
**SINDH INFRASTRUCTURE DEVELOPMENT COMPANY
LIMITED (SIDCL)**

GOVERNMENT OF PAKISTAN



ADDENDUM No. 1 OF REQUEST FOR PROPOSALS (RFP)

IN RELATION TO THE

HIRING OF BUS OPERATOR

FOR

**OPERATION AND MAINTENANCE OF BUSES FOR THE BUS
RAPID TRANSIT SYSTEM OF THE ORANGE AND GREEN LINES**

ISSUED ON: 28TH JANUARY 2021

IMPORTANT NOTICE / DISCLAIMER

This Addendum No. 1 (the **Addendum No. 1**) to the 'REQUEST FOR PROPOSAL' (consisting of the Request For Proposal (the **RFP**) and the Operations and Maintenance Agreement (the **O&M Agreement**) issued in January 2021 (the RFP, the O&M Agreement and together with the Addendum No. 1, (the **Bidding Documents**) is provided to the recipient solely for use in preparing and submitting its Bid / response for participation in the competitive bidding process for hiring a Bus Operator to carry out the Operations and Maintenance of Buses in respect of the Bus Rapid Transit System of the Orange and Green Lines (the **Project**). This Addendum No. 1 is being issued by the Sindh Infrastructure Development Company Limited (the **Employer**) solely for use by prospective Bidders in considering the Project.

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

Neither the Employer nor, in each case, their 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 the Bidding Documents 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 the Bidding Documents or otherwise in connection with the Project.

Any Bid / response submitted in response to the Bidding Documents by any of the Bidders shall be upon the full understanding and agreement of any and all terms of the Bidding Documents and such submission shall be deemed as an acceptance to all the terms and conditions stated in the Bidding Documents.

Any Bid / response to the Bidding Documents submitted by a Bidder shall be construed based on the understanding that the Bidder has done a complete and careful examination of the Bidding Documents and has independently verified all the information received from the Employer (including from its employees, personnel, agents, consultants, advisors and contractors etc.).

Any Bid / response to the Bidding Documents submitted by a Bidder shall be construed based on the understanding that the Bidder acknowledges that prior to the submission of the Bid / response in response to the Bidding Documents, the Bidder has, after a complete and careful examination, made an independent evaluation of the Bidding Documents and all information provided by the Employer or obtained, procured or gathered otherwise, and has determined to its satisfaction the accuracy or otherwise thereof and the nature and extent of difficulties, risks and hazards as are likely to arise or may be faced by it in the course of performance of its obligations under the O&M Agreement. 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 against the Employer in this regard.

The Bidding Documents do not constitute a solicitation to invest, or otherwise participate, in the Project, neither shall it constitute a guarantee on the part of the Employer that the Project will be awarded.

ADDENDUM NO. 1

The Employer hereby issues this Addendum No. 1 to set out the changes and amendments to the RFP previously circulated in respect of the Project, which amendments and changes shall stand incorporated in the Bidding Documents respectively. Notwithstanding anything to the contrary, all relevant provisions of the RFP shall stand amended to the extent required to give effect to the matters set out in this Addendum No. 1. Except as otherwise expressly set out in this Addendum No. 1, all other provisions of the RFP and O&M Agreement shall remain unchanged.

The following amendments shall stand incorporated in the Bidding Documents respectively:

- 1.1 Annexure A (*Basic Eligibility Criteria*) of the RFP shall stand replaced with Appendix A to this Addendum No.1.
- 1.2 Annexure B (*Technical & Financial Evaluation Criteria*) of the RFP shall stand replaced with Appendix B to this Addendum No.1.

APPENDIX A – BASIC ELIGIBILITY CRITERIA

Single Stage Two Envelope under Public Procurement Rules 2004 has been adopted for evaluating the Bids. A Bid received from a Bidder, shall only be considered if all the following components (and the relevant requirements of the Bidding Documents) are satisfied:

➤ **CONSTITUTIVE DOCUMENTS**

A detailed description of the Bidder including:

- Legal name;
- Complete head office contact information, including mailing address, telephone number and an e-mail address;
- Incorporation details, including certification of incorporation, memorandum and articles of association. If the Bidder is an unincorporated legal entity, then the proof of that legal entity's existence must be provided.

Foreign entities participating in the Bidding Process should submit certified true copies of their constitutive documents.

➤ **REGISTRATION WITH TAX AUTHORITIES**

The Bidder must possess a valid registration certificate from the income tax authority (i.e., the NTN certificate) and relevant sales tax authority, if applicable. Valid NTN certificate(s) and tax returns filed for last three (3) years are to be attached and relevant sales tax certificate, if applicable.

Foreign entities participating in the Bidding Process should submit a tax certificate of their country of origin duly attested by Pakistani Consulate / Pakistan High Commission of their country.

➤ **AFFIDAVIT FOR GOVERNMENT OWNED LEGAL ENTITIES**

In case the Bidder is a government owned legal enterprise or institution, such Bidder must establish that it is legally and financially autonomous and operating under commercial law.

Bidder that is a government owned legal enterprise or institution shall submit an affidavit as set out in Bidding Form T4 confirming that it is legally and financially autonomous and operating under commercial law.

➤ **NO CONFLICT OF INTEREST**

A Bidder shall not have a conflict of interest. A Bidder found to have a conflict of interest shall be disqualified. Employer considers a conflict of interest to be a situation in which a party has interests that could improperly influence that party's performance of official duties or responsibilities, contractual obligations, or compliance with applicable laws and regulations. At the time of bidding, Bidders may be considered to be in a conflict of interest with one or more parties if they, *inter alia*; participated as a consultant in the preparation of

the design or technical/commercial/financial/legal specifications for the O&M Services, that are the subject of this Bidding Process.

A Bidder may also be considered to be in a conflict of interest with one or more parties in this Bidding Process if a Bidder participates in more than one Bid in this Bidding Process or is an affiliate of the Employer or any of its advisors. This will result in the disqualification of all Bids in which it is involved.

➤ **NON-BLACKLISTING**

Each Bidder shall provide evidence in the form of an affidavit set out as Bidding Form T4.

A Bidder that has been blacklisted by any of its employers/clients while providing services or performing works in Pakistan, at the date of submission of the Bid under the Bidding Documents or thereafter, shall not be considered.

➤ **LITIGATION HISTORY**

All pending litigation against the Bidder shall in total not represent more than fifty percent (50%) of its respective net worth, nor shall there be any litigation that prevents or materially impedes the Bidder from its obligations in respect of the O&M Services and the terms of the O&M Agreement.

The Bidders shall provide details of any litigations and submit an affidavit set out as Bidding Form T4.

➤ **ELIGIBLE COUNTRIES**

A Bidder and its Sub-Operators, shall have the nationality of an eligible country i.e. (any country of the world with whom Islamic Republic of Pakistan has commercial/trade relations and those who are not subject to sanctions imposed by the United Nations Security Council and has a nationality that has not been proscribed under the applicable laws).

A Bidder shall be deemed to have the nationality of a country if the Bidder is a national of that country; or is constituted, incorporated or registered and operates in conformity with the provisions of the laws of that country.

The above requirement shall apply to the determination of the nationality of Bidders.

➤ **EXPERIENCE**

The Bidder shall have the following experience/qualifications;

- A well-defined departmental structure, such as accounts, operations, HR/Admin, quality management etc. and should have at least a permanent staff of fifty (50) human resources managed by the Bidder.
- At least three (3) preceding years of bus operations experience (Bus Operations /Public Transport Vehicles including but not limited to Urban and Intercity).
- Experience of Operations and Maintenance of at least 50 or more Buses / Public Transport vehicles in the last three (3) preceding years.

➤ **FINANCIAL SITUATION/HISTORICAL FINANCIAL PERFORMANCE**

• ***Net Worth***

- Average Minimum net worth of the Bidder shall not be less than **PKR One Hundred and Fifty (150) Million** in last three (3) year evidenced by the preceding three (3) year years audited financial statements.

• ***Average Annual Turnover***

- Minimum average annual turnover of the Bidder shall not be less than **PKR Four Hundred and Fifty (450) Million** in the last three (3) years.
- Minimum average annual turnover shall be calculated based on total payments received by the Bidder for contracts completed or under execution in the last three (3) years audited financial statements.
- In case the Bidder operates in country other than Pakistan, the historical financial statements shall be translated at the rate specified in the State Bank of Pakistan interbank rate as at the date of the financial statement and the same shall be audited by a reputable audit firm, certified by home country's relevant authority/regulator.

APPENDIX B – TECHNICAL & FINANCIAL EVALUATION CRITERIA

To qualify, each Bidder must score seventy (70) or more points and must score at least fifty percent (50%) in each category i.e., Technical Evaluation Criteria and Financial Evaluation Criteria listed below.

TECHNICAL EVALUATION CRITERIA (60 POINTS)

Technical Offer	Maximum Points	How each item is scored	Data to be provided by the Bidder
Section 1: Organizational Structure and Staffing (20 Points)			
1.1 Organizational structure	5	Current Organizational structure if the firm has a well-defined departmental structure, such as Accounts, operations, HR/Admin, Quality Management etc. No Organization Chart/Hierarchy: 0 Points Organization Chart/Hierarchy: 5 Points	Organization Chart of the Bidder
1.2 Key Personnel – Public Transport Vehicle Operations Manager	5	Experience in urban bus / public transport operations for a minimum of five (5) years with relevant degree preferably Transportation Engineering. Bachelor’s degree with five (5) Years’ relevant Experience: 3 Points Bachelor’s degree with eight (8) or more Years’ relevant Experience: 5 Points Master’s degree with five (5) Years’ relevant Experience: 5 Points	Resume of qualifications and experience for potential person to fill Key Personnel positions.
1.3 Key Personnel –Public Transport Vehicle Maintenance Manager	5	Experience in urban bus / public transport maintenance for a minimum of five (5) years with relevant degree preferably Mechanical / Automotive Engineering Bachelor’s degree with five (5) Years’ relevant Experience: 3 Points Bachelor’s degree with eight (8) or more Years’ relevant Experience: 5 Points Master’s degree with five (5) Years’ relevant Experience: 5 Points	Resume of qualifications and experience for potential person to fill Key Personnel positions.
1.4 Total number of Permanent human resource managed by the company	5	51 to 100 = 3 Points 101 or 150 = 4 Points 151 or more = 5 Points	List of Permanent Human Resources Employed Stating Designation and Contact numbers (Duly attested by Authorized Representative).
Section 2: Experience in Buses/ Public Transport Service Vehicles (35 Points)			

2.1 Number of years of bus operations experience (Bus Operations /Public Transport Vehicle including but not limited to Urban and Intercity)	10	> 3.1 to 05 years = 5 Points > 5.1 to 7 year = 7.5 Points > above 7 years = 10 Points	Copy of Route Permits OR Contract Document OR Letter of Award OR Any other valid document for evidence (Maximum 10 preceding years).
Technical Offer	Maximum Points	How each item is scored	Data to be provided by the Bidder
2.2 Experience in Operations & Maintenance of Buses / Public Transport vehicles with a Fleet of minimum 50 buses	10	Less Than 50 buses = 0 Points 51 to 75 buses = 5 Points 76 to 100 buses = 7.5 Points 101 or more buses =10 Points	Registration Certificates in case of Buses owned OR Lease Agreement (in case of Buses on Lease OR Any other valid document for evidence by bidders in case of O&M Contracts (without ownership or lease of busses) in previous and on-going assignment/project (Maximum 10 preceding years)).
2.3 Experience in Operations & Maintenance of buses on BRT/Mass Transit Network and/or Allied / Ancillary Services operations such as Feeder Services to BRT Network with 50 or more buses per network	15	Operational on 1 Network = 10 Points Operational on 2 Networks = 12.5 Points Operational on 3 or more Networks = 15 Points	Documentary Evidence of Operational Fleet.
Section 3: Work Plan & Methodology (05 Points)			
3.1 Detailed Break up of Work Plan & Methodology including Fleet Maintenance & Depot related to Green & Orange Lines BRTS Operations Plan	5	Fleet Operations & Management Work Plan & Methodology: 3 Points Depot Operations & Management Work Plan & Methodology: 2 Points	
Total Technical Offer Score	60		

FINANCIAL EVALUATION CRITERIA (40 POINTS)

	Maximum Points	How each item is scored	Data to be provided by the Bidder
Financial capability			
Average Net Worth of Transport Business in Last 3 Years in Millions PKR (Total Assets - Total Liabilities)	15	< 150 = 0 Points ≥ 150 ≤ 175 = 5 Points > 175 ≤ 200 = 10 Points > 200 = 15 Points	Last three year audited financial statements
Average Annual Turnover of Transport Business in last three years in Millions PKR	15	< 450 = 0 Points ≥ 450 ≤ 500 = 5 Points > 500 ≤ 550 = 10 Points > 550 = 15 Points	Last three years audited financial statements
Average running finance lines/Cash balance available in last three years in Millions PKR	10	< 15 = 0 Points ≥ 15 ≤ 20 = 5 Points ≥ 20 ≤ 25 = 7.5 Points > 25 = 10 Points	Last three years audited financial statements
Total Technical Offer Score	40		

THE END
