

No. 6959 /PSCA/2023
Date: June 16, 2023

Subject: -

MINUTES OF PRE-BID MEETING REGARDING PPIC3 SIALKOT & PPIC3 MURIDKE, FEROZWALA & FACTORY AREA PROJECTS

Date: June 14, 2023 1400 Hrs.

Venue: CMC-II, PSCA, Lahore.

In Chair: Project Directors (Sialkot & Muridke) and Chief Project Management Officer, PSCA

In Attendance: List attached

2nd pre-qualification meeting regarding PPIC3 Sialkot & PPIC3 Muridke, Ferozwala & Factory Area projects was held to clarify the questions/observations of potential bidders. The meeting was started with a briefing pertaining to the Minutes of 1st Pre-Bid Meeting of pre-qualification and selection/qualification criteria.

SNO	Agenda Item	Questions/ Bidder's Observations	Decisions
1.	Clarifications of questions/observations of potential bidders	1. It was requested by different vendors that issuance of Manufacturing Authorization Letter (MAL) should be restricted to 02 or 03 Applicants / Bidders.	It was explained as per Addendum – 1 “If OEM is not participating itself and in order to avoid monopoly and to ensure fair, transparent and healthy competition, OEM shall issue more than one (multiple) Manufacturing Acceptance Letter (MAL) to Bidders / Applicants on its behalf to participate in the Pre-Qualification process. Further Manufacturing Acceptance Letter (MAL) shall be acceptable only from those offices of OEMs which are authorized for Pakistan region.”. All applicants / bidders shall follow the same.



	<p>2. It was inquired by the M/s GCS that if an applicant / bidder will qualify in Pre-Qualification process then its compulsory for that bidder to participate in bidding process.</p> <p>3. It was inquired by the M/s Inbox that financial capabilities shall be considered as combined or individual for all JV partners.</p> <p>4. One of the participants highlight that is it mandatory to provide the valid PEC registration for Engineers in Personnel Capabilities section?</p> <p>5. It was highlighted that in General Experience Category maximum 02 marks are allocated for 02 Safe City Projects (in any Capacity) however, for Similar Nature Projects 01 mark is allocated to Similar Nature Projects.</p> <p>6. It was inquired by M/s H3C that as per Annexure – J of Pre-Qualification Document, OEM shall authorize the bidder as Sole or 1st level distributor in Manufacturing Authorization Letter (MAL). However, as per local market practice Sole or 1st level</p>	<p>It was replied that PSCA will issue RFP to all pre-qualified applicants / bidders and applicant may participate in the bidding process.</p> <p>It was replied that the lead partner shall meet at least 40 percent and each of the partners of consortium shall meet at least 25 percent of the qualifying criteria.</p> <p>It was answered that yes, it is mandatory to provide the valid PEC registration for Engineers in Personnel Capabilities section.</p> <p>It was explained that this Pre-Qualification is for Safe Cities Projects for Sialkot and Muridke. Therefore, maximum 02 marks are allocated for 02 Safe City Projects (in any Capacity) and 01 Mark for Similar Nature Projects.</p> <p>It was replied that as per Annexure – J of Pre-Qualification Document OEM can authorize the Applicant / Bidder as Sole Distributer / Distributer / Partner etc.</p>
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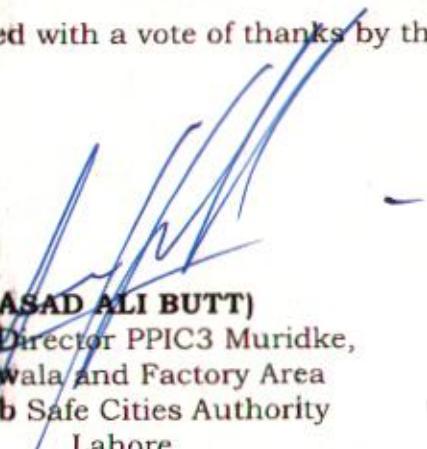
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	<p>distributors normally not participate in the direct bidding process.</p>	
	<p>7. It was also inquired by M/s H3C that as per Clause 4.7 of Pre-Qualification Document. Can an OEM give the technical presentation on the behalf of Bidders / Applicants?</p>	<p>It was replied that (if required) Applicants / Bidders shall present their Technical Solution. OEM can provide the technical assistance to their partner in the said presentation.</p>
	<p>8. One of the participants highlight that for which equipment Manufacturing Authorization Letter (MAL) is required?</p>	<p>It was answered that Applicants / Bidders shall submit the Manufacturing Authorization Letter (MAL) from OEM for major equipment i.e. Camera and Network devices etc.</p>
	<p>9. It was questioned by M/s Albario Engineering that an Applicant / Bidder / Lead Partner can change their JV partner(s) after the Pre-Qualification process?</p>	<p>It was replied that Applicant / Bidder / Lead Partner shall follow the instruction as mentioned in Clause 3.13.14 of Pre-Qualification Document (PQD).</p>
	<p>10. A participant raised a question that how many copies of application needs to be submitted?</p>	<p>It was conveyed to all participants to submit one original application (complete set), one copy of the application (complete set) and one scanned copy (in the form of CD).</p>
	<p>11. Some participants highlighted that in order to get the quality product from the Market PSCA shall follow the Quality-Cost-Based Selection.</p>	<p>It was replied that method of selection has already been mentioned in SECTION VII. PROCEDURE FOR ISSUANCE OF RFP of Pre-Qualification Document (PQD).</p>

	12. Most of the participants also highlighted queries pertaining to the inflation and escalation etc. in 2 nd Pre-Qualification meeting.	It was replied that all the quires are related to RFP, which will be dealt at later stage when RFP will be floated.
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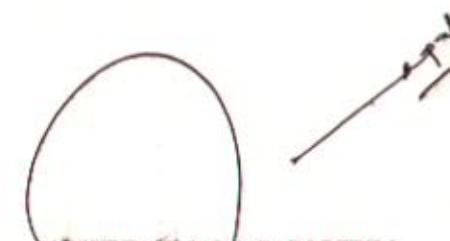
Note: Please note that other terms & conditions of the Pre-Qualification Document (PQD), Addendum -1 and Minutes of Meeting for 1st pre-qualification meeting of both projects, shall remain same.

2. The meeting ended with a vote of thanks by the Chair.



(ASAD ALI BUTT)

Project Director PPIC3 Muridke,
Ferozwala and Factory Area
Punjab Safe Cities Authority
Lahore



(SYED WAQAS JAVED)

Project Director PPIC3 Sialkot,
Punjab Safe Cities Authority
Lahore

List of Participants:

List Attached as **Annex-A**



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PSCA Headquarters, Qurban Lines Lahore, Pakistan.

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No. 6628 /PSCA/2023
Date: June 10, 2023

Subject:

**MINUTES OF MEETING PRE-BID MEETING REGARDING PPIC3 SIALKOT & PPIC3 MURIDE,
FEROZWALA & FACTORY AREA PROJECTS**

Date: June 06, 2023 1400 Hrs.

Venue: CMC-II, PSCA, Lahore.

In Chair: Project Directors (Sialkot & Muridke) and Chief Project Management Officer, PSCA

In Attendance: List attached

A pre-bid meeting regarding PPIC3 Sialkot & PPIC3 Muridke, Ferozwala & Factory Area projects was held to clarify the questions/observations of potential bidders. The meeting was started with a briefing pertaining to the selection/qualification criteria.

SNO	Agenda Item	Questions/ Bidder's Observations	Decisions
1.	Clarifications of questions/observations of potential bidders	<p>1. It was enquired by the different bidders to explain the term "ICT / Similar Nature Assignment" mentioned in General Experience category of the qualification criteria.</p> <p>2. It was highlighted by different vendors that in PQD it has been mentioned that OEM shall issue one (01) Manufacturing Acceptance Letter (MAL) to only one bidder. Further,</p>	<p>It was explained in the pre-bid meeting that term "ICT/ Similar Nature Projects" means any project related to deployment of cameras/NVRs/Data Centers, Servers, Switches/Optical Fiber Cable/Command & Control Centers etc. Moreover, it was also explained that same has already been mentioned in Pre-Qualification Document under clause 30.2.1</p> <p>It was explained that PSCA has considered the query and it is decided that if OEM is not participating then OEM shall issue more than</p>



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	<p>most of the invited participants requested that PSCA may review this clause of the PQD as there are only 02 or 03 major OEMs are available in market, which narrows down the healthy competition among the bidders.</p>	one (multiple) Manufacturing Acceptance Letter (MAL). Addendum is being issued.
	<p>3. It was highlighted by M/s Albario that any safe city project means safe city project executed with PSCA or executed anywhere in the world.</p>	It is conveyed that safe city project means any safe city project executed anywhere in the world in last eight (08) years. As mentioned in Clause of PQ document.
	<p>4. It was requested by M/s LMKR that PSCA may review the qualifying percentages of Lead Partner and other JV partner(s) which are 40% and 25% respectively in order to qualify in the pre-qualification process.</p>	It was conveyed that referred criteria is in accordance with Pakistan Engineering Council's (PEC) guidelines.
	<p>5. It was enquired by the representative of M/s PTCL whether Quality Certificate issued by a specific company shall be acceptable or Quality Certificates issued by any renowned company shall be acceptable.</p>	It was clarified that the Quality Certificates issued by any renowned certification authority / organization i.e. ISO etc. shall be acceptable.
	<p>6. A question was raised by the participant regarding the description and category of Mega Project.</p>	It was explained that Mega project mean an infrastructure related project successfully completed by the bidder/JV partner(s) with the



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		net worth greater or equivalent to PKR 400 million and same was also described in definition Clause 1.2.19 of PQ document.
	7. A participant highlighted that both projects (i.e. PPIC3 Sialkot and PPIC3 Muridke) have different scope of work. However, Average Annual Turnover mentioned in Financial Capabilities for both projects are 900 million.	It was explained that Average Annual Turnover mentioned in Financial Capabilities is 900 million and 650 million for PPIC3 Sialkot and PPIC3 Muridke respectively.
	8. It was highlighted by M/s LMKR that "Section III Clause 31" has been referred in Clauses 3.13.1.1, 3.13.1.2 and 3.13.1.3 of PQ document. However, Clause 31 under section III is missing in said document.	It was replied that this one is typographical mistake, correct clause number is " <i>Section III Clause 30</i> "
	9. It was also highlighted by M/s LMKR that for OFC Network Expert, the qualification requirement clause does not consist of the word relevant, whereas this is mentioned for all other required resources, please consider this request as OFC Network experts may have other relevant qualification apart from the ones that are mentioned.	It was clarified that word "or relevant" is available in document for OFC Network in Expert category.
	10. A participant raised a question that 50% qualifying score in each category mean that	It was clarified that the applicant must secure at least 50% score in each category (not in sub-



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	<p>bidder shall also take 50% score in sub-categories?</p>	<p>category) and same is mentioned in Clause 30 of PQ document.</p>
	<p>11. Some participants inquired about the documents needs to be submit against evidence related to completed projects and ongoing projects.</p>	<p>It was replied that the Applicant/Joint Venture partner(s) is/are required to provide Purchase Order / Work Order / Contract Agreement (along with satisfactory report from client) for substantial completed projects and/or Completion Certificate against the completed projects.</p>
	<p>12. Some participants inquired about the that last date for issuance of Pre-Qualification Document (PQD).</p>	<p>It is decided that last date for issuance of Pre-Qualification Document (PQD) from the office of Punjab Safe Cities Authority was June 20, 2023 which may be read as June 23, 2023 before submission time i.e. 1600 hours. Addendum is being issued.</p>
	<p>13. Most of the participants highlighted queries pertaining to the dollar rate, opening of LCs, inflation, escalation, acquiring of ROW, duration of project, defect liability period (DLP) etc.</p>	<p>It was replied that all the highlighted points are related to RFP, which will be dealt at later stage when RFP will be floated.</p>
	<p>14. It was inquired that when will further pre-bid meeting be held?</p>	<p>It is decided that 2nd Pre-Bid Meeting will be held as follows: -</p> <p>Day & Date: Wednesday June 14, 2023</p>



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			Time: 1400 hours
			Venue: PSCA, Qurban Lines Lahore.

Note: Please note that other terms & conditions of the Pre-Qualification document for both projects, shall remain same.

2. The meeting ended with a vote of thanks.

(ASAD ALI BUTT)

Project Director PPIC3 Muridke,
Factory Area & Ferozwala
Punjab Safe Cities Authority
Lahore.

(SYED WAQAS JAVED)

Project Director PPIC3 Sialkot
Punjab Safe Cities Authority
Lahore.

List of Participants:

List Attached as **Annex-A**