

## ADDENDUM # 2 TO RFP ISSUED ON 28.10.2015

No. KIDCL/GM(Engg)/2015/455

Dated 10.11.2015

### MINUTES OF THE PRE-PROPOSAL CONFERENCE HELD ON 6<sup>TH</sup> NOVEMBER 2015 AT 1500 HRS, IN RESPECT OF REQUEST FOR PROPOSAL FOR THE INTELLIGENT TRASPORTATION SYSTEM (ITS) CONSULTANCY SERVICES REQUESTED BY KIDCL

The subject Pre-Proposal Conference was convened in the office of Karachi Infrastructure Development Co. Ltd (KIDCL), 6<sup>th</sup> Floor, Extension Block, Bahria Complex, Karachi. The following attended:

#### Client:

1. Mr. M. Athar, Director General, KMTTC, T&MT Department, Government of Sindh;
2. Mr. Pervaiz Gani, GM (Engineering) / Chief Engineer, KIDCL;
3. Mr. Bilal Ahmed Memon, GM (F&A) / CFO KIDCL;
4. Mr. Fazal Karim Khatri, Director KMTTC, T&MT Department, Government of Sindh; and
5. Mr. Qaiser, Manager (Technical), KIDCL.

#### Prospective Consultants / Proposers:

1. Rep. of M/s. Ahmed & Qazi;
2. Reps. of M/s. Data Communication & Control (Pvt.) Ltd;
3. Rep. of M/s. EA Consulting (Pvt.) Ltd;
4. Reps. of M/s. Exponent (Pvt.) Ltd;
5. Reps. of M.M. Pakistan (Pvt.) Ltd; and
6. Reps. of M/s. NESPAK – KPMG – A&R JV.

Attendance sheet is attached for reference.

2. This addendum is being issued pursuant to RFP dated 27.10.2015 under clause 2.3;
3. The meeting started with recitation of Holy verses from Al-Quran by the DG (KMTTC). At the outset, GM (F&A) and GM (Engineering) KIDCL welcomed the participants with the brief introduction of the committee members and scope of the subject consultancy services.
4. Following is the detailed account of questions submitted in the Pre-Proposal and response of the Client in juxta-position. Only M/s. EA Consulting (Pvt) Ltd submitted the questions in writing; whereas certain points have also been clarified during the interactive discussions with other participants, as reproduced below:

	Question / Comment / Clarification Sought	Reply / Clarification / Change
1.	What is estimated to be the total duration of the Project? That is including all three stages?	It was clarified that the design stage (Stage I & II) is expected to span 4 months; while Stage-III is to span about 12 months (after conclusion of Stage I & II) as already provided in the RFP.

		<p>Moreover, it was further clarified that Task 4 activities will continue to be part of design services (Stage-II) on L.S. basis wherein all the Consultants are required to factor-in 2 man-months of input (Team-Leader) and 4 man-months of relevant support staff on an intermittent basis in addition to 4 months for the design phase. Please also provide unit-rates for the man-months as well. This arrangement is being provided to make financial bids of the consultants at par. However, the actual deployment of this task would be effected during the currency of the contract, and can be accordingly adjusted using the unit-rates provided.</p>
2.	What is estimated to be the duration for Stage I & II?	Please refer to the question no. 1 above.
3.	Page 4 of RFP Para 1.7(b) needs clarification?	<p>It was clarified that 'project' in clause 1.7(b) means the current assignment i.e. Feasibility &amp; Technical Study and Preliminary Design for Integrated Intelligent Transportation System (IITS) for the Karachi Mass Transit Plan.</p> <p>It was further clarified that the prospective consultant are hereby requested to provide an Affidavit, on Rs. 100 Judicial Stamp Paper, declaring no conflict of interest with the current assignment as regards their role on any mass transit line under Karachi Transport Improvement Project (KTIP) vis-à-vis subject consultancy services.</p>
4.	The Feasibility report of 6 corridors out of 9 are not available? Thus the 6 corridors of mass transit are only developed to the conceptual stage only?	<p>It was clarified that the prospective consultants would be required to fully utilize the Feasibility studies already provided by JICA (KTIP) and studies done as a subsequent activity i.e. the secondary data. The studies available with the client have already been uploaded on the website <a href="http://www.greenline.gov.pk">www.greenline.gov.pk</a>. It was further clarified that the Consultants are not expected to design the operational part of BRTS.</p> <p>The consultants are however requested to use their creative and professional skills to infer any missing primary data, keeping in view the scalable futuristic demands vis-à-vis IITS for Karachi Mass Transit Plan.</p>
5.	Can the Foreign partner of JV be the lead consultant?	The prospective consultants may form the JV and make the Foreign partner as Lead, subject to the PEC guidelines and bye-laws.

		Please also refer to the clause 1.8(c) of the Data sheet in the RFP, wherein the Client has allowed such JV, limiting to three (3) partners.
6.	Page 13 Para 3.1.4 (b). Why is it individual consultant who may be required for a specific task is being penalized by 50% marks?	Para 3.14 (b) of the RFP is deleted and replaced as follows:  <b>Firms having required licenses with PEC and work experience in IITS, Transportation, IT, and Electrical is mandatory. In case the firm is deficient in any faculties, they are encouraged to associate with other firms with required accreditation with PEC. In case the consultant opt to acquire services of individual consultant in particular field, it is also acceptable to Client.</b>
7.	A number of positions require minimum 10 years' experience in relevant field with modernized automated type applications which may be new in at least Pakistan. These may be revised to allow participation of less experienced in the interest of wider professional development opportunity.	The point was considered during an interactive discussion with all the prospective consultants. It was mutually agreed that experience required of certain key positions needs to be relaxed in view to encourage dynamic and innovative young talent in the field of technology, in line with the recent trends in the global market.  Keeping in view the above, and as mutually agreed, minimum experience required in certain positions was considered to be relaxed to some extent.  A revised table of Key Personnel for Design (Stage I & II) is attached as <u>Annex-A</u> to this Addendum. This would replace the table provided for Stage I & II in the RFP at pages 13 – 17. Requirement for the Key Personnel for Stage-III would remain unchanged.
8.	Para 3.8 of ToR needs elaboration.	It was clarified that the prospective consultants are required to make a thorough analysis of the current status and the existing systems at the outset. This may include, but not limited to, the existing practices by respective local, provincial, and / or federal agency and laws / regulations therein. This requirement is placed to enable the consultant to fully acclimatize the requisite Feasibility & Preliminary design to the ground situation and analysis of several studies and measures proposed by donors or otherwise.  Moreover, it is also required that the above shall be made as part of every deliverable under the ToRs.
9.	What happens to scope of services already included in	It was clarified that the responsibilities for the requisite Legal Expert under the Green Line were limited to transition of

	<p>the Green Line Design Consultancy viz a viz financial modeling, legal input and ITS implementation supervision? Task 4 is asking for something that may result in mismatch of timing.</p>	<p>project to the GoS; study of laws to embed Green Line seamlessly in the system; and services related to assistance in litigations and other related services related to Green Line only. Whereas the Legal input required in the current project is adequately defined in the RFP which encompasses a host of activities for the entire KTIP, including institutional development, PPP, Service Level Agreements etc.</p> <p>It was further clarified that the Financial &amp; Business Model required under the Green Line has no overlapping with the current assignment. In the Financial &amp; Business model, the Green Line consultants were required to develop sustainability of the Green Line, cross subsidization etc specific to Green Line. While the current assignment requires the Consultant to produce a PPP / Concession for the ITS, develop architecture for the Financial Clearing House and Protocols, Financial Integration, Fare Collection System and other specific services required of an Integrated ITS.</p> <p>For Task 4, please refer to the clarification at question no. 1 above.</p>
10.	<p>Will the evaluation of Proposal undertaken together with the teams required for stage I , II &amp; III ? And will the evaluation be restricted to consultant team described on P75 or will it be based on Table-1 and Table-2 for stage I, II and III?</p>	<p>Please refer to clause 5.2 (a) page 21 of the RFP, wherein the positions to be evaluated and their specific numbers have been specifically mentioned.</p>
11.	<p>The scope of work will essentially require Expat expertise and therefore they will be part of JV. Discussions with them indicate the time deadline of November 17, 2015 is not acceptable. They wonder what is the Clients strategy to only allow this short period of time.</p>	<p>The Client has considered the request and decided to allow extension of 13 days i.e. the new date of submission (1100 Hrs) / opening (1200 Hrs) would be Monday, November 30, 2015. A corrigendum to this effect would be published in the newspapers for information of all the prospective proposers.</p>
12.	<p>The bid-security of Rs. 5 million is very inappropriate.</p>	<p>In consultation with all the proposers present, the Client agreed to reduce the Bid Security amount to Rs. 3 million.</p>

13.	The parallel and ongoing projects of ADB specially include many ITS work tasks including preparation of Tender Documents. This needs to be addressed by the Client.	Director General (KMTTC), GOS responded that any parallel procurement on ITS-related services at GOS' level would not affect scope of services under the subject assignment by KIDCL. The DG KMTTC further clarified that if necessitated, scope of services under GOS' consultants would be adjusted accordingly.
<b><u>Misc. Questions</u></b>		
14.	Support Staff	It was clarified that the support staff requisite in the RFP is the minimum required. However, the proposers may wish to increase the man-months in their proposal, at their own competitive cost.
15.	Key-Person for the Stage-III – whether to use same CV as in Stage-I & II?	It was clarified that Stage-III would commence after conclusion of Stage-II. Subject to the qualification of the proposed candidate and their suitability for the supervision stage, the client would have No Objection if the prospective consultant may like to propose the same CV for any key resource person.
16.	M/s. Exponent requested to clarify the specific experience requirement as stated in the Evaluation Criteria 5.2 of RFP.	<p>It was clarified that as Karachi Mass Transit Plan has a mix of integrated BRTS and Rail-based corridors, it was required of the consultants to have at least one similar project completed i.e. for integrated BRTS + Rail networks.</p> <p>The consultants responded that if such condition is to be enforced strictly, it would be almost impossible for the proposers to look for such a network in the regional as well as international market, except in the developed world. This condition would limit the competition and raise the cost of the consultancy. Moreover, the participants argued that there is negligible design / supervision difference for either BRTS or Rail-based Rapid Transit System, and as such the inter-operability can be easily designed in either or both combined.</p> <p>The Client responded that the subsequent para in the evaluation criteria already provides that the:</p> <p>'Similarity of experience would be determined on the basis of similar or near similar complexity of network, integration aspects, and inter-operability as that envisaged for this assignment vis-à-vis TOR under this RFP'</p>

		The proposers are therefore advised to submit a detailed account of specific experience, enabling the evaluation committee to consider the project submitted for evaluation in view of the aforesaid clause.
17.	Rep of M/s. Exponent sought clarification whether financial evaluation of different proposals would be made on pre-tax prices or on price bid including taxes? He requested that evaluation may be carried out on base prices to address different tax rates to different entities.	It was clarified that financial evaluation would be undertaken in terms of provisions of RFP (Form B, Form A15, and clause 3.2.4 of the data sheet), Public Procurement Rules 2004, regulations made thereunder, and established practices. The proposal was not accepted. However, if any Government consulting firm competing for the assignment is exempted from taxes, confirmation from the firm will be obtained in writing, and evaluation of the proposals will then be carried out making the exempt entity at par with others, for the purpose of fairness.
18.	Participants requested soft copy of the RFP.	The Client considered the request and agreed that soft copy, in secured pdf form would be provided. All the consulting firms attended the Pre-Proposal have already been emailed the secured soft pdf copy for their reference. The consulting firms who may not have attended the meeting may request the soft copy through email at <a href="mailto:info@greenline.gov.pk">info@greenline.gov.pk</a> .  The Consultants are advised to use the soft copy for read-only and only the Technical Forms be filled-in. Rest of the contents of the RFP shall not be reproduced and / or altered.

5. Pre-Proposal Minutes, vide this Addendum, are issued in consultation with the Government of Sindh officials, and with the approval of Chief Executive Officer, KIDCL.

Encls. Annex – A as referred to in clarification to the question no. 7 above.

Sd/- Dated 10.11.2015  
Engr. Pervaiz Gani,  
General Manager (Engineering) /  
Chief Engineer KIDCL

## ANNEX – A

Position Min. Person Months	Minimum Qualification & Experience	Key Responsibilities
<b>Stages I &amp; II</b>		
<p>Team Leader – Project Manager</p> <p>Min. Input: 04 months</p>	<p>Masters Degree with an internationally recognized professional qualification.</p> <p>Minimum 10 years’ experience in ITS, Public Transport, Mass Transit Systems and Capacity Building</p> <p>Demonstrated leadership, client liaison and capacity building skills.</p> <p>Demonstrated understanding of interoperability issues related to mass transit projects.</p> <p>Worked as an ITS team leader on at least 01 integrated MRT / BRT Project in international project(s).</p>	<p>The team leader will supervise the work of the team and will be responsible for overall project execution &amp; timely project completion.</p> <p>The team leader will have additional technical responsibility for BRT operations design and partial input in fare policy development.</p> <p>The team leader shall also be involved in capacity building of stakeholders.</p>
<p>Fare Policy Specialist</p> <p>Min. Input: 04 months</p>	<p>Masters Degree with an internationally recognized professional qualification.</p> <p>Minimum 10 years’ relevant with assignments and/or work experience in developing or developed countries.</p> <p>Demonstrated experience of fare policy &amp; tariff structure in public transport, preferably in an integrated Mass / Rapid Transit System.</p>	<p>The work will include working on possible fare systems, fare policy &amp; tariff structure, payment options &amp; methods, fare integration mechanism, fare and ticket types, subsidy levels and fare revenue clearing house, as well as incorporation of the financial modeler’s inputs.</p> <p>The specialist also provides on the job direction and knowledge transfer to government counterpart.</p>
<p>Fare Collection System Design Specialist</p> <p>Min. Input: 03 months</p>	<p>Masters Degree with an internationally recognized professional qualification.</p> <p>Minimum 07 years’ experience including at least 01 completed project as Automated Fare Collection Systems Design &amp; Fare Integration of integrated Mass / Rapid Transit System Specialist.</p> <p>Sound knowledge of available fare collection system technologies, fare policy in public transport &amp; mass transit interoperability issues in an integrated network.</p>	<p>The specialist will prepare the specifications for the fare collection system.</p> <p>The specialist shall also provide input to infrastructure design team (as per Task 4) to ensure appropriate provision is made for the equipment.</p> <p>He will ensure all fare integration, interoperability &amp; governmental control over key ITS parameters.</p>
<p>BRT Operations Design Specialist</p>	<p>Bachelors Degree in a relevant discipline and an internationally</p>	<p>The specialist will make a major contribution to development of BRT Operations Plan and to the</p>

<b>Position Min. Person Months</b>	<b>Minimum Qualification &amp; Experience</b>	<b>Key Responsibilities</b>
Min. Input: 03 months	<p>recognized professional qualification.</p> <p>At least 07 years' experience in bus operations (incl. at least 01 completed integrated Mass / Rapid Transit System project) with assignments in developing / developed countries, in any integrated Mass / Rapid Transit System.</p>	<p>development of Service Level Agreements &amp; performance-based agreements with bus operators.</p> <p>The specialist also assists in negotiation process with operators.</p> <p>He would also provide technical inputs to the other experts needed for ITS design &amp; interoperability.</p>
<p>Bus Operations &amp; Traffic Management Expert</p> <p>Min. Input: 03 months</p>	<p>Masters Degree in a relevant discipline and an internationally recognized professional qualification.</p> <p>At least 10 years' experience in public transport, designing &amp; supervising traffic surveys, traffic modeling &amp; traffic management integrated projects.</p> <p>Work experience in developing / developed countries in any integrated Mass / Rapid Transit System would be preferred.</p>	<p>The expert is responsible for the design of traffic management arrangements to ensure smooth BRT bus flow, including calculation of traffic signal timing plans along the corridor.</p> <p>He would also be responsible for conceiving and conducting field data collection needed for the task, performing modeling and coordinating with Signal Priority Specialist.</p>
<p>Signal Prioritization &amp; Bus Docking System Specialist</p> <p>Min. Input: 02 months</p>	<p>Bachelors Degree in a relevant discipline and an internationally recognized professional qualification.</p> <p>At least 2 years' experience in system automation.</p> <p>At least 1 assignment completed in similar capacity</p> <p>Work experience in developing / developed countries.</p>	<p>The specialist to take technical responsibility for completion of signal Priority &amp; bus docking system.</p> <p>The specialist shall also provide input to infrastructure design team (as per Task 4) to ensure appropriate provision is made for the equipment.</p>
<p>Automated Fleet Management System Specialist</p> <p>Min. Input: 03 months</p>	<p>Bachelors Degree and an internationally recognized professional qualification.</p> <p>At least 2 years' experience in system automation &amp; automated fleet management systems.</p> <p>At least 1 assignment completed in similar capacity, in any integrated Mass / Rapid Transit System would be preferred.</p>	<p>The specialist will be responsible for all task related to complete design and documentation</p> <p>The specialist shall also provide input to infrastructure design team (as per Task 4) to ensure appropriate provision is made for the equipment.</p>
<p>Passenger Information &amp; Display System Specialist</p>	<p>Bachelors Degree and an internationally recognized professional qualification.</p>	<p>The specialist will be responsible for all task related to complete design and documentation.</p> <p>The specialist shall also provide</p>



<b>Position Min. Person Months</b>	<b>Minimum Qualification &amp; Experience</b>	<b>Key Responsibilities</b>
Min. Input: 02 months	<p>At least 2 years' experience in system automation.</p> <p>At least 1 assignment completed in similar capacity, in any integrated Mass / Rapid Transit System would be preferred.</p>	input to infrastructure design team (as per Task 4) to ensure appropriate provision is made for the equipment.
Security & Surveillance System Design Specialist  Min. Input: 02 months	<p>Bachelors Degree and an internationally recognized professional qualification.</p> <p>At least 5 years' experience in system automation &amp; good knowledge of local security conditions.</p> <p>At least 1 assignment completed in similar capacity preferably in Pakistan or in similar security conditions.</p>	<p>The specialist will be responsible for all task related to complete design and documentation. The will also take input from law enforcing agencies (police, traffic police, Pakistan rangers etc.) in proposing positioning &amp; other capabilities to best bit local security conditions.</p> <p>The specialist shall also provide input to infrastructure design team (as per Task 4) to ensure appropriate provision is made for the equipment.</p>
IT, Networking & Radio Frequency Communication Specialist  Min. Input: 03 months	<p>Bachelors Degree in a relevant discipline and an internationally recognized professional qualification.</p> <p>At least 5 years' experience in IT systems, networking, information security, including at least 1 assignment completed in similar capacity.</p> <p>Demonstrated experience of IT networking requirements for mass transit systems.</p>	<p>The specialist will be responsible for all task related to complete design and documentation. The specialist shall also work with all other specialists to fulfill their need for data communication and storage.</p> <p>The specialist shall also formulate mechanisms to ensure IT security, intrusion detection &amp; prevention.</p> <p>The specialist shall also provide input to infrastructure design team (as per Task 4) to ensure appropriate provision is made for the equipment.</p>
Energy / Power Management Expert  Min. Input: 02 months	<p>Masters Degree in a relevant discipline and an internationally recognized professional qualification.</p> <p>At least 07 years' experience in power management systems.</p> <p>Work experience in Pakistan or in similar energy / power requirements, including at least 1 assignment completed in similar capacity.</p>	<p>The specialist will be responsible for all task related to complete design and documentation. Specially shall recommend suggestions for optimizing energy usage in the system and shall also explore possibilities of using alternate energy for lowering energy usage.</p> <p>The specialist shall also provide input to infrastructure design team (as per Task 4) to ensure</p>

<b>Position Min. Person Months</b>	<b>Minimum Qualification &amp; Experience</b>	<b>Key Responsibilities</b>
		appropriate provision is made for the equipment.
Financial, Legal & Institutional Development Specialist  Min. Input: 03 months	Masters Degree in a relevant discipline with an internationally recognized professional qualification. At least 10 years' experience in finance, institutional development & business development, PPP transactions, financial clearinghouse, contract negotiations and capacity building.  Proven work experience with mass transit system project is necessary, including at least 1 assignment completed in similar capacity or equivalent.  Work experience in Pakistan or similar financial / legal and institutional development.	The specialist will supervise all the works under financial and legal domain. He will be responsible for all deliverables related to legal, financial & PPP transactions. The specialist will coordinate with all members of technical team for their input related for institutional development.  The specialist shall be involved in developing financial sharing & interoperability, Service Level Agreements (SLAs), contract negotiations & capacity building of stakeholders.
Financial Modeling Expert  Min. Input: 03 months	Accredited Financial Consultant / Expert and an internationally recognized professional qualification. At least 5 years' experience of developing financial models, business models, PPP transactions, contract negotiations, etc.  At least 1 assignment in similar capacity.	The expert will assist the Financial, Legal & Institutional Development Specialist in developing financial models and in PPP transaction.
Legal Expert  Min. Input: 03 months	Degree in Law and internationally recognized professional qualification. At least 5 years' experience in corporate law and preparation of PPP schemes, including assignments for Public Transport especially mass transit projects.  Understanding of law of Pakistan will be highly preferred.	The expert will assist the Financial, Legal & Institutional Development Specialist in developing contract agreements, SLAs and in PPP transaction.