



**GOVERNMENT OF SINDH  
WORKS & SERVICES DEPARTMENT**

**FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR THE DEVELOPMENT  
OF DUAL CARRIAGEWAY PROJECTS FROM TANDO MUHAMMAD KHAN TO SUJAWAL, AND  
HYDERABAD TO TANDO GHULAM ALI UNDER PUBLIC-PRIVATE PARTNERSHIP MODE**

**RESPONSE DOCUMENT NO. I**

**02<sup>nd</sup> August 2022**

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## Important Notice

The Responses to Prospective Bidders' Queries Document (the '**Response Document No. I**') is in furtherance to requests for queries/ clarifications received from the prospective Bidders in respect of the Bidding Process relating to a feasibility study and transaction advisory services for the development of dual carriageway projects from Tando Muhammad Khan to Sujawal, and Hyderabad to Tando Ghulam Ali under public-private partnership modes (the '**Assignment**'), being conducted pursuant to the Request for Proposal Document (the '**RFP Document**') dated 14<sup>th</sup> July 2022.

*Unless expressly specified otherwise, all **capitalized terms** used herein shall bear the meaning ascribed thereto under either Sections II or VI – Instructions to Consultants and General Conditions of Contract of this RFP document.*

This Response Document No. I is being circulated by Works & Services Department (the '**Procuring Agency**'), subsequent to its consultant selection committee's approval, in pursuance of the Instructions to Consultant (ITC) Clause-10.1 of the RFP Document. Neither any of these entities nor their employees, personnel, or agents, make any representation (expressed or implied) or warranties as to the accuracy or completeness of the information contained herein or in any other document made available to a Person in connection with the Bidding Process for the Assignment and the same shall have no liability for this RFP Document or for any other written or oral communication transmitted to the recipient in the course of the recipient's evaluation of the Proposals or Bids. Neither any of these entities nor their employees, personnel, agents, consultants, advisors and contractors etc. will be liable to reimburse or compensate the recipient for any costs, fees, damages or expenses incurred by the recipient in evaluating or acting upon the RFP Document or otherwise in connection with the Assignment as contemplated herein.

The Proposals or Bids submitted in response to the RFP Document by any of the Bidders shall be upon the full understanding and agreement of any and all terms of the RFP Document, the Addendum to the RFP Document, and the Response Document (the '**RFP Documents**') and such submission shall be deemed as an acceptance to all the terms and conditions stated in the RFP Documents. Any Bid submitted by a Bidder in response to the RFP Documents shall be construed based on the understanding that the Bidder has done a complete and careful examination of the RFP Documents, and has independently verified all the information received (whether written and verbal) from the Procuring Agency (including from its employees, personnel, agents, Consultants, advisors, and contractors, etc.).

This Response Document is not an agreement; its sole purpose is to provide interested Bidders with information that may be useful to them in preparing their Bids or Proposals. The Procuring Agency reserves its right, in its full discretion, to modify the RFP Documents and/ or the Assignment at any time to the fullest extent permitted by law, and shall not be liable to reimburse or compensate the recipient for any costs, taxes, expenses or damages incurred by the recipient in such an event.

## Response Document No. I

SR.	RFP REFERENCE	QUERY/ COMMENT	RESPONSE/ CLARIFICATION
<b>SECTION II – INSTRUCTIONS TO CONSULTANTS (ITC)/ BID DATA SHEET (BDS)</b>			
1.	ITC BDS Clauses 18.1, 13.1, 6.1 & 2.2 – Eligibility Criteria (Financial Turnover)	<p>Bidder must have an average annual financial turnover of at least PKR 100 million during the last three years, as verifiable from the financial statements issued by a Certified Chartered Accountant in Pakistan or as applicable. However, in the case of a Consortium, the Lead Member <b>alone</b> must have an average annual financial turnover of at least PKR 75 million, and each other member <b>individually</b> must have an average annual financial turnover of at least PKR 20 million during the last three years;</p> <p>If the Bidder is unable to submit the audited statement for the last financial year due to its review and approval from the Company's Board of Directors, then a draft financial statement along with supporting documents be acceptable. Please confirm.</p>	<p>Bidders are required to submit audited financial statements for the last three (3) years (2018-19 and/ or 2019-20 and 2020-21 and/ or 2021-22) following the RFP documents' requirements. However, if a Bidder cannot submit an audited statement for the last financial year, i.e., 2020-21 or 2021-22, due to the pendency of internal management's approval or any other legal requirement, then the Bidder, in such a case, shall submit the draft audited financial statement duly verified by a certified chartered accountant along with valid reasons/ justification for submitting the draft while submitting the Bid to the Procuring Agency.</p>
2.	ITC BDS Clause 19.4 – Proposals Scoring Weightage	<p>Proposals scoring weightage: Technical 70% and Financial 30%</p> <p>We understand that the current technical and financial ratios do not commensurate the required level of technical expertise for undertaking the project. We therefore, suggest that ratios can be</p>	<p>The method adopted for evaluating the Proposals to award the Assignment's contract falls within the appropriate grounds spelled out under Rule-72(3) of SPP Rules, 2010. It has been ensured that the relative weightage assigned to the Proposals (Technical 70 and Financial 30), considering the Assignment's nature, substantially balances the quality and cost and</p>

		changed from 70:30 to 80:20 keeping in view technical requirements of the ToRs.	ensures adherence to the public procurement principles, i.e., transparency, fairness, value for money, economy, integrity, fit for purpose, efficiency, etc. as spelled-out under Rule-4 of the SPP Rules. Therefore, the scoring weightage already assigned shall remain the same/ unchanged.
3.	ITC BDS Clause 18.1 – Technical Evaluation Criteria (Relevant Experience – 1.2.1)	<p>Bidder's (in case of a Consortium, technical member) <u>experience in undertaking a detailed engineering design and technical due diligence</u> for construction of roads or expressways or highways or motorways or expressways projects (including bridges in each case), with each project's minimum total cost of PKR 2,000 million or assignment's minimum total contract value of PKR 20 million, completed during the last fifteen (15) years <b>[5 points for each project]</b></p> <p>Please amend the underlined text as either "experience in undertaking detailed engineering design with construction supervision" or "design vetting (technical due diligence) with construction supervision".</p> <p>We understand that technical due diligence refers to design vetting, and that detailed designing cannot be taken place at the same time for particular project. They are individually taken as a project.</p>	<p>Please refer to the Addendum Document No. I dated 02<sup>nd</sup> August 2022</p> <p>Please note that the inclusion of a bridge to every project claimed by a Bidder under this section or criterion of the RFP Document is mandatory to attain the allocated points.</p>

		Furthermore, the second part of the criteria, says “(including bridges in each case)”. Please clarify, whether inclusion of a bridge to every project under this section is mandatory?	
4.	ITC BDS Clause 18.1 – Technical Evaluation Criteria (Relevant Experience – 1.2.4)	<p>Bidder’s (in case of a Consortium, legal member) experience in preparing bidding package (including RFQ/ RFP and draft concession agreement, etc.) for infrastructure development projects under the PPP modality, completed during the last fifteen (15) years <b>[3 points for each project]</b></p> <p>The total summation of relevant experience is not correct which may please be corrected and revised accordingly.</p>	Please refer to the Addendum Document No. I dated 02 <sup>nd</sup> August 2022

 **END OF THE RESPONSE DOCUMENT NO.I** 