



Subject: **MINUTES OF THE PRE-BID MEETING REGARDING PROCUREMENT OF SUPPLY OF TOURIST DOUBLE DECKER BUSES FOR MAJOR CITIES IN PUNJAB UNDER THE WORLD BANK FUNDED “PUNJAB TOURISM FOR ECONOMIC GROWTH PROJECT (PTEGP)”**

The pre-bid meeting was held on May 23, 2022 at 11:30 AM under the chairmanship of Project Director PTEGP. Participants from 09 firms attended the meeting as per the attached list.


The following queries were discussed:

Sr. #	Quires	Annotated Replies
1	What Dollar rate will be used for the evaluation of bids; is it the Dollar rate on the date of bid opening?	Please read the BDS 32.1 as the currency shall be the Pakistani Rupee and the for evaluation and comparison purposes bid shall be converted into a PKR. The date of exchange rate applied as per SBP's selling rates on 17-June-2022.
2	Is there any local supplier also participating; if so then what Preference of Margin will be given to local manufacturer?	Local suppliers can participate and without any preference margin to local suppliers.
3	Do Diesel Hybrid-only required or just Diesel buses may also be acceptable?	A diesel Hybrid is required
4	What about Spare Parts and do these spare parts prices will also impact evaluation?	The supplier will give surety for the supply of spare parts as mentioned in the bidding documents. There will be no impact on evaluations regarding the cost of spare parts.
5	How maintenance is handled for these buses?	Maintenance is the responsibility of the department.
6	Is there a mandatory requirement for buying tender documents for participation?	There is no mandatory requirement for the purchase of bidding documents.
7	The currency(ies) of the bid and the currency(ies) of payments shall be as specified in the BDS. The Bidder shall quote in the currency of the Purchaser's Country the portion of the bid price that corresponds to expenditures incurred in the currency of the Purchaser's country unless otherwise specified in the BDS Proposed: They Currency should be USD	The payment for USD will be made as per prevailing selling exchange rates on the invoice date as published by the State Bank of Pakistan. If the contract will be signed in PKR, the payment shall be made as per contract.
8	Bid Security in the shape of CDR/Pay Order/Unconditional Bank Guarantee @2%	The bid security shall be 2% of the bid value in the shape of CDR/Pay



	<p>of bid value for each lot/contract issued by a scheduled Bank</p> <p>Proposed: Bid security should be a fixed number otherwise the contract price would be open in front of the bank preparing the bid instrument.</p>	<p>Order/Unconditional Bank Guarantee. This is single-stage single envelop method. All of the financial & technical bids will be opened simultaneously.</p>
9	<p>The adjustments shall be determined using the following criteria, from amongst those set out in Section III, Evaluation and Qualification Criteria:</p> <p>(a) the cost of major replacement components, mandatory spare parts, and service: Yes</p> <p>(b) the availability in the Purchaser's Country of spare parts and aftersales services for the equipment offered in the bid Yes</p> <p>Proposed: This should not be part of the evaluation. Genuine numbers will be provided by a few and chances are there that some may present low costs so as to be competitive.</p>	<p>The total prices of the buses will be considered for evaluation purposes. The cost of major replacement components will not be considered for evaluation purposes. Hence the evaluation criteria in the BDS 34.6 (a) shall be considered "NO" instead of "YES".</p>
10	<p>Multiple Contracts (ITB 34.4)</p> <p>The Purchaser shall award multiple contracts to the Bidder that offers the lowest evaluated combination of bids (one contract per bid) and meets the post-qualification criteria (this Section III, Sub-Section ITB 36.1 Post-Qualification Requirements) The Purchaser shall:</p> <p>(a) evaluate only lots or contracts that include at least the percentages of items per lot and quantity per item as specified in ITB 14.8</p> <p>(b) take into account:</p> <p>(i) the lowest-evaluated bid for each lot and</p> <p>(ii) the price reduction per lot and the methodology for its application as offered by the Bidder in its bid"</p> <p>Proposed: Needs Clarity on Multiple contracts</p>	<p>The bidding process is being conducted as a complete package of 9 buses. Since there are no lots or packages mentioned therefore there will be no multiple contracts. There will be only one contract with one supplier as per defined criteria.</p>
11	<p>Should have a documented track of completing at least five (05) assignments of the same volume for last three years.</p>	<p>A minimum five assignments are required for last three years in terms of value or and value of the signed</p>



	Proposed: Should be at least 20 Units same/similar model		contracts. Evidence of the contract shall be attached.
12	Closed /open top roof Proposed: CLOSED roof top with Glass panel design - ref pic		All buses will be closed top with removable sunroof/ glass panel.
13	Delivery date extension is possible due to COVID or in Force Majeure		In the case of supply chain disruptions across the globe, the case may be considered after receiving a request from the supplier with the proof of disruptions.
14	A third-party inspection or team will be visit		3 rd party inspection will be hired by the supplier.
15	Is there any possibility for the suppliers for the operations and maintenance of the supplied busses? In case of yes, what shall be the criteria of award O&M of the buses to the supplier, or these should be operated with any concession model?		Right now there is no option of this clause.

The meeting was concluded with a vote of thanks from the chair.

PMU's Participants:

1. Project Director, PTEGP
2. Procurement Specialist, PTEGP
3. Procurement & Contract Administration Assistant, PTEGP.

Bidders: List of attendance is attached.

ATTENDANCE SHEET

Subject: PRE-BID MEETING FOR SUPPLY OF TOURIST DOUBLE DECKER BUSES FOR MAJOR CITIES IN PUNJAB
UNDER PUNJAB TOURISM FOR ECONOMIC GROWTH PROJECT (PTEGP)

Date: 23-05-2022

TIME: 11:30 AM

SR No.	Name of Representative	Designation	Name of Firm	Phone Number	Email	Signature
1.	Hammed Asghar	RSM	Ghandhara Nissan Ltd	0333-453595	hamed.asghar@gandhara.com.pk	
2.	M-TANZEEL KHOSHID	LEAD PROJECTS	VPL Ltd.	0300 4093257 0300 4093257	Muhammad. tanzeel@paradisiangroup.com @paradisiangroup.com adar.ahmed@paradisiangroup.com	
3.	BADAR KHAN	Courtesy Manager	VPL Ltd	0300 8444301	accounts@vales-technica.com	
4.	Asif Hossain	Manager Accounts	Vales Technica Pvt Ltd	0304-2524211	accounts@vales-technica.com	
5.	SYED ARMAN ZAHAR	AM Sales	LAHORE CENTRAL MOTOR	0321-9788333	ARMAN@AC-BCP.com	
6.	Adnan Dogayum	ADSD - Bus	Paton Sw Auto Park (Pvt) Ltd	0300-8498006	adnan.youngum@paton-sw.com.pk	
7.	M. Alee	RSM - Bus.	Master Motors.	0301-8260211	alee@mmcl.com.pk	
8.	Tanner	ASPM - Bus	Master Motor	0318 4297840	Tanner.Farooq@mastermotor.com.pk	
9.	Abubakar Aziz	Manager Sales SIGMA Motors	Limited	0307 666475	abubakaraw@sigmamotorspk.com	
10.	Awsan Zaman	BGM.	Hyper Bus Co. through Universal Auto Engineering	0300 4235783	awsan.zaman@hyper.com.pk	

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Date: 23-05-2022

TIME: 11:30 AM

SR No.	Name of Representative	Designation	Name of Firm	Phone Number	Email	Signature
11.	Mr. Khuram		MITSUBI Co	8308-4442272	K.Shahzade@mitsubi.com	Online
12.						
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