



**SINDH ECONOMIC ZONES MANAGEMENT COMPANY**

**GOVERNMENT OF SINDH**

**ADDENDUM TO REQUEST FOR PROPOSAL**

**Hiring of Consultants for Transaction Advisory Services**

**for**

**MARBLE CITY PROJECT**

**March 2020**





## TABLE OF CONTENTS

<b><u>Bidders' queries and responses / clarifications by Procuring Agency</u></b> .....	03
<b><u>Annexure A – Revised Evaluation Criteria (Firm's Relevant Experience)</u></b> .....	05
<b><u>Annexure A – Revised Evaluation Criteria (Financial Capability)</u></b> .....	06



## RESPONSES TO QUERIES

Following are the answers / clarifications to the questions / queries raised by the interested / potential bidders during the pre-bid meeting held on Wednesday, 11<sup>th</sup> March 2020, and subsequently through email(s), in respect of the Request of Proposal issued by the Procuring Agency in relation to the captioned project.

S#	QUESTION / QUERY	ANSWER / CLARIFICATION
1.	The deadline for the submission of the bids is 20 <sup>th</sup> March which should be changed and the date should be extended.	The query has been duly noted and bid submission deadline has been extended to 3 <sup>rd</sup> April 2020
2.	Section 5: Terms of Reference Section 5.3.3 i b)  We understand that for the detailed EIA to be carried out, it's important to have the master plan in place. Typically in transactions like these, the developer is afforded the flexibility of finalising the master plan. Hence, this requirement may be applied on the eventual zone developer. It would comply with the likely IFI guidelines and also prevent probable duplication of EIAs and reduce the overall consultancy cost. You may consider getting an IEE study done instead.	It is clarified that the TA shall only conduct an EIA based on the preliminary project design / master plan. Once the project is solicited to the private sector, the potential concessionaire will then be required to (i) update the EIA study which had previously been conducted by the TA, in order to incorporate final project design (if any) and (ii) obtain NOC from SEPA for the same. We believe that since the TA is not required to obtain NOC from SEPA therefore duplication of EIAs and associated costs will be avoided.
3.	Section 5: Terms of Reference Section 5.3.3 ii d)  We understand that land has already been earmarked and allotted to SEZMC. Is this point still applicable?	It is confirmed that the land has been earmarked and allotted for the Project, and the consultants are required to conduct LARP under national and IFI guidelines.
4.	Terms of Reference Section 5.3.10  Submission of SEZ Application should be the responsibility of the winning zone developer. Transaction advisory consultants will not be able to facilitate this process.	In submission of SEZ Application, GoS will be required to facilitate the concessionaire as needed. The consultants will be required to provide support to GoS in preparation of the relevant documentations.
5.	Section 6: Evaluation Criteria and Scoring System 6B – Scoring System 1. Firm's Relevant Experience  There are no industrial projects that have achieved concession signing under PPP mode for which transaction advisory services were provided (Rashakai SEZ was carried out directly by the Procuring Agency). There are no opportunities for local consultants to achieve marks in this category, especially if marks awarded based on the achievement of all three milestones.  We suggest that the milestones should not be clubbed together; instead, marks should be awarded separately	The query has been duly noted and this section of criteria has been changed. The revised evaluation criteria and scoring system is attached as <b>Annexure-A</b> .



	<p>for each milestone (e.g. feasibility studies for 5 projects, bidding package development for 5 PPP projects, concession signing/letter of award for 5 projects, with 3 marks for each project).</p> <p>Furthermore, firms should be allowed to submit projects that are not just industrial development projects (except for the feasibility study category). Consultancy services for other infrastructure PPP projects should receive consideration.</p>	
6.	<p>Section 6: Evaluation Criteria and Scoring System 6B – Scoring System 3. Financial Capability</p> <p>5 marks have been allocated to this criterion, but it appears the highest category of financial capability (average annual turnover of last 3 years of PKR 200 million or above) will only be awarded 4 marks. This section should indicate how a bidder may achieve the highest score for the criterion.</p>	<p>It is typographical mistake. The query has been duly noted and this section of criteria has been rectified. The revised criteria and scoring system is attached as <b>Annexure-B</b>.</p>
7.	<p>It has been stated that for a Consultant / Consortium to be eligible, a minimum of 10 years on collective basis the relevant experience is mandatory. This should be rationalized to minimum of 5 years &lt;Reference 2.18.6 Basic Eligibility Criteria&gt;</p>	<p>Not agreed</p>
8.	<p>It has been stated that Quality and Cost Based Selection Method (QCBS) will be adopted in evaluating the Proposal. In the first stage a technical evaluation will be carried out. Only those Technical Proposals, which score at least 70 points out of 100, shall be considered for opening of Financial Proposal. This should be reduced; other similar proposal can be used for reference &lt;Reference 2.19.3 Proposal Evaluation&gt;</p>	<p>Not agreed</p>
9.	<p>It has been stated “Experience of transaction advisory of completed PPP project (up to signing of concession agreement) of a project and numbers will be allotted on completion of all milestone. This criterion needs to be relooked and there is no PPP project of Industrial development which is yet completed in Pakistan. In fact, there is no completed Special Economic Zone in Pakistan &lt;Reference 6B- Scoring&gt;</p>	<p>The query has been duly noted and this section of criteria has been changed. The revised evaluation criteria and scoring system is attached as <b>Annexure-A</b>.</p>



**ANNEXURE A**  
**Technical Evaluation Criteria & Scoring System**

<b>Criteria</b>										
<b>1. Firm's relevant Experience</b>										
Score will be awarded based on performing consultancy services on projects with successful achievement of following milestones:										
<p>a. Experience of feasibility study of a project related to industrial development projects (of minimum of 100 acres) during last 10 years by any member of the Consortium</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">03 or more Projects</td> <td style="text-align: right;">15 Marks</td> </tr> <tr> <td>02 Projects</td> <td style="text-align: right;">10 Marks</td> </tr> <tr> <td>01 Project</td> <td style="text-align: right;">05 Marks</td> </tr> </table>	03 or more Projects	15 Marks	02 Projects	10 Marks	01 Project	05 Marks	45 Marks			
03 or more Projects	15 Marks									
02 Projects	10 Marks									
01 Project	05 Marks									
<p>b. Experience of development of bidding package (including RFQ/RFP and draft agreement, etc.) of an infrastructure development PPP project during last 10 years by financial / legal member of the Consortium</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">05 or more Projects</td> <td style="text-align: right;">15 Marks</td> </tr> <tr> <td>04 Projects</td> <td style="text-align: right;">12 Marks</td> </tr> <tr> <td>03 Projects</td> <td style="text-align: right;">09 Marks</td> </tr> <tr> <td>02 Projects</td> <td style="text-align: right;">06 Marks</td> </tr> <tr> <td>01 Project</td> <td style="text-align: right;">03 Marks</td> </tr> </table>	05 or more Projects	15 Marks	04 Projects	12 Marks	03 Projects	09 Marks	02 Projects	06 Marks	01 Project	03 Marks
05 or more Projects	15 Marks									
04 Projects	12 Marks									
03 Projects	09 Marks									
02 Projects	06 Marks									
01 Project	03 Marks									
<p>c. Experience of transaction advisory of completed infrastructure development PPP project (up to signing of concession agreement)</p> <table style="width: 100%; border: none;"> <tr> <td style="width: 60%;">05 or more Projects</td> <td style="text-align: right;">15 Marks</td> </tr> <tr> <td>04 Projects</td> <td style="text-align: right;">12 Marks</td> </tr> <tr> <td>03 Projects</td> <td style="text-align: right;">09 Marks</td> </tr> <tr> <td>02 Projects</td> <td style="text-align: right;">06 Marks</td> </tr> <tr> <td>01 Project</td> <td style="text-align: right;">03 Marks</td> </tr> </table>	05 or more Projects	15 Marks	04 Projects	12 Marks	03 Projects	09 Marks	02 Projects	06 Marks	01 Project	03 Marks
05 or more Projects	15 Marks									
04 Projects	12 Marks									
03 Projects	09 Marks									
02 Projects	06 Marks									
01 Project	03 Marks									
<p><b>Note:</b></p> <p>(i) Scores will be awarded to a Bidder based on milestones achieved for a project</p> <p>(ii) In case of the Consortium, scores will be allotted only once for the same project / milestone</p> <p>(iii) Bidders shall attach evidence of experience with proof</p>										



**ANNEXURE B**  
**Technical Evaluation Criteria & Scoring System**

<b>3. Financial Capability</b>	Average annual turn-over of last three (3) years  PKR 250 million or above      05 marks PKR 200 – 249.9 million      04 marks PKR 150 – 199.9 million      03 marks PKR 100 – 149.9 million      03 marks PKR 50 million – 99.9 million    01 mark  <i>* Bidders (in case of Consortium, lead member) to submit audited financial statements of last three years. In case of a consortium, financial capability of only the lead member will be considered</i>	05
--------------------------------	---	----