

Expression of Interest (EOI)

for

Empanelment of Transaction Advisors

For Municipal Land Monetization, Infrastructure PPP Projects, Services
PPP Projects, CITIS 2.0 Projects, and Other PPP Initiatives of Ujjain
Smart City Limited and Ujjain Municipal Corporation



Mela Office, Kothi Road, Ujjain -465010

September 2025

NIT No. USCL/394

Tender ID: 2025_UAD_450269_1

Place: Ujjain, Date: 09/09/2025

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1. Introduction

Ujjain Smart City Limited (USCL), on behalf of Ujjain Municipal Corporation (UMC), is undertaking a series of projects under various categories including:

- **Municipal Land Monetization Projects**
- **Infrastructure PPP/HAM Projects**
- **Services PPP Projects**
- **PPP Projects under CITIIS 2.0 with VGF support**
- **Other PPP categories as may be identified by UMC/USCL**

To ensure effective structuring, financial viability, bidding process management, and long-term sustainability, USCL intends to empanel reputed Transaction Advisors (TAs) with relevant expertise.

2. Objective of the EOI

The objective of this EOI is to invite applications from eligible and experienced Transaction Advisors for empanelment, who can provide transaction advisory services for structuring, developing, and executing PPP and land monetization projects in Ujjain.

3. Scope of Work (Indicative)

The empaneled Transaction Advisors may be engaged for specific assignments, which could include but not be limited to:

pPre-feasibility and Feasibility Studies (technical, financial, legal, demand assessment).

3.1 Financial Modeling & Viability Assessment – including VGF structuring where applicable.

3.2 Project Structuring & Bid Process Management – including preparation of project documents (RFQ, RFP, concession agreement, etc.).

3.3 Transaction Advisory for Land Monetization – including valuation, packaging of assets, and bid design.

3.4 Advisory for Hybrid Annuity Model (HAM) Projects – structuring of HAM projects in urban infrastructure sectors (roads, water supply, sewage, treatment plants, etc.), including risk allocation, cash flow modeling, and concession framework

3.5 PPP Project Structuring for Services – e.g., solid waste management, parking, ICT, water & sanitation services.

3.6 Advisory under CITIIS 2.0 framework – including leveraging VGF and other funding support.

3.7 Support during Bidding Process – pre-bid meetings, evaluation of bids, negotiations, and award support.

3.8 Contract Management Support – as may be required by USCL/UMC.

4. Eligibility Criteria

Applicants must fulfill the following minimum criteria:

4.1 Experience:

- At least 3 completed PPP/land monetization/Infrastructure projects in India in the last 7 years. Preference for projects in municipal/urban infrastructure sector.
- Experience with Urban Infrastructure / Smart City / Municipal projects preferred.
- Experience with External (Multilateral/Bilateral) funding agency/funded projects shall be preferred.

4.2 Financial Strength:

- Minimum average annual turnover of **INR 10 Crores** in the last 5 financial years.
- Positive net worth as per latest audited financials.

4.3 Team Composition:

- Availability of in-house experts in financial, technical, and legal advisory.
- Dedicated team for PPP and land monetization projects.

4.4 Legal Standing:

- Must be a registered legal entity in India.
- Should not have been blacklisted by any Government agency.

5. Submission Requirements

Interested applicants are required to submit the following:

- **Cover Letter** with expression of interest.
- **Company Profile** including ownership, organization structure, and contact details.
- **Relevant Experience** (project details, client, value, role of the firm, completion status).
- **Financial Capability** (audited financial statements for last 5 years).
- **Team Credentials** (CVs of Team Leader and Other key professionals).
- **Undertaking** on non-blacklisting and absence of conflict of interest.

6. Evaluation & Scoring Matrix for Empanelment of Transaction Advisors

6.1 Eligibility Stage (Mandatory Requirements – No Scoring)

Applicants must meet **all** of the following to qualify for evaluation:

- Legal entity registered in India.
- Minimum 3 completed PPP/land monetization/urban infrastructure projects in last 7 years.
- Average annual turnover of **INR 10 Crores** in last 5 financial years.
- Positive net worth in the latest audited financial year.

- No blacklisting / litigation pending with Government.

(Only applicants meeting these will be taken up for scoring evaluation.)

6.2 Technical Evaluation (100 Marks)

The empanelment will be based on technical merit. The scoring breakup is:

Criteria	Sub-Criteria	Max Marks
A. Relevant Experience (40 marks)	- Minimum 3 Completed PPP / HAM / Land Monetization / Urban Infra Advisory projects (quality & scale) for ULBs, Development Authorities, or Smart Cities	40
B. Financial Capability (15 marks)	- Average annual turnover in last 5 years (higher turnover → higher score).	15
C. Team Strength & Expertise (30 marks)	<ul style="list-style-type: none"> - Availability of in-house experts: Team Leader (Mandatory Key Expert) Financial Analyst, PPP Specialist, Legal Expert, Urban Infrastructure Expert. - Team Leader with Postgraduate in Management / Finance / Economics / Urban Planning / Infrastructure / Engineering or Chartered Accountant/ CFA (≥15 years total professional experience. ≥10 years in PPP / Transaction Advisory / Infra Financing. Should have led at least 3 PPP/Infra projects (preferably municipal/urban, HAM, or land monetization projects). - Other Key Professionals with relevant experience (≥10 years in PPP/Infra advisory). 	30
D. Approach & Methodology (15 marks)	<ul style="list-style-type: none"> - Quality of proposed methodology for transaction advisory - Understanding of PPP, HAM, VGF, land monetization. 	15
Total		100

6.3 Technical Score Grading

- ≥ 70 marks → Eligible for empanelment.
- < 70 marks → Not considered.

7. Empanelment Process

- Shortlisting will be done based on eligibility criteria and evaluation of credentials.
- Empaneled applicants may be invited to participate in limited RFPs for project-specific assignments.
- USCL/UMC reserves the right to empanel more than one Transaction Advisor.

8. Important Dates

- **Date of Issue of EOI: 09 August 2025**
- **Last Date for Submission of Queries: 15 September 2025**
- **Last Date & Time for Submission of EOI: 24 September 2025**

- **Address for Submission:**

Executive Director,
Ujjain Smart City Limited
Mela Office, Kothi Road, Ujjain - 456010
Phone: 0734 – 2520319 Email: ujjainsmartcity@mpurban.gov.in

9. General Terms

- The empanelment shall be valid for a period of **3 years**, extendable at the discretion of USCL /UMC.
- Empanelment does not guarantee award of work; assignments will be awarded through competitive selection among empaneled advisors.
- USCL/UMC reserves the right to accept or reject any or all EOIs without assigning reasons.

10. Contact Information

For further details/clarifications:

- (i) Sh. Abhilash Mishra, Executive Director, Ujjain Smart City Limited & Commissioner, Ujjain Municipal Corporation (+91 734 2520319)
- (ii) Sh. Sandeep Shiva, Chief Executive Officer, Ujjain Smart City Limited (+91 9111911193)
- (iii) Sh. Sanjay Shakya, Team Leader, PDMC, Ujjain Smart City Limited (+91 8003772222)

Annexures – EOI Response Format

(To be submitted by Applicants for Empanelment as Transaction Advisors)

Annexure 1 – Cover Letter (On Applicant's Letterhead)

Date:

To,

**Executive Director,
Ujjain Smart City Limited,
Mela Office, Kothi Road, Ujjain**

Sub: Submission of Expression of Interest for Empanelment as Transaction Advisor

Ref: EOI Notification published under NIT No USCL/XXX Dated XX.08.2025

Dear Sir,

We hereby submit our Expression of Interest (EOI) for empanelment as Transaction Advisor with Ujjain Smart City Limited for

We confirm that all information furnished in this EOI is true and correct. We understand that Ujjain Smart City Limited reserves the right to accept or reject any application without assigning reasons.

Authorized Signatory

Name:

Designation:

Seal/Stamp:

Annexure 2 – Applicant's Organization Details

Particular	Details
Name of Applicant Firm	
Legal Status (Company/LLP/Partnership)	
Year of Incorporation	
Registered Office Address	
Contact Person (Name, Designation)	
Email & Phone	
PAN / GSTIN	
CIN / Registration Number	

Annexure 3 – Financial Capability

Financial Year	Turnover (INR)	Net Worth (INR)	Profit After Tax (INR)
2024-25			
2023-24			
2022-23			
2021-22			
2020-21			

(Attach audited financial statements for last 5 years.)

Annexure 4 – Relevant Project Experience

(Provide details of at least 3 completed PPP/Land Monetization/Infra Advisory projects)

Project Name & Location	Client	Project Type (PPP/ Land/ Infra/ Services)	Project Cost (INR)	Role of Applicant (Financial, Technical, Legal, TA)	Status (Completed/ Ongoing)

(Attach completion certificates / client references where available.)

Annexure 5 – Team Details

Name	Designation	Qualification	Years of Experience	Project Type (PPP/ Land/ Infra/ Services)	Proposed Role

(Attach CVs of Team Leader and Other Key Professionals.)

Annexure 6 – Approach & Methodology

(Max 5 pages) – Applicant to provide:

- Understanding of PPP projects in municipal context.
- Strategy for land monetization and VGF structuring.
- Proposed approach to bid process management.

Annexure 7 – Declarations

1. We hereby declare that our firm is **not blacklisted** by any Government/PSU/ULB in India.
2. We confirm there is **no conflict of interest** in participating.
3. We agree to abide by the terms and conditions of empanelment.

Authorized Signatory
(Name, Designation, Seal)

Enclosures:

- **Annexure 1–2** → Administrative details
- **Annexure 3–5** → Scored evaluation inputs
- **Annexure 6** → Qualitative methodology scoring
- **Annexure 7** → Compliance declaration