



Subject: **Pre-Bid Meeting “Supply & Installation of Reflective Signboards” under Punjab Tourism for Economic Growth Project (PTEGP)**

The pre-bid meeting was held on September 10, 2020 under the chairmanship of Project Manager PTEGP which was well attended by potential bidders (List of Participants attached)

The participants of the firms raised queries which have been replied as follows:

Q1. Earnest money or bid security required with the bid?

Reply:- No bid security is required with the bid.

Q2. There are any chances for the increase / decrease in order quantity.

Reply:- This is framework agreement and it is clearly mentioned in ITB 14.2 that “Prices quoted for contract shall correspond to one hundred percent of the estimated quantities over the FA period specified in the Price Schedules for the items. The quantities are not conclusive and the quantities may increase or decrease.”

Q3. How will get the permission of the location (Supplier /Procuring agency)?

Reply:- PMU- PTEGP has already applied for No Objection Certificate (NOC) to National Highway Authority (NHA) and C& W Department, Government of Punjab (CWD) and it is under process.

Q4. What are the requirements of after sales and service? Like, cleaning only/ maintenance, repairing, change of artwork etc.

Reply:- Periodic cleaning & maintenance will be done if required, further the repair work will be required if manufacturer’s fault. There will be no change of art work after installation but if any problem arises in printing, lamination and retro-reflectivity of sheeting it must be rectified.

Q5. The contract of reflective sign boards, all 800 boards will be installed in initial year or partially over a period of three years.

Reply:- First 800 sign boards will be installed in first year as per requirements of PMU- PTEGP and Archeology Department Government of Punjab.

Q6. What is the warranty structure by the procuring agency for material, Ink, structure etc.?

Reply:- Warranty of ink, printing, retro reflective sheeting and lamination will be 10 years and for sign board installation is 12 months after handing over.

Q7. Payment terms of Procuring agency? Partial payment allowed? or full payment shall be issue to vendor.

Reply:- The indicative payment terms have been incorporated to the clause 16.1 of SCC of GCC of the call off contract.



Q8. Testing/inspection of material will be checked before installation of Board or after the board installation.

Reply:- PMU-PTEGP will test/inspect material and signboards any time before and after installation. Bidders are also required to submit samples of the requested specifications within 10 calendar days of bid submission.

Q9:- Who is responsible for the design/artwork, PMU-PTEGP or the supplier?

Reply:- Design/Artwork will be provided by the PMU-PTEGP .

Q10:- Can we bid any individual package? For Ex, if we want to quote Package 3(South Punjab) only?

Reply:- The firms can participate in one or all of the packages. The conditions of concluding the Framework Agreement have been described in bidding documents as follows:

The Procuring Agency will conclude the Framework Agreement with the Bidder that meets the qualification criteria and whose Bid has been determined to be:

- (a) Substantially responsive to the Bidding document; and
- (b) The lowest evaluated cost
- (c) Bids shall be evaluated for each package – One Lowest evaluated bidder for each package

Q11:- It is not mentioned that G.I Pipes, Frame Pipe, C Channel are galvanized?

Reply:- Pipe frames, channel sheets and post pipe all in G.I. which are galvanized.

The PMU-PTEGP has also added following points to the bidding documents:



**ADDENDUM**

1- Bidders are also required to quote installation price of sign boards with following specifications. If there will be a requirement of different sizes as already stipulated in the bidding documents, these rates will apply as per requirements of the procuring agency.

A- Per unit rates

Sr. No.	Description	Unit Rate (PKR)
1	<p>Provision &amp; Fixation of <b>Twin Leg Steel Lecturn</b> of size <b>3' (width) x 2' (height)</b> with the following specifications:</p> <p><b>Square MS Post:</b> Size 3" x 3", Thickness: (16 swg), Qty: 2, Length: 3' (each post)</p> <p><b>MS Base Plate (welded with post) (For Foundation) :</b> Size 300mm x 300mm, Thickness: 10mm with each post</p> <p><b>MS Base Plate (welded with post) (For Aluminum Frame) :</b> Size 3' x 2', Thickness: 2mm with each post</p> <p><b>Aluminum channel:</b> Profile for Top Frame.</p> <p><b>Transparent acrylic ( fixed with aluminum frame):</b> Thickness : 4mm - for ease of changing graphics</p> <p><b>Vinyl Graphics:</b> 3M Schotchall IJ 8624 or equivalent</p> <p><b>Over Laminate:</b> 3M 8520 (Matte) Lamination or equivalent</p> <p><b>Foundation:</b> Qty: 2, Size: 1.5' x 1.5' x 2' (P.C.C).</p> <p><b>J Bolts:</b> Qty: 4 (each foundation), Dia 12mm, Length 300mm</p> <p><b>Paint:</b> Two Coats of Primer &amp; Enamel as desired color.</p>	
2	<p>Provision &amp; Fixation of <b>Plyon Sign "Welcome Sign"</b> of size <b>3' (width) x 4' (height) x 8" (Depth)</b> with the following specifications:</p> <p><b>MS Angle ( Internal Frame Structure) (Welded with base plate) :</b> Size 1.5" x 1.5", Thickness (16 swg)</p> <p><b>MS Base Plate (For Foundation) :</b> Size 36" x 8", Thickness: 10mm</p> <p><b>ACP Panel (wrapped around internal frame):</b> Thickness: 4mm</p> <p><b>Acrylic (Push Through ACP) :</b> Thickness: 12mm, Color: Approved Color</p> <p><b>Vinyl Graphics (Logos) :</b> 3M 3630 (Approved Color) or equivalent</p> <p><b>Foundation:</b> Qty: 1, Size: 3' x 3' x 3' (P.C.C).</p> <p><b>J Bolts:</b> Qty: 6, Dia 20mm, Length 500mm</p> <p><b>Paint (For Internal Angle Structure):</b> Two Coats of Primer &amp; Enamel as desired color.</p>	
3	<p>Provision &amp; Fixation of <b>Parking Sign</b> of size <b>3' (width) x 4' (height)</b> with the following specifications:</p> <p><b>G.I Sheet :</b> Thickness: 2mm,</p> <p><b>Reflective Sheeting:</b> 3M Diamond Grade Directly printed</p> <p><b>MS Post:</b> Dia: 3", Thickness: 2.3mm, Length, 10'</p> <p><b>MS Base Plate (welded with post) (For Foundation) :</b> Size 300mm x 300mm, Thickness: 10mm</p>	



**GOVERNMENT OF THE PUNJAB  
PLANNING & DEVELOPMENT DEPARTMENT  
PUNJAB TOURISM FOR ECONOMIC GROWTH PROJECT**

	<p><b>Foundation:</b> Qty: 1, Size: 1.5' x 1.5' x 2' (P.C.C).  <b>J Bolts:</b> Qty: 4 , Dia 12mm, Length 300mm  <b>Paint (For Post):</b> Two Coats of Primer &amp; Enamel as desired color.</p>	
4	<p><b>Provision &amp; Fixation of "Pedestrian Directional Signage" of size 2.5'x 1' (Each Plate) &amp; Logo 12"x8" with the following specifications:</b></p> <p><b>G.I Sheet :</b> Thickness: 2mm,  <b>Reflective Sheeting:</b> 3M Diamond Grade Directly printed or equivalent  <b>MS Post:</b> 3"x3" Thickness: (16 swg), Length, 10'  <b>MS Base Plate (welded with post) (For Foundation) :</b> Size 300mm x 300mm, Thickness: 10mm  <b>Foundation:</b> Qty: 1, Size: 1.5' x 1.5' x 2' (P.C.C).  <b>J Bolts:</b> Qty: 4 , Dia 12mm, Length 300mm  <b>Paint (For Post):</b> Two Coats of Primer &amp; Enamel as desired color.</p>	
5	<p><b>Provision &amp; Fixation of Plyon Sign "Interpretive Signage" of size 4' (width) x 8' (height) x 8" (Depth) with the following specifications:</b></p> <p><b>MS Angle ( Internal Frame Structure) (Welded with base plate) :</b> Size 1.5" x 1.5", Thickness (16 swg)  <b>MS Base Plate (For Foundation) :</b> Size 48" x 8", Thickness: 10mm  <b>ACP Panel (wrapped around internal frame):</b> Thickness: 4mm  <b>Acrylic (Push Through ACP) (For Information) (Reverse White Printing) :</b> Thickness: 12mm, Color: Transparent  <b>Vinyl Graphics:</b> 3M Schotchall IJ 8624 or equivalent  <b>Foundation:</b> Qty: 1, Size: 4' x 3' x 3' (P.C.C).  <b>J Bolts:</b> Qty: 6, Dia 20mm, Length 500mm  <b>Paint (For Internal Angle Structure):</b> Two Coats of Primer &amp; Enamel as desired color.</p>	
6	<p><b>Provision &amp; Fixation of "Outdoor Gallery Sign" of size 2.5' (width) x 3' (height) with the following specifications:</b></p> <p><b>Square MS Post:</b> Size 3" x 3", Thickness: (16 swg), Qty: 1, Length: 10' (each post)  <b>MS Base Plate (welded with post) (For Foundation) :</b> Size 300mm x 300mm, Thickness: 10mm with each post  <b>MS Base Plate (welded with post) (For Aluminum Frame) :</b> Size 2.5' x 3.5', Thickness: 2mm  <b>Aluminum channel:</b> Profile for Top Frame.  <b>Transparent acrylic ( fixed with aluminum frame):</b> Thickness : 4mm - for ease of changing graphics  <b>Vinyl Graphics:</b> 3M Schotchall IJ 8624 or equivalent  <b>Over Laminate:</b> 3M 8520 (Matte) Lamination or equivalent  <b>Foundation:</b> Qty: 1, Size: 1.5' x 1.5' x 2' (P.C.C).  <b>J Bolts:</b> Qty: 4 , Dia 12mm, Length 300mm  <b>Paint (For Post &amp; Frame) :</b> Two Coats of Primer &amp; Enamel as desired color.</p>	
7	<p><b>Provision &amp; Fixation of "Movable Aluminum Stand" of size 2.5' (width) x 3' (height) with the following specifications:</b></p> <p><b>Expandable Aluminum Frame: Standard</b>  <b>ACP Panel (Fixed with frame):</b> Thickness: 4mm  <b>Printing:</b> Direct Digital on ACP Sheet</p>	



B. Per Square foot rates of the following specifications:

<i>Item No</i>	<i>Technical Specifications and Standards</i>	<i>Unit price (per/sq. ft.)</i>
1	<p>GI Sheet 14 Gauge, G. I C Channel 1.5"x0.75"x2mm , Clump 1.5"x2mm, Frame Pipe 2"x2"x16 Gauge, 2- G.I Pole 4" Dia 12 Gauge, Nut Bolts 75mmx10mm, with 1:2:4 Concrete Steel Bars.</p> <p>2 Base Plates 1ft x 1 ft x 16mm at bottom of the post pipes. Base Plates to Be Welded with Post thru Four Stiffeners each Size 200mm x 75mm x 10mm. Spot welded.</p>	
2	<p>Aluminum sheet 3mm , G. I C Channel 1.5"x0.75"x2mm , Clump 1.5"x2mm, Frame Pipe 2"x2"x16 Gauge, 2- G.I Pole 4" Dia 12 Gauge, Nut Bolts 75mmx10mm with 1:2:4 Concrete Steel Bars.</p> <p>2 Base Plates 1ft x 1 ft x 16mm at bottom of the post pipes. Base Plates to Be Welded with Post thru Four Stiffeners each Size 200mm x 75mm x 10mm. Spot welded.</p>	
3	<p>Fiber glass sheet 3mm , G. I C Channel 1.5"x0.75"x2mm , Clump 1.5"x2mm, Frame Pipe 2"x2"x16 Gauge, 2- G.I Pole 4" Dia 12 Gauge, Nut Bolts 75mmx10mm with 1:2:4 Concrete Steel Bars.</p> <p>2 Base Plates 1ft x 1 ft x 16mm at bottom of the post pipes. Base Plates to Be Welded with Post thru Four Stiffeners each Size 200mm x 75mm x 10mm. Spot welded.</p>	

2. The FAGP 8.1 contract price section for mini competition will be read as follows:

“In case, a supplier of allotted lot will get in to default regarding performance of the call of contract or change in specifications of material or sizes. The PMU-PTEGP shall initiate mini-competition among suppliers of other lots and 2<sup>nd</sup> lowest bidders of each lot for the competitive quotation subject to the provisions of the call-off contract.”

3. Any bidder who is willing to participate in bids for all three zones should submit proposals in three separate envelopes.

4. FAGP 8.1 **Contract Price OPTION 2 for price adjustment would be used after installation of 800 boards** which is as under:

“The Base Price shall not be subject to adjustments for Call-off contracts awarded within [insert number of months depending on trend of volatility of the prices] months from the date of conclusion of FA. For any Call-off contracts awarded after this specified period, the Base Price shall be subject to an adjustment as follows:



a. for Call-off Contracts awarded through the Secondary Procurement method based on competitive quotations (mini-competition), Suppliers shall be required to offer prices that do not exceed their adjusted Base Prices in accordance with 12.2 below.

b. for Call-off Contracts awarded through a Secondary Procurement method involving direct selection, (i.e. not awarded through a mini-competition), the price adjustment in 12.2 below shall be applied to that Supplier's Base Price to determine the Call-off Contract Price.

The price adjustment is intended to reflect changes in the cost of labor, material components, and/or other factors, over the relevant period of the FA. Where a price adjustment applies, it shall be calculated as follows:

$$P_1 = P_0 \left[ a + \frac{bL_1}{L_0} + \frac{cM_1}{M_0} \right] - P_0$$

$$a+b+c = 1$$

in which:

$P_1$  = Call-off Contract Price.

$P_0$  = Base Price, as described in the Framework Agreement, Schedule 2: Price Schedules.

$a$  = fixed element representing profits and overheads included in the Contract Price.

$b$  = estimated percentage of labor component in the Contract Price.

$c$  = estimated percentage of material component in the Contract Price.

$L_0, L_1$  = labor indices applicable to the appropriate industry in the country of origin on the base date and date for adjustment, respectively.

$M_0, M_1$  = material indices for the major raw material on the base date and date for adjustment, respectively, in the country of origin.

The Bidder shall indicate the source of the indices, and the source of exchange rate (if applicable) and the base date indices in its Bid.

The coefficients are as follows:

$a = [insert\ value\ of\ coefficient; generally, in the range of 5 to 15 percent]$

$b = [insert\ value\ of\ coefficient]$

The coefficients are as follows:

$a = [insert\ value\ of\ coefficient; generally, in the range of 5 to 15 percent]$



b = [insert value of coefficient]

c = [insert value of coefficient]

Base date = [insert specific date which was the date of thirty (30) days prior to the deadline for submission of the Bids in the Primary Procurement process]

Date of adjustment =:

- i) For Direct Selection: the date 30 days prior to the formation of the Call-off Contract
- ii) For mini-competition: the date 30 days prior to the Request for Quotation.

If the currency in which the Contract Price (P0) is expressed, is different from the currency of origin of the labor and material indices, a correction factor will be applied to avoid incorrect adjustments of the Contract Price. The correction factor shall be:  $Z0 / Z1$ , where:

Z0 = the number of units of currency of the origin of the indices which equal to one unit of the currency of the Contract Price P0 on the Base date, and

Z1 = the number of units of currency of the origin of the indices which equal to one unit of the currency of the Contract Price P0 on the Date of Adjustment.

The meeting concluded with the vote of thanks by the chair.

### **Participants:**

1. Project Manager, PTEGP
2. Procurement Specialist, PTEGP
3. Civil Engineer, PTEGP
4. Deputy Secretary C&W Department.

### **Potential Bidders:**

1. Sheikh Faisal, Eastern Highway Marketing
2. Ghulam Sabir, Evershine Neon Sign
3. Abdul Rauf, Macroosm Advertising
4. Wasim Sheikh, IKAN
5. Noor Khan, Awan e Azam Marketing
6. Omair Nazir, ALDO
7. Ambreen Sipra, Synergy & Co.
8. Adeel, Mars Communication
9. Inam Illahi, Sh. Nazar Muhammad & Co.
10. Majid, Chenab Advertising
11. Yawar Chawla, Insight Solutions



GOVERNMENT OF THE PUNJAB  
PLANNING & DEVELOPMENT DEPARTMENT  
PUNJAB TOURISM FOR ECONOMIC GROWTH PROJECT

12. Syed Ali Raza, Asma enterprises
13. M. Kashif, Perfecad
14. Faizan Ghouri, Hi- Aim Technology
15. Liaqat Ali, Hemzar Enterprises