

Reponses to the queries / questions raised and suggestions offered by the prospective Bidders after the pre-bid meeting held on 16 November 2021 pursuant to the Request for Proposal dated 01 November 2021 for the Establishment Of Primary And Secondary Solid Waste Collection System For Sukkur (Sukkur Municipal Corporation Jurisdiction), including Rohri (Municipal Committee Jurisdiction) Sindh, Pakistan

All capitalized terms used herein unless defined otherwise will have the meaning given to them in the RFP.

Query no.	RFP clause	Query/ comments of prospective Bidders	Responses by the Employer
1		For calculation of present value (PV) of O&M Fee for the entire tenor of the agreement, 10% is discounting factor? [refer to Bid Price definition page 7] ITB 9	Yes. For the purpose of calculating the Bid Price, a discount factor of 10% is being used. For ease of calculating the Bid Price, the Bidders have been provided with Annexure L (excel format), which requires Bidders to provide unindexed O&M Fee for every year, for each service/ waste head, and the completed Annexure L should be submitted as part of the Financial Proposal.
2	9.4	Keeping in view present market practices sub-contracting of labor is almost 100%D, it is desirable to allow @ least 60% labor sub-contracting of the O&M cost for a particular year	Not agreed.
3	Indexation of O&M Fee:[page 76]	Keeping in view volatile market conditions, it is desirable to update indexation factors at the least on quarterly and at the best on monthly basis.	Not agreed.
4		As per the RFP Document, a bid may be submitted by a single entity or as a consortium/joint venture formed by maximum three entities however Lead Bidder of the consortium member is required to score atleast 60% of the combined score for Technical and Financial Evaluation and Qualification (ref. point 2.5). The theme of the consortium is always aimed at joint evaluation of statistics of consortium members and must be considered jointly. The above-mentioned reference point is itself contradicting the terms of Consortium in RFP Document (ref, page no. 69 after the Annexure B Technical and Financial Evaluation and Qualification Criteria) which says that the	No change required.

		consortium must collectively meet not less than 70% of all qualifying criteria.																			
5	Annexure B	With reference to Annexure B In RFP Document, Technical and Financial Evaluation and Qualification Criteria says that the experience with respect to quantum of waste collection should be 600 tons per day [point no. 2.2 and 2.3) whereas point no. 2.4 contradicts the above mentioned marking criteria as the experience with respect to quantum of from end waste collection and transportation at landfill site should be 650 tons per day.	<p>Technical and Financial Evaluation and Qualification Criteria point number 2.2 and 2.4 have been changed as follows:</p> <table border="1"> <thead> <tr> <th>2</th> <th>Experience</th> <th>Criteria</th> <th>Grading</th> <th>Max points</th> <th>Evidence</th> </tr> </thead> <tbody> <tr> <td>2.2</td> <td>Number of similar assignments completed/in-progress by the Bidder in the last 10 years in cities/ districts/ provinces/ any other locality with justifiable and provable demarcation and population, with population of > 01 million or waste quantum of > 500 tons per day. For in-progress assignments, the term completed, out of the overall term/ duration of the assignment, should be at least 1.5 years for evaluation and scoring purposes.</td> <td>For every city</td> <td>2</td> <td>10</td> <td> <ul style="list-style-type: none"> ▶ Letter of award ▶ Reference letter from procurement agency ▶ Waste quantum for each contract </td> </tr> <tr> <td>2.4</td> <td>Average waste collected from front end collection and transported at land fill sites in last five years i.e. complete waste supply chain management excluding management of land fill sites along with MRF operations</td> <td>For each additional ton (more than 400), 0.0167 mark would be awarded ≤ 400 tons</td> <td>10 0</td> <td>10</td> <td> <ul style="list-style-type: none"> ▶ Letter of award ▶ Reference letter from procurement agency ▶ Contract </td> </tr> </tbody> </table> <p>For other changes, please refer to the Addendum issued w.r.t this RFP.</p>	2	Experience	Criteria	Grading	Max points	Evidence	2.2	Number of similar assignments completed/in-progress by the Bidder in the last 10 years in cities/ districts/ provinces/ any other locality with justifiable and provable demarcation and population, with population of > 01 million or waste quantum of > 500 tons per day. For in-progress assignments, the term completed, out of the overall term/ duration of the assignment, should be at least 1.5 years for evaluation and scoring purposes.	For every city	2	10	<ul style="list-style-type: none"> ▶ Letter of award ▶ Reference letter from procurement agency ▶ Waste quantum for each contract 	2.4	Average waste collected from front end collection and transported at land fill sites in last five years i.e. complete waste supply chain management excluding management of land fill sites along with MRF operations	For each additional ton (more than 400), 0.0167 mark would be awarded ≤ 400 tons	10 0	10	<ul style="list-style-type: none"> ▶ Letter of award ▶ Reference letter from procurement agency ▶ Contract
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6	ITB 49	The Performance security should be 5% Instead of 10% keeping in view of the huge initial and monthly investment (ref. ITB 49. Bidding Data sheet point no. 19).	Not agreed.																		

7		Equipment Capability Referring to the criteria for the equipment capability (Annexure-B Technical and Financial Evaluation and Qualification Criteria] that the bidders with fleet less than 150 for solid waste management will be awarded 0 marks.	<p>Technical and Financial Evaluation and Qualification Criteria point number 1.3 has been changed as follows:</p> <table border="1" data-bbox="1150 277 1913 654"> <thead> <tr> <th>1</th> <th>Experience</th> <th>Criteria</th> <th>Grading</th> <th>Max points</th> <th>Evidence</th> </tr> </thead> <tbody> <tr> <td>1.3</td> <td rowspan="2">Equipment capabilities Should own or have managed Compactors, Arm Roll Trucks, Loaders, Excavators, Mini-tippers and Flatbed trucks for at least 5 years, as part of municipal solid waste management operations</td> <td>For each additional equipment (more than 100), 0.1 mark would be awarded.</td> <td>15</td> <td rowspan="2">15</td> <td rowspan="2"> <ul style="list-style-type: none"> ▶ Copy of vehicle registration certificate for each vehicle. ▶ In other cases; agreement of hire purchase with the owner "OR" some satisfactory & verifiable proof of ownership / management. </td> </tr> <tr> <td></td> <td><= 100</td> <td>0</td> </tr> </tbody> </table>	1	Experience	Criteria	Grading	Max points	Evidence	1.3	Equipment capabilities Should own or have managed Compactors, Arm Roll Trucks, Loaders, Excavators, Mini-tippers and Flatbed trucks for at least 5 years, as part of municipal solid waste management operations	For each additional equipment (more than 100), 0.1 mark would be awarded.	15	15	<ul style="list-style-type: none"> ▶ Copy of vehicle registration certificate for each vehicle. ▶ In other cases; agreement of hire purchase with the owner "OR" some satisfactory & verifiable proof of ownership / management. 		<= 100	0
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8	Annexure H	Reference to Annexure-H regarding Milestones, timelines, KPIs and Penalties/Liquidated/Damages the criteria for imposition of penalties are extraordinarily excessive and should be re-considered. The penalties should start if performance is below 80% rather 100%.	Not agreed.															
9		With reference to the clause regarding Utilization/Transfer of Existing Municipal Workforce, the transfer of permanent HR from the hiring authority (Sukkur Municipal Corporation Jurisdiction and Rohri Municipal Committee Jurisdiction, SSWMB, Government of Sindh, Pakistan) to the Contractor Should be pledged to be provided to the contractor and all costs of this HR along with penal authority should be kept with the hiring authority and the contractor should charge the supervisory cost only.	<p>Not agreed.</p> <p>The Bidders may take all available staff as provided in Annexure I as the Company's staff for performing the Company's Obligations. However, for the purpose of bidding and computing the O&M Fee, the Bidders are required to assume staff cost if no staff were taken on by the Company from the Employer. Such staff cost shall be populated by the Bidder in Annexure L i.e. the O&M Fee for each waste head will be based on staff cost as if all staff were taken on by the Company, at it own, from the market at market rates.</p> <p>During the period of the Agreement, if the Company takes on any staff from the Employer for performing the Company's Obligations, the O&M Fee of the Company shall be adjusted based on the number and position of staff taken on by the Company from the Employer. In any case, the O&M Fee will not exceed the rate quoted in Annexure L.</p> <p>For staff/ workforce taken on by the Company from the Employer, the Company shall pay detailment allowance for the duration of the Agreement.</p> <p>The Company will pay 50% detailment allowance (this maybe changed upon signing of the Agreement) on their running basic pay directly to the workforce subject to satisfactory performance of their duty. This allowance shall not be</p>															

			<p>payable during leave beyond 15 days but shall be payable during casual leave, medical leave or gazette holiday.</p> <p>The detailment allowance must be paid to each individual through his or her bank account only and not through open cheque, cross cheque or in the form of cash amount. The details of such allowance so paid must be provided to the Employer mentioning the name, father's/husband's name, employee number, amount of allowance and his/her performance at the work.</p> <p>The detailment allowance shall be calculated on the basis of Running Basic Salary of the individual worker provided to the Company.</p> <p>Casual Leave as admissible under the Sindh Local Council Leave Rules will be granted to the individuals on the request in writing by any individual workforce. Details of the same shall be provided to the Employer in writing.</p>
10	<p>14.1 of ITB 14 bid Validity "Prior to 10 days of expiry of bid validity period, the bidder shall submit another bid security (pre-performance) equivalent to 1% of bid-price"</p>	<p>If the financial proposal is not opened till completion of validity period, the new bid security (pre-performance security) of the same amount could result in the leaking the rates quoted in the financial proposal.</p> <p>In case department could not be able to complete the procurement process in bud validity period, the already bid security which is valid for 120 days could be extended as per the banking procedures.</p>	<p>If the Employer is not able to open the Financial Proposal within the original Bid Validity Period and the Bid Security expires, and the Bid Validity Period is extended by the Employer in accordance with the law, the Bidder can extend the validity of its Bid Security for the purpose of the extended Bid Validity Period by following the normal banking procedures. The Employer will endeavour to open the Financial Proposal within the extended Bid Validity Period.</p>
11	<p>ITB 15.1 four (4) hard copies of technical proposal and two (2) hard copies of Financial Proposal, printable softcopies (PDF), editable Annexure I.</p>	<p>Kindly remove the editable soft copies.</p>	<p>Not agreed. Softcopies in PDF format and in excel for Annexure L are required.</p>
12	<p>ITB 3.2 sub clause VI Applicable stamp duty to be paid on the Agreement calculated @ 35 paisas for every hundred rupees or part thereof of the Bid Price</p>	<p>Will the applicable stamp duty @35 paisas for every hundred rupee of bid price will be calculated on monthly or yearly bid amount.</p> <p>It is requested to reduce this amount to minimum if possible.</p>	<p>Stamp duty will be calculated @ 35 paisas for every hundred rupees or part thereof of the Bid Price.</p>
13	<p>Annexure B. Technical & Financial Evaluation Criterial Point 1.3 "Equipment Capabilities"</p>	<p>The minimum requirement for the availability of machinery is 150 vehicles. However keeping in view the scope of work in Sukkur, the maximum number of machinery requirement will be 50. In this case it is requested that the criteria may be amended to 40 vehicles instead of 150 vehicles.</p>	<p>Please see response to query no. 7.</p>

<p>14</p>	<p>Annexure B. Technical & Financial Evaluation Criterial Point 2.2.</p> <p>Criteria states do number of similar alignments completed/in progress in last 10 years will be marked as 2 marks for every city with 1 million population' or quantum of 600 tons per day</p>	<p>It is requested to change "for every city" to "for every project" . as companies can have two or more project of more than 600 tons in a same city; e.g. The Lahore city has a population of more than 11 million and generated more than 6000 tons per day. The amount of waste generated in Sukkur is 410 _tons/day maximum. However, the department need experience of projects/assignments of 600 tons/day. This could restrict the companies to participate in the bidding process. As per national and international practices of qualification criteria 70%-80% of the similar experience is required. Therefore, it is requested to change the tonnage of similar project tonnage from 600 tons/day to 328 tons per day.</p> <p>Similarly, the population of Sukkur as mentioned in the RFP document is 679,240 while the similar experience requirement of 1 million population. This shall also reduce to 80% of current population of Sukkur.</p>	<p>Please see response to query no. 5.</p>												
<p>15</p>	<p>Annexure B. Technical & Financial Evaluation Criteria! Point 2.3 No of similar assignments with Capex in excess of USD 05 Million in last 10 years is required wide evidence letter of award. reference letter from procurement agency, contract.</p>	<p>No contract of award letter of reference letter states the capex of the project as it is the responsibility of contractor. The award letters states the scope of work and amount of rates quoted by the contractor. The evidence in this case could be audited statement of company which show the financial worth of bidders or number of vehicles/ assets owned by the company.</p>	<p>The Bidders are required to quote the CAPEX that was required to undertake services under an agreement. However, the CAPEX amount should be verifiable.</p>												
<p>16</p>	<p>Annexure B. Technical & Financial evaluation criterial point 2.5 Criteria states that the latest net worth of 5 million US \$ will be allocated maximum marks.</p>	<p>The required net worth seem extra ordinary high keeping in view the scope of project and current economic situation of Pakistan. It is requested to reduce the requirement net worth to 3 million US\$ to facilitate the local companies and increase the competition and to avoid extra advantage to international companies.</p>	<p>Technical and Financial Evaluation and Qualification Criteria point number 3.1 has been changed as follows:</p> <table border="1" data-bbox="1150 1130 1906 1349"> <thead> <tr> <th>3</th> <th>Financial Evaluation</th> <th>Criteria</th> <th>Grading</th> <th>Max points</th> <th>Evidence</th> </tr> </thead> <tbody> <tr> <td>3.1</td> <td>Latest net worth (USD million) excluding any surplus on revaluation</td> <td>For every 1 USD million, 3 marks will be awarded</td> <td>N/A</td> <td>15</td> <td>► Audited accounts of the bidders by reputed firms registered with local accountancy bodies</td> </tr> </tbody> </table>	3	Financial Evaluation	Criteria	Grading	Max points	Evidence	3.1	Latest net worth (USD million) excluding any surplus on revaluation	For every 1 USD million, 3 marks will be awarded	N/A	15	► Audited accounts of the bidders by reputed firms registered with local accountancy bodies
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17	Annexure G -Specific Tonnage & Kms	Tonnage mentioned in annexure G is basis of payment to the contractor. However, this tonnage is calculated on higher side per capita per day waste generation rate. In case this tonnage is not available after the initiation of project, what guarantee can department give to contractor. It is requested that waste amount guarantee be added in the responsibility of client and minimum tonnage guarantee be added in case stated amount of tonnage is not provided by the client.	Not agreed.
18	Annexure H milestone, timelines, KPI's and penalties/liquated damages	Provision of 60% new equipment and machinery in 45 days is difficult in current market scenario. This penalty shall be relaxed or utilization of used machinery already available with the company could be allowed until the delivery of new machinery. Penalty CAP shall be defined as no penalty cap will increase the risk of contractor which increases the risk of contractor which increases the cost of the project.	Not agreed.
19	Annexure D Company Obligations	<p>In the proposed model for Waste collection in urban residential (reference 2.3 figure 11) areas stated that the waste will be collected through handcart then it is transferred to mini tipper then it is transferred to compactor then it is transferred to GTS then to landfill site. This long process could be shortened if person collecting the waste through hand cart put it in container which is collected and transported by compactor to the landfill site.</p> <p>The contractor shall be allowed to change the operational plan and machinery as per their own understanding and experience to collect and transport 410 tons of solid waste from Sukkur?</p> <p>The distance to landfill side from zone A,B and C is less than 20 km so transfer station may not be required in these zones</p> <p>The revenue generation plan in Sukkur and Rohri through selling of recyclables is required from the contractor. However, the selling of recyclables required segregation and sorting first through establishment of waste sorting facility. The waste sorting facility is not included in the overall scope and neither in Annexure D construction activities section. This clause may be clarifies that how the client wants</p>	<p>The Bidders are required to propose their initial plans for operations based on their assessment of the project. Values in Annexure D w.r.t equipment numbers or staff numbers may not be construed by the Bidders as requirement of the Employer and should not be used while assessing their Operational Plan.</p> <p>Revenue collection is not a requirement of the RFP and hence Bidders are not required to assess any sort of revenue from the project in their Bid.</p> <p>Office space will be provided by the Employer at area designated as Yards and/or other place as identified by the Employer.</p>

		<p>the contractor to recover the recyclables? This component shall not be part of the project.</p> <p>Does the client provide office space for the establishment of command and control center?</p>	
20	ITB 49 sub clause 20	It is requested to decrease the performance security from 10% of the payment of the 75% of the O&M cost of the first year to 5% of the payment of 75% of the O&M cost of the first year.	Not agreed.
21	Bid Security	Please confirm the bid security in case of consortium would be acceptable by any partner or different consortium members collectively.	The Lead Bidder shall also be responsible for submitting the Bid Security, Pre-Performance Security and the Performance Security for the consortium. However, this requirement is not mandatory but preferred by the Employer. In any case, Bid Security has to submitted by a member of the consortium.

Important Notice

The above responses shall become a part of the respective Bidding Documents and shall be binding on the Bidders.

Neither the Employer, nor its employees, personnel, agents, consultants, advisors and contractors *etc.*, make any representation (express or implied) as to the accuracy or completeness of the information contained herein and the same shall have no liability for this document. Neither the Employer nor its employees, personnel, agents, consultants, advisors and contractors *etc.*, will be liable in any manner whatsoever to reimburse or compensate the Bidders for any costs, fees, damages or expenses incurred by the Bidders in evaluating or acting upon this document.

The Employer (including its employees, personnel, agents, consultants, advisors and contractors *etc.*) makes no representation whatsoever, express, implicit or otherwise, regarding the accuracy, adequacy, correctness, reliability and / or completeness of any assessment, assumptions, statement or information provided by it and the Bidders shall have no claim whatsoever of any nature against the Employer (including its employees, personnel, agents, consultants, advisors and contractors *etc.*) in this regard.

This document does not constitute a solicitation to invest or otherwise participate in the Bidding Process for award of the Agreement.