GOVERNMENT OF SINDH
WORKS & SERVICES DEPARTMENT

FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR THE DEVELOPMENT OF DUAL CARRIAGEWAY PROJECTS FROM TANDO MUHAMMAD KHAN TO SUJAWAL, AND HYDERABAD TO TANDO GHULAM ALI UNDER PUBLIC-PRIVATE PARTNERSHIP MODE

RESPONSE DOCUMENT NO. II

20th August 2022

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Important Notice

The Responses to Prospective Bidders' Queries Document (the **'Response Document No. II'**) is in furtherance to requests for queries/ clarifications received from the prospective Bidders in respect of the Bidding Process relating to a feasibility study and transaction advisory services for the development of dual carriageway projects from Tando Muhammad Khan to Sujawal, and Hyderabad to Tando Ghulam Ali under public-private partnership modes (the **'Assignment'**), being conducted pursuant to the Request for Proposal Document (the **'RFP Document'**) dated 14th July 2022, and the Addendum to the Request for Proposal Document (the **'Addendum Document No. I'**) dated 02nd August 2022.

*Unless expressly specified otherwise, all **capitalized terms** used herein shall bear the meaning ascribed thereto under either Sections II or VI – Instructions to Consultants and General Conditions of Contract of this RFP document.*

This Response Document No. II is being circulated by Works & Services Department (the **'Procuring Agency'**), subsequent to its consultant selection committee's approval, in pursuance of the Instructions to Consultant (ITC) Clause-10.1 of the RFP Document. Neither any of these entities nor their employees, personnel, or agents, make any representation (expressed or implied) or warranties as to the accuracy or completeness of the information contained herein or in any other document made available to a Person in connection with the Bidding Process for the Assignment and the same shall have no liability for this RFP Document or for any other written or oral communication transmitted to the recipient in the course of the recipient's evaluation of the Proposals or Bids. Neither any of these entities nor their employees, personnel, agents, consultants, advisors and contractors etc. will be liable to reimburse or compensate the recipient for any costs, fees, damages or expenses incurred by the recipient in evaluating or acting upon the RFP Document or otherwise in connection with the Assignment as contemplated herein.

The Proposals or Bids submitted in response to the RFP Document by any of the Bidders shall be upon the full understanding and agreement of any and all terms of the RFP Document, the Addendum to the RFP Document, and the Response Documents (the **'RFP Documents'**) and such submission shall be deemed as an acceptance to all the terms and conditions stated in the RFP Documents. Any Bid submitted by a Bidder in response to the RFP Documents shall be construed based on the understanding that the Bidder has done a complete and careful examination of the RFP Documents, and has independently verified all the information received (whether written and verbal) from the Procuring Agency (including from its employees, personnel, agents, Consultants, advisors, and contractors, etc.).

This Response Document is not an agreement; its sole purpose is to provide interested Bidders with information that may be useful to them in preparing their Bids or Proposals. The Procuring Agency reserves its right, in its full discretion, to modify the RFP Documents and/ or the Assignment at any time to the fullest extent permitted by law, and shall not be liable to reimburse or compensate the recipient for any costs, taxes, expenses or damages incurred by the recipient in such an event.

Response Document No. II

SR.	RFP REFERENCE	QUERY/ COMMENT	RESPONSE/ CLARIFICATION
SECTION II – INSTRUCTIONS TO CONSULTANTS (ITC)/ BID DATA SHEET (BDS)			
1.	ITC BDS Clauses 18.1, 13.1, 6.1 & 2.2 – Eligibility Criteria (Financial Turnover)	Bidder must have an average annual financial turnover of at least PKR 100 million during the last three years, as verifiable from the financial statements issued by a Certified Chartered Accountant in Pakistan or as applicable. However, in the case of a Consortium, the Lead Member alone must have an average annual financial turnover of at least PKR 75 million, and each other member individually must have an average annual financial turnover of at least PKR 20 million during the last three years; • A Consortium member (which has extensive experience in PPP transactions) has 2-entities having the same ownership structure and is in the process of moving it's business from a partnership to a private limited company. Together both entities (partnership and private limited company) meet the minimum revenue criteria but separately they do not for the purpose of Financial Turnover Criteria. Therefore, we request that the Consortium member having the same ownership in the same business may be considered as one for the purpose of the Financial Turnover Criteria. • Alternatively, we request you to reduce the minimum Financial Turnover Criteria for each	The Procuring Agency, including its Consultant Selection Committee, has formulated the Bidder's evaluation criteria in proportionate to the Assignment's nature, complexity, risk, and other factors following the provisions laid down under the SPP Rules. As indicated in the RFP Documents, each Bidder (in the case of a Consortium, each member as applicable) participating in the Bidding Process must qualify the evaluation criteria, including the minimum financial turnover as verifiable from its annual audited reports submitted along with its Bid to the Procuring Agency, to be eligible for further assessment. Further, the evaluation criteria, as reflected in the RFP Document and amended through Addendum Document No. I, shall remain the same/ unchanged.

		member of a Consortium from a 3-year average of Rs. 20 million to Rs. 15 million.	

END OF THE RESPONSE DOCUMENT NO. II