

Queries of potential consultants for “DIMPs” activity received through emails and during pre-proposal conference held on 24-08-2020.

S#	Question	PMU-PTEGP Response.
1	Will the Government of Punjab provide NOC and security for the travel of the consultants in remote locations	Yes, the Government of (GoPb) will extend its support in getting required NOC.
2	When is the contract expected to be signed	The project intends to sign the contract in October 2020
3	What is the role of the World Bank? Who do we sign the contract with	The Project is financed by the World Bank’s International Development Association credit. The Contract will be signed with the GoPb via PMU PTEGP as the Client.
4	How are the taxes handled? Deductible from the firm’s payments?	<p>The taxes will be withheld as per Govt. of Pakistan and Punjab rules and regulations. The existing rate of taxes are available on internet on the official pages of FBR, PRA. The firm has to submit its financial proposals inclusive of all applicable taxes as per government rules and regulations. International firms will be responsible for the local taxation as per rules and regulations enforced in Pakistan.</p> <p>The international firms will be fully responsible to understand their tax liability and Project will not settle any tax liabilities that may accrue due to the oversight in understanding the tax related responsibilities.</p> <p>The financial proposal which will be submitted by the potential firms are exclusive of taxes, therefore all the firms i.e. local and international have equal opportunity to compete with respect to taxes implications.</p>
5	Can ToRs be revised at the RFP Stage	Revision/modification/addition will be made to TORs at RFP stage, including some tweaks in the scope of work.
6	What does QCBS mean	Quality and Cost Based Selection method, where in at first stage the firms will be shortlisted on the basis of submitted EOIs. The short-listed firm will be issued RFP (request for proposal) document and will be ask for submission of technical and financial proposals in separate sealed envelope. First technical evaluation will be carried out then the financial proposal of technically qualified firms will be opened. Award of contract will be done on the basis of highest score derived as result of combined evaluation of technical and financial proposals.

7	Who is the eventual owner of the study and deliverables	Government of Punjab (GoPb) through Tourism Department is the owner of all deliverables, data collected, maps, pictures taken, and all the material related and gathered during the assignment. The firms will not be allowed to use these documents, data, maps and pictures etc. for other purposes without the prior written permission of GoPb.
8	What was the criteria for shortlisting the mentioned destinations? Are the 4 destinations finalized or can we modify the list.	<p>Destinations have been selected and prioritized because they have existing, and potential tourism promise for Punjab and Pakistan. As an example, Rohtas Fort is an established tourist spot whereas, Kotli Sattian is new destination hence there is diversity for initial selection in these sites. Since it's a framework contract (IDC), more sites will be added during the period of contract.</p> <p>Remuneration and reimbursable submitted as part of financial proposals shall be used as reference for all destinations including added destinations in calculating the financial cost of additional sites over the life of contract.</p>
9	Are we expected to only map agencies and their roles or are we also expected to provide a gap analysis for all relevant agencies? What is the expected scope of regulatory and institution changes (e.g., can we propose changes to federal or local government bodies if needed)?	Yes, these changes can be proposed. The roles and mapping of the agencies which are covered under the Punjab Tourism Policy is required to be done. Punjab Tourism Policy 2019 will be shared with the shortlisted firms at the RFP stage.
10	Has there been consultation or alignment with other provincial or national level tourism bodies/strategies in the development of Punjab tourism Policy? Are there plans to integrate with national and provincial initiatives in tourism?	Yes. All tourism policies at provincial level are made in line with the National Level tourism strategy. National Tourism Coordination Board has representation from provincial tourism departments.
11	Will historic data of public and private investments in shortlisted destinations be available with the government?	The firm is expected to gather this data through primary research.
12	What will be the touch points with GoP government entities? Will PMU enable access to various government bodies and other key stakeholder groups for interviews and data collections (e.g. development plans, historic investments, commercial land availability etc)?	PMU will extend its support to enable access to public sector entities within Punjab including Tourism Department. However, data analysis and collection will be the sole responsibility of consulting firm

13	For public sector infrastructure inventories, are we expected to do the inventory through primary research or is there data currently available?	PMU will support with provision of data, where available through TDCP, however, the Firm is expected to do inventory through primary research.
14	Will development of documents and materials for public consumption be responsibility of consulting firm (including creatives) or are there internal marketing resources available at Department of Tourism / PMU?	This will be sole responsibility of the consultancy firm and are part of the deliverables.
15	For specific segments, are there some client-mandated segments that must be catered (e.g. due to regulatory requirements) or are we free to prioritize segments?	Yes, there is some prioritization of visitors' segments i.e. women, disabled, faith-based tourists and families. The consulting firm can prioritize Segments in addition to making specific recommendations on the already mentioned segments.
16	How frequent is consultation expected with WBG, IFC and other stakeholders? Is there a decided frequency?	Consultation meetings between the GoP and the World Bank is a regular feature. If there is a specific need for the consultant to attend these meetings, the Client/GoPb will invite the consultant accordingly.
17	Are there "spatial maps" or any other technical infrastructure documents expected as a result of this consultancy?	Yes. The firm is expected to submit complete spatial map including 3D Map with details of topography, environment and terrain.
18	Is the intent for there to be a single consulting firm that the contract will be awarded to? Or will it be split up?	The contract will be awarded to one firm who could be an association as JV or sub-consultancy to be selected through competitive process. In case of JV the associating firms need to be comparably qualified. However shortlisting will be based on the evaluation of the lead firm. Please also note that in case of a JV payments will be made into the account of JV rather than any of individual partners
19	Is the consulting firm expected to be registered in Pakistan (if international)?	The international firm after selection will have to register themselves for tax matters. However, it is understood that participating firms have familiarize themselves with such requirements
20	Can a firm participate on the scope of work with 1 or more partner organization?	Yes, the firm can apply as a single firm or in JV with other firm or firms, however only one proposal, either individually or as a joint venture partner can be submitted. The association as sub-consultant is also allowed [Also see point 18 above]
21	Is electronic submission of the EOI possible?	Yes, only the EOIs as full package can be submitted electronically on or before the submission deadline. However the procurement will not be done through e-procurement

22	Is the timeline for delivery of reports fixed or can we propose alternative timelines for deliverables?	The timelines of deliverable are fixed and will be discussed in details at the inception phase.
23	Can the payment to international firm be made in other currency/ies.	Yes, the international firm can submit financial proposal in any fully convertible currency, singly or in combination of up to three foreign currencies. It is however important to refer to instructions of State Bank of Pakistan whereby local firms cannot receive payments in foreign currency. They may however submit financial proposal in foreign currency.
24	In qualification criteria for shortlisting the foreign firms have given more weightage than the local firms. Is not this the disadvantage to the local players of this sector?	In the qualification criteria it is written that “International experience will be accorded due weightage”, due to this the local firms will have possible association arrangements with international firms which will bring best practice across the world to this assignment. Please note that this is not mandatory requirement.
25	Is there any restriction on the number of firms which can participate in the consortium/ Joint Venture?	The PMU will encourage the maximum would be three while forming a JV. Otherwise, no restriction mentioned.
26	The firms are requesting to share Tourism Policy	The Tourism Policy is attached