



**LOCAL GOVERNMENT & HOUSING
TOWN PLANNING DEPARTMENT
GOVERNMENT OF SINDH**

**FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR DEVELOPMENT OF
RANI BAGH PROJECT UNDER PUBLIC-PRIVATE PARTNERSHIP MODE**

THIS DOCUMENT CONTAINS

- 1. ADDENDUM TO THE RFP**
- 2. RESPONSES TO THE PROSPECTIVE BIDDERS' QUERIES**

27th December 2021

**FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR DEVELOPMENT OF
RANI BAGH PROJECT UNDER PUBLIC-PRIVATE PARTNERSHIP MODE**

ADDENDUM TO THE RFP DOCUMENT

Important Notice/ Disclaimer

This Addendum to the RFP (the 'Addendum No. I'), issued in pursuance of the ITC Clause-10.2 of the RFP Document dated 24th November 2021 (the 'RFP'), is provided to the Bidders solely for use in preparing and submitting the Bids or Proposals, in connection with the competitive Bidding Process relating to the Feasibility Study & Transaction Advisory Services for Development of Rani Bagh Project under Public-Private Partnership Mode (the 'Assignment'). This Addendum No. I is being issued by the Local Government & Housing Town Planning Department, Government of Sindh (the 'Procuring Agency'), solely for use by prospective Bidders in considering the Assignment.

In case of any ambiguity, discrepancy, inconsistency and/ or contradiction between this Addendum No. I and the Responses to Prospective Bidders' Queries Document dated 27th December 2021 (the 'Response Document'), this Addendum No. I shall prevail.

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

Neither, the Procuring Agency (including its CSC) 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 Bidding Process for the Assignment and the same shall have no liability for the RFP & Addendum to the RFP Document (the 'RFP Documents') or for any other written or oral communication transmitted to the recipient in the course of the recipient's evaluation of the Bid. 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 RFP Documents or otherwise in connection with the Assignment.

Any Bid or Proposal submitted in response to the RFP Documents by any of the Bidders shall be upon the full understanding and agreement of any and all terms of 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 in response to the RFP Documents submitted by a Bidder 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 from the Procuring Agency (including from its employees, personnel, agents, consultants, advisors and contractors etc.).

Any Bid to the RFP Documents submitted by a Bidder shall be construed based on the understanding that the Bidder acknowledges that prior to the submission of the Bid in response to the RFP Documents, the Bidder has, after a complete and careful examination, made an independent evaluation of the RFP Documents, scope of the Assignment, the Assignment requirements, the applicable standards, the Project site and all information provided by the Procuring Agency 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 instant Assignment's scope. The Procuring Agency (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 Procuring Agency in this regard.

The RFP Documents do not constitute a solicitation for transaction advisory, or otherwise participate, in the Assignment, nor shall it constitute a guarantee or commitment of any manner on the part of the Government that the Assignment will be awarded. The Procuring Agency reserves its right, in its full discretion, to further modify the RFP 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.

Addendum No. I

Local Government & Housing Town Planning Department, Government of Sindh (the 'Procuring Agency') hereby issues this Addendum to the RFP Document (the 'Addendum No. I') to set out changes and amendments to the RFP previously circulated in respect of the Bidding Process relating to the Feasibility Study & Transaction Advisory Services for Development of Rani Bagh Project under Public-Private Partnership Mode (the 'Assignment'), and such changes and amendments shall stand incorporated in the RFP. 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. I. *Except as otherwise expressly set out in this Addendum No. 1, all other provisions of the RFP shall remain unchanged.*

The following amendments shall stand incorporated in the RFP:

Section II – Instructions to Consultants

- ITC Clause – 1.1(w) shall stand amended to be read as under:

'Lead Member' means any Consortium member (an enterprise, firm or company), being a National Company or Firm having set up or incorporated in Pakistan¹, responsible to the Procuring Agency for leading and executing the entire Assignment.

- ITC References Clauses available in Data Sheet shall stand amended to be read as under:

ITC Reference	Description
ITC 9.1	The Bid validity period shall be ninety (90) days effective from the date of opening of technical bids – valid up to 11th April 2022.
ITC 14.1	Bidders shall quote the Bids in Pak Rupees (PKR) , using the standard forms, or as applicable, while submitting Bid to the Procuring Agency. The contract shall be based on a fixed price or lump sum basis payable to the successful Bidder (in case of a Consortium, respective members) in PKR subject to the satisfactory completion of respective milestone(s) as mentioned in Conditions of Contract.
ITC 16.4	<p>For bids/ proposals submission purposes only, the PA's address is:</p> <p>Attention: Special Secretary (Technical), Local Government Department, Government of Sindh</p> <p>Address: Ground Floor, Tughlaq House, Sindh Secretariat Building No. 2, Kamal Attaturk Road, Karachi</p> <p>City: Karachi</p> <p>Phone No: +92 21 99212314</p> <p>The deadline for proposals submission and opening is:</p> <p>Date: 12th January 2021</p> <p>Time: 02 p.m. and 03 p.m. (submission and opening, respectively)</p> <p>Consultants shall not have option to submit Bids electronically.</p>

¹ RFP Documents requires the Lead Member shall only be a National Company or Firm, which means any enterprise, firm or company having set up or incorporated in Pakistan to be eligible for Bid. However, a foreign firm may participate in the Bidding Process as a Consortium member, other than the Lead Member, subject to qualifying the requirements outlined in the RFP Documents.

<p>ITC 18.1 ITC 13.1 ITC 6.1 ITC 2.2</p>	<p>Eligibility Criteria: The Bidder or Consultant (individual firm or Consortium) must qualify following requirements for further assessment (technical evaluation):</p> <ul style="list-style-type: none"> • Nationality: Bidder (in case of Consortium, Lead Member) must have been incorporated or setup in Pakistan as evidenced by its registration documents (Memorandum & Articles of Association or equivalent documents of constitution or association as applicable under the law); • Registration: Bidder (in case of Consortium, each member as applicable) must have valid registration with: (i) Federal Board of Revenue (FBR); (ii) Sindh Revenue Board or relevant tax authority; and (iii) Pakistan Engineering Council as Consulting Engineers with relevant Project Profile Codes, including 1201, 1203, 1210, 1222, 1224, 1228, 1231 & 1235 – <i>in case of Consortium, any or all members combined (criterion # iii)</i>; • Active Tax-Payer: Bidder (in case of Consortium, each member as applicable) must be on Active Taxpayer List (ATL) of FBR and must have filed income tax returns during the last three (3) years; • Power of Attorney and Consortium Agreement: Bidder (in case of Consortium, each member) must submit a power of attorney, as required by the RFP Document, for authorized person nominated to sign the documents. In addition, Bidder (in case of Consortium only) must submit the Consortium Agreement along with Bid or Proposal submitted to the Procuring Agency; • 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. However, in 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 25 million, during the last three years; • Experience: Bidder (in case of Consortium, technical member) must have completed at least one (1) assignment relating to the master and strategic planning and designing of park with recreational facilities, with project's minimum covered area of 10 acres, during the least fifteen (15) years; • Key Professional Staff: Bidder (in case of Consortium, any or all members, as applicable) must have and propose all the eligible Key Professional Staff as listed under Technical Evaluation Criteria and each Consortium member firm must place at least one (1) and Lead Member firm should place at least two (2) Key Professional Staff; • Government Owned Organization: Bidder (in case of Consortium, each member as applicable) must be: (i) legally and financially autonomous; and (ii) operates under commercial law; • Conflict of Interest: Bidder (in case of Consortium, each member) must not have any conflict of interest arising from the prior or existing contracts or relationships which could materially affect potential involvement of the Bidder and to comply with the obligations set out in the RFP Document issued with respect to this Assignment; • Non-performing Contracts and Litigation History: Bidder (in case of Consortium, each member) must provide details of: (i) non-performing contracts with cogent reasons; and (ii) disputes and litigation or arbitration cases in-hand and pending for adjudication; • Non-blacklisting/ Non-debarment: Bidder (in case of Consortium, each member) must not be: (i) blacklisted by any public sector organization and IFIs; (ii) debarred by the Procuring Agency till the bid submission deadline; (iii) in bankruptcy or liquidation proceeding; and (iv) convicted of, fraud, corruption, collusion or money laundering.
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Technical Evaluation Criteria: Refer to Addendum No. I pages # 9 onward

The prospective bidders must read carefully and note the following conditions relating to an integral part of the evaluation criteria:

- i. **Foreign entities**, if participating in Bidding Process as Consortium members, other than the Lead Member, must provide relevant documents of registration and other evidence, as applicable with regard to criteria, from their respective regulatory and/ or registration bodies of home country;
- ii. Sub-Consultant's credentials & experience is not eligible for scoring. Furthermore, the global experience of parent company or associated firms abroad is also not eligible for scoring, until and unless foreign company has itself participated as a Consortium member;
- iii. The Procuring Agency shall consider bidder's experience to the extent of those contracts as directly awarded in its own or bidder's title (but not their staff or any parent or subsidiary company in any case). Secondly, the claimed experience or contracts awarded (respective milestones) must be satisfactory completed as endorsed and/ or verified, if deemed mandatory, by the awarding agency;
- iv. If a Consultant is notified as a qualified and awarded procurement contract on the basis of experience of a foreign company, then requisite Professional Staff from that foreign company must be present during the contract negotiation and fielded along with other Consortium members.

ITC 18.1 **Eligibility Criteria (Mandatory Documents – Refer to the Eligibility and Technical**
ITC 13.1 **Evaluation Criteria):** Bidder (individual firm or Consortium) must enclose, along
ITC 6.1 with the Technical Proposal, copies of the following documents including but not
ITC 2.2 limited to²:

- i. Documents Checklist duly filled (update if any modification required), signed, stamped by Bidder's authorized representative (**Appendix – E**);
- ii. Registration details including Memorandum & Articles of Incorporation (or equivalent documents of constitution or association) and documents of registration of legal entity (including NTN, SRB and PEC as applicable);
- iii. Company profile describing nature of business and field of experience;
- iv. Consortium Agreement in consonance with ITC Clause 13.1(a) of Bid Data Sheet (in case of Consortium only);
- v. Power of Attorney (**Appendix – C**);
- vi. Integrity Pact (**Appendix – A**);
- vii. Audit reports containing balance sheets, income statements and cash flow statements of last three (3) years duly issued and verified by a certified chartered accountant firm;
- viii. Income tax returns filed for last three (3) years;
- ix. Bid security financial instrument without disclosing the amount of it;
- x. Qualification record indicating contracts scope and references proving completion of requisite number of contract(s) in last fifteen (15) years;
- xi. Work orders, contract agreements with addenda (if any), and contracts completion certificates or any substantial evidence relating to it during the last fifteen (15) years;
- xii. CVs of the Key Professional Staff dedicated for this Assignment;
- xiii. Historical contracts non-performing details, if any, with reasons leading to non-performance;
- xiv. Litigation history with pending cases and nature of such litigations;
- xv. An affidavit, duly attested by Oath Commissioner, that bidder (individual

² Appendices referred in this Addendum are available in the RFP Document.

firm or Consortium, as the case may be) is not blacklisted by any public or private sector organization (**Appendix-B**);

- xvi. Any other document, including Bid Forms and Forms-Tech etc. as applicable and referred in ITC, associated with qualifying the eligibility, technical evaluation criteria, and other terms and conditions.

The prospective Bidders must read carefully and note the following conditions relating to an integral part of the evaluation criteria:

- i. Any foreign entity(ies), participating in Bidding Process as a Consortium member, other than Lead Member, must submit relevant documents issued by their respective authorities/ jurisdiction and **attested** by Pakistani Consulate/ Pakistan High Commission of such jurisdiction;
- ii. In case, Bidder has proposed a Professional Staff from educational/ research institutions, then a '**No Objection Certificate**' issued from the concerned institution shall be enclosed with the CV of such individual;
- iii. Bidder (individual firm or Consortium) must provide valid documents against each criteria/ sub-criterion as required for qualifying eligibility and technical evaluation criteria. **Proposal received with incomplete document(s) or without concrete evidence(s) will be marked as disqualified or assigned zero points as the case may be;**
- iv. The Procuring Agency reserves the right to cross-verify or call further information/ documents, if deemed necessary during the bidding process, to ensure reliability of information and capability of Bidder. Bidder's non-submission of required document(s) or information on time may result in disqualification or non-scoring of a particular credential as the case may be.

ITC 20.1	Expected date and address for contract negotiation is 01 st April 2022 (or within
ITC 23.1	the bid validity period) at the Committee Room of Local Government Department, Tughlaq House, Sindh Secretariat Building No.2, Karachi.

ITC 24.3	Expected date for commencement of services is: 8 th April 2022 or immediately after signing of the contract agreement by both the parties.
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Technical Evaluation Criteria (ITC 18.1)			
Sr. #	Sub-Criteria and Points	Max Points	
1.	Firm's experience (Max. Points = 55)		
	Note:		
	<i>i. Points will be assigned only once for the same project or same milestone completed by more than one Consortium member firms. Furthermore, if a milestone completed or achieved through a Consortium member firm (for instance: legal or financial firm), the points will be assigned to that Consortium member firm only, subject to that firm's participation as a Consortium member under instant procurement;</i>	1.1 General Experience (Maximum Points = 15)	
	<i>ii. Project(s) containing various milestones of a similar or varied nature will be considered separately while assigning the points during evaluation;</i>	1.1.1 Bidder's (in case of a Consortium, technical members) experience in master and strategic planning and designing for infrastructure and/ or tourism and/ urban development projects ³ , with each project's minimum cost of PKR 1,000 million or assignment's minimum total contract value of PKR 7 million, completed during the last fifteen (15) years [1.5 points for each project]	3
	<i>iii. Bidders' experience will be considered for projects completed under public or private sector organizations, unless expressly specified otherwise;</i>	1.1.2 Bidder's (in case of a Consortium, technical members) experience in conducting feasibility study for infrastructure and/ or tourism and/ or urban development projects, with each project's minimum cost of PKR 1,000 million or assignment's minimum total contract value of PKR 5 million, completed during the last fifteen (15) years [1.5 points for each project]	3
	<i>iv. Bidders' experience to the extent of PPP Projects (as at 1.2.4 & 1.2.5 only) will be considered for public sector clients;</i>	1.1.3 Bidder's (in case of a Consortium, at least one member) experience in conducting environmental impact assessment studies for infrastructure and/ or tourism and/ or urban development projects, with each project's minimum cost of PKR 1,000 million or assignment's minimum total contract value of PKR 3 million, completed during the last fifteen (15) years [1.5 points for each project]	3
	<i>v. Scores will be awarded to a Bidder based on milestones achieved for a project</i>	1.1.4 Bidder's (in case of a Consortium, legal member) experience in preparing bidding package (including bidding documents and agreement, etc.) for infrastructure and/ or tourism and/ or urban development and/ or power and/ or EPC or turnkey projects, with each project's minimum cost of PKR 1,000 million or assignment's minimum total contract value of PKR 5 million, completed during the last fifteen (15) years [1.5 points for each project]	3
<i>vi. For completion of the projects/ assignments other than the PKR, historical exchange rate prevailing on completion of respective milestone will be used to convert foreign currency to</i>	1.1.5 Bidder's (in case of a Consortium, financial member) experience in developing financial model, and project structuring for infrastructure and/ or tourism and/ or urban development and/ or EPC and/ or power or turnkey projects, with each project's minimum cost of PKR 1,000 million or assignment's minimum total contract value of PKR 5 million, completed during the last fifteen (15) years [1.5 points for each project]	3	
	1.2 Relevant Experience (Maximum Points = 40)		
	1.2.1 Bidder's (in case of a Consortium, technical members) experience in master and strategic planning and designing for construction or rehabilitation of parks with recreational facilities, with each project's minimum covered area, detailed below , completed during the last fifteen (15)	15	

³ The infrastructure sector projects may include (planning & designing and/ or feasibility study and/ or EIA studies and/ or bidding package and/ or financial model for) construction of bridges, communications, power & energy, water, aviation, railroad, road, and waste, etc.

<p>PKR, as notified by the State Bank of Pakistan;</p> <p>vii. For the purpose of assigning points for the projects or assignments completed, it shall be assigned only once in respective category, i.e., either general or relevant experience, as passing the criteria mentioned there under. Bidders shall submit probable evidence with sufficient information, as available or accessible, against the consulting services provided for the claimed projects.</p>	<p>years:</p> <p>(a) ≥ 30 acres [7.5 points for each project]; and/ or</p> <p>(b) ≥ 20 acres and < 30 acres [6 points for each project]; and/ or</p> <p>(c) ≥ 15 acres and < 20 acres [4 points for each project]; and/ or</p> <p>(d) ≥ 10 acres and < 15 acres [3 points for each project].</p>							
	<p>1.2.2 Bidder’s (in case of a Consortium, technical members) experience in conducting feasibility study for development of parks with recreational facilities, with each project’s minimum covered area, detailed below, completed during the last fifteen (15) years:</p> <p>(a) ≥ 30 acres [3.5 points for each project]; and/ or</p> <p>(b) ≥ 20 acres and < 30 acres [2.5 points for each project]; and/ or</p> <p>(c) ≥ 15 acres and < 20 acres [2 points for each project]; and/ or</p> <p>(d) ≥ 10 acres and < 15 acres [1.5 points for each project].</p>	9						
	<p>1.2.3 Bidder’s (in case of a Consortium, at least one member) experience in conducting environmental impact assessment studies for parks and recreational facilities projects, with each project’s minimum cost of PKR 2,000 million or assignment’s minimum total contract value of PKR 3 million, completed during the last fifteen (15) years [2 points for each project]</p>	4						
	<p>1.2.4 Bidder’s (in case of a Consortium, legal member) experience in preparing bidding package (including RFQ/ RFP and draft concession agreement, etc.) for infrastructure and/ or tourism and/ or urban and/ or water resources and/ or parks with recreational facilities development projects under the PPP modality, completed during the least fifteen (15) years [2 points for each project]</p>	6						
	<p>1.2.5 Bidder’s (in case of a Consortium, financial member) experience in developing financial model, risk matrix and project structuring for infrastructure and/ or tourism and/ or urban and/ water resources and/ or parks with recreational facilities development projects under the PPP modality, completed during the least fifteen (15) years [2 points for each project]</p>	6						
Total Points (General and Relevant Experience)		55						
<p>2. Key Professional Staff (Max Points = 30)</p> <p><i>Note: The proposed staff (Financial, Technical, and Legal) must qualify the following requirements for attaining the points as mentioned under this section (refer to the table showing weightage points allocated to the each Staff based on</i></p>	<p>2.1 Financial Team:</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 5%;">i.</td> <td style="width: 85%;">Financial Team Leader</td> <td style="width: 10%; text-align: center;">4 points</td> </tr> <tr> <td>ii.</td> <td>Project Finance Specialist</td> <td style="text-align: center;">2 points</td> </tr> </table>	i.	Financial Team Leader	4 points	ii.	Project Finance Specialist	2 points	6
	i.	Financial Team Leader	4 points					
ii.	Project Finance Specialist	2 points						
	<p>2.2 Technical Team:</p> <table border="1" style="width: 100%;"> <tr> <td style="width: 5%;">i.</td> <td style="width: 85%;">Technical Team Leader</td> <td style="width: 10%; text-align: center;">4 points</td> </tr> <tr> <td>ii.</td> <td>Park Specialist/ Design Expert/ Urban Planner</td> <td style="text-align: center;">4 points</td> </tr> </table>	i.	Technical Team Leader	4 points	ii.	Park Specialist/ Design Expert/ Urban Planner	4 points	18
i.	Technical Team Leader	4 points						
ii.	Park Specialist/ Design Expert/ Urban Planner	4 points						

	<i>qualification and relevant experience):</i> i. <i>S/he must not be more than 65 years of age, as on the date of bids submission deadline; and</i> ii. <i>S/he must have valid registration with the professional bodies i.e. PEC, ICAP, and PCATP and/ or as applicable under the relevant laws or general by-laws of the respective country;</i> iii. <i>S/he must attain the minimum points or meet the minimum qualification and experience mentioned in the score table.</i>	<table border="1"> <tr> <td>iii.</td> <td>Principal Architect</td> <td>4 points</td> </tr> <tr> <td>iv.</td> <td>Principal Structural Engineer</td> <td>3 points</td> </tr> <tr> <td>v.</td> <td>Environment Expert</td> <td>1.5 points</td> </tr> <tr> <td>vi.</td> <td>Social Safeguard Expert</td> <td>1.5 points</td> </tr> </table>	iii.	Principal Architect	4 points	iv.	Principal Structural Engineer	3 points	v.	Environment Expert	1.5 points	vi.	Social Safeguard Expert	1.5 points	
		iii.	Principal Architect	4 points											
iv.	Principal Structural Engineer	3 points													
v.	Environment Expert	1.5 points													
vi.	Social Safeguard Expert	1.5 points													
	2.3 Legal Team:	<table border="1"> <tr> <td>i.</td> <td>Legal Team Leader</td> <td>4 points</td> </tr> <tr> <td>ii.</td> <td>Legal Expert</td> <td>2 points</td> </tr> </table>	i.	Legal Team Leader	4 points	ii.	Legal Expert	2 points	6						
i.	Legal Team Leader	4 points													
ii.	Legal Expert	2 points													
Total Points (Key Professional Staff)			30												
3.	Financial Capability (Max. Points = 6) Note: i. <i>Bidder (in case of Consortium, each member as applicable) to submit audited financial statements of last three years. In case of a Consortium, financial capability of the Consortium members collectively will be considered.</i>	3.1 Average annual turn-over of last three (3) years <table border="1"> <tr> <td>i.</td> <td>≥ PKR 300 million</td> <td>6 points</td> </tr> <tr> <td>ii.</td> <td>≥ PKR 200 million and < PKR 300 million</td> <td>4 points</td> </tr> <tr> <td>iii.</td> <td>≥ PKR 100 million and < PKR 200 million</td> <td>2 points</td> </tr> </table>	i.	≥ PKR 300 million	6 points	ii.	≥ PKR 200 million and < PKR 300 million	4 points	iii.	≥ PKR 100 million and < PKR 200 million	2 points	6			
i.	≥ PKR 300 million	6 points													
ii.	≥ PKR 200 million and < PKR 300 million	4 points													
iii.	≥ PKR 100 million and < PKR 200 million	2 points													
4.	Understanding of the Assignment and Proposed Methodology (Max. Points = 9)	4.1 Understanding of the Assignment	3												
		4.2 Proposed Methodology with Work Plan containing pragmatic approaches towards achieving the Assignment's desired objectives and targeted milestones set in TOR within the stipulated timeline	6												
Total Points (Financial Capability plus Understanding of the Assignment and Proposed Methodology)			15												
Grand Total Points (Technical Evaluation Criteria)			100												
Qualifying Points			75												

Note: A bidder (individual firm or consortium) **must attain at least 75 points** to qualify for the opening of its financial proposal.

Key Professional Staff (Points Weightage Assigned to Each Individual based on Qualification and Experience)					
Sr.	Key Professional Staff	Maximum Weightage (Qualification 25% and Relevant Experience 75%)			
		Qualification	Weightage	Relevant Experience	Weightage
1.	Financial Team				
1.1	Financial Team Leader	CA/ CFA/ ICMA/ ACCA/ MBA	25%	≥ 10 years' experience of transaction advisory services under infrastructure and/ or tourism and/ or urban development and/ or water resources and/ or parks with recreational facilities projects	75%
		Bachelors in Finance/ Accounting/ Business Administration	15%	≥ 7 years and < 10 years	60%
				≥ 5 years and < 7 years	40%
				≥ 3 years and < 5 years	20%
1.2	Project Finance Specialist	CA/CFA/ICMA/ACCA/MBA	25%	≥ 10 years' experience of developing financial models/ financial structuring under infrastructure and/ or tourism and/ or urban development and/ or water resources and/ or parks with recreational facilities projects	75%
		Bachelors in Finance/ Accounting/ Business Administration	15%	≥ 7 years and < 10 years	60%
				≥ 5 years and < 7 years	40%
				≥ 3 years and < 5 years	20%
2.	Technical Team				
2.1	Technical Team Leader	Masters in Civil Engineering or equivalent	25%	≥ 15 years' experience in leading the overall planning and designing for infrastructure development projects	75%
		Bachelors in Civil Engineering or equivalent	15%	≥ 10 years and < 15 years	60%
				≥ 7 years and < 10 years	40%
				≥ 5 years and < 7 years	15%
2.2	Park Specialist/ Design Expert/ Urban Planner	Masters in Leisure & Recreation/ Leisure Studies/ Recreation Management/ Tourism & Hospitality/ City & Regional Planning or equivalent	25%	≥ 15 years' experience in assisting design & development and/ or operation & maintenance of urban parks projects	75%
		Bachelors in Leisure & Recreation/ Leisure Studies/ Recreation Management/ Tourism & Hospitality/ City & Regional Planning or equivalent	15%	≥ 10 years and < 15 years	60%
				≥ 7 years and < 10 years	40%
				≥ 5 years and < 7 years	20%
2.3	Principal Architect	Masters in Civil Engineering/ Architecture or equivalent	25%	≥ 15 years' experience in designing infrastructure and/ or urban and/ or tourism and/ or parks with recreational facilities development projects	75%

		Bachelors in Civil Engineering/ Architecture or equivalent	15%	≥ 10 years and < 15 years	60%
				≥ 7 years and < 10 years	40%
				≥ 5 years and < 7 years	20%
2.4	Principal Structural Engineer	Masters in Structural Engineering or equivalent	25%	≥ 15 years' experience in designing and analyzing infrastructure and/ or urban and/ or tourism development projects	75%
		Bachelors in Structural Engineering or equivalent	15%	≥ 10 years and < 15 years	60%
				≥ 7 years and < 10 years	40%
				≥ 5 years and < 7 years	20%
2.5	Environment Specialist	Master of Engineering (Environmental/ allied Environmental Sciences or equivalent)	25%	≥ 15 years' experience in conducting EIA assessment studies for infrastructure and/ or urban and/ or tourism development projects	75%
		Bachelor of Engineering (Environmental Sciences or equivalent)	15%	≥ 10 years and < 15 years	60%
				≥ 7 years and < 10 years	40%
				≥ 5 years and < 7 years	20%
2.6	Social Safeguards Expert	Masters in Social Sciences or equivalent	25%	≥ 15 years' experience in conducting studies pertaining to social aspects such as baseline/demographic studies, involuntary resettlement studies and plans, as per national/ provincial guidelines or IFIs standards	75%
		Bachelors in Social Sciences or equivalent	15%	≥ 10 years and < 15 years	60%
				≥ 7 years and < 10 years	40%
				≥ 5 years and < 7 years	20%
3.	Legal Team				
3.1	Legal Team Leader	LLM/ Bar at Law	25%	≥ 10 years' experience of legal advisory under infrastructure and/ or tourism and/ or urban development and/ water related projects	75%
		LLB	15%	≥ 7 years and < 10 years	60%
				≥ 5 years and < 7 years	40%
				≥ 3 years and < 5 years	20%
3.2	Legal Expert	LLM/ Bar at Law	25%	≥ 10 years' experience of drafting procurement documents e.g. EOIs, RFQ, RFP, Concession/ PPP agreements/ EPC contracts/ agreement negotiations under infrastructure and/ or tourism and/ or urban development and/ water related projects	75%
		LLB	15%	≥ 7 years and < 10 years	60%
				≥ 5 years and < 7 years	40%
				≥ 3 years and < 5 years	20%

Section VI – Conditions of Contract and Standard Forms

3. Special Conditions of Contract (SCC) Clause-6 shall stand amended to be read as under:

SCC Clause-6.3.1: The Procuring Agency shall release the payments to the successful Bidder (in case of a Consortium, respective members including a National Company or Firm or a foreign firm) in **Pak Rupees**.

**FEASIBILITY STUDY AND TRANSACTION ADVISORY SERVICES FOR DEVELOPMENT OF
RANI BAGH PROJECT UNDER PUBLIC-PRIVATE PARTNERSHIP MODE**

RESPONSES TO THE PROSPECTIVE BIDDERS' QUERIES

Important Notice/ Disclaimer

This Responses to Prospective Bidders' Queries Document (the '**Response Document**'), is in furtherance to requests for queries/ clarifications received from the prospective Bidders in respect of the Bidding Process relating to Feasibility Study & Transaction Advisory Services for Development of Rani Bagh Project under Public-Private Partnership Mode (the '**Assignment**'), being conducted pursuant to the Request for Proposal Document (the '**RFP**') dated 24th November 2021.

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

This Response Document is being circulated by Local Government & Housing Town Planning Department (the '**Procuring Agency**'), subsequent to the approval by its Consultant Selection Committee. Neither any of these entities, nor their employees, personnel, agents, make any representation (expressed or implied) or warranties as to the accuracy or completeness of 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 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 this RFP or otherwise in connection with Assignment as contemplated herein.

The Proposals or Bids submitted in response to the RFP by any of the Bidders shall be upon the full understanding and agreement of any and all terms of the RFP & Addendum to the RFP, and Response Document (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 Government of Sindh (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.

Responses to Prospective Bidders' Queries

SR. #	RFP REFERENCE	QUERY/ COMMENT	RESPONSE/ CLARIFICATION
SECTION I – LETTER OF INVITATION			
1.	Request for Proposal	The Procuring Agency, earlier three (3) years, initiated a similar nature of procurement process, whereby various bidders participated/ submitted their bids; however, later on the process was cancelled. What were the reasons leading to cancel previous procurement process and then re-invite bids afresh through open competitive bidding by the Procuring Agency?	The Procuring Agency cancelled earlier procurement process under Rule-25 read with Rule-33(2) of SPP Rules. The instant procurement process has been floated afresh after updating the Assignment's RFP Document, which inter-alia contains detailed scope, terms of reference, and criteria, etc.
2.	Request for Proposal	Is it mandatory for a Bidder to form a Consortium to be eligible for submitting its Bid?	A Bidder (any type of a firm or business legally registered and operating in Pakistan) may submit Bid individually or through forming a Consortium, subject to qualifying the criteria and other terms and conditions outlined in the RFP Document.
SECTION II – INSTRUCTIONS TO CONSULTANTS (ITC)/ BID DATA SHEET (BDS)			
3.	ITC BDS Clause 24.2 – Performance Security	The RFP requires successful Bidder to submit performance security equivalent to 2% of contract price in the form of bank guarantee. Will it be acceptable for the Procuring Agency if the Bidder submits performance security in any other form, pay order or any other?	Successful Bidder shall be required to submit the performance security in the form and amount specified in the RFP Document in terms of Rules-39(2) & 21(3) of SPP Rules, 2010, read with ITC Clause-24.2 and GCC Clause-6.1 of the RFP Document.
4.	ITC BDS Clause 18.1 – Technical Evaluation Criteria (1. Firm's Experience – I. General Condition or Note)	It is mentioned that the points will be allotted only once in case of a Consortium. Referring to it, if a contract with various milestones is claimed by a Consortium's two or more members, then the points will be assigned to the Consortium's single member or otherwise. Secondly, if a particular milestone under a contract is achieved and rest of the milestones is in process to be completed at a later stage, then what will be the criteria for assigning the marks?	Points will be assigned to a Bidder based on its completed milestones as verifiable by documentary evidence submitted along with the Bid or Proposal. For further clarity and update, refer to the Technical Evaluation Criteria available at page # 9 of the Addendum No. I
5.	ITC BDS Clause 18.1 – Technical Evaluation Criteria (1. Firm's Experience – I. General Condition or Note)	We are working on a project that includes planning and designing for development of various parks at different locations. Will the Procuring Agency consider each park as a separate milestone for the purpose of assigning marks or otherwise?	Project(s) containing various milestones of a similar or varied nature will be considered separately for awarding the points, subject to qualifying criteria and requirements mentioned in RFP Documents. For further clarity and update, refer to the Technical Evaluation Criteria available at page # 9 of the

			Addendum No. I
6.	ITC BDS Clause 18.1 – Technical Evaluation Criteria (1. Firm's Experience – II. General Condition or Note)	It is required that bidders' experience will be considered to the extent of public sector projects. What if a project with required nature and scope completed for a private sector organization.	This condition does not apply among all projects. The condition, for public sector as a counterparty or client, specifically applies to the criterion listed at Sr. # 1.2.4 & 1.2.5. For further clarity and update, refer to the Technical Evaluation Criteria available at page # 9 of the Addendum No. I
7.	ITC BDS Clause 18.1 – Technical Evaluation Criteria (1. Firm's Experience – 1.2. Relevant Experience)	Is there any rationale(s) requiring Bidders to have experience for completion of similar projects with a minimum covered area of 20 acres.	The Project is spread over an area of 54 acres with a multiple recreational facilities, which the Procuring Agency strategizes to improve and modernize using a public-private partnership model. It is projected that a Bidder having prior experience of a similar nature of Assignment or substantially equivalent scope of work would be capable enough to execute the tasks in effective and efficient manner. Secondly, it is required under the Rules that criteria needs to be unambiguous and must be proportionate to the type, nature, market conditions, complexity, risk, value, and objective of Assignment. Considering these factors, the criteria were formulated and incorporated in the RFP Documents. For further clarity and update, refer to the Addendum No. I
8.	ITC BDS Clauses 18.1, 13.1, 6.1 & 2.2 – Eligibility Criteria (Financial Turnover)	Eligibility criteria require bidders to have a minimum average annual financial turnover of PKR 100 million during the last three years. This needs to be revisited for enhancing competition level.	Refer to the Addendum No. I
SECTION VI – CONDITIONS OF CONTRACT, GENERAL CONDITIONS OF CONTRACT (GCC), AND SPECIAL CONDITIONS OF CONTRACT (SCC)			
9.	GCC/ SCC Clause 6.5.1 – Contract Price	The first milestone, i.e., inception report, under the payment schedule be linked/ assigned a certain payment from the total Contract Price for ease of Bidder to execute the work smoothly.	The payment schedule is flexible and linked with the Assignment's major milestones and it shall remain unchanged.

