as Consultant out of which a minimum of 10 (Ten) years of experience should be as Consultant for Government/PSU works.</p> <p>II.Shall within the last 05 (Five) years have</p> <p>a.Completed at least 01 (One) project with cost not less than INR 50 Crores &amp; built-up area not less than 20000m2;</p> <p>Or</p> <p>b.Completed at least 02 (Two) projects each having cost not less than INR 35 Crores &amp; area not less than 14000m2;</p> <p>III.Shall have completed at least 01 (One) Government/PSU project out of the projects being submitted as part of proving the eligibility.</p> <p>IV.Shall have completed at least 02 (Two) projects in the respective theme that they are applying for as per Section-4, out of the projects being submitted as part of proving the eligibility.</p>                                                                                                                                                                                         | <p>Please clarify if a single Government/PSU project that meets both the cost and area thresholds of Clause 5.2.1 (ii)(a) can simultaneously satisfy the requirement for Clause 5.2.1 (iii).</p> <p>Query applicable for 5.2.2 &amp; 5.2.3 as well</p>                                                                   | <p>The same Government/PSU project may be used simultaneously for satisfying clauses 5.2.1(ii) and 5.2.1(iii), provided all stipulated eligibility conditions are met. Applicable similarly to Categories B and C.</p>                                                                |
| 9       | 16       | 5.2.1.ii.a | <p>Completed at least 01 (One) project with cost not less than INR 50 Crores &amp; built-up area not less than 20000m2;</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                         | <p>Since this is an Urban Design / Landscape project that mostly involves open spaces rather than buildings, request to modify the clause as –</p> <p>Completed at least 01 (One) project with cost not less than INR 50 Crores &amp; project site area not less than 20000m2</p>                                        | <p>For Landscape Architecture and Urban Design projects predominantly involving open areas, equivalent project site area may be considered in lieu of built-up area, subject to documentary evidence mentioning the extend of such area.</p>                                          |
| 10      | 22       | 6.1        | <p>2 Experience 80 Marks</p> <p>2a Projects completed other than Government/ PSU projects and theme-based projects, during last 05 Years with project cost not less than:</p> <p>INR 50 Crores for Category A</p> <p>INR 35 Crores for Category B</p> <p>INR3.5 Crores for Category C</p> <p>(5 points for every project cost, not less than, limited to a maximum of 30 points)30 Marks</p> <p>2b Government projects completed during the last 05 Years with project cost not less than:</p> <p>INR 50 Crores for Category A</p> <p>INR 35 Crores for Category B</p> <p>INR 3.5 Crores for Category C</p> <p>(5 points for every project cost, not less than, limited to a maximum of 25 points) 25 Marks</p> <p>2c Projects completed in the respective Theme opted by the Applicant from Section-4, with project cost not less than</p> <p>INR 50 Crores for Category A</p> <p>INR 35 Crores for Category B</p> <p>INR 3.5 Crores for Category C</p> <p>(5 points for every project cost, not less than, limited to a maximum of 25 points) 25 Marks</p> <p>Total 100 Marks</p> | <p>Please confirm if Government/Theme-based project be counted under multiple categories? For example, if a project is a Government project and fits the chosen theme, can it score points under both Clause 2b and Clause 2c?</p>                                                                                       | <p>A project meeting multiple attributes may be considered under relevant evaluation heads. However, scoring will be awarded only in accordance with the approved evaluation methodology and without duplication beyond prescribed limits.</p>                                        |
| 11      |          |            | <p>Pre Bid Meeting</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | <p>Please clarify if a pre-bid meeting will be conducted (either online or offline) to help bidders understand the project details, requirements, and discuss pre-bid queries?</p> <p>If yes, kindly share the date, time, and venue/online link for the same</p>                                                        | <p>The current EOI is limited to empanelment of eligible applicants only and a project specific RFP stage shall be conducted later, no-prebid meeting shall be conducted at this stage. However, queries if any may be addressed through the official email specified in the EOI.</p> |
| 12      | 28-29    | 10.4       | <p>The empanelled Consultants under Category A, Category B, and Category C shall be required to remit, within the stipulated time, an interest-free caution deposit of INR 25,000, INR 15,000, and INR 10,000, respectively, to the Authority by way of a demand draft..."</p>                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                      | <p>Query regarding MSME Caution Deposit Waiver:</p> <p>As per Central Government and State of Kerala public procurement policies, registered Micro, Small, and Medium Enterprises (MSMEs) are generally eligible for exemptions from security/caution deposits. Will KTEL grant a waiver or exemption from the post-</p> | <p>The caution deposit under Clause 10.4 is a post-empanelment performance-related requirement and shall be applicable to all empanelled consultants including MSMEs.</p>                                                                                                             |

| Sl. No. | Page No. | Clause No.    | Clause                                                                                                                                                                                           | Query                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           | Response                                                                                                                                                                                                                                                                                                                                                       |
|---------|----------|---------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 13      | 28       | 9.3 & 9.4     | 9.3 The Application... Shall be submitted online as email to office@ktil.in..."<br>"9.4 The proposal shall be submitted online through email to office@ktil.in on or before the EOI Due Date..." | Query regarding Submission Portal vs. Email Capacity:<br>Please clarify if the submission is strictly and exclusively via email attachments to office@ktil.in, or if there is a dedicated online e-tender portal to upload files. Additionally, given that compiled EOI submissions—including extensive certified technical credentials, CA- certified financial statements, and a comprehensive Design Portfolio (Annexure VIII)—will result in a very large file size, is there a maximum file size limit (MB) for email attachments accepted by your inbox? Will secure cloud storage links (e.g., Google Drive, OneDrive) be accepted?                      | Submission shall be through email as specified in the EOI. Applicants may split submissions into multiple emails clearly referencing the EOI name and sequentially numbering such emails in the format-<br><br>'Submission-EOI For Empanelment of Firms for Urban Design, Conservation And Landscape Architecture Consultancy in Upcoming Projects_<Email No.> |
| 14      | 36       | Annex IV Note | *Each page of the CV shall be signed in ink and dated by both the Personnel concerned and by the Authorized Representative of the Applicant firm along with the seal of the firm."               | Query regarding CV Signatures:<br>Since this EOI submission is entirely electronic/online via email, please clarify if digital or scanned electronic signatures of the proposed key personnel and authorized representative on the CV pages are acceptable in lieu of physical "ink" signatures                                                                                                                                                                                                                                                                                                                                                                 | Digitally signed/scanned signatures on CV's shall be acceptable for electronic submission, subject to authenticity and verification.                                                                                                                                                                                                                           |
| 15      | 27       | 9.1           | "...Each page of the submission shall be digitally signed by the Authorized Representative of the Applicant as per the terms of the EOI."                                                        | Query regarding Digital Signature technical requirements: Please clarify the exact technical specifications required for digital signing:<br>1. Does "digitally signed" refer to a formal cryptographic Digital Signature Certificate (DSC) (e.g., Class 3 DSC) issued by a licensed Certifying Authority in India, or are standard electronic signatures (such as PDF self-signed certificates, Adobe "Fill & Sign", or scanned signatures) acceptable?<br><br>Is there any requirement for files to be encrypted/secured (e.g., password protection or PKI encryption) before emailing, or should they be submitted as standard, unencrypted PDF attachments? | Digitally signed refers to a valid Digital Signature Certificate (DSC) or scanned signature of the authorised signatory. No encryption is required unless specifically instructed through a Corrigendum by KTIL.                                                                                                                                               |



| Sl. No. | Page No. | Clause No.                                    | Clause                                                                                                                                                                                                                                              | Query                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                               | Response                                                                                                                                                |
|---------|----------|-----------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------|
| 16      | 18 & 38  | Clause 5.3 – Financial Capacity & Annexure VI | The Applicant is required to furnish audited financial statements and turnover details for the past three financial years, namely FY 2023–24, FY 2024–25 and FY 2025–26.                                                                            | It is respectfully submitted that the statutory audit for FY 2025–26 is presently in progress for many firms. Further, as per the provisions of the Income-tax Act, 1961, the due date for furnishing the Tax Audit Report and completion of the statutory audit for FY 2025–26 falls in September 2026, whereas the EOI submission date precedes the statutory due date. Consequently, audited financial statements for FY 2025–26 may not be available with many eligible applicants. It is therefore requested that the financial capacity requirement be revised to consider the last three completed and audited financial years, namely FY 2022–23, FY 2023–24 and FY 2024–25.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                | Audited financial statements for the last three completed and audited financial years, i.e., FY 2022–23, FY 2023–24 and FY 2024–25, may be considered.  |
| 17      | 18 & 38  | Clause 5.3 – Financial Capacity & Annexure VI | The Applicant shall have an Average Annual Turnover of ₹20 Crores (Category A), ₹15 Crores (Category B) and ₹2 Crores (Category C) during the last three financial years.                                                                           | It is respectfully submitted that the prescribed average annual turnover appears to be disproportionately high for architectural and multidisciplinary consultancy firms. Unlike EPC contractors, consultancy firms are professional service providers and do not execute construction works or handle project execution costs. Their turnover primarily comprises professional consultancy fees, which constitute only a small percentage of the overall project cost. Consequently, the existing turnover criteria may unintentionally restrict participation by technically competent and experienced consultancy firms, thereby limiting healthy competition. It is therefore requested that the minimum average annual turnover requirement be revised to ₹2.50 Crores for Category A, ₹2.00 Crores for Category B, and ₹1.50 Crores for Category C. Alternatively, the eligibility criteria may be linked to the overall project cost rather than prescribing fixed turnover thresholds, thereby enabling competent consultancy firms with experience in projects of similar magnitude to participate. This revision would encourage wider participation, promote fair competition, and enable KTIL to empanel a larger pool of qualified consultancy firms without compromising technical competence or the quality of consultancy services. | The turnover criteria have been fixed considering the scale, complexity and portfolio requirements of envisaged assignments and shall remain unchanged. |
| 18      | 16       | Clause 5.2.1 (i) – Technical Capacity         | Category A (For projects with cost more than INR 50 Crore) The Applicant Shall have Minimum experience of 15 (Fifteen) years as Consultant out of which a minimum of 10 (Ten) years of experience should be as Consultant for Government/PSU works. | The minimum 10 years of experience as Consultant for Government/PSU works mentioned seems more. We request to amend this clause as below: Category A (For projects with cost more than INR 50 Crore) The Applicant(s) Shall have Minimum experience of 15 (Fifteen) years as Consultant out of which a minimum of 7 (Seven) years of experience should be as Consultant for Government/PSU works.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   | The experience requirement for Category A shall remain as stipulated in the EOI.                                                                        |

| Sl. No. | Page No. | Clause No.                            | Clause                                                                                                                                                                                                                                                                                                              | Query                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                              | Response                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                           |
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| 19      | 17       | Clause 5.2.2 (i) – Technical Capacity | Category B (For projects with cost between INR 5 Crore to INR 50 Crore): The Applicant(s) Shall have Minimum experience of 10 (Ten) years as Consultant out of which a minimum of 7 (Seven) years of experience should be as Consultant for Government/PSU works.                                                   | The minimum 7 years of experience as Consultant for Government/PSU works mentioned seems more. We request to amend this clause as below:<br>Category B (For projects with cost between INR 5 Crore to INR 50 Crore) The Applicant(s) Shall have Minimum experience of 10 (Ten) years as Consultant out of which a minimum of 5 (Five) years of experience should be as Consultant for Government/PSU works.                                                                                                                        | The experience requirement for Category B shall remain as stipulated in the EOI.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                   |
| 20      | 15       | 5.1(4)                                | The Applicant or one partner of Firm shall have at least 01 (one) of the Partners registered under Council of Architecture (CoA).                                                                                                                                                                                   | In the case of a Private Limited Company where none of the Directors hold a CoA registration, will the requirement of Clause 5.1(4) be satisfied if the Company's Principal Architect/ Urban Designer — a full-time employee, and not a Director — holds a valid and current CoA registration?                                                                                                                                                                                                                                     | In case of a Company, the requirement may be satisfied through a full-time Principal Architect/Lead Professional holding a valid CoA registration, subject to submission of supporting documents.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 21      | 19       | 5.4.2                                 | Startups are eligible to apply for empanelment only under Category C, as specified in Section-4 of this IEOL.                                                                                                                                                                                                       | May a DPIIT-recognised Startup that independently meets the full (non-relaxed) Category A or Category B criteria apply under those categories, or are Startup applicants confined to Category C in all cases?                                                                                                                                                                                                                                                                                                                      | As per Clause 5.4.2, Startups are eligible for empanelment only under Category C.                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  |
| 22      | 22       | 6.2 & 6.3                             | “Only those Applicants who scores a minimum of 50 (Fifty) marks shall be declared qualified...” (6.2) and “Startups availing relaxation under Eligibility Criteria shall be evaluated based on technical capability, design approach, and key personnel credentials in lieu of past experience and turnover.” (6.3) | Kindly provide the detailed evaluation and marks matrix applicable to DPIIT-recognised Startups applying under Category C. Please specify how the 80 marks presently allocated under Clauses 6.1(2a), 6.1(2b) and 6.1(2c) will be substituted among technical capability, design approach, innovation, key personnel credentials, portfolio and execution capability. Please also confirm whether the total remains 100 marks, and whether the minimum qualifying score of 50 marks under Clause 6.2 applies without modification. | For DPIIT-recognised Startups applying under Category C and availing the relaxations provided under Clause 5.4, the evaluation shall primarily be based on the parameters contained under Sl. No. 1 – “Organisation & Experience” of the evaluation methodology specified in Clause 6.1.<br><br>In line with Clauses 5.4.3, 5.4.4 and 6.3, Startups shall be assessed based on their technical capability, design approach, innovation, team strength and execution capability in lieu of mandatory prior experience and turnover requirements.<br><br>Startups satisfying the eligibility requirements prescribed under Clause 5.4 shall be considered to have qualified under the above evaluation parameters and those securing a minimum of 20 marks under Sl. No. 1 (“Organisation & Experience”) shall be eligible for empanelment under Category C.<br><br>However, Startups are also permitted to submit details of completed projects supported with necessary documentary evidence as mandated by the Clause 8.4 of the EOI. Such submissions may be considered under Sl. No. 2 – “Experience” of the evaluation methodology, wherever applicable, for the purpose of awarding additional marks.<br><br>Accordingly, while the overall evaluation framework shall continue to remain out of 100 marks, the minimum qualifying threshold for Startups availing relaxation under Clause 5.4 shall be 20 marks under Sl. No. 1 (“Organisation & Experience”), with the opportunity to secure additional marks through project credentials submitted under Sl. No. 2. credentials submitted under Sl. No. 2. |