

**ANNEXURE (CORRIGENDUM - IV)**

S No	Page No	Clause No	Document	Original Clause	Amended Clause
1	18 of 72	Clause 2.1.18(B)	Volume 1: RFP	<p><b>Revenue on Eligible Projects</b></p> <p>The Bidder shall have received revenues (both lease rentals and the sale proceeds shall be considered) on Eligible Projects on any single project of at least 40% (forty per cent) of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project of at least 40% (forty per cent) of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p>	<p><b>Revenue on Eligible Projects</b></p> <p>The Bidder shall have received revenues (either lease rentals and the sale proceeds put together or the construction payments in case works taken up under EPC mode) on Eligible Projects on any single project of at least 40% (forty per cent) of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project of at least 40% (forty per cent) of the Project Cost in the last 10 years. Accordingly, in the tie-up certificate/MoU the IPC shall have to clearly mention that "the IPC had gone through the RFP for development of IT Tower at Malakpet and understood the contents therein and that it fulfils the above condition in a single Eligible Project. Such tie-up certificate/MoU shall be accompanied by a Power of Attorney in favour of the person who is signing such tie-up certificate/MoU. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p> <p>A Format for the tie-up certificate is enclosed for reference. The Bidders shall have to provide the certificate in the same format as enclosed only.</p>
2	19 of 72	Clause 2.1.19(C)	Volume 1: RFP	<p>Certificate(s) from its statutory auditors specifying the Revenues from the Eligible Projects of the Bidder as at the close of the preceding financial year. For the purposes of this RFP document, Revenues shall mean the total revenues both lease rentals and the sale proceeds received on any one Eligible Project from any one Consortium Member.</p> <p>In case of a Consortium, the combined Technical Capacity and Financial Capacity (Revenues from Eligible Projects, from any one Member only) of those Members, who have and shall continue to have an equity share of at least 26% each in the SPC, should satisfy the above conditions of eligibility; provided that each such Member shall, commencing from Agreement Date and up till 3 (three) calendar years from the date of signing of the Joint Development Agreement or project completion date, whichever is later, hold equity share capital not less than: (i) 26% (twenty six percent) of the subscribed and paid up equity of the SPC; and (ii) 5% (five percent) of the Total Project Cost specified in the Joint Development Agreement.</p>	<p>Certificate(s) from its statutory auditors specifying the Revenues from the Eligible Projects of the Bidder as at the close of the preceding financial year. For the purposes of this RFP document, Revenues shall mean the total revenues both lease rentals and the sale proceeds received or the construction payments received in case works taken up were under EPC mode on any one Eligible Project from any one Consortium Member.</p> <p>In case of a Consortium, the combined Technical Capacity and Financial Capacity (Revenues from Eligible Projects, from any one Member only) of those Members, who have and shall continue to have an equity share of at least 26% each in the SPC, should satisfy the above conditions of eligibility; provided that each such Member shall, commencing from Agreement Date and up till 3 (three) calendar years from the date of signing of the Joint Development Agreement or project completion date, whichever is later, hold equity share capital not less than: (i) 26% (twenty six percent) of the subscribed and paid up equity of the SPC; and (ii) 5% (five percent) of the Total Project Cost specified in the Joint Development Agreement.</p>

3	48 of 72	Appendix I Annexure III Financial Capacity of the Bidder	Volume 1: RFP	<p><b>4.</b> The Bidder shall have received revenues (both lease rentals and the sale proceeds shall be considered) on Eligible Projects on any single project of at least 50% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as INR 701 Crores (Indian Rupees Seven Hundred One Crore Nineteen Lakh only) including interest during construction but excluding land cost.</p> <p>In case of Consortium, the Revenues of any one of the consortium members (maximum 3 members) should be INR 350.50 Crore (Indian Rupees Three Hundred Fifty Crore and Fifty Lakhs only) in the last 10 years on any one Eligible Project at the close of the preceding financial year for which audited financial statements are available i.e., 31 March 2022. In the case of a Consortium, a copy of the Joint Bidding Agreement shall be submitted in accordance with Clause 2.1.21(g) of the RFP document.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project of at least 50% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p>	<p><b>4.</b> The Bidder shall have received revenues (either lease rentals and the sale proceeds put together or construction payments received in case the works taken up under EPC mode on Eligible Projects on any single project of at least 40% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as INR 701 Crores (Indian Rupees Seven Hundred One Crore Nineteen Lakh only) including interest during construction but excluding land cost.</p> <p>In case of Consortium, the Revenues of any one of the consortium members (maximum 3 members) should be INR 280.40 Crore (Indian Rupees Two Hundred Eighty Crore and Forty Lakhs only) in the last 10 years on any one Eligible Project at the close of the preceding financial year for which audited financial statements are available i.e., 31 March 2022. In the case of a Consortium, a copy of the Joint Bidding Agreement shall be submitted in accordance with Clause 2.1.21(g) of the RFP document.</p> <p>For the Bidders who do not have prior experience in marketing shall have to submit a tie-up certificate/MoU with one of the International Property Consultants (the "IPC") for marketing as detailed in Clause 2.1.18 (A). In such case, such IPC shall have prior experience of arranging sale/lease rental income on Eligible Projects on any single project in India of at least 40% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost.</p>																								
4	58 of 72	Appendix IV Format of Technical Proposal	Volume 1: RFP	<table border="1"> <thead> <tr> <th data-bbox="605 968 676 1108">S No.</th> <th data-bbox="676 968 1359 1108">Parameters</th> <th data-bbox="1359 968 1516 1108">Maximum Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="605 1108 676 1213">1</td> <td data-bbox="676 1108 1359 1213"><b>Technical Capacity</b> 10 marks for one Eligible Project subject to maximum of 30 marks</td> <td data-bbox="1359 1108 1516 1213">30</td> </tr> <tr> <td data-bbox="605 1213 676 1255">2</td> <td data-bbox="676 1213 1359 1255"><b>Financial Capacity</b></td> <td data-bbox="1359 1213 1516 1255">50</td> </tr> <tr> <td data-bbox="605 1255 676 1759"></td> <td data-bbox="676 1255 1359 1759"> <p><b>2.1. Qualification based on Turnover</b> Formula to be used for assessing qualification as per turnover criteria is <math>\geq 50\%</math> of the assessed Project Cost' during any three years of the last five years, for which audited financial statements are available; For the purpose of evaluation, ratio of turnover to Project Cost will be computed considering the Project Cost as INR 701 Crores including interest during construction but excluding land cost.</p> <p>Note: Bidder scoring the maximum ratio of turnover to Project Cost would be given the maximum marks of 20, and the rest of the bidders would be given relative marking.</p> </td> <td data-bbox="1359 1255 1516 1759">20</td> </tr> </tbody> </table>	S No.	Parameters	Maximum Marks	1	<b>Technical Capacity</b> 10 marks for one Eligible Project subject to maximum of 30 marks	30	2	<b>Financial Capacity</b>	50		<p><b>2.1. Qualification based on Turnover</b> Formula to be used for assessing qualification as per turnover criteria is <math>\geq 50\%</math> of the assessed Project Cost' during any three years of the last five years, for which audited financial statements are available; For the purpose of evaluation, ratio of turnover to Project Cost will be computed considering the Project Cost as INR 701 Crores including interest during construction but excluding land cost.</p> <p>Note: Bidder scoring the maximum ratio of turnover to Project Cost would be given the maximum marks of 20, and the rest of the bidders would be given relative marking.</p>	20	<table border="1"> <thead> <tr> <th data-bbox="1525 968 1596 1108">S No.</th> <th data-bbox="1596 968 2415 1108">Parameters</th> <th data-bbox="2415 968 2602 1108">Maximum Marks</th> </tr> </thead> <tbody> <tr> <td data-bbox="1525 1108 1596 1213">1</td> <td data-bbox="1596 1108 2415 1213"><b>Technical Capacity</b> 10 marks for one Eligible Project subject to maximum of 30 marks</td> <td data-bbox="2415 1108 2602 1213">30</td> </tr> <tr> <td data-bbox="1525 1213 1596 1255">2</td> <td data-bbox="1596 1213 2415 1255"><b>Financial Capacity</b></td> <td data-bbox="2415 1213 2602 1255">50</td> </tr> <tr> <td data-bbox="1525 1255 1596 1759"></td> <td data-bbox="1596 1255 2415 1759"> <p><b>2.1. Qualification based on Turnover</b> Formula to be used for assessing qualification as per turnover criteria is <math>\geq 50\%</math> of the assessed Project Cost' during any three years of the last five years, for which audited financial statements are available; For the purpose of evaluation, ratio of turnover to Project Cost will be computed considering the Project Cost as INR 701 Crores including interest during construction but excluding land cost.</p> <p>Note: Bidder scoring the maximum ratio of turnover to Project Cost would be given the maximum marks of 20, and the rest of the bidders would be given relative marking. In this regard, any turnover over and above the Project Cost shall be taken as equal to Project Cost only.</p> </td> <td data-bbox="2415 1255 2602 1759">20</td> </tr> </tbody> </table>	S No.	Parameters	Maximum Marks	1	<b>Technical Capacity</b> 10 marks for one Eligible Project subject to maximum of 30 marks	30	2	<b>Financial Capacity</b>	50		<p><b>2.1. Qualification based on Turnover</b> Formula to be used for assessing qualification as per turnover criteria is <math>\geq 50\%</math> of the assessed Project Cost' during any three years of the last five years, for which audited financial statements are available; For the purpose of evaluation, ratio of turnover to Project Cost will be computed considering the Project Cost as INR 701 Crores including interest during construction but excluding land cost.</p> <p>Note: Bidder scoring the maximum ratio of turnover to Project Cost would be given the maximum marks of 20, and the rest of the bidders would be given relative marking. In this regard, any turnover over and above the Project Cost shall be taken as equal to Project Cost only.</p>	20
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				<p><b>2.2. Net Worth</b> Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + accrued liabilities). Net Worth as per the latest completed financial year, preceding the Bid Due Date, for which audited financial statement is available, will be considered.</p> <p>In this regard, the net worth of the promoter shall also be considered subject to they giving an "Undertaking Letter" stating their willingness to infuse the required funds in the Project and their net worth be shown to the funding agencies for raising additional debt as may be required.</p> <p>Note: Bidder having highest net worth but not less than INR 200 Crores, would be given the maximum marks of 15, and the rest of the bidders would be given relative marking.</p>	15	<p><b>2.2. Net Worth</b> Net Worth shall mean (Subscribed and Paid-up Equity + Reserves) less (Revaluation reserves + miscellaneous expenditure not written off + accrued liabilities). Net Worth as per the latest completed financial year, preceding the Bid Due Date, for which audited financial statement is available, will be considered.</p> <p>In this regard, the net worth of the promoter shall also be considered subject to they giving an "Undertaking Letter" stating their willingness to infuse the required funds in the Project and their net worth be shown to the funding agencies for raising additional debt as may be required.</p> <p>Note: Bidder having highest net worth but not less than INR 200 Crores, would be given the maximum marks of 15 and the rest of the bidders would be given relative marking. In this regard, the minimum marks is capped at 7.5 for a Bidder having net worth of INR 200 Crores.</p>	15
			<p><b>2.3. Revenues on Eligible Projects</b> Formula to be used for assessing revenues based on Eligible Projects is the total revenues (both lease rentals and the sale proceeds) received on any single project of at least 40% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as INR 701 Crores including interest during construction but excluding land cost.</p> <p>Note: Bidder scoring the maximum percentage to Project Cost would be given the maximum marks of 15, and the rest of the bidders would be given relative marking.</p>	15	<p><b>2.3. Revenues on Eligible Projects</b> Formula to be used for assessing revenues based on Eligible Projects is the total revenues (both lease rentals and the sale proceeds) received or the construction payments received in case the works taken up under EPC mode on any single project of at least 40% of the Project Cost in the last 10 years. For the purpose of evaluation, the Project Cost will be computed considering the Project Cost as INR 701 Crores including interest during construction but excluding land cost.</p> <p>Note: Bidder scoring the maximum percentage to Project Cost (with percentage to Project Cost restricted to 100% only) would be given the maximum marks of 15, and the rest of the bidders would be given relative marking.</p>	15	
		3	<p>The Bidder shall showcase the methodology for implementation of the Project in the form of presentation including architectural drawings (2 options), plans proposed, schedule of completion, previous project/s completed as per bid submission along with timelines, technical and financial capability and any other relevant information required for the Project.</p>	20	3	<p>The Bidder shall showcase the methodology for implementation of the Project in the form of presentation including architectural drawings (2 options), plans proposed, schedule of completion, previous project/s completed as per bid submission along with timelines, technical and financial capability and any other relevant information required for the Project.</p>	20
			<b>Total</b>	<b>100</b>		<b>Total</b>	<b>100</b>

**INTERNATIONAL PROPERTY CONSULTANT (IPC)'S TIEUP CERTIFICATE**  
(in case the Bidder has a tie-up for marketing)

**The Vice Chairman & Managing Director,**

Telangana State Industrial Infrastructure Corporation Ltd., (TSIIC),  
6<sup>th</sup> Floor, Parishrama Bhavanam,  
Fateh Maidan Road, Basheerbagh,  
Hyderabad - 500 004.

Dear Sir,

Ref: Your RFP document No \_\_\_\_\_ dated \_\_\_\_\_

We, \_\_\_\_\_, are proven and reputable International Property Consultants (IPC) having our Head Office at ----- and having one of our branch offices at \_\_\_\_\_ in India hereby consent to market the proposed IT/ITES built-up space as per the provisions of the above referred RFP, in case the Project being developed by the Bidder viz., - ----- (name and address of the Bidder). We furnish this Tie-Up Certificate to enable the Bidder (name and address of the Bidder) to submit the Bid, and enter into a Joint Development Agreement with you in case the Bidder is the Selected Bidder for the development of IT Tower at Malakpet, Hyderabad on joint development basis. In this regard, we have perused the said RFP for development of IT Tower at Malakpet, Hyderabad and understood the contents therein.

We confirm that we have prior experience of arranging sale/lease rental income on Eligible Projects on any single project in India of at least 40% of the Project Cost in the last 10 years as detailed in the said RFP. For the purpose of evaluation, the Project Cost shall be computed considering the Project Cost as Rs. 701 Crores including interest during construction but excluding land cost. Prior to signing of the Marketing Agreement with the Bidder we shall provide an Auditor Certificate for our prior experience of arranging sale/lease rental income on Eligible Projects on any single project in India of at least 40% of the Project Cost in the last 10 years as detailed in the said RFP.

We also confirm that in case the Bidder is the Selected Bidder, the draft Marketing Agreement shall be submitted to you for your approval and there upon enter into the Agreement as approved by you before "Appointed Date" at Bidder's cost and submit a copy of the same to Authority on signing of the same.

We enclose along with this tie-up certificate, the Power of Attorney authorizing the signatory of this tie-up certificate to commit.

Yours faithfully,

[Signature with date, name and designation]

for and on behalf of Messrs \_\_\_\_\_

[Name & address of the IPC]

Note: This tie-up certificate should be on the letter head of the IPC firm and should be signed by a person competent and having the power of attorney to legally bind the IPC.