Punjab Metrobus Authority

Record of Meeting

Agenda	Pre-Bid Conference on Procurement, Operation, And Maintenance of Metrobuses for the Rawalpindi-Islamabad Metrobus System (Saddar To Pm Secretariat)		
Date:	30-06-2014		
Venue	Committee Room, Punjab Metrobus Authority	Chair:	Mr. Sabtain Fazal Haleem, Managing Director (PMA)

List of Participants:

1. Mr. Sabtain Fazal Haleem, Managing Director, PMA
2. Mr. Ozair Shah,General Manager-Operation, PMA
3. Mr. Rizwan Aziz, Manager Operations (Technical), PMA
4. Mr. Nauman Liaqat, Financial Specialist, PMA
5. Mr. Muhammad Waqar, Assistant Manager Operations, PMA
6. Ms. Saba Ikhlaq, Assistant Manager ITS/Traffic, PMA
7. Mr. Buniymin Karaca, Principal Officer, Platform
8. Mr. Hamid Mahmud, representative, KTT Company
9. Mr. Yashar Arslan, M.D, Platform
10. Mr. Haseeb Javed, G.M Platform
11. Mr. Zainullah, Translator, Platform
12. Mr. Yaseen Hasan, Assist. Sale Manager, MAN
13. Mr. Waqar Ashgar, CEO, VPL
14. Mr. Uzair Shahid, CSM, VPL
15. Mr. Khurram, SMGL, Daewoo
16. Mr. Farjad Ahmad, DGM (W), Daewoo
17. Mr. Y.H. Lee, Director, Daewoo
18. Mr. Adnan Qayyum, D, Manager, VPL
19. Mr. ANS mahmood, Head of Sales, MA
20. Mr. Hassan Gaga, Manager Operations, PAKoz

DECISIONS / DISCUSSIONS

The meeting started at 1100 hours. GM Operations (PMA) formally welcomed the participants and sinitiated the meeting with recitation of the Holy Quran. He then gave a brief presentation on the salient features of the project. A Question and Answer session was held which included earlier queries sent formally to PMA by the Prospective Bidders. Detailed Minutes of Meeting are attached as Annex A. The scanned copy of participant details is attached as Annex B. The meeting ended at 1400 Hours with a note of “Thanks”

ANNEX- A

Sr. No	QUERIES / COMMENTS	PMA'S RESPONSE
	M/s PLATFORM	
1	Since we don't have any tentative future travel plan in terms of per day per bus Kilometers except the annual guaranteed Kilometers, we are unable to get any concrete information about the reasonable quantum of Excess kilometers which we will be supposed to travel with 102 buses. As per our past experience, we observed that are travelled Kilometers were in the proportion of 40% Excess Kilometers and 60% Non Excess Kilometers. Whereas, as per RIMBS RFP Document Excess Kilometers (40%) are supposed to be paid at a rate at 40% below than the standard rate used for Non-Excess Kilometers which is direct reduction in revenue for our each Excess Kilometer travelled. As per above we understand that we will be exposed to an unforeseen risk if the proportion of this travelled Kilometers is changed in a way that Excess Kilometers ratio is changed and it exceeds from this level of 40% and raises to for example 70% while obviously reducing the Non-Excess Kilometers to 30%. In this case, our 70% travelled Kilometers will be paid at a rate which is 40% less than the standard rate used for 30% Non-Excess kilometers. Pray: You are hereby requested to kindly reconsider this adjustment	**General:** **The bidders are advised to model their bids on the basis of annual 70,000 guaranteed km per bus for 68 No. of buses.** 1. At this point quantum of the Excess Kilometers cannot be ascertained and The Client cannot make any commitments for the same.. 2. It is clarified that RFP requires procurement, operation and maintenance of 68 buses and not 102 buses. As per RFP Clause 10.2.2, the Procurement, Operation and Maintenance of the remaining 34 buses is only subject to increase in ridership demand within two years 3. The Excess Kilometer Rate is derived from the additional variable cost incurred by the operator. There is no direct reduction in revenue or unforeseen risks involved, rather Excess Kilometers will most likely generate extra business for the operator.

	of 40% to Non-Excess Kilometers rate and take it round to 30% to reduce this risk faced by the operator	
2.	We are unable to understand Overall Inflation/Deflation factor included in Rate Adjustment Block to be used for Non Excess Kilometer i.e. $C_{TN} = \Delta CF + \Delta CT + \Delta CL + \Delta CS + \Delta CM + \Delta CI$ Pray: Need to be clarified	This is a typographic error.. The correct formula is $C_{TN} = \Delta CF + \Delta CT + \Delta CL + \Delta CS + \Delta CM$ The correction will be reflected in the Addendum to this RFP
3.	We are unable to understand Salary Factor excluded in Rate Adjustment Block to be used for Excess Kms. i.e. $C_{TE} = \Delta CF + \Delta CT + \Delta CL + \Delta CM$	The Excess Kilometer Rate is derived from the additional variable cost incurred by the operator; therefore, it is not included in the formula.
4.	In Bus Specification 3.1 a, we understand that a clarification is needed on 4th bus door location that is installed on left side of the driver as per picture given in RFP	The 4th door on left side of the driver is provisioned to facilitate emergency evacuation of the passengers towards the curb-side instead of the bus-way on the opposite side; which will add to safety of the passengers
5.	In Bus Specifications 3.1b, "Titled Door size and Type" clear space excluding grab handles on the door. The door width as per manufacturer is defined as the opening of the door from pillar to pillar. Most manufacturers provide doors of 1400mm with clear space of 1200mm. With design modifications, this clear space may	The clear door width design facilitates faster boarding and alighting of passengers. The Client prefers that clear door width of 1400 mm as specified is maintained. However, if it is structurally not feasible to do so, the clear door width may be reduced by no more than 10 cm

	be increased up to 1250-1300mm approximate. Any increase in the door (pillar to pillar) beyond this size will cause compromises in the structural integrity and thereby life of the bus body	
6.	In Bus Specifications 3.1d, titled "Safety Provisions" states a Red Door Opening / Closing Sign would be installed above access doors. The sign will blink with an alarm when doors are opening / closing. Clause 10.2 requires Air Curtains to be installed . Both these specifications are conflicting since the location of both items is the same which is not possible. Pray: It is requested that PMA may kindly review these specifications and consider which feature has higher priority.	The specifications of RFP does not restrict the size and precise location of the Red Door Opening / Closing Sign. The Manufacturer must design the arrangement of the for Red Door Opening Sign and Air Curtains in a way that these functions are not in conflict.
7.	Totals of the technical evaluation is 105 according to RFP whereas total mentioned is 100	This is a typographic error. The total of Technical Evaluation is 105 instead of 100 which will be reflected in the Addendum.
8.	Since number of buses have been raised to 102 as compared to 64 in our Lahore Metrobus Project, the number of breakdowns allowed in this RFP are not revised accordingly.	The RFP requires the Operator to procure 68 buses, and not 102 buses

9.	RFP states that Adjustments may result in a Monthly Payment Rate lower than the Original Bid Rate. This is against the international standards as Payment Rate cannot get lower than the Quoted Bid Rate.	The Adjustment Mechanism is intended to safeguard the Operator's Profit and is described in detail at Annex P of the RFP. Adjustments shall be applied only to the recurring costs of the Operator including fuel, lubricants, maintenance, tires and salaries subject to the variations in base prices. Adjustments, in-order to be air, must include increase as well as decrease in base prices. Any Payment rate computed through Adjustment Mechanism to be lower than the Quoted Bid Rate shall not reduce the Operator's Profit Margin. .
10	The Client has asked for 50% more buses within two years of the start of operations based on demand but has not devised any mechanism for escalation in Bus Price.	Such factors may be built in by the prospective bidders in their financial model in order to arrive at a Bid Value
M/s DAEWOO PAKISTAN EXPRESS BUS SERVICE LTD.		
11.	Totals of the technical evaluation is 105 according to the Tender, whereas total mentioned is 100. This could be considered as a typo error in the preparation of tender docs. We request that this may kindly be amended to reflect accurately	Please refer to the Response to Query by M/s Platform at Serial Number 7
12.	Dependant on the evaluation of Tender, award of Tender,	The clause 25.1 pertains to Force Majeure. Whereas, the possibility

	establishment of irrevocable and confirmed LC, the delivery period FOB Shanghai can be considered as 90 days. The delivery from Shanghai to Karachi, is dependent on the appropriate vessel out of Shanghai, but normally a maximum of 40 days. In such case, if the Tender award and LC establishment takes place prior to July 15, 2014, the delivery of the vehicles can be made by November 25, 2014. The delivery period may be dependent on certain aspects which are beyond the control of the operator. The PMBA is kindly requested to consider such aspects as uncontrollable provided they are duly informed verbally or in written well in time and not apply the penalty rules in case of genuine cases. This can be considered under clause 25.1 of the Tender Documents.	discussed in the query does not fall under the scope of Force Majeure. The successful bidder must plan to bring the buses to RIMBS Depot on or before the specified timeline, i.e. December 15, 2014.
13.	The GVW of articulated buses is approximately 28000 Kg. This is covered with maximum capacity of 170 passengers with an average weight of 65 Kg and a Kerb weight of 17000 Kg. Any loading beyond this may be considered as above the design capacity of the bus and may cause operational compromises in the performance of the bus features. We can however confirm that bus is capable of accommodating and performing under 140% peak load times	For Bus Design the new overloading factor is 120% with an average passenger weight of 68Kg. The Engineering Design of the bus must accommodate for all the requirements of the specifications. The change will be reflected through an Addendum

14.	In "Annexure-Q": Bus Specifications for articulated bus" - Clause 3.1a, titled "Doors Quantity and Directions" states "3-Doors on Right Side (Driver Side) without steps designed for level boarding and alighting. One door on right side. (Refer to the figure provided at the end of Section 3) - This may be a typo error since the diagram varies from the statement. We request that the correction be made.	The reference is a typographical error and will be corrected in the Addendum.
15.	In "Annexure-Q": Bus Specifications for Articulated Bus" -Clause 3.1b, titled "Door size and Type" clear space excluding grab handles on the door. The door width as per manufacturer is defined as the opening of the door from pillar to pillar. Most manufacturers provide doors of 1400mm with clear space of 1200mm. With design modifications, this clear space may be increased up to 1250-1300mm approximate. Any increase in the door (pillar to pillar) beyond this size will cause compromises in the structural integrity and thereby life of the bus body. This change will be present in most bus manufacturers despite reinforcement to the bus structure. We request that the definition of the door width may be modified according to the manufacturer' standards.	Please refer to the Response to Query at Serial Number 5
16.	In "Annexure-Q": Bus Specifications for articulated bus" Clause 3.1d, titled "Safety Provisions" states a Red Door Opening / Closing	Please refer to the Response to Query at Serial Number 6

	Sign would be installed above access doors. The sign will blink with an alarm when doors are opening / closing and Clause 10.2 requires Air Curtains to be installed . Both these specifications are conflicting since the location of both items is the same. Both items are to be placed in the same location which will not be possible by the manufacturers of the Articulated Bus. It is requested that the PMBA may kindly review these specifications and consider which feature has higher priority	
17.	Where is Depot Located ? This is necessary to analyze the Dead Mileage	The Depot is located near Peshawar Morh.
M/s EXTREME ENGINEERING (PVT.) LTD.		
18	Totals of the technical evaluation is 105 according to the Tender, whereas total mentioned is 100. This could be considered as a typo error in the preparation of tender docs. We request that this may kindly be amended to reflect accurately	Please refer to the Response to Query at Serial Number 7
19	Dependant on the evaluation of Tender, award of Tender, establishment of irrevocable and confirmed LC, the delivery period FOB Shanghai can be considered as 90 days. The delivery from Shanghai to Karachi, is dependent on the appropriate vessel out of	Please refer to the Response to Query at Serial Number 12

	Shanghai, but normally a maximum of 40 days. In such case, if the Tender award and LC establishment takes place prior to July 15, 2014, the delivery of the vehicles can be made by November 25, 2014. The delivery period may be dependent on certain aspects which are beyond the control of the operator. The PMBA is kindly requested to consider such aspects as uncontrollable provided they are duly informed verbally or in written well in time and not apply the penalty rules in case of genuine cases. This can be considered under clause 25.1 of the Tender Documents.	
20.	The GVW of articulated buses is approximately 28000 Kg. This is covered with maximum capacity of 170 passengers with an average weight of 65 Kg and a Kerb weight of 17000 Kg. Any loading beyond this may be considered as above the design capacity of the bus and may cause operational compromises in the performance of the bus features. We can however confirm that bus is capable of accommodating and performing under 140% peak load times	Please refer to the Response to Query at Serial Number 13
21.	In "Annexure-Q": Bus Specifications for articulated bus" - Clause 3.1a, titled "Doors Quantity and Directions" states "3-Doors on Right Side (Driver Side) without steps designed for level boarding and	Please refer to the Response to Query at Serial Number 12

	alighting. One door on right side. (Refer to the figure provided at the end of Section 3) - This may be a typo error since the diagram varies from the statement. We request that the correction be made.	
22.	In "Annexure-Q": Bus Specifications for Articulated Bus" -Clause 3.1b, titled "Door size and Type" clear space excluding grab handles on the door. The door width as per manufacturer is defined as the opening of the door from pillar to pillar. Most manufacturers provide doors of 1400mm with clear space of 1200mm. With design modifications, this clear space may be increased up to 1250-1300mm approximate. Any increase in the door (pillar to pillar) beyond this size will cause compromises in the structural integrity and thereby life of the bus body. This change will be present in most bus manufacturers despite reinforcement to the bus structure. We request that the definition of the door width may be modified according to the manufacturer' standards.	Please refer to the Response to Query at Serial Number 5
23.	In "Annexure-Q": Bus Specifications for articulated bus" Clause 3.1d, titled "Safety Provisions" states a Red Door Opening / Closing Sign would be installed above access doors. The sign will blink with an alarm when doors are opening / closing and Clause 10.2 requires Air Curtains to be installed . Both these specifications are	Please refer to the Response to Query at Serial Number 6

	conflicting since the location of both items is the same. Both items are to be placed in the same location which will not be possible by the manufacturers of the Articulated Bus. It is requested that the PMBA may kindly review these specifications and consider which feature has higher priority	

ATTENDANCE SHEET

PRE-BID CONFERENCE ON PROCUREMENT, OPERATION, AND MAINTENANCE OF METRO BUSES FOR THE RAWALPINDI-ISLAMABAD METROBUS SYSTEM (SADDAR TO PM SECRETARIAT)

ATTENDENCE SHEET

Place: Committee Room, PMA Office,5th floor, Arfa Software Technology Park, Lhr **Date:** 30/6/2014 **Time** 11:00 AM

Sr. No.	Name of Organization	Name of JV Partner (If any)	Representative's Name	Designation	Contact No.	Email Address	Signature
1	PLATFORM Bunigmin Karaca	N/A	Bunigamin Karaca	Principal Officer	0322-7126060	zain.ullah@yesiladamkar.com	
2	KTT company/ Hamid Mahmud	N/A	Representative		03334218814	kttebrain.net.pk	
3	Yashar Aksalan	N/A	PLATFORM	MD	03030577819	KTT Company.hamid@gmail.com	
4	Haseeb Javed	N/A	PLATFORM	GM(LLC)	0322-5156060		
5	Zainullah	N/A	~~PLATFORM Bargamon Karaca~~	Translator	0322-7126060	zain.ullah@yesiladamkar.com	
6	MAN YASEEN HASAN	N/A	YASEEN HASAN	Assist SALES MANAGER	0345-4555734	yaseen.hasan@plc.man.eu	
7	Waqar Asghar (VPL)	N/A	Waqar Asghar	CEO	03008469994	waqar.asghar@panasiangroup.com	
8	VPL Limited		Uzair Shahid	CSM	03008440288	uzair.shahid@panasiangroup.com	
9	DAEWOO	N/A	KHURRAM	SM-SL	0345-4523462	Khurram.mirza@daewoo.com.pk	
10	DAEWOO	—	FARJAD HUMEED	DGM(IN)	03324333190	farjad.ahmed@Daewoo.com.pk	
11	Daewoo	N/A	Y.H. Lee	Director	0300-8470424	yhlee@daewooexpress.co.kr	
12	VPL Ltd.		Adnan Qayyum	D. Manager	0300 8499066	Adnan.Qayyum@panasiangroup.com.	
13	MAN Pakistan		Ans Mahmud	Head of Sales	0345-4555795	ans.mahmood@plc.man.eu	
14	Hasan GAGA		PAKOZ.	Operation M	03008493518	hasan@ozpak.com.pk	
15							