

Reponses to the queries / questions raised and suggestions offered by the prospective Bidders after the pre-bid meeting held on 12 May 2023 pursuant to the Request for Proposal dated 28 April 2023 for the Establishment of Primary And Secondary Solid Waste Collection System For District South (DMC South), Karachi, Pakistan

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

Query no.	Query/ comments of prospective Bidders	Responses by the Employer
1	<ul style="list-style-type: none"> • Owning large sized vehicles rather than compactor, dumpers etc. • The criteria may be amended from vehicle superstructure names to HTV and LTV for wider scope. • Similarly, the number of vehicles mentioned in the criteria is suggested to be reduced from 700 to 300. 	<ul style="list-style-type: none"> • Not agreed. No change in criteria.
2	<ul style="list-style-type: none"> • Number of years in the business having operations of large sized vehicles. • It is suggested that requirement of 1500 tons per day may be deleted. • Further the years of experience may be increased from minimum 7 years to 10 years with having with effective waste management contracts involving compactors, arm roll trucks dumpers, tractor trolleys etc . 	<ul style="list-style-type: none"> • Not agreed. No change in criteria.
3	<ul style="list-style-type: none"> • The criteria may be amended as number of similar assignments completed / progress by the bidder in the last 10 years in cities / districts/ provinces / any other locality. Each assignment may be allocated appropriate marks. 	<ul style="list-style-type: none"> • Not agreed. No change in criteria.
4	<ul style="list-style-type: none"> • The criteria is similar to previous criteria (2.2). • It is suggested that criteria may be explained in more detail e.g in last 10 years if the company has completed similar assignment in the same city under different contract is considered as one assignment or as per number of contracts. • The requirement of 1 million population may be deleted. 	<ul style="list-style-type: none"> • Not agreed. No change in criteria.

5	<ul style="list-style-type: none"> Value of the projects should be for the projects involving large sized vehicles The criteria may be amended as USD 20 million for foreign companies and 1000 million PKR for local Companies. The requirement of similar may be deleted as any company may have invested same amount in its own project involving transportation business. 	<ul style="list-style-type: none"> Not agreed. No change in criteria.
6	<ul style="list-style-type: none"> Owning large sized vehicles rather than compactor, dumpers etc. The criteria may be amended from vehicle superstructure names to HTV and LTV for wider scope Similarly, the number of vehicles mentioned in the criteria is suggested to be reduced from 700 to 300 	<ul style="list-style-type: none"> Not agreed. No change in criteria.
7	<ul style="list-style-type: none"> Number of year in the business having operations of large sized vehicles. It is suggested that requirement of 1500 tons per day may be deleted Further the years of experience may be increased from minimum 7 years to 10 years with having with effective waste management contracts involving compactors, arm roll trucks dumpers, tractor trolleys etc . 	<ul style="list-style-type: none"> Not agreed. No change in criteria.
8	<ul style="list-style-type: none"> The criteria may be amended as number of similar assignments completed / progress by the bidder in the last 10 years in cities / districts/ provinces / any other locality. Each assignment may be allocated appropriate marks 	<ul style="list-style-type: none"> Not agreed. No change in criteria.
9	<ul style="list-style-type: none"> The criteria is similar to previous criteria (2.2). It is suggested that criteria may be explained in more detail e.g in lats 10 years if the company has completed similar assignment in the same city under different contract is considered as one assignment or as per number of contracts. The requirement of 1 million population may be deleted 	<ul style="list-style-type: none"> Not agreed. No change in criteria.
10	<ul style="list-style-type: none"> Value of the projects should be for the projects involving large sized vehicles The criteria may be amended as USD 20 million for foreign companies and 1000 million PKR for local companies The requirement of similar may be deleted as any company may have invested same amount in its own project involving transportation business 	<ul style="list-style-type: none"> Not agreed. No change in criteria.

11	<ul style="list-style-type: none"> We understand that Company's Taxes will include Sales Tax and With Holding Income Tax. Can the client elaborate what are the % - age of these taxes? 	<ul style="list-style-type: none"> Bidders are required assess relevant taxes themselves and make them part of the Bid Price
12	<ul style="list-style-type: none"> For a definition, should "O&M Fee" be categorized as daily, monthly or annually? 	<ul style="list-style-type: none"> O&M Fee means the annual per ton/ per km fee/ charge quoted by the Bidder (in Annexure L), which will be indexed from time to time per terms stated in the RFP
13	<p>ITB - Clause 2.3</p> <ul style="list-style-type: none"> The client should provide a format for the letter of the consortium so that all the bidders submit a uniform letter of consortium. This is important to avoid any ambiguity. or signed MOU should be admissible as an alternative to Consortium Agreement. 	<ul style="list-style-type: none"> MoU not acceptable. Salient terms of consortium agreement have been provided.
14	<p>ITB - Clause 2.7</p> <ul style="list-style-type: none"> The client should provide a format for the same. 	<ul style="list-style-type: none"> No specific format. Letter of Intent to be submitted as an alternative to Consortium Agreement.
15	<p>ITB - Clause 15.1</p> <ul style="list-style-type: none"> Not possible to provide editable Annexure L and Annexure N 	<ul style="list-style-type: none"> Bidders have been provided Annexure L and Annexure N as editable excel sheets. Bidder are required to populate these sheets and provide soft copy of Annexure L and N as part of the bid package.
16	<p>ITB - Clause 32.1</p> <ul style="list-style-type: none"> 10 % of O & M Fee for one year or 9 years? Specify the number of years. 	<ul style="list-style-type: none"> For the first year of operations.

17	<p>ITB - Clause 46</p> <ul style="list-style-type: none"> The client should define the term emergency. 	<ul style="list-style-type: none"> It is defined in ITB 46.
18	<p>ITB – Clause 49</p> <ul style="list-style-type: none"> Bid Security of 1% of the applicable O & M fee of what duration? 	<ul style="list-style-type: none"> 1% of the Bid Price (present value (calculated @ 13.63%) of the O&M Cost, calculated as the product of each year's O&M Fee quoted by the Bidder in accordance with Annexure F with specified waste tonnage and kms for each year, as per Annexure G, for the 9 years of the Operations Period). Please see Annexure L for relevant calculation.
19	<p>I- Bidding Documentary Requirements</p> <ul style="list-style-type: none"> Please inform the value of stamp paper and adhesive sticker required for each bidding form for both the local and international bidders. 	<ul style="list-style-type: none"> Please refer to the Schedule to the Stamp Act, 1899 for Sindh
20	<p>Annexure B: Technical and Financial Evaluation and Qualification Criteria</p> <ul style="list-style-type: none"> To promote local businesses, we propose that the qualifying criteria must include large local companies having experience in managing big vehicles, workshops, large human resources and skill in IT-based monitoring of vehicles. Furthermore, the criteria requirement of cities with a population greater than 5 million seems unlikely for European companies with superior technology and credentials. Please make it lenient. 	<ul style="list-style-type: none"> Not agreed. No change in criteria.
21	<p>Design Component II - Waste Transfer Station & Transportation to landfill sites</p> <ul style="list-style-type: none"> Please provide the data or reports available with the client regarding the categorization of waste and prevailing applicable market rates for the waste. As primary data collection will need 4 different seasons for sample collection and analysis, the client should provide the existing material available in this regard. 	<ul style="list-style-type: none"> Please see Annexure G for expected waste volume and categorization.
22	<p>ANNEXURE F – O&M FEE</p> <ul style="list-style-type: none"> Settlement of mobilization advance in the first 10 months of the operations will significantly dampen the cash flows during the time of high outflows. For enhancement of project viability, please increase the deduction period to 3 years. 	<ul style="list-style-type: none"> Not agreed. No change in criteria.

23	<p>Purpose of Request for Proposal (RFP)</p> <ul style="list-style-type: none"> Why only waste management firms are allowed to participate. 	<ul style="list-style-type: none"> Since the scope of work entails waste management, the criteria have been tailored to attract relevant market interest.
24	<p>Situational Analysis of District South – Solid Waste Management</p> <ul style="list-style-type: none"> RFP does not mention the resources to be allocated to Latifabad, Qasimabad and Kotri which are claimed to be part of the scope of work . 	<ul style="list-style-type: none"> Typing error. District South comprises of three zones i.e., Saddar, Lyari and Garden
25	<p>Cantonment Areas Waste</p> <ul style="list-style-type: none"> Types of waste to be expected from cantonment tonnage as it has an impact on calculations of secondary waste. 	<ul style="list-style-type: none"> The type of waste is residential, commercial and bulk waste with more and less the same percentages as of the remaining district south.
26	<p>GIS Mapping of District South</p> <ul style="list-style-type: none"> Difference between the lengths of roads in maps Fig 7,8,9 and the lengths of roads given in Table 23. 	<ul style="list-style-type: none"> Please consider the road lengths given in Table 23
27	<p>Key Considerations for Urban Roads Mechanical Sweeping</p> <ul style="list-style-type: none"> Are road lengths given in Table 23 already multiplied by a factor of 4 and 2 for primary and secondary roads respectively? 	<ul style="list-style-type: none"> Please consider the road lengths given in Table 23.
28	<p>Proposed Machinery for Primary Waste Collection / Tentative Guideline</p> <ul style="list-style-type: none"> While planning the waste collection strategy for city, do resources need to be calculated for rural waste or not? Rural waste is not identified as a waste stream in the RFP. 	<ul style="list-style-type: none"> Please consider Table 9, for the waste streams and tonnage in district south.

29	<p>Proposed Machinery for Primary Waste Collection / Tentative Guideline</p> <ul style="list-style-type: none"> The sum of the individual waste streams namely residential, commercial, bulk, rural and industrial waste comes out to be 1200t/d which does not match the waste generation rate of 957 t/d given in the RFP. 	<ul style="list-style-type: none"> Same as above
30	<p>Proposed Machinery for Primary Waste Collection / Tentative Guideline</p> <ul style="list-style-type: none"> Kindly confirm the waste generation rate given in Table 11 as it does not match the waste generation rates given in section 2.3. 	<ul style="list-style-type: none"> 0.6 Kg/Cap/D
31	<p>Transfer Station in District South</p> <ul style="list-style-type: none"> Is the construction of a ramp type of transfer station the responsibility of the contractor or will the client provide constructed transfer station? 	<ul style="list-style-type: none"> The contractor shall construct the ramp.
32	<p>Transfer Station in District South</p> <ul style="list-style-type: none"> It is stated in the RFP that the Transfer station in the District South shall be of direct discharge type having a ramp whereas in Figure 18 a stationary compactor with an arm roll truck has been shown. Kindly confirm which of the two you want. 	<ul style="list-style-type: none"> The transfer station will be a simple ramp structure, the picture given is just for an understanding.
33	<p>Cantonment Areas Waste</p> <ul style="list-style-type: none"> Cantonment area waste allowance should machinery be allocated right now or after negotiation? 	<ul style="list-style-type: none"> After negotiation with the cantonment board.
34	<p>Cantonment Areas Waste</p> <ul style="list-style-type: none"> In the overlapping areas of the cantonment board do we have to provide machinery or not? 	<ul style="list-style-type: none"> Yes, though it's a very small waste volume.

35	<p>Road Sweeping in Urban Zones</p> <ul style="list-style-type: none"> For manual sweeping 858 workers have been proposed but the method to calculate according to length our numbers are different. Can you re-verify how you have calculated the number of workers? 	<ul style="list-style-type: none"> The bidder has to come up with his own calculation of the manual sweepers. Do not consider the number given in RFP
36	<p>Road Sweeping in Urban Zones</p> <ul style="list-style-type: none"> The length of service roads is not given in RFP. Kindly identify the length of service roads and if mechanical/manual sweeping is required. 	<ul style="list-style-type: none"> Service roads shall be swept manually along the primary roads.
37	<p>Road Sweeping in Urban Zones</p> <ul style="list-style-type: none"> According to table number 23 manual sweepers deployed to 50% of secondary roads which is 90km and 209 km of streets and 185 km of lanes which comes out to be 484kms which is in contradiction to information given in table 25. 	<ul style="list-style-type: none"> All roadsides falling under one kilometer of the road length shall be considered as one kilometer.
38	<p>Situational Analysis of District South – Solid Waste Management</p> <ul style="list-style-type: none"> Will the workshop in District South be handed over to the contractor? 	<ul style="list-style-type: none"> Yes
39	<p>Primary Collection Equipment, Vehicles and Machinery</p> <ul style="list-style-type: none"> In vehicle specification, the origin of vehicles has been mentioned as USA, Japan Europe or equivalent assembled in Pakistan. We want to clarify if the equivalent includes Chinese vehicles or not. 	<ul style="list-style-type: none"> Yes if they match the specifications.
40	<p>RFP Document</p> <ul style="list-style-type: none"> The Indexation mechanism provided in the RFP is not clear. Kindly clarify how the cost indexation will be provided through an example. Kindly amend the indexation factor of fuel as follows: <ul style="list-style-type: none"> a) Residential and Commercial 15% b) Bulk 13% c) Mechanical Sweeping 5% 	<ul style="list-style-type: none"> Please see excel file “Indexation illustration” for clarity. Not agreed. Not agreed.

	<ul style="list-style-type: none"> In addition, kindly also provide exchange rate indexation for the vehicles to be procured during the operation period due to growth of waste per day over the project life. 	
41.	<p>Request for extension Request for extension in submission date of bid for at least 01 month to have sufficient time of preparation sound technical and financial proposal after receiving the replies if queries submitted in pre-bid meeting</p>	<ul style="list-style-type: none"> Not accepted.

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.