

## Punjab Masstransit Authority

### Clarification Meeting

Subject:	EXPRESSION OF INTEREST (EOI)/ PRE-QUALIFICATION FOR DEVELOPMENT, IMPLEMENTATION, OPERATIONS AND LONG - TERM MAINTENANCE OF PROVEN AUTOMATED FARE COLLECTION & BUS SCHEDULING SYSTEM (AFC-BSS) FOR MASSTRANSIT SYSTEMS IN PUNJAB		
Date:	July 09. 2024	Time:	1200 Hours
Venue:	Committee Room, Punjab Masstransit Authority Lahore	Chair:	Mr. Muhammad Ozair Shah, General Manager (Operations), PMA

#### List of Committee Members / Participants:

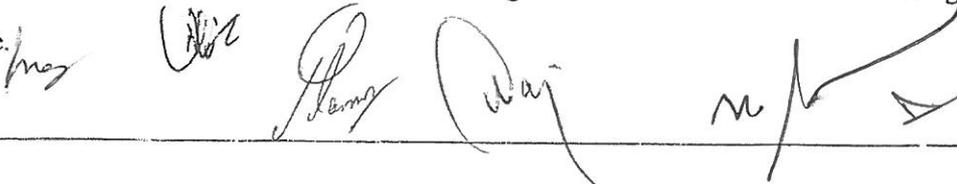
1. Mr. Muhammad Abid, General Manager (Finance), PMA (Member)
2. Mr. Wajid Saleem, Manager Operations (Technical), PMBS (Member)
3. Mr. Muhammad Yasin, Manager Operations (Technical), MMBS (Member)
4. Mr. Mian Mudassar, Deputy Manager (IT), PMBS (Member)
5. Mr. Hammad Aslam, Audit & Accounts Officer, PMBS (Member)
6. Mr. Danish Ahmed, Joint Director NPD (ITOPS), PITB (Member)
7. Representative of Transport & Masstransit Department, GoPb (Member)
8. Representative of Finance Department, GoPb (Member)

#### List of Representatives from Prospective Bidders/Banks:

1. Mr. Asim Qureshi, Bank of Punjab (Participant)
2. Mr. Muhammad Kamran, Habib Bank Limited (Participant)
3. Ms. Ayesha Akram, Jazz Cash/ MMBL (Participant)
4. Mr. Tauseef Nabi, Meezan Bank (Participant)
5. Mr. Rashid Chaudhary, Inbox Business Technologies Limited (Participant)
6. Mr. Faisal Hussain, United Bank Limited (Participant)
7. Mr. Abdul Wahab, bookme.pk (Participant)
8. Mr. Altaf Khan, NCS Rail (Participant)
9. Mr. Rameez H. Loan, AJCL (Pvt) Ltd (Participant)

#### DECISIONS / DISCUSSIONS

The meeting started at 12:00 PM with the recitation of the Holy Quran. Mr. Muhammad Ozair Shah, General Manager (Operations), PMA, formally welcomed the participants and presented an overview of the general scope of works of Prequalification Document. Following this, Mr. Mian Mudassar, Deputy Manager IT, PMBS, provided a detailed briefing on the EOI/PQ Documents. A question-and-answer session was also held subsequently. Detailed minutes of the meeting are enclosed as **Annex-A**, and the list of participants is provided in **Annex-B**. The meeting concluded at 2:00 PM with a closing expression of gratitude.





Mr. Muhammad Ozair Shah  
General Manager (Operations),  
PMA



Mr. Muhammad Yasin,  
Manager Operations (Technical),  
MMBS



Mr. Danish Ahmed,  
Joint Director NPD (ITOPS),  
PITB



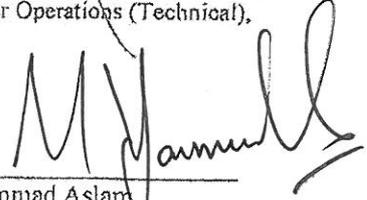
Mr. Muhammad Abid,  
General Manager (Finance),  
PMA



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Deputy Manager (IT),  
PMBS



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Manager Operations (Technical),  
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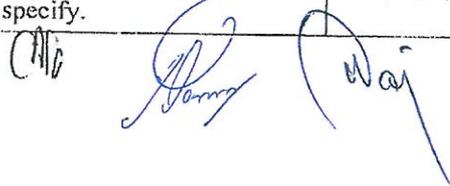
Rep. of Transport & Masstransit  
Department, GoPb

Rep. of Finance Department,  
GoPb

RESPONSE TO THE BIDDER'S QUERIES		
Sr.	BIDDER QUERIES / COMMENTS	PMA RESPONSE
<b>A. United Bank Limited</b>		
1	Please provide the technical specifications of the AFC-BSS equipment.	The Request for Proposal (RFP) document will be provided to prequalified banks, outlining technical specifications for AFC-BSS equipment, service level expectations, and pricing details for the card.
2	Specify the exact service level requirements.	
3	What will be the cost of the card and who will bear it?	
4	What is the estimated cost of the project?	Banks are currently undergoing pre-qualification for the specified services. Once this phase is finished, prequalified banks will receive Request for Proposal (RFP) pertaining to the AFC-BSS System for the respective city. Pertinent details will be provided in the RFP documents. Clarification / Pre-bid meetings will be held for each project.
5	What will be the duration of the Contract?	The pre-qualification will be for 05 years. Rest same as Sr. No.4
<b>B. Habib Bank Limited</b>		
6	Will the current closed-loop system be phased out and replaced with a new open-loop system, or would you prefer banks to concurrently address the grey areas alongside the existing system?	The existing AFC-BSS system will be entirely substituted with an open-loop system. However, the new AFC system must retain the capability to issue, top-up, and validate RFID smart cards that operate on a closed-loop basis for a period to be determined by the employer.
7	What is the total human resource requirement for this project, and will the responsibility to hire these resources fall on the bank?	The bank is responsible for hiring all necessary human resources for fare media issuance and facilitating commuters at turnstiles in stations, as well as validating commuters on feeder buses. Rest same as Sr. No.4
8	Who will be responsible for operating the escrow account, and what will be the procedures for its management? Additionally, how will the settlement of card transactions and physical cash be conducted?	The ESCROW account will be maintained with the Bank of Punjab. The successful bank will be responsible for depositing the cash collected during operation hours into the ESCROW account. Additionally, the bank will be responsible for settling the revenue generated through open loop cards in the ESCROW account, adhering to the rules and regulations of the State Bank of Pakistan. Punjab Masstransit Authority will also define policies for transfer of cash collection at ticket counters.
9	Who will be responsible for managing the connectivity of AFC-BSS equipment with the centralized servers located in data center?	The successful bank will be responsible for providing network equipment and data connectivity to each station via a secondary medium of their choice and integrating it with the primary medium (fiber optic network) provided by the purchaser. Additionally, for feeder buses, metro buses and orange line, the successful bank will be responsible

		for ensuring wireless connectivity with the centralized servers.
10	Will the Point of Sale (POS) machines currently used by various banks be utilized at the ticket offices?	The RFP, detailing the technical specifications of the Point of Sale (POS) machines and ticket office machines, will be provided to prequalified banks.
11	Who will be responsible for the operations and maintenance of the AFC-BSS and related equipment?	The successful bank shall be responsible for provisioning AFC-BSS services including operations and maintenance (O&M) of the equipment as per the RFP.
<b>C. Jazz Cash / MMBL</b>		
12	Could the deadline for bid submission be extended?	Due to change in the bidding procedures by Punjab Procurement Regulatory Authority (PPRA) after having adopted e-procurement, all banks are required to register themselves under e-procurement system of PPRA and submit their e-application for pre-qualification as per instructions.  The e-application for pre-qualification will be opened on the e-PADS in the Committee Room of the Punjab Masstransit Authority, 5 <sup>th</sup> Floor, Arfa Software Technology Park (ASTP), at 1430 hours on 07 <sup>th</sup> August, 2024
<b>D. Bank of Punjab</b>		
13	Do we require two separate validators for validating open loop and closed loop smart cards?	No, a single validator will be used to validate both open loop and closed loop cards as well as it must have the capability to accept QR codes. The bank shall give the required SDK's and API's for the integration of provided hardware with PITB software in all aspects.
14	Eligibility Criteria, Sr. 3: "The bank has proven experience of Online Digital Banking Services for at least 5 years" Is it possible to submit an undertaking regarding the criteria?	Yes, an undertaking containing the launch date of the application can also be submitted.
15	Technical Evaluation Criteria, Sr. 1: "Commercial deployments of Point of Sale (POS) machines based on open loop payment system at shops, restaurants, railway stations, airports, transit systems etc." Can system-generated Merchant ID logs be submitted as evidence against the criteria?	Yes, a verifiable system-generated Merchant ID log report can be submitted along with an undertaking.
16	Technical Evaluation Criteria, Sr. 5: "Deployment of automated queue management and announcement system (public information & announcement system)." Can confirmation from a third-party vendor be submitted as evidence against the criteria?	Yes, a verifiable confirmation from a third-party vendor detailing bank branches can be submitted along with an undertaking.

17	<p>Technical Evaluation Criteria, Sr. 12:  <i>"Workforce currently working for the enterprise."</i></p> <p>Can an annual report be submitted as evidence against the criteria?</p>	<p>Yes, a signed and sealed audited annual report containing relevant details may be submitted along with an undertaking.</p>
18	<p>Technical Evaluation Criteria, Sr. 12:  <i>"Number of deployments of dedicated Over-The-Counter system for the collection of fee and utility payments of schools, colleges, parks entry, mass transit, zoo, museum ticketing etc."</i></p> <p>Can branchless banking agents be considered against the criteria?</p>	<p>Yes, branchless computerized banking agents can be considered against this criterion, provided that verifiable records of the agents are furnished.</p>
<b>E. Inbox Technologies</b>		
19	<p>Who will bear the cost for the certifications required for L1, L2, and L3 compliance for open loop system? please specify.</p>	<p>The successful bank will bear the cost for all kinds of certifications required for L1, L2 and L3 compliance for Open loop system.</p>
20	<p>Which certifications are required for L1, L2, and L3 compliance? please specify.</p>	<p>The RFP, containing the details of required certifications will be shared with the prequalified banks.</p>
21	<p>Who will be responsible for the operation and maintenance (O&amp;M) of AFC-BSS equipment which is pre-installed in the buses? please specify.</p>	<p>The bank will be responsible for the operation and maintenance (O&amp;M) of AFC-BSS equipment pre-installed in the buses to be procured in future.</p>



**BIDDERS ATTENDANCE SHEET**

EXPRESSION OF INTEREST (EOI) / PREQUALIFICATION DOCUMENT (PQD) FOR DEVELOPMENT, IMPLEMENTATION, OPERATIONS AND LONG - TERM MAINTENANCE OF PROVEN AUTOMATED FARE COLLECTION & BUS SCHEDULING SYSTEM (AFC-BSS) FOR MASSTRANSIT SYSTEMS IN PUNJAB

**ATTENDANCE SHEET**

Place:	Conference Room, PMA Office, 5th floor, Arfa Software Technology Park, 346-B, Ferozpur Road, Lahore	Date:	9-Jul-24	Time:	12:00 PM
Sr. No.	Bidder (Company/ Firm)	Representative's Name	Contact No.	Email Address	Signature
1	Bank of Punjab	Asim Qureshi	0300-8289940	asim.qureshi@bop.com.pk	
2	"	Mojahid Hussain			
3	HBL	Muhammad Kamran	0322 6400700	muhammad.kamran1@hbl.com	
4	JazzCash / MMBL	Ayesha Akram	0301 9770773	ayesha.akram1@jazz.com.pk	
5	JazzCash / MMBL	Usman Sheikh	0300-8422232	usman.sheikh@jazz.com.pk	
6	Meezan Bank.	Fauzief Nadeem Ahmed Akbar Nadeem ul Haq	0304-0921267	bm.lhr12@meezanbank.com	
7	Inbox	Rashid Gaudhary	0321-2428863	rashid.ch@inboxbiz.com	
8	UBL-	Faisal Hussain	0321 4003020	faisal.hussain@ubl.com.pk	

**Tender Evaluation Committee**

	Signature/Date		Signature/Date
1 General Manager (Operations), PMA, Chairperson	 9/7/24	6	Audit and Accounts Officer, PMBS, Member 
2 General Manager (Finance), PMA, Member		7	Rep. of Transport & Masstransit Department, GoPb
3 Manager Operations (Technical), PMBS, Member		8	Rep. of Finance Department, GoPb
4 Manager Operations (Technical), MMBS, Member		9	Rep. of PITB, GoPb David Ali Joint - Director 
5 Deputy Manager IT, PMBS, Member	 09/07/24		

**BIDDERS ATTENDANCE SHEET**

EXPRESSION OF INTEREST (EOI) / PREQUALIFICATION DOCUMENT (POD) FOR DEVELOPMENT, IMPLEMENTATION, OPERATIONS AND LONG - TERM MAINTENANCE OF PROVEN AUTOMATED FARE COLLECTION & BUS SCHEDULING SYSTEM (AFC-BSS) FOR MASS TRANSIT SYSTEMS IN PUNJAB

Place:		Conference Room, PIA Office, 5th floor, A-1, Software Technology Park, 346-B, Ferozeshah Road, Lahore	Date:	9-Jul-21	Time:	12:00 PM
Sr. No.	Bidder (Company/ Firm)	Representative's Name	Contact No.	Email Address	Signature	
9	BookMe.PK	Abdulwahab	0321-6912397	abdulwahab@bookme.pk		
10	MES Rail	ALTAF KHAN	0304-5491274	altaf@racshail.com		
11	Kameez H. Com	AJCL (Pvt) Ltd	0800-2541501			
12						
13						
14						
15						
16						

**Tender Evaluation Committee**

		Signature/Date		Signature/Date
1	General Manager (Operations), PMA, Chairperson	 09/07/21	6	Audit and Accounts Officer, PMBS, Member  09/07/21
2	General Manager (Finance), PMA, Member		7	Rep. of Transport & Mass Transit Department, CoPb
3	Manager Operations (Technical), PMBS, Member		8	Rep. of Finance Department, CoPb
4	Manager Operations (Technical), MMBS, Member		9	Rep. of PITB, CoPb Joint Director 

5. Deputy Manager (IT), PMBS

# ADDENDUM NO. 1

TO EXPRESSION OF INTEREST (EOI) / PRE-QUALIFICATION DOCUMENT  
(PQD)

FOR

DEVELOPMENT, IMPLEMENTATION, OPERATIONS AND  
LONG - TERM MAINTENANCE OF PROVEN AUTOMATED  
FARE COLLECTION & BUS SCHEDULING SYSTEM (AFC-BSS)  
FOR MASSTRANSIT SYSTEMS IN PUNJAB



## THE PUNJAB MASSTRANSIT AUTHORITY

Government of the Punjab

5<sup>th</sup> Floor, Arfa Software Technology Park (ASTP)

346-B, Main Ferozpur Road, Lahore, Pakistan.

Phone: +92 42 99028000 Fax: +92 42 9923 2541

URL: [www.pma.punjab.gov.pk](http://www.pma.punjab.gov.pk)

JULY 2024

## **ADDENDUM NO. 1 TO EXPRESSION OF INTEREST (EOI) / PRE-QUALIFICATION DOCUMENT (PQD)**

Due to some clarifications required in the EOI/PQD, the following addendum is hereby issued, which shall form a part and parcel of the original document titled

**“DEVELOPMENT, IMPLEMENTATION, OPERATIONS AND LONG - TERM  
MAINTENANCE OF PROVEN AUTOMATED FARE COLLECTION & BUS  
SCHEDULING SYSTEM (AFC-BSS) FOR MASSTRANSIT SYSTEMS IN PUNJAB”**

issued and uploaded on 5<sup>th</sup> July, 2024. The contents of this addendum shall supersede/replace pages 4, 5 and 7 of the original EOI/PQD, and shall be read as part of the EOI/PQD uploaded on the following websites:

<https://pma.punjab.gov.pk>

<https://ppra.punjab.gov.pk>

- 1.19. **“PITB”** means Punjab Information Technology Board, GoPb.
- 1.20. **“EMV L2/L3”** Europay, Mastercard and Visa Level 2/Level 3
- 1.21. **“SDK/API”** means Software Development Kit/Application Programming Interface.
- 1.22. **“PCI/DSS”** means Payment Card Industry/Data Security Standard
- 1.23. **“Closed Loop payment systems”** in the context of mass transit system refers to the use of proprietary closed-loop cards by transit operators and closed loop cards are typically used for fare payment within the specific transit system or network.
- 1.24. **“Open Loop payment systems”** means passengers can use their bank-issued contactless credit or debit cards, to pay journeys
- 1.25. **“e-PADS”** means e-Punjab Acquisition and Disposal System as approved by the Punjab Procurement Regulatory Authority
- 1.26. **“e-Submission”** means submission of bid or proposal either by uploading PDF file or submission by using dynamic forms
- 1.27. **“EOI”** means Expression of Interest through the e-application for pre-qualification

## INVITATION FOR EXPRESSION OF INTEREST (EOI)

1. The Punjab Masstransit Authority (PMA) of the Government of the Punjab (GoPb) invites Expression of Interest to provide **“DEVELOPMENT, IMPLEMENTATION, OPERATIONS AND LONG - TERM MAINTENANCE OF PROVEN AUTOMATED FARE COLLECTION & BUS SCHEDULING SYSTEM (AFC-BSS) FOR MASSTRANSIT SYSTEMS IN PUNJAB”**.
2. The Tender Number is **PMA- PQD-AFC/01/2024**
3. Punjab Procurement Regulatory Authority (PPRA) Rules 2014 modified from time to time and specifically those issued under Notification No. MMD(PPRA)50-BOM/2024 dated 6<sup>th</sup> March, 2024 with respect to e-procurement system will be followed. These rules may be downloaded from [www.ppra.punjab.gov.pk](http://www.ppra.punjab.gov.pk).
4. This pre-qualification is under Rules 16 through 21 of Chapter IV of PPRA Rules 2014.
5. The Scheduled Banks (listed with State Bank of Pakistan) or Joint Venture shall be pre-qualified first as per the criteria and procedures mentioned in this document. Afterwards, competitive bidding process shall be carried out only among the prequalified Banks / JV.
6. This Tender shall be a local Tender with response time not less than 15 days as per PPRA Rule 14.
7. As per Rule 12, 12(1) and 12(3), this tender is being placed online at PPRA's website, as well as being advertised in print media. The EOI document (PDF file) carrying all details can be downloaded from websites [www.pma.punjab.gov.pk](http://www.pma.punjab.gov.pk) and [www.ppra.punjab.gov.pk](http://www.ppra.punjab.gov.pk).
8. All interested Banks are required to register themselves by visiting the following link established by PPRA and become a register supplier under e-procurement system.  
<https://punjab.eprocure.gov.pk/#/supplier/registration>
9. After registering on e-procurement system, the potential bidders are required to familiarize themselves with e-PADS which will be the only portal for submission of e-application for pre-qualification.
10. All bidders are encouraged to carefully study the e-procurement notification No. MMD(PPRA)50-BOM/2024 dated 6<sup>th</sup> March, 2024 at Annex-A to successfully submit their e-application for pre-qualification by uploading PDF Files in e-PADS against the subject EOI/PQD of PMA.
11. The e-application for pre-qualification must be submitted through e-PADS latest by **1400 hours on 07<sup>th</sup> August, 2024**.
12. The e-application for pre-qualification will be opened on the e-PADS in the Committee Room of the Punjab Masstransit Authority, 5<sup>th</sup> Floor, Arfa Software Technology Park (ASTP), at **1430 hours on 07<sup>th</sup> August, 2024**.

13. There shall be no tender fee for downloading EOI/PQD or for submission of e-application under the e-procurement system.

14. The Client's representative is:

Mr. Muhammad Ozair Shah, General Manager (Operations) PMA.

Address: 5<sup>th</sup> Floor, Arfa Software Technology Park, 346-B Ferozpur Road Lahore, Pakistan

Telephone: +92 42 99028000 Facsimile: +92 42 9923 2541

E-mail: mian.mudassar@pma.punjab.gov.pk

8. The EOI, supporting documents, and related correspondence exchanged by the bidder and the Client, shall be written in English.
9. The bidder shall ensure that the information furnished as per the document submitted is true and correct and nothing is concealed or tampered with. Otherwise, the bidder shall be liable to any punitive action for furnishing false information / documents.
10. The applications shall be first checked against the Eligibility Criteria. Only Eligible applications shall be evaluated as per the criteria mentioned in this document.
11. Minimum 65% marks are required to pass the evaluation criteria. Eligible bidders with marks 65% or more in the evaluation criteria shall stand prequalified.
12. PMA shall have the right to seek any further information or clarification as deemed necessary for assessment and evaluation of the bidders.
13. All pages of the EOI shall be signed and stamped by declared Power of Attorney of the bidder.
14. The bidders shall be prequalified for five (05) years. The prequalification process may be repeated as and when required by the Client.
15. The PQD includes the following additional sections:
  - a. Introduction and Overview of PMA Systems
  - b. Scope of Work
  - c. Eligibility Criteria
  - d. Evaluation Criteria
  - e. Document Checklist
  - f. Standard Forms (Appendix 1 to 6)