



**BRTS ORANGE & GREEN LINE PROJECT
RESPONSES TO QUERIES RAISED DURING AND SUBSEQUENT TO THE
PRE-BID MEETINGS HELD ON JULY 07, 2020**

SINDH INFRASTRUCTURE DEVELOPMENT COMPANY LIMITED (SIDCL)

GOVERNMENT OF PAKISTAN



RESPONSES TO BIDDERS QUERIES - NO 2 (UPDATED 11:30 PM)

IN RELATION TO THE

SUPPLY OF GOODS AND PERFORMANCE OF SERVICES

FOR THE

BUS RAPID TRANSIT SYSTEM OF THE ORANGE AND GREEN LINES

ISSUED ON: 30TH JULY 2020



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**NO. SIDCL/GM(ENGG)/OPS/2020/7488
DATED 30TH JULY, 2020**

SUBJECT: RESPONSES TO QUERIES NO 2 IN RESPECT OF “SUPPLY OF GOODS AND PERFORMANCE OF SERVICES FOR THE BUS RAPID TRANSIT SYSTEM OF THE ORANGE AND GREEN LINES” PPRA REFERENCE TS424843E AND ADVERTISED ON 17TH JUNE 2020.

THIS IS IN CONTINUATION OF THE PREVIOUS DOCUMENT DATED 23RD JULY 2020

THE QUESTIONS/QUERIES WERE RECORDED / OBTAINED IN WRITING, AND RESPONDED-TO ACCORDINGLY.

THE BIDDERS ARE ADVISED TO FOLLOW THE PRE-BID MINUTES IN CONJUNCTION WITH THE ISSUED BIDDING DOCUMENTS, SUBJECT TO THE FOLLOWING DISCLAIMER.

**ISSUED WITH APPROVAL OF THE COMPETENT AUTHORITY,
SINDH INFRASTRUCTURE DEVELOPMENT COMPANY LIMITED**



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IMPORTANT NOTICE / DISCLAIMER

This ‘**RESPONSE TO BIDDERS’ QUERIES DOCUMENT II**’ (this **Response Document II**) is further to the ‘REQUEST FOR PROPOSAL’ (consisting of the Volume I – Request For Proposal (the **RFP**), Volume II - Draft Supply Contracts (the **Draft Supply Contracts**) issued in June 2020, the Response Document issued in July 2020 (the **Response Document**) (the **RFP Documents**) and the additional queries received from the prospective bidders in respect of the bidding process relating to the Supply of Goods and Performance of Services for the Bus Rapid Transit System of the Orange and Green Lines (the **Project**). This Response Document II is being circulated by the Sindh Infrastructure Development Company Limited (the **Employer**), solely for use by the recipients in preparing and submitting their Bids for participation in the competitive bidding process in relation to the Project. Upon signing of the Supply Contracts for the Project, the Supply Contracts will be the final and binding document and any responses set out in this Response Document II will not have any effect or be sued for interpretation.

Unless expressly specified otherwise, all capitalized terms used herein shall bear the meaning ascribed thereto in the RFP Documents.

This Response Document II is not an agreement; its sole purpose is to provide interested parties with information that may be useful to them in making their offers (bids/proposals) pursuant to the RFP Documents. The RFP Documents and this Response Document II includes statements, which reflect various assumptions and assessments arrived at by the Employer in relation to the Project. Such assumptions, assessments and statements do not purport to contain all the information that each Bidder may require. This Response Document II may not be appropriate for all persons, and it is not possible for the Employer, its employees or advisors to consider the investment objectives, financial situation and particular needs of each party, that relies on, reads or uses this Response Document II.

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, or in any other document made available to any person in connection with the tender process for the Project and the same shall have no liability for this Response Document II or for any other written or oral communication transmitted to the recipient in the course of the recipient’s evaluation of the Project. Neither these entities nor their employees, personnel, agents, consultants, advisors and contractors etc., will be liable in any manner whatsoever to reimburse or compensate the recipient for any costs, fees, damages or expenses incurred by the recipient in evaluating or acting upon this Response Document II or otherwise in connection with the Project.

The assumptions, assessments, statements and information contained in the RFP Documents, may not be complete, accurate, adequate or correct for the purposes of Bidders. Employer or any of its advisors has no liability for any statements, opinions or information provided in the RFP Documents. Each



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Bidder should, therefore, conduct its own investigations and analysis and should check the accuracy, adequacy, correctness, reliability and completeness of the assumptions, assessments, statements and information contained in the RFP Documents. The Bidders are required to undertake their independent assessment and to seek independent professional advice on any or all aspects of the RFP Documents. No decision should be based solely on the basis of the information provided by the RFP Documents and this Response Document II.

Employer expressly disavow any obligation or duty (whether in contract, tort or otherwise) to any Bidder. No Bidder is entitled to rely on Employer's involvement in the preparation of this Response Document II or in the solicitation process as a basis for preparing the Bid or developing the Project.

IMPORTANT NOTE:

Prospective Bidders are hereby apprised that the Authority shall not entertain any queries ten (10) days prior to the submission of bids. The Authority reserves right not to respond to any further query similar in nature to that of already responded-to in this document.

Questions / queries raised by the bidders have been lumped and appropriate responses have been given to all the queries, in view of the timelines and response document 1 and 2.



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RESPONSES TO PROSPECTIVE BIDDERS' QUERIES

SR. NO.	SECTION NUMBER	SECTION	QUERY	RESPONSE
1.			What is the condition of the roads on which these buses will be used? Will these be used for inter-city travel?	The Buses will be operational on the newly constructed dedicated Bus Rapid Transit (BRT) Corridor only and will only be used for intra-city operations.
2.			How many kilometers does each electric mileage require?	These are regenerative hybrid buses.
3.			What are the specifications related to the battery? (lithium iron phosphate or ternary or nickel-chromium batteries, etc.).	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.
4.			What are the detailed requirements of the air conditioning? (different jurisdictions have different requirements).	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.
5.			How many volts is the charging voltage and does it need to be equipped with a charging pile?	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.
6.			Power requirements: what is the desired maximum speed? Energy consumption (KWH/100KM).	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.



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7.			What is the desired length of each bus? 12 meters?	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.
8.			What is the model color? Number of seats required?	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.
9.			What is the desired delivery time, batch delivery or one-time delivery?	Please refer to ITB 33.3 whereby 33.3 delivery of the Goods under the Orange Line Supply Contract shall be in a single batch however, under the Green Line Supply Contract, the Supplier may, at its discretion, opt to deliver Goods in either two (2) batches with first batch of 50% buses in 5 months or 100% in a single batch in 5 months. Preferred mode is 50% batch is first 5 months after signing of contract. Please refer to Pre-bid minutes issued on 23.7.2020 for a detailed reply.
10.			Foreign trade cooperation usually requires the signing of the contract to pay the full amount. What is the related process?	Query is unclear. Payment shall be in accordance the " <i>Schedule of Payment Milestones</i> " set out in Annexure F (<i>Schedule of Payment Milestones</i>) of the Bidding Documents read with revised payment milestones as per Pre-bid minutes dated 23.7.2020.
11.			What are the Pakistan regulatory requirements? What certifications are required? (such as EMAK, DOT 3C, etc.).	Please refer to response under serial no. 166 of the Response Document dated July 23, 2020.



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12.			What are the after-sales requirements (such as the number of parts, repair point)?	All specifications are detailed in the Annexure E (<i>Employer's Requirements</i>) of the RFP.
13.		Net Assets (as per the most recent audited financial statements)	<p>1. High or less Net Assets Value is not adding any value for technical evaluation. 2. Total Project Value is less than USD 30M. Net Asset value equal to 7-13 times of project value is highly unreasonable.</p> <p>3. It will benefit one of two big manufacturer to secure more marks and charge high pricing as majority of manufactures will not be able to meet this requirement.</p> <p>4. Requirement of Net Assets Value in Peshawar BRT project was just "Positive Net Worth" which resulted in more competition</p> <p>Recommended Criteria</p> <p>There is big mis-match between the size of contract and minimum requirement on suppliers' Net Assets. Any supplier with 'Positive Net Worth' can execute a contract that's less than 100 buses without any risk to the buyer. Setting such a high criteria will not bring any added value for SIDL but will definitely narrow the procurement options.</p>	Not Agreed. Procurement Committee of the BOD has already allowed reasonable allowance in the criteria duly issued with the Pre-bid minutes dated 23.7.2020. Evaluation Criteria cannot be further relaxed to ensure value for money, quality product and safety of human life during mass transit operations.



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			<p>As such we suggest:</p> <ul style="list-style-type: none"> • 20 points, if the net worth is USD 100 million or above; • 15 points, if the net worth is USD 50 million or above; • 10 points, if the net worth is Positive <p>This will ensure open and wider competition within adequately financially stable suppliers with no risk for SIDCL as all payments by SIDCL to the manufacturers are secured by LC/ BG and linked to delivery . Even titled of good is transferred on issuance of B/L on receipt of partial payment</p>	
14.		<p>Size of operations (Average annual turnover as per the last three (03) years audited financial statements)</p>	<ol style="list-style-type: none"> 1. Size of operation is not adding any value for technical evaluation. 2. Average annual turnover value requirements for a USD 30M project which is 2% to 4% of the averal annual turnover requirements is highly unjustified. 3. This requirement is similar to Overall Production Capacity and Specific Production Capacity included in technical scores. It means a big manufacturer is securing 20+25+20=65 scores just for being volume player. This is highly unjustified and unreasobable. 	As at 13 above.



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			<p>4. Many manufacturers will not be able to qualify this requirement thereby benefiting the one or two big players</p> <p>Recommended Criteria</p> <p>Again this requirement and score will only benefit the heavyweights with no real value to SIDL. In fact by putting the bar so high SIDCL may be exposed to unnecessary manipulation by few suppliers and may lose the advantage to get a real competitive deal. Hence we suggest as under:</p> <ul style="list-style-type: none"> • 20 points, if the average annual turnover is USD 350 million or above; • 15 points, if the average annual turnover is USD 250 million or above; • 10 points, if the average annual turnover is USD 150 million or above. <p>This will ensure open and wider competition with no risk for SIDCL thereby benefiting SIDCL through competitive bidding</p>	
15.		Overall Production Capacity	<p>1. Overall Production Capacity is not adding any value for technical evaluation</p> <p>2. Overall Production Capacity doesn't matter in an size order for 80-100 buses which a Chinese Manufactures can</p>	As at 13 above.



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			<p>produce in 60-90 days along with hundreds of other orders.</p> <p>3. This requirement is similar to Size of Operations included in financial scores and Specific Production Capacity included in technical scores. It means a big manufacturer is securing 20+25+20=65 scores just for being volume player. This is highly unjustified and unreasonable.</p> <p>4. Many manufactures will not be able to qualify this requirement thereby benefiting the one or two big players</p> <p>Recommended Criteria</p> <p>25 Points, if:</p> <ul style="list-style-type: none"> - been in production of buses including 18 m & 12 m buses for at least five (05) years; and - has produced an average of 7,500 or more units of buses of all types, sizes and specifications over the last three (03) years; <p>20 Points, if:</p> <ul style="list-style-type: none"> - been in production of buses including 18 m & 12 m buses for at least five (05) years; and - has produced an average between 5,000 to 7,499 units of buses of all
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			<p>types, sizes and specifications over the last three (03) years; 15 Points, if:</p> <ul style="list-style-type: none"> - been in production of buses including 18 m & 12 m buses for at least five (05) years; and - has produced an average between 4,000 to 4,999 units of buses of all types, sizes and specifications over the last three (03) years average; <p>10 Points, if:</p> <ul style="list-style-type: none"> - been in production of buses including 18 m & 12 m buses for at least five (05) years; and - has produced an average between 3,000 to 3,999 units of buses of all types, sizes and specifications over the last three (03) years average; 	
16.		Specific Production Capacity	<p>1. Requirement of 18 meter Buses compared to 12 meter buses is almost double which is highly impractical as in reality 18 meter buses production is less than 10% of the total bus production of any manufacturer. Number of 18meter buses is highly unjustified</p> <p>2. Specific Production Capacity does not matter in an size order for 80-100 buses which a Chinese Manufacturers can produce in 60-90 days along with hundreds of other orders</p>	<p>Please refer to the revised criteria for the “<i>Specific Production Capacity</i>” under the revised Annexure B (<i>Evaluation and Qualification Criteria</i>) attached as Schedule 2 of the Response Document dated July 23, 2020.</p> <p>Evaluation Criteria cannot be further lowered as explained at 13 above.</p>



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			<p>3. In this portion hybrid diesel electric buses should have been included which are being procured.</p> <p>4. This requirement is again similar to Size of Operations included in financial scores and Total Production Capacity included in technical scores. It means a big manufacturer is securing 20+25+20=65 scores just for being volume player. This is highly unjustified and unreasobable.</p> <p>4. Many manufactuers will not be able to qualify this requirement thereby benefiting the one or two big players</p> <p>Recommended Criteria</p> <p>25 Points, if:</p> <ul style="list-style-type: none"> - been in production for at least five (05) years; and - been sold a minimum of 200 units of 18 meters city buses and 500 units of 12 meters city buses over the last five (05) years; <p>20 Points, if:</p> <ul style="list-style-type: none"> - been in production for at least five (05) years; and - been sold a minimum of 150 units of 18 meters city buses and 300 units of 12 meters city buses over the last five (05) years;
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			10 Points, if: - been in production for at least five (05) years; and - been sold a minimum of 100 units of 18 meters city buses and 200 units of 12 meters city buses over the last five (05) years;	
17.		Successful Projects Completion Certificates(Successful Projects Completion Certificates duly signed by the client in past 5 years)(1 Completed Project means a sale of 50 or more buses in a single order of all types, sizes and specifications of buses)	1/2 RHD 18m Articulated Buses Project should have been included in criteria to ensure specific types	Please refer to the revised Annexure B (<i>Evaluation and Qualification Criteria</i>) attached as Schedule 2 to the Response Document dated July 23, 2020.
18.	1.14, 7.2.5 and 7.2.7	<p>Bus Description</p> <ul style="list-style-type: none"> - For the battery packs and electric motors, the Supplier will provide all necessary replacements for 12 years or 1.2 million kilometers of service, whichever of these two milestones are realized first. The battery packs shall be replaced under this warranty whenever the battery capacity falls below 70% of its original capacity at full charge. - The battery portion of the regenerative diesel-electrical hybrid system shall hold a charge capacity capable of delivering a minimum service range of 50 kilometers. The battery size is 	After we collect the road spectrum and operational condition of the Green line and orange line, we make sure that the product proposal with super capacitors and traction battery can meet the requirement of dynamics and gradeability, but the cost is big different. Firstly take the 18m buses as example, The life circle for super capacitor is around 10-12 years, while the traction battery only reach 8 years, with a decline of 30%. if required to operate 12 years, the battery should be replaced, which cause the increased cost around USD 50,000/units during the 12 years' operation. Regarding the 12m city bus, the increasing additional	Not Agreed. The specifications have already been approved by ECNEC (Planning Commission). To be fair to all bidders and to ensure compliance to the approved provisions, SIDCL do NOT AGREE with the proposition.



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		<p>estimated at 115kWh to deliver the target electric-only range.</p> <ul style="list-style-type: none"> - The battery portion of the regenerative diesel-electrical hybrid system shall hold a charge capacity capable of delivering a minimum service range of 50 kilometers. The battery size is estimated at 60kWh to deliver the target electric-only range. - As per the warranty agreement, the Supplier shall replace the battery packs on any vehicle once the capacity falls below 70% of its original capacity at full charge. 	<p>cost is around USD 30,000/unit during the 12 years' operation.</p> <p>Compared with super capacitors, the cost with traction battery is higher, so under the same operational efficiency, what is reason for the employer to choose the hybrid system with the traction battery?</p> <p>Thank you.</p>	
19.			<p>[X] bus Company has bought the subject mentioned Tender from SIDCL against a pay order. Our Principal "[Y] (Manufacturer of buses) will participate in this tender as it is required from Manufacturer directly. We will be their local representatives and will be providing the Services to [Y] buses. Now please confirm that the document which we have purchased in name of [X] Company will be valid for participation of [Y].</p>	<p>Bidding Documents may be obtained by local representatives on behalf of foreign Bidders.</p>
20.			<p>Regarding the bid bond for attending the Karachi Green & Orange Line BRT project, we decided to issue the Bid Bond through SWIFT, so there is a requirement of your bank account</p>	<p>The account details for SIDCL bank account maintained with the National Bank of Pakistan (NBP) are as follows: Bank Account No: 3055505904 SWIFT code: NBP APKKAMBR</p>



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			information, please kindly share with us ASAP so that we could issue the Bank guarantee on time.	
21.			<p>Although the Peshawar BRT was a larger Project, the qualifying criteria were designed to draw interest from the widest range of bidders possible. In order to attract the participation of the maximum number of major manufacturers in this project, we respectfully request the SIDCL institutes the following revisions:</p> <ol style="list-style-type: none"> 1. Permit participation of joint ventures and consortium 2. Permit the use of audited financial statements from parent companies to assess the Net Worth and Average Annual Turnover – and remove requirement that Net Worth and Average Annual Turnover must be from bus manufacturing business. 	Not Agreed. Please refer to 13 above for a detailed reply.
22.		Warranty of Battery	<p>Your requirement: You had asked for a warranty of battery for 12 years. And the battery capacity should not fall below 70% of its original capacity at full charge.</p> <p>Feedback from battery manufacturers:</p>	Not Agreed. The suppliers have to ensure the specifications as per the bidding documents.



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			<p>As per the technology from battery manufacturers, with a 70% remaining capacity, the battery can only run for 6 years. In this case, bidders have to quote with two batteries.</p> <p>Suggestion: To ensure SIDCL's interest on this, it is suggested to ask every bidder to submit quotation with two batteries sets.</p> <p>It matters the cost a lot. Please do consider this to ensure your rights.</p>	
23.		Bidding Form F1 (Price of Schedule for Goods pertaining to 12 meter BRTS vehicles)	<p>In your response, it said that bidder need to submit a DAP price excluding any taxes related to employer. While in the bidding form Column 7 and 8, sales & other taxes and total price are not applicable. Should we ignore these two column in bidding form F1?</p>	Columns 7 & 8 in the Bidding Form F2 (<i>Details of Financial Proposal</i>) are deemed deleted and the revised Form F2 is attached as Schedule 1 to this Response Document II for reference.
24.		Bid Security	<p>1. In your response, it said that the amount should be equivalent to 2% of total bidding price? Can it be over 2%, or it should be exactly 2% ?</p> <p>2. For notarization, what we understand if we open via SWIFT, it does not require when we submit bidding documents. However, later on,</p>	<p>As per ITB 13.1, the Bid Security is required to be <i>equivalent</i> to two (2) percent of the Supply Price.</p> <p>If requirement of notarization and/or attestation are applicable on bid security issued via SWIFT, the Bidder shall be</p>



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			if SIDCL required, we need to submit as per requirement. Is that right?	required to subsequently comply with the same. Please refer to response under Serial No. 4 of the Response Document dated July 23, 2020.
25.		Wheelchair	In your response of NO. 199, bidder suggested for 2 flip seats. While in your response, it agreed the suggestion but asked for 3 flip seats. Need clarification. We suggest 2 due to small place of wheelchair area.	Three (3) flip down seats will be required.
26.			We understand Power of Attorney process like: To be Printed on 500 Stamp Paper sent from Pakistan to China, to be notarized by China Notary Public, Attested by Pak Embassy, deliver to Pakistan, Here we arrange 500 Rs. tickets (adhesive stamp) on it and finally submit to you. We have printed PoA on Plain paper rather than Pakistani stamp paper of 500 Rs., then did the remaining process as above. Please confirm	Foreign documents being issued/signed outside Pakistan shall be required (as specified in the RFP) to be (i) printed on plain paper for signing by the Bidder's nominee; (ii) notarized by the notary public in the country of origin; (iii) consularised/attested by the Pakistan Embassy/Consulate and (iv) adhesively stamped when brought into Pakistan.
27.		Bidding Form F1	Initial Query Details of Financial Proposal for both 18 meters and 12 meters buses (pg. 55-56) stipulate Delivered At Place (DAP) incoterms. The bidding form contains a column for sales and other taxes per item,	The Bidders are required to submit the Bid Price including all the cost excluding custom duties and any other taxes payable by the importer. Other than this all costs will be borne by the Bidders. It is reiterated that all Bidders are required to submit the Bid Price based on DAP.



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			<p>however, DAP incoterms does not include any local duties and taxes which are the responsibility of the tendering / procuring agency for the actual buses. (Note: Local taxes are only chargeable for the local maintenance component). For this reason, we also request that all local charges in Pakistan pertaining to clearance including wharfage and port charges, clearing agent charges and local transportation from port to nominated local delivery address should similarly be borne by the tendering / procuring agency. We hereby request that column for Sales and other taxes per item is removed and all local charges including afore listed local charges be responsibility of SIDCL.</p> <p>Counter Query</p> <p>1st you said Not agreed (This means that tender supply price will be DAP).</p> <p>But in the last you said <i>"The Bidders are required to submit a bid price, excluding any taxes pertaining to the importer."</i></p>	<p>Moreover, it is the responsibility of the Bidder to deliver the Goods including the Buses at the designated depot (i.e., Delivery Point) and all the costs including transportation cost, port handling charges, will be borne by the Bidders.</p> <p>Lastly, we would like to highlight that the Buses will need to be insured (including terrorism coverage) for a period of three (3) months from delivery to the designated depot.</p>
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			<p>What does it means we just submit CFR price and all other taxes and duties will be paid and handle by SIDCL personally.</p> <p><u>Need clarification ?</u> 1:- if you say:- Bus Cost + 0 (paid by SIDCL)+ Transportation to Depot = total cost :- Parts + 0 (Paid By SIDCL) + Delivery at Place + total cost Just like above as Tools This is ok or Not?</p>	
28.		Prototype Buses	<p>Initial Query</p> <p>Regarding the roll over test (regulation ECE R66), if government can accept computer simulation test or must request actual bus test?</p> <p>Counter Query</p> <p><u>Need Clarification</u> This means that total buses will be 102. & quoted 100 buses ? Actual Required = 100 (80+20) Prototype Buses = 2 (1 for green line and 1 for orange line)</p>	<p>Yes, the understanding is correct. Physical bus test has been made explicit requirement to ensure value for money, quality assurance and durability of the product under specific chasis and plying on elevated corridors of Green & Orange Lines.</p>



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29.	<p>ORIGINAL and each COPY of the Bid shall be separately sealed and put in separate envelopes and marked as such</p>	<p>Initial Query</p> <p>Bidder will be responsible for the soft version document preparation, but how will the documents be sealed and stamped, will the designated local person do this work? Need to be clarify refer to the integrity pact, Power of Attorney.</p> <p>Can Affidavit letter shall we send scanning copies with signature and stamp and color print in Pakistan while taking color print in Pakistan & later replacing with the original considering the timelines. will it be acceptable?</p> <p>Authorize person / local partner should be able to seal and stamp the bidding documents on behalf of international partner. On Authorization by principal the local partner shall be allowed to submit the necessary documentation on local partner.</p> <p>Counter Query</p> <p><u>Need Clarification.</u> In the bidding Form T3, Power of Attorney.</p>	<p>Bidder shall be required to sign in the capacity of a “nominee” and the “Authorized Representative” of the Bidder duly authorized pursuant to a written power of attorney shall be required to sign in the capacity of “attorney”.</p>
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			<p>There are two specimen signatures.</p> <ol style="list-style-type: none"> 1. Specimen signature of Mr.[Name of Nominee]. 2. Specimen signature of Mr. [Name of Attorney]. <p>Who will signature for nominee and for attorney. Bidders signature will be in the place of nominee? Representative person signature is in the place of attorney.? Please confirm.</p>	
30.			<p>We would like to request to reconsider the clause and amend it to the below:</p> <p>All Goods shall be imported in the name of the Employer. Each of the Goods shall, to the extent consistent with the Laws of Pakistan, become the property of the Employer upon the earlier of: (i) receipt of full payment against the same; or (ii) issuance of Delivery Certificate by Employer.</p>	<p>The Employer is the importer in this case, so the Goods including the Buses will be imported in Employer's name, however, the payment will be made according to the payment milestone schedule set out in Annexure F (<i>Schedule of Payment Milestones</i>) of the Bidding Documents read with the Response Document dated 23.7.2020</p>
31.			<p>We would like to request to reconsider the clause and amend it to allow for negotiation with supplier and genuine causes for delay should be acceptable to employer which are beyond the control of supplier.</p>	<p>No change required.</p>



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32.			We would like to request to reconsider the clause as all payment being made by employer require minimum 30 days whereas supplier is being requested to make such payments with 15 days which are impossible to achieve.	Not Agreed.
33.			As per our experience, the goods are delivered on site and as per the will of purchaser, the delay to take the deliveries of goods which cause immense losses to manufacturers and expose them to high risk therefore we would request you to reconsider this and set a certain time limit under which employer should take delivery of goods from the supplier.	Not Agreed.
34.			The time of (10) days is very short for submitting conceptual design as there is requirement under conceptual design that what exactly constitutes the conceptual design. We would like to request to reconsider this and amend this to atleast (15) days.	Agreed.
35.			Detailed Design is a very broad term and there is no clarification set out in contract or RFP which define the exact requirements of detailed design. It can be a simple few pages document establishing only limited nature of details regarding the bus or it could mean complete manuals and	Agreed to the extent of 5 additional days. 15 days time is accordingly given for this task.



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			description of each and every component along with components test reports. If it means complete details of each and every component, 10 days are very less and the buses are customized and not standard off the shelf product therefore, the time should be atleast 30 days to gather such information and compile them accounting for English translations of documents of foreign language.	
36.			30 days do not account for sourcing of parts and customization details that are required for the project specific buses. Assembly lines of bus manufacturing facilities are used for other orders as well therefore scheduling is key. Furthermore, the visa process itself is a time taking process which requires official invitation letters from Chamber of Commerce China and then VISAs are applied which takes up to 25-30 days itself. Considering the above explanation, we request to increase this to 60 days and subsequently change the timelines.	Not Agreed.
37.	Section 6.4(d)	Prototype Tests	Two days is a very short period of time. In case certain components need to be changed, they will have to be sourced and customized for the said purpose which require a certain period of time.	No change required. The language in the referenced section provides for the Supplier to make good defects “ <i>within two (2) days (or otherwise agreed with the</i>



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			We request you to reconsider this and allow at least (7) days for such changes	<i>Employer)</i> ". Therefore, additional time may be provided by the Employer.
38.	Section 6.4(f)	Prototype Tests	Please share the amount of subsistence allowance so it can be added to costing for tender.	In Clause 6.4(f) of the Supply Contracts reference to " <i>subsistence allowances</i> " shall stand deleted. Provided, however, the Supplier shall bear all fees, costs and expenses incurred (whether inside or outside Pakistan) for the purposes of attendance by Employer's Representatives (not exceeding a team of seven (7) persons) of the Prototype Tests.
39.	Section 9.4(b)(iii)	Failure to Remedy Defects	Please define the term "substantially" as it can have different meanings for the employer and supplier. A certain issue may be minor for supplier whereas it may be substantial in the eyes of employer.	No change required. To be determined on a case to case basis in light of the Applicable Standards, Employer's Requirements and Suppliers Obligations under the Supply Contracts. Any dispute may be referred for dispute resolution in accordance with Clause 17 (<i>Claims, Disputes and Arbitration</i>) of the Supply Contracts.
40.	Section 10	Variations	The clarification and clauses don't confirm that who will bear the associated cost of such variations as the variations can be significant as well	Please refer to Clause 10.3(d) which states, <i>inter alia</i> , that upon instructing or approving a Variation, the Employer shall proceed in accordance with Clause 3.3 (<i>Determinations</i>) to agree or determine adjustments to the Supply Price and/or the Schedule of Payment Milestones.
41.			It is suggested to bring the operators on board before the testing and inspection	Not Agreed. VOC will be given complete bus specs as part of their contract.



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			of buses after production at factory so that VOC can do PDI at their own cost in manufacturing facility and raise their concerns at that time. Once the buses arrive at site, it becomes immensely difficult to make changes or amendments to buses to satisfy VOC as they are not part of procurement process whereas they are supposed to run the buses for 12 years so they tend to shift their penalties blame to supplier.	However, it can reasonably be inferred that the VOC will be onboard soon and may be made part of the inspection process. Other suggestions are not supported.
42.			As per ECE-R66, the simulation of roll over should be acceptable for the roll over test and it is acceptable globally. This will not result in any benefit to general public or user of the service rather increase the cost of bid unnecessarily	Not Accepted. Pls refer to a similar answer above.
43.			We recommend to follow item 5.10.3:At least one emergency roof escape hatch shall be provided in each vehicle. The hatch shall have a seal around the opening, and shall be opened by pulling the release handle. Instruction decals shall be placed on the underside of the hatch. The roof hatch may also act as a fresh air ventilator at times when the air conditioning is not in use.	Not agreed. However, section 7.12.4 of Annexure E (<i>Employer's Requirements</i>) of the RFP and Schedule 4 (<i>Employer's Requirements</i>) of the Supply Contracts shall stand amended to read as follows: <i>"At least two roof ventilators shall be provided in the roof of the BRT vehicle, one approximately over or just forward of the</i>



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				<p><i>front axle, a second approximately over the second axle and a third in the rear section.</i></p> <p><i>The ventilators shall be easily opened and closed manually by a 1.5-meter-high passenger. If roof ventilator(s) cannot be reached by this passenger, then a tool shall be provided to allow this. When open with the BRT vehicle in motion, these ventilators shall provide fresh air inside the BRT vehicle. Ventilator shall cover an opening area no less than 0.28 square meters and shall be capable of being positioned as a scoop with either the leading or trailing edge open no less than 10cm, or with all four edges raised simultaneously to a height of no less than 9cm. An escape hatch shall be incorporated into the roof ventilator. Roof ventilator(s) shall be sealed to prevent entry of water when closed.”</i></p>
44.		The air-system of the bus shall be specially designed with option available to the driver with push button to collect all breathe air from the roof and exhaust it without recycling during passenger trip. Meanwhile fresh dust free / filtered air of equal proportion is to be pumped in from the	Please clarify that whether this means that fresh air should come only from driver cabin or from the entire front portion of vehicle	Fresh air should come from the entire front portion.



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		driver's side of the bus for normal breathing of passengers		
45.			<p>We understand why it is important to gauge the financial strength, production and sales experience of bidders yet other BRT projects of similar size in Pakistan have not mandated such elevated and strict criteria. It is our humble request that the Employer revises the qualifying criteria in line with other similar sized BRT projects in Pakistan to allow more manufactures to feel sufficient level of comfortable that they will submit bids for your valued project.</p>	<p>The evaluation criteria for the Project has been revised in light of comments received from prospective bidders and all efforts have been made to set a clear and unambiguous evaluation criteria to ensure value for money, quality product, and competition among quality producers in the bidding process for the Project.</p> <p>Please refer to the (i) revised Annexure A (<i>Basic Eligibility Criteria</i>) is attached as Schedule 1 to the Response Document dated July 23, 2020; and (ii) revised Annexure B (<i>Evaluation and Qualification Criteria</i>) attached as Schedule 2 to the Response Document dated July 23, 2020.</p>
46.			<p>Can the fore and aft slide of the driver seat be manually operated?</p>	<p>Section 6.7.1 of Annexure E (<i>Employer's Requirements</i>) of the RFP and Schedule 4 (<i>Employer's Requirements</i>) of the Supply Contracts shall stand amended to read as follows:</p> <p><i>"The driver's seat shall include: headrest, high back, dual air lumbar, air operated side bolsters, and preferably an automatic fore and aft slide, however manual fore and aft slide will also be acceptable. . The driver's seat shall be upholstered in all</i></p>



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			<i>cloth fabric. The driver's seat will be equipped with a 3-point seat belt, and a built-in maxi alarm indicating that the brake has not been applied when driver takes pressure off the seat."</i>
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SCHEDULE 1 TO THE RESPONSE DOCUMENT II

DETAILS OF FINANCIAL PROPOSAL

Price of Schedule for Goods pertaining to 18 meter BRTS vehicles

Item	Description	Country of origin	Quantity and Unit of Measurement (No.)	Unit Price DAP (Delivered At Place) - (including transportation to Project site, Karachi, Pakistan)	Total DAP Price per item
1	2	3	4	5	6 = 4 x 5
i	Supply of 18 -meter BRTS vehicles		80 buses		



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ii	Full spare parts package for BRTS vehicles from the delivery of the vehicle through the duration of contract		Lump sum		
iii	Supply of tools and diagnostic equipment for BRTS vehicle		1 set		
iv	Tow trucks for BRTS vehicles		2 tow trucks		
Total (A1)					XXX

Price of Schedule for related services pertaining to 18 meter BRTS vehicles

Item	Description	Country of origin	Quantity and Unit of Measurement	Unit Price	Total Price
1	2	3	4	5	6 = 4 x 5
i	Maintenance supervision of vehicles		36 months		
ii	Maintenance training program		Lump sum		
iii	Driver training program		Lump sum		
iv	Completion of full vehicle homologation, registration, and licensing for BRTS vehicles		Lump sum		
Total (A2)					XXX

Price of Schedule for Goods pertaining to 12 meter BRTS vehicles

Item	Description	Country of origin	Quantity and Unit of Measurement (No.)	Unit Price DAP (Delivered At Place) - (including transportation to Project site,	Total DAP Price per item



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				Karachi, Pakistan)	
1	2	3	4	5	6 = 4 x 5
i	Supply of 12 meter BRTS vehicles		20 buses		
ii	Full spare parts package for BRTS vehicles from the delivery of the vehicle through the duration of contract		Lump sum		
iii	Supply of tools and diagnostic equipment for BRTS vehicle		1 set		
iv	Tow trucks for BRTS vehicles		1 tow trucks		
Total (B1)					XXX

Price of Schedule for related services pertaining to 12 meter BRTS vehicles

Item	Description	Country of origin	Quantity and Unit of Measurement	Unit Price	Total Price
1	2	3	4	5	6 = 4 x 5
i	Maintenance supervision of vehicles		36 months		
ii	Maintenance training program		Lump sum		
iii	Driver training program		Lump sum		
iv	Completion of full vehicle homologation, registration, and licensing for BRTS vehicles		Lump sum		



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Total (B2)	XXX
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Note: The Supplier shall list all such components in Bidding Form F2 (submitted as part of its Bid) that shall be procured or arranged locally in Pakistan but form part of the overall Goods, such as lubricants and/or engine oil.

The Supply Price for Goods corresponding to such locally sourced components shall be paid to the Supplier's Local Agent in PKR (USD amount converted into equivalent PKR based on the Conversion Rate) and not be paid through the Letter of Credit.