



For Establishment Of Primary And Secondary Solid Waste Collection System For Sukkur (Sukkur Municipal Corporation Jurisdiction), including Rohri (Municipal Committee Jurisdiction) Sindh, Pakistan

June 2022

Background

- ▶ The Request for Proposal (RFP) as amended, in relation to the Establishment of Primary and Secondary Solid Waste Collection System for Sukkur, (Sukkur Municipal Corporation Jurisdiction), including Rohri (Municipal Committee Jurisdiction) in Sindh, Pakistan was issued by Sindh Solid Waste Management Board (SSWMB), Government of Sindh (GoS).

- ▶ 4 bids were received from the following bidders:
 1. **Endurance Environmental Industry Group Co. (80%) and Chongqing Endurance Environmental Technology Co. Ltd. (15%) and Chongqing Endurance-ShinMaywa Industry Co. Ltd (Lead Bidder). (5%)** (Endurance)
 2. **Gansu Construction Investment Heavy Industry Technology Co. Ltd** (Gansu)
 3. **Country Garden Manguo Environmental Technology Group** (Country Garden)
 4. **ALTAS YAPI SANAYI VE TEMLZLIK HIZMETLERI TICARET ANONIM SIRKETL (Lead Bidder) (65%) and MBC & Sons Builders & Developers (5%) and Sardar Mohammad Ashraf D. Baluch (Pvt.) Ltd. (30%)** (Altas SMADB)



Basic Eligibility Criteria

Basic Eligibility Criteria

S. No.	Criteria	Bidders			
		Endurance	Gansu	Country Garden	Altas SMADB
1	Constitutive Documents	✓	✓	✓	✓
2	Registration with Tax Authorities	✓	✓	✓	✓
3	No Conflict of Interest	✓	✓	✓	✓
4	Non-Blacklisting	✓	✓	✓	✓
5	Litigation History	✓	✓	✓	✓
6	Eligible Countries	✓	✓	✓	✓
7	Experience	✓	✓	✓	✓
8	Consortium Agreement	✓	✓	✓	✓
9	Initial Plan for Operations*	✓	✓	✓	✓

**Based on the evaluation performed by Technical Advisors of SSWMB*

✓ Compliant

✗ Non-compliant



Technical Evaluation

Technical Evaluation Criteria

- ▶ The technical bid is evaluated and scored based on the evaluation criteria as stipulated in the RFP;
- ▶ Bidders were required to achieve a minimum score of 70 points to be technically qualified and must score at least 50% in each category listed below;

S. No.	Criteria	Weightage/marks
1.	Assessment of Municipal Solid Waste operations	35
2.	Experience	35
3.	Financial evaluation	30
Total		100

- ▶ The Committee shall only evaluate the financial bid of the Bidder who has technically qualified i.e. achieved at least 70 points out of 100 points.

Bidders shall provide evidence of their continued eligibility satisfactory to the Employer as the Employer may request at any time during or after the Bidding Process.

Technical Evaluation Results - Technical Score

Criteria	Max points	Bidders					
		Endurance	Gansu	Country Garden	Atlas SMADB		
1. Assessment of Municipal Solid Waste operations							
1.1 Key personnel: Number of staff in management team with > 10 years of Municipal Solid Waste operations experience in case of a Bachelor's degree only or > 6 years of Municipal Solid Waste operations experience in case of a Master's degree (degrees should be relevant to Municipal Solid Waste operations) The personnel must be employed for the last 3 years with the Company.	For each additional personnel 0.33 mark would be awarded, capped at 10 marks	10	10	8.5	10	9.5	10
	For 10 personnel	5					
	< 10 personnel	0					
1.2 Company must have been maintaining / managing a workforce, for the last 5 years, as part of waste management operations	For each additional personnel 0.005 mark would be awarded, capped at 10 marks	10	10	10	10	0 [No Contracts]	10
	For 600 personnel	5					
	< 600 personnel	0					
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, 0.05 mark would be awarded, capped at 15 marks	15	15	0 [Contracts signed in 2020]	15	0 [only 6 vehicles eligible]	15
	For 150	5					
	< 150	0					
Total Technical Score for Criteria 1			35	18.5	35	9.5	35
Result				Qualified	Qualified	Disqualified	Qualified

Technical Evaluation Results - Technical Score

Criteria			Max points	Bidders			
				Endurance	Gansu	Country Garden	Atlas SMADB
2. Experience							
2.1 Number of years in Integrated Municipal Solid Waste operations (No. of effective years considered for evaluation will be ones where the Company must have managed municipal solid waste equal to or in excess of 600 tons per day)	For each additional year, 0.83 mark would be awarded, capped at 5 marks	5	5	5	5	0	5
	For 4 years	2.5					
	< 4 years	0					
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 > 600 tons per day	For Every City	2	10	8	8	10	10

Technical Evaluation Results - Technical Score

Criteria			Max points	Bidders			
				Endurance	Gansu	Country Garden	Atlas SMADB
2. Experience							
2.3 Number of similar assignments with Capex in excess of USD 05 million in last 10 years	For each additional city, 1.25 mark would be awarded, capped at 5 marks	5	5	2.5	3.75	5	0
	2 assignments	2.5					
	1	0					
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 assignment, 0.0005 mark would be awarded, capped at 5 Marks	10	10	7	10	10	10
	For 650 tons	5					
	<=600 tons	0					

Technical Evaluation Results - Technical Score

Criteria	Max points	Bidders					
		Endurance	Gansu	Country Garden	Atlas SMADB		
2. Experience							
2.5 Certifications <ul style="list-style-type: none"> • ISO 14001:2015 Environment Management System Quality Certificate, • ISO/TR 37152:2016 - Smart Community Infrastructures, Common Frame for Development and Operations • ISO 9001:2000 Quality Management System Certificate, • OHSAS 18001 certification for occupational health and safety management. • Membership of ISWA (International Solid Waste Association) /CIWM (Chartered Institution of Solid Waste) / Equivalent 	ISO 14001: 2015 Certification	1	5	3 <i>[Missing: 1.OHSAS 2. ISO/TR 37152]</i>	4 <i>[Missing: 1. OHSAS 2.Member ship of ISWA]</i>	5	5
	ISO/TR 37152:2016 - Smart Community Infrastructures, Common Frame for Development and Operations	1					
	ISO 9001:2000 Certification	1					
	OHSAS 18001 Certification	1					
	Membership of ISWA / CIWM / Equivalent	1					
Total Technical Score for Criteria 2		35	23	30.5	33	30	
Result			Qualified	Qualified	Disqualified	Qualified	

Technical Evaluation Results - Technical Score

Criteria			Max points	Bidders			
				Endurance	Gansu	Country Garden	Atlas SMADB
3. Financial evaluation							
3.1 Latest net worth (USD million) excluding any surplus on revaluation	≥ 05	15	15	15	15	15	15
	≥ 03 < 05	10					
	≥ 02 < 03	5					
	< 02	0					
3.2 Average Revenue of the last 3 years (USD million)	≥ 15	15	15	15	15	15	15
	≥ 10 < 15	10					
	≥ 05 < 10	5					
	< 05	0					
Total Technical Score for Criteria 3			30	30	30	30	30
Result				Qualified	Qualified	Disqualified	Qualified

Technical Evaluation Results - Final Score

Criteria	Max points	Bidders			
		Endurance	Gansu	Country Garden	Atlas SMADB
1. Assessment of Municipal Solid Waste operations	35	18.5	35	9.5	35
2. Experience	35	23	30.5	30	30
3. Financial Evaluation	30	30	30	30	30
Total Score	100	71.5	95.5	70	95
60% marks of the Lead bidder - marks required		43	-	-	57
60% marks of the Lead bidder - marks attained		71.5	-	-	80
Criteria met		✓	✓		✓
Result		Qualified	Qualified	Disqualified	Qualified



Clarification Sought

Clarifications sought - Endurance

- ▶ 4 clarifications were sought from Endurance pertaining to the following aspects:
 - ▶ Clarifications sought from Endurance,
 1. *Criteria 1.2 states "Company must have been maintaining / managing a workforce, for the last 5 years, as part of waste management operations" the provided contracts were signed recently*
 2. *Criteria 1.3 states "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" regarding the equipment capabilities in which 0 vehicles qualified*
 3. *Criteria 2.1 states "Number of years in Integrated Municipal Solid Waste operations (No. of effective years considered for evaluation will be ones where the Company must have managed municipal solid waste equal to or in excess of 600 tons per day)"*
 4. *Criteria 2.3 states "Number of similar assignments with Capex in excess of USD 05 million in last 10 years"*
 - ▶ Previous years contract was provided in response to query 1.
 - ▶ No response was given for query 2.

Clarifications sought - Endurance (Contd.)

- ▶ In response to the query 3, the bidder provided the Employer with a complete translation of their awarded contacts which helped in clarifying the bidders position.
- ▶ In response to query 4, Endurance provided specific page numbers in the bid which resolved the query.

Clarifications sought - Country Garden

- ▶ 2 clarifications were sought from Country Garden pertaining to the following aspects:
 - ▶ Clarifications were sought from Country Garden,
 1. *Criteria 1.2 states "Company must have been maintaining / managing a workforce, for the last 5 years, as part of waste management operations" company's workforce in which no contract was provided*
 2. *Criteria 1.3 states "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" regarding the equipment capabilities in which only 6 vehicles qualified.*
 - ▶ The response received was that China's labor employment system is different from Pakistan and "due to the large number of staff and the Chinese version of the contract, only contact information was provided for your review." Since no sufficient proof was provided to justify number of years, 0 marks were awarded.
 - ▶ The response for the second query was that the company has 12 years of experience in sanitation services and a number of vehicles, however due to the vehicles getting outdated the company provided the employer with the list of new vehicles. Since no sufficient proof was provided to justify number of years, 0 marks were awarded.

Clarifications sought - Gansu

- ▶ 1 clarification were sought from Gansu pertaining to the following aspects:
 - ▶ A clarification was sought from Gansu regarding *Criteria 2.3 "Number of similar assignments with Capex in excess of USD 05 million in last 10 years"*.
 - ▶ To this, Gansu responded by providing the employer with original work contracts.

Clarifications sought - Atlas SMADB

- ▶ 1 clarification was sought from Atlas SMADB pertaining to the following aspects:
 - ▶ A clarification was sought from Gansu regarding *Criteria 2.3 "Number of similar assignments with Capex in excess of USD 05 million in last 10 years"*.
 - ▶ The response given by SMADB was that they provided the employer with the information and capex amounts.

A teal-colored trapezoidal frame with a thick border. The top edge is slightly slanted upwards from left to right. The bottom edge is horizontal and features a decorative break: the left portion is a solid line, followed by three small teal squares, and then a longer solid line extending to the right.

Financial Evaluation

Financial Evaluation Criteria

- ▶ The financial bid has been evaluated and scored based on the evaluation criteria as stipulated in the RFP;
- ▶ As per the RFP, Bidder quoting the lowest Bid Price shall be the successful bidder;
- ▶ Bid Price is calculated as the Present Value (PV) of the Operations and Maintenance (O&M) Cost for 9 year Operations Period with a 10% discount rate;
- ▶ Since only three Bidders, Gansu, Atlas SMADB & Endurance were technically qualified, their financial bids were opened and evaluated.
The financial bid of Country Garden was returned unopened.
- ▶ Following steps were taken to ensure compliance of the financial bid of each bidder:
 - ❖ Letter of Financial Proposal in accordance with Form F1;
 - ❖ Bid Security in accordance with ITB 13 and Form F2 of the RFP;
 - ❖ Details of Financial Proposal in accordance with ITB 10 of the RFP;
 - ❖ Checking the Financial Proposal for computational and arithmetical errors.

Financial Evaluation Results

Financial bid of the Bidders is as follows:

Criteria	Bidders		
	Endurance	Gansu	Atlas SMADB
Bid Price (PKR)	6,175,874,231	6,624,429,981	7,053,013,524
Result	Winning Bid	2 nd	3 rd

- ▶ Following our financial evaluation, based on Annexure G and Annexure L of the RFP, bid of **Chongqing Endurance-ShinMaywa Industry Co. Ltd** has been evaluated to be the most advantageous bid.
- ▶ Per annum O&M Fee for each bidder has been presented on the following page.

Per annum O&M Fee

Endurance

	Denominations	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9
Residential and Commercial waste	PKR per ton	5,900	6,162	6,439	6,734	7,046	7,376	7,727	8,098	8,492
Bulk	PKR per ton	4,000	4,185	4,382	4,590	4,810	5,044	5,292	5,555	5,833
Mechanical sweeping and washing	PKR per ton	625	645	666	689	713	738	765	793	823
Offals	PKR per ton	3,200	3,342	3,493	3,652	3,821	4,001	4,191	4,392	4,606
Rural+Industrial	PKR per ton	4,950	5,174	5,412	5,664	5,931	6,214	6,514	6,832	7,169
Back-log waste removal	PKR per ton	800	-	-	-	-	-	-	-	-

Per annum O&M Fee

Gansu

	Denominations	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9
Residential and Commercial waste	PKR per ton	5,760	6,016	6,287	6,574	6,878	7,019	7,353	7,706	8,081
Bulk	PKR per ton	1,742	1,823	1,908	1,999	2,095	2,197	2,305	2,419	2,540
Mechanical sweeping and washing	PKR per ton	2,857	2,949	3,046	3,148	3,258	3,373	3,496	3,626	3,763
Offals	PKR per ton	4,386	4,581	4,787	5,006	5,238	5,483	5,744	6,020	6,313
Rural+Industrial	PKR per ton	3,915	4,092	4,280	4,479	4,690	4,914	5,151	5,403	5,669
Back-log waste removal	PKR per ton	1,404	-	-	-	-	-	-	-	-

Per annum O&M Fee

Atlas SMADB

	Denominations	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9
Residential and Commercial waste	PKR per ton	5,800	6,057	6,330	6,677	6,986	7,376	7,727	8,167	8,564
Bulk	PKR per ton	3,200	3,400	3,560	3,786	3,968	4,224	4,432	4,721	4,958
Mechanical sweeping and washing	PKR per ton	2,800	2,941	3,038	3,196	3,307	3,483	3,609	3,744	3,359
Offals	PKR per ton	4,900	5,117	5,348	5,592	5,851	6,126	6,417	6,726	7,053
Rural+Industrial	PKR per ton	3,150	3,397	3,553	3,776	3,954	4,205	4,408	4,762	4,997
Back-log waste removal	PKR per ton	4,000	-	-	-	-	-	-	-	-

Thank you