



**Transport & Mass Transit Department
Government of Sindh**



**Addendum # 1
Request for Proposal
Transaction Advisory Services for
Bus Rapid Transit System - *Blue Line***

November 23, 2015




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S. No.	Bidders' Queries	Reply / Clarification / Change
1	<p>Refer to page no. 52, part no. 1.1 of Evaluation of Technical Proposals. The Technical Proposal will be evaluated on the basis of Consultants' relevant experience, its understanding of assignment, proposed methodology and Work Plan, the experience of Key Personnel. Only those Consultants' who's Technical Proposals score 70% marks or more shall qualify for further consideration.</p> <p>Will the overall 70% of marks be adequate without checking the competency in all four sections? e.g. firms/consortium gets no marks in Specific Experience related to assignment of Validation especially for Mass Transit Projects. Will it be eligible for further consideration?</p> <p>It is strongly recommended that the minimum scoring limit should be applied on each of the four categories as well as overall scoring, otherwise firms with no BRT experience will be able to qualify.</p>	<p>It is agreed that the minimum passing criteria in each section will be established. The overall technical qualification would remain the same i.e. 70%, however, the Consultant's would need to secure at least 50% marks in each of the four (4) categories given under Section 12.1.2 (Rating System) on page 27 of the RFP. The same is provided under Annexure-A to this Addendum # 01.</p>
2	<p>Refer to Page no. 25, Performance Security is on the higher side (SPPRA Rule 36 allows performance security less than 10%). It may be reduced to 5%.</p>	<p>The request was considered. The Performance Security is reduced to 5%.</p>
3	<p>It is requested that the proposal submission date may please be extended till December 4, 2015.</p>	<p>The request for extension of time was considered. Accordingly, the proposal submission date is extended up to December 08, 2015.</p>
4	<p>Refer to Page no. 27, Firm's relevant experience, part no. 1, Firms / Consortiums must have transport sector (road, rail infrastructure) project experience. Is there any requirement for the value of each project and is there any requirement of only including projects in last 5 or 10 years?</p>	<p>The requirement for each project experience is provided in the revised qualification criteria under Annexure-A to this Addendum # 01.</p>

S. No.	Bidders' Queries	Reply / Clarification / Change
5	Refer to Page no. 27, Firm's relevant experience, part no. 2, Firms / Consortiums must have relevant transport sector (BRTS/LRT/MRT etc.) sector project experience. Word 'etc.' should be removed since it will not only make it general transport sector projects and also there will be no difference in part no. 1 and part no.2. BRTS is not a simple transport project, it has multi-dimensional aspects and much more complexity as compared to conventional transport projects. It is the project of Validation of BRT system, so the points of this part should be high and focus on Mass Transit systems.	The word "etc." hereby stands deleted. Firms / Consortiums must have relevant mass transit (BRTS/LRT/MRT) experience. Refer to Annexure-A to this Addendum # 01.
6	Refer to Page no. 28, Firm's relevant experience, part no. 8, Firm/Consortium having a legal firm with in its team. 1 point out of 100 points for this part is very low. It is suggested that it needs to be increased since the role of the Legal Firm will be very important from start to the financial close and will be heavily involved in the transaction structuring.	TMTD suggests that a legal firm participation is important for the project. The marks can be increased to 3). The Rating System under Section 12.1.2 of the RFP (Page 27) is revised and attached as Annexure-A to this Addendum # 01.
7	Similar to relevant experience, part no. 8, it is suggested that there should be scoring for association with Financial firm in the consortium since the Financial firm will be leading the Financial close and transaction advisory services.	TMTD suggests that the importance of financial firm is important for the project. 3 marks may be allocated to including a financial firm. The revised qualification criteria is attached as Annexure-A to this Addendum # 01.
8	Refer to page no. 29, Specific Experience related to assignment of Validation specially for Mass Transit Projects, Firms must have experience of validation Projects specially for mass transit. The scoring of this part is very high, so it should be precisely defined as to what are the specific requirements?	Firms / Consortium must have technical experience of feasibility / design of at least one (1) completed Mass Transit (BRT/LRT/MRT) project. The Financial Advisor is also required to have provided Transaction Advisory Services for at least one (1) Mass Transit (BRT/LRT/MRT) project.
9	Refer to page no. 29, Qualification and Relevant Experience of the Proposed Key Personnel to be deputed on the assignment, part no. 1, "Team leader". BRTS is not a simple transport project and the level of complexities is different and much higher than conventional projects, so it is suggested that the Team leader who will run complete team must have the experience of BRTS completed projects.	The Technical Team Leader must have at least one (1) completed project of any Mass Transit System (BRT/LRT/MRT) in Pakistan or Abroad.

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10	Refer to page no. 52, part no. 1.2 of Evaluation of Technical Proposals, The total score of the technical and financial evaluation shall be 100, out of which 70% weight age shall be for the technical and remaining 30% weight age shall be allocated to the financial evaluation. It is suggested that it should be 90:10 because it is purely technical project and it must has higher weightage in order to be able to do justice with the validation for such an important project for the city.	The matter was considered. The total score of the technical and financial evaluation shall be 100, out of which 75% weightage shall be for the technical and remaining 25% weight age shall be allocated to the financial evaluation.
11	It is a normal requirement that firms / consortiums are required to provide an affidavit for litigation history / blacklisting in order to protect the interests of the Client and the project. It is strongly recommended that all participating firms be required to provide an affidavit showing history of litigation and blacklisting by any government department, duly attested.	All individual Firms / consortium are required to provide an affidavit (attested by the Oath Commissioner) for litigation history / blacklisting.
12	It is requested that the Lead firm should be the "Financial Advisor" since their role will be key during the transaction advisory / financial close stages of the project.	The Lead Firm of the consortium shall be the Financial Advisor.
13	Refer to Clause 9 on page 22 which states that Consultants shall not be hired if there is a conflict of interest. It is requested that the term "Conflict of Interest" be defined clearly.	In view of the discussion held in the pre-bid meeting, Clause 9 of the RFP is amended as under: "Consultant shall not be hired if there is a conflict of interest. Any consultant firm(s) / consortium involved in the acquired by the initiator of the Unsolicited Proposal shall be construed to be having conflict of interest and shall, therefore be not eligible to participate in this bidding process."
14	Refer to Qualification criteria on page 27. No marks or weightage has been allocated for the financial standing of the firm(s). It is requested that the criteria may be amended accordingly.	Already covered under item 4 of the RFP at page 28.
15	Refer to Form FIN-3 on page 51. It has a superscript '5' but no explanation is given as to what it refers to.	The form FIN-3 on page 51 may be considered null and void.
16	Refer to Form page 58, Clause 10. It is requested that the Fee %age for Stage-I be increased from 30% to 60% since most of the work will be performed in Stage-I.	The matter was discussed. The revised fee %age for the Project is revised and attached as Annexure-B to the Addendum # 01.

S. No.	Bidders' Queries	Reply / Clarification / Change
17	In order to build capacity of the Client / Consultants, it is recommended that a lump-sum amount (to be fixed by the Client) be included in the financial proposal for visit of any working BRT system.	The matter was considered. Each firm / consortium shall keep Rs. 3.5 million as fixed lump-sum cost for Study Trip Abroad in their financial proposal.
18	In order to build capacity of the Client, it is recommended that a lump-sum amount (to be fixed by the Client) be included in the financial proposal for providing two (2) Engineers to the Client for the project duration.	The matter was considered. Each firm / consortium shall keep an amount of Rs. 125,000/month each for two (2) Engineers (total lump-sum cost of Rs. 3.25 million for the assignment period of 13 months) to be provided to the Client for duration of the project. The Engineers will be selected after discussion between the selected Consultant and TMTD. All other expenses (if required) such as driver, TA/DA, fuel etc. shall be borne by TMTD for the duration of the assignment.
19	In order to build capacity of the Client, it is recommended that a lump-sum amount (to be fixed by the Client) be included in the financial proposal for providing Hardware / Software for Capacity Building of TMTD.	The matter was considered. Each firm / consortium shall keep Rs. 0.5 million as fixed lump-sum cost for the same in their financial proposal.
20	The duration for Stage-I, Part-A may be increased from 60 days to 120 days since it is the most time intensive and critical part of the assignment.	The matter was considered. The time duration for Stage-I, Part-A is hereby increased to 90 days. Refer to Annexure-B of Addendum # 01 for the same.
21	It should be clarified how the Integrated Intelligent Transportation System (IITS) proposal being floated by the Karachi Infrastructure Development Company (KIDCL) for all mass transit lines in Karachi will affect the ITS plan / review of the subject project?	The Integrated Intelligent Transportation System (IITS) study is being undertaken by the Karachi Infrastructure Development Company (KIDCL) for all mass transit lines in Karachi and will provide Feasibility & Technical Study (including basis for specifications) for an integrated ITS; Preliminary Design leading to an Integrated ITS Framework; Developing a RFP document (including Technical Documents, BOQs, Specifications, Concessions etc.) leading to procurement of ITS Design-Built Consultancy under PPP by GoS; and Financial & Legal Integration and Capacity Building; and services to GoS in respect of Transaction Advisory Services for a PPP Procurement and Supervision Services (Green and Orange Lines). The Consultant selected for the validation of Blue Line BRTS shall work closely with the IITS Consultant. The outcome of the KIDCL sponsored study will be incorporated in the ITS plan for Blue Line BRTS as part of this assignment.

S. No.	Bidders' Queries	Reply / Clarification / Change
22	Refer to Page 22, Clause 10 (Indemnity). It is suggested that indemnity be limited to extent of fee paid till that point in time for service provided.	The contents of clause 10 at page 22 were reviewed and considered appropriate.
23	Refer to Page 49 (FIN-II). It says no Escalation shall be payable during the services. What if the project goes into second year due to procedural delays at TMTD/GoS end?	The matter was reviewed and it has been considered appropriate and no escalation shall be payable to the consultant during the currency of the contract and extension thereof if any. The prospective consultant should therefore envisage such implication in his bid price.
24	What information is available with the Client? Will the Consultants be required to perform surveys?	The prospective consultant may foresee the requirement of any sample surveys required for validation of the respective assignment.
25	It is requested that the Pakistan based technical Consultants be required to be registered with the Pakistan Engineering Council (PEC) and submit duly valid certificate from PEC in relevant category while the financial / legal consultants should also be registered with their respective authorities. In addition, the Consultant firms must be registered with appropriate Tax Authorities, must be a tax filer, having valid NTN and other such/related documents.	All local engineering Consultants are required to submit their current PEC certificate along with registration in relevant PEC categories. Similarly, foreign consultants are required to submit their country's relevant documents. NTN number for all local consultants must be submitted along with all professional registration copies (Technical / Financial / Legal Consultants).
26	It is kindly requested to clarify that who will be the lead in the Project. However we understand and based on the comments of Athar sb "to go with Request for Proposal" that Technical member shall be the Lead consortium member. It is kindly Requested to Clarify and we suggest that Technical member to be the Lead member.	Please refer to response to Query # 12 above for the same.
27	Refer to page 28 Firms relevant experience point no 5 which states that "Firm / Consortium having a financial institution in its team". It is kindly requested to remove the same	The matter was discussed in the pre-bid meeting. Requirement for "Firm / Consortium having a financial institution in its team" is deleted. The revised qualification criteria is attached as Annexure-A of this Addendum # 01.
28	1.10.1: Sub clause (e) and (f) are too much details at the moment. As per practice, a letter of association or a simple consortium consent should be required. Sub clause (e) and (f) are too much details at the moment. As per practice, a letter of association or a simple consortium consent should be required.	The matter was discussed in the pre-bid meeting. The requirement for providing a JV / consortium agreement at the RFP stage is waived off. However, the firms are required to provide a Letter of Association clearly mentioning the Lead Firm. The selected Consortium will be required to submit the JV Agreement at the time of Award.

S. No.	Bidders' Queries	Reply / Clarification / Change
29	Sub clause (h) requires the financial partner to be the lead for consortium. Contrary to this in table 4 in evaluation criteria, the financial partner is shown as deputy lead. We understand through the meeting at your office that due to major works being done by technical partner, you have agreed to keep technical partner as lead for consortium. Please confirm for change.	Please refer to response to Query # 12 above for the same.
30	Item 5 of Data Sheet: Performance security is kept at 10%, which is too high. It should be kept at 2% as in most of the consulting assignments precedent to this one.	Please refer to response to Query # 2 above for the same.
31	Project Scope 5(i): the scope seems inconsistent to TOR where it requires undertake certain actions whereas TOR only suggests validation. Our question is that if consultant does not find the unsolicited proposal to be valid, does the work stop here? We presume this unsolicited proposal is a reference point for all the independent consulting in this regard. Please clarify.	The purpose of this study is not only to validate but also to provide revised plan for the project to be successfully implemented. The selected consultant(s) shall propose the revised changes in design / transaction advisory services etc. in order for undertaking the solicitation process and conclusion of the transaction advisory service.
32	3.1.2 (c): The key persons will not be changed but there should be some situations mentioned where alternate could be taken in case of any eventuality.	The Consultants are advised to nominate personnel who shall be available during the whole assignment. The key personnel mentioned in the proposal shall not change except, after the consent of TMTD during the course of the assignment under extreme circumstances.
33	Technical Evaluation 12.1.2: Rating System (1) Firm's Relevant Experience (2) of (*). Requirement of relevant experience for BRT etc. shall be rationalized to road and transport sector. This shall be too stringent as there are limited experiences in Pakistan and all are not fully tested yet.	All firms / consortia bidding for this project are required to have Mass Transit Experience. Firms / consortia are encouraged to associate with foreign firms having requisite technical / financial / legal experience of Mass Transit projects, if required.
34	Technical Evaluation 12.1.2: Rating System (5) of (1): Requirement of Financial institution is irrelevant and thus shall be deleted.	Please refer to response to Query # 27 above for the same.
35	(3) and (4) of (1): Feasibility and transaction advisory should be merged and they both go together for purpose of transaction advisory.	TMTD reviewed and decided that the same provision be kept as defined in the RFP
36	Technical Evaluation 12.1.2: Rating System (2) of 12.1.2: Specific Experience related to assignment of Validation especially for Mass Transit Project. Specific requirement for validation of projects of mass transit seems too stringent. As validation being a generic work to perform, it should only be left to experience of the consultant and this clause may be deleted.	Please refer to response to Query # 08 above for the same.

S. No.	Description of Criteria	Points
1	Firm's Relevant Experience	20
2	Specific Experience related to assignment of Validation specially for Mass Transit	20
3	Adequacy of Approach & Methodology	15
4	Qualification & Relevant Experience of the Proposed Key Personnel	45
Total*		100
Minimum Qualifying Criteria		70

Note: Each firm / consortia must obtain minimum 50% marks in each of the above four (4) categories and overall 70% marks to qualify

The number of points to be given under each of the evaluation sub-criteria is:


S. No.	Description of Sub-Criteria	Maximum Points
(1) Firm's Relevant Experience		
i	Firms/Consortiums must have transport sector (road, rail infrastructure) project experience in the last 10 years (each project worth Rs. 10 billion)	3
	11 or more projects	3 points
	8 -10 projects	2 points
	3 - 7 projects	1 point
ii	Firm/Consortium must have conducted Feasibility study for consultancy contracts worth more than 2 billion in last 5 years	2
	4 or more projects	2 points
	3 projects	1 point
iii	Firm/Consortium must have conducted Transaction Advisory for consultancy contracts worth more than Rs. 2 billion in last 5 years (each project)	3
	5 or more projects	3 points
	4 projects	2 points
	2 projects	1 point
iv	Firm/Consortium having a Financial Advisory Firm in its team	3

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v	Firm/Consortium must have drafted bidding documents for Projects worth Rs. 10 Billion each in the last 10 years	2
	4 or more projects	3 points
	3 projects	2 points
	2 projects	1 point
vi	Firm/Consortium must have drafted concession contracts in the last 10 years	4
	4 or more projects	4 points
	3 projects	3 points
	2 projects	1 point
vii	Firm/Consortium having a Legal Firm in its team	3
Total (Firm's Relevant Experience)		20
Minimum Qualifying Criteria		10

S. No.	Description of Sub-Criteria	Maximum Points
(2) Specific Experience related to assignment of Validation specially for Mass Transit Projects		
i	Firms/Consortiums must have experience of Mass Transit System Design (BRTS/LRT/MRT) in the last 10 years (each project worth Rs. 10 billion)	15
	3 or more projects	15
	2 projects	10
	1 project	5
ii	Firms/Consortiums must have performed Feasibility studies of Mass Transit Systems (BRTS/LRT/MRT) in the last 10 years (each project worth Rs. 10 billion)	5
	3 or more projects	5
	2 projects	3
	1 project	1
Total (Firm's Specific Experience)		20
Minimum Qualifying Criteria		10

S. No.	Description of Sub-Criteria	Maximum Points
(3) Adequacy of the proposed work plan and methodology in responding to the TOR		
i	Understanding of TOR and Comments	4
ii	Quality of Approach and Methodology	4
iii	Work Program and Manning Schedule	2
iv	Presentation to Selection Committee	5
Total (Adequacy of Proposed Work Plan and Methodology)		15
Minimum Qualifying Criteria		7.5


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S. No.	Description of Sub-Criteria	Maximum Points
(4) Qualification and Relevant Experience of the Proposed Key Personnel to be deputed on the assignment		
Technical Team		
i	Deputy Team Leader (Technical)	5
ii	Technical Expert I (Infrastructure Expert)	4
iii	Technical Expert II (Operations Expert)	4
iv	Technical Expert III (ITS Expert)	4
Financial Team		
v	Team Leader (Financial)	6
vi	PPP and Transaction Structuring	5
vii	Financial Modeling Expert	4
Legal Team		
viii	Deputy Team Leader (Legal)	5
ix	Expert on PPP Concessions and other Contracts	4
x	Contract Documentation Expert pertaining to bankability and financial close	4
Total (Qualification and Relevant Experience of Proposed Personnel)		45
Minimum Qualifying Criteria		22.5


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STAGE	OUTPUT	WORK DAYS	FEE (% OF QUOTED FEE)
	Inception Report	15	5%
Stage-I Part-A	Validation of unsolicited proposal Infrastructure component Intelligent transportation system (ITS) Operational & traffic management plans Detailed legal review	90	30%
Stage-I Part-B	Cost Estimates Review of Financial Feasibility and Financial Model	30	15%
Stage-II	Solicitation Process and Transaction Advisory Services Preparation of Bid Documents Evaluation of Bid Proposals Negotiations / Finalization of Agreement	60	10%
Stage-II	Issuance of Letter of Intent (LoI)	90	10%
Stage-II	Signing of Concession Agreement	30	10%
Stage-II	Financial Close of the Project	90	20%
	Total	405	100%


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Detailed TOR referred to Page 56 may be read in conjunction with the brief Scope of Work detailed below:

BRIEF SCOPE OF WORK

- i. Review of alignment configuration with particular reference to:
 - Proposed At-grade BRT at M A Jinnah Road along with traffic management measures, complete ROW / Corridor development plan, Public transport re-routing plan, parking management plan, underpasses to manage conflicting movements, NMT plan, etc.
 - BRT Green / Blue Line integration plan at Gurumandir intersection.
 - Frequency management measures at Guremandir intersection.
 - Alignment along Jahangir Road.
 - At-grade and grade separated proposals along S M Taufiq Road and Shahrah-e-Pakistan.
 - BRT alignment and infrastructure at Sohrab Goth, measures for bus frequency management.
 - Detailed review of alignment configuration along Super Highway in the background of non-availability of central alignment, upgradation of Super Highway as Motorway (M-9) by utilizing central island for widening, leaving option of BRT alignment along Northern or Southern side involving provision of flyover / underpass / signal control at all access or conflict points.
 - Review of the possibility of keeping BRT with Mix-Traffic at Super Highway since upgraded as Motorway by providing station at auxiliary lane, and flyover for BRT at major intersection points, with special reference to bus frequency management and ridership pattern.
- ii. Review / validation of project feasibility study, engineering details, construction, operational plan & project viability, and recommend the facilities and details of infrastructure and services to be provided on the Corridor after ascertaining through a detailed study/analysis of the UNSOLICITED PROPOSAL and its technical, social, economic, financial legal and environmental aspects.
- iii. Review of engineering studies, project design and cost estimates.
- iv. Preparation of bids documents and Transaction Advisory Services.
- v. The consultant shall undertake sample surveys and investigations necessary for undertaking the proposal validation process.
- vi. Review of Business plan, which defines structural relationship of Private and Public sector entities. Due consideration of revenue collection and distribution operational regulation, shall be adequately defined. Performance indicators are to be detailed to evaluate the system.


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- vii. The TA will also prepare a detailed financial model, with cash flow forecasts for various development parcels and structure an Optimum Transaction under the deliberated /proposed scenarios along with sensitivities
 - viii. All Project Cost components are to be validated.
 - ix. Transaction Advisory Services from bid invitation till Financial Close.
 - x. Drafting of all Transaction related documents such as Expression of Interest, Request for Proposal (RFP), Contract or Concession documents along with all the requisite enclosures like Scope of Work, Performance Standards, Project Data Sheet, Financing Agreement and all other necessary drafts required for the Project.
 - xi. Assist during the entire bidding process till financial closure including negotiations.
- Develop Communications Strategy for the Stakeholders Consultation and carry out Stakeholder Consultant Campaign (SCC)


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