

<b>Minutes of Meeting</b>		
<b>“PRE-BID MEETING ON PROCUREMENT OF BUSES FOR PUNJAB PROVINCE”</b>		
Chair:	Venue:	Dated:
<b>Mr. Muhammad Yousaf Secretary Transport Department, Government of the Punjab.</b>	Conference Room (TPU), Transport Department	23-08-2012
<b>List of Participants</b>		
<p>The following participants attended the pre-bid meeting / conference:</p> <ol style="list-style-type: none"> <li>1. Mr. Sibtain Fazal Halim, Project Director, Metro Bus System</li> <li>2. Mr. Khalid Saleem, Additional Secretary, DoT.</li> <li>3. Dr. Syed Murtaza Asghar Bukhari, Project Director, TPU.</li> <li>4. Mr. Muhammad Ozair Shah, GM Planning, Lahore Transport Company.</li> <li>5. Mr. Hamid Khan, Senior Traffic Engineer, TPU.</li> <li>6. Mr. Rizwan Aziz, Senior Design Engineer, Lahore Transport Company.</li> <li>7. Mr. Tariq Saeed, DS (Academic), Higher Education Department.</li> <li>8. Mr. Faisal Hassan, Traffic Engineer, TPU.</li> <li>9. Mr. Usman Malik, Research Analyst, TPU.</li> <li>10. Mr. Hamid Mahmood, M/s Golden Dragon.</li> <li>11. Mr. Leo, M/s Golden Dragon.</li> <li>12. Mr. Wang, M/s Golden Dragon.</li> <li>13. Mr. Adnan Mudassar, M/s Bonedust Holding.</li> <li>14. Mr. Naveed Tariq, M/s Yutong.</li> <li>15. Mr. Ch. Aslam, M/s Yutong.</li> <li>16. Mr. Chenlide, M/s Zhongtong.</li> <li>17. Mr. Hamdan Nazir, M/s First Bus.</li> <li>18. Mr. Zafar Iqbal, M/s Hino Pak.</li> <li>19. Mr. Abid Iqbal, M/s Hino Pak.</li> <li>20. Mr. Mohammad Ahmad Rauf, M/s Hino Pak.</li> <li>21. Mr. Mehmood A. Khan, M/s Hino Pak.</li> <li>22. Mr. Khurram Mirza, M/s Daewoo Pak Motors.</li> <li>23. Mr. Shahbaz Ali, M/s Daewoo Pak Motors.</li> <li>24. Mr. Khurram Mirza, M/s Daewoo Pak Motors.</li> <li>25. Mr. Ibrahim Sheikh, M/s Higer.</li> <li>26. Mr. Ozair Shahid, M/s VPL Limited.</li> <li>27. Mr. Qaiser Khokhar, M/s VPL Limited.</li> <li>28. Mr. Yaseen Hassan, M/s VPL Limited.</li> <li>29. Mr. Khawaja Jawwad, M/s Ghandhara Industries.</li> <li>30. Mr. Salman Qayyum, M/s Ghandhara Nissan Ltd.</li> <li>31. Mr. Moeen Latif, M/s Isuzu Punjab Motors.</li> <li>32. Mr. Awais Zaman, M/s King Long.</li> <li>33. Mr. Zhang, M/s Ankai Buses.</li> <li>34. Mr. Liaqat Ali, M/s Monolite.</li> </ol>		

## **CHANGES / DECISIONS:**

- Up to 1100 buses are now required under Category 1
- Total Number now required under all categories is up to 1400 buses
- Bid Security now reduced to 0.25% from 0.5%
- Bid Bond / Bank Guarantee now accepted
- Supply for 1<sup>st</sup> Batch to be 75 days from the date of placement of order
- For Category-II, following seat design and material specifications must be ensured by the manufacturer/ supplier:

**“Cushioned of good quality foam thickness about 4 inch with combined bottom and combined back covered with rexine”**

## **PROCEEDINGS OF THE MEETING:**

### **1. Request for extension in bid submission date**

*No extension granted*

### **2. Modes of paying ‘bid security’**

*Bank Draft, Pay Order and Bid Bond*

### **3. Clarifications on payment for after sale service i.e. establishment of 2S Stations and ensuring parts availability throughout the life cycle of buses**

*The supplier / manufacturer must ensure after sale service and parts availability throughout the life cycle of the buses. The GoPb will monitor availability of spare parts, after sale services and establishment of local manufacturing / assembly plant facility*

### **4. Clarifications on payments to the supplier / manufacturer**

*For procurement through GoPb, the government will pay 100% amount for the supply of buses. In case procurement is through private-operators the GoPb ensures capital subsidy of 20, 30 and 25 percent for Lahore, southern Punjab(Multan, Bahawalpur & D.G. Khan), and rest of Punjab respectively.*

**Note:** *For category 2 and 3, 100% payment will be made through GoPb.*

### **5. Clarification on Establishment of manufacturing / assembling Plant**

*Foreign manufacturer / supplier (supplying over 400 buses) must establish assembly-plant through transfer of Technology programme. The facility is to be established in a period of 3 years and through 100% investment by supplier / manufacturer.*

### **6. Single or Multiple Companies**

*Single company or consortium can bid in accordance with the terms and conditions specified in the RFP*

**7. Whether the GoPb has funds available to procure buses**

The GoPb has sufficient funds available to procure buses under all categories

**8. Clarifications on GoPb approved banks for opening LC**

*The Bank of Punjab*

**9. Clarification on Page 25 of the RFP regarding bid security forfeited in case of non fulfilment of financial Close**

*Clerical mistake will be corrected*

**10. Clarification on the term 'bid reference' used in the RFP document**

*'Bid reference' refers to the category number i.e. Category 1, 2 or 3.*

**11. Can one company bid for more than one categories**

*Yes, a company can bid for one category or for all categories for supply of buses*

**12. Request to reduce bid-bond from 0.5%**

*Bid Bond is now reduced to 0.25% of the price of the quoted bus delivery at Lahore.*

**13. Request to reduce Performance guarantee**

*The performance guarantee is to ensure enforcement of agreement, therefore, not granted.*

**14. Can the performance guarantee be paid in form of retention of LC amount**

*Yes performance guarantee can be in form of LC retention*

**15. Priority to be given to the local manufacturing / assembling units already established in Pakistan**

*Already considered in the RFP*

**16. Possibility to change bus specifications regarding emission standards. The current specification limits to Euro II / Pak II however available fuel type is not compatible with the required specifications**

*As published in the RFP, the emission standards for category-I & III will be Euro-II / Pak-II. For category-II, it will be Euro-I / Pak-I or Euro-II / Pak-II.*

**17. Clarification on selection of the lowest bidder.**

*Bids received will be first evaluated technically. Only technically qualified companies will be considered in Financial evaluation. The contract will be awarded to the lowest bidder based on Financial evaluation.*

**18. Any exemption in government taxes and levies**

*There will be no exemption in government taxes and levies*

**19. Is company required to deliver buses in other part of the Punjab?**

*The company has to deliver all buses at Lahore*

**20. Clarification on Payment of Levies and Taxes by the Manufacturer/ Supplier**

*The manufacturer/ supplier will have to pay all levies and taxes as mentioned in the RFP. It is however, presumed that the price of the bus includes all levies and taxes. Perusing to this the LC(s) at sight (Lahore) will be opened in favour of the manufacturer/ supplier as per total price of buses*

**21. Clarification on Currency of the Bid**

*LC(s) will be in Dollar (\$), however equivalent Pak Rupee (PKR) amount is to be mentioned in the bid for comparison purpose. For conversion/ calculation in equivalent PKR amount, rate of exchange at the bid opening day will be considered*

**22. Clarification on Release of Performance Guarantee**

*In case where manufacturer/ supplier is not setting up local manufacturing/ assembling plant and supplying less than 400 buses as mentioned in the RFP, half of the performance guarantee amount (5%) retained against establishment of local manufacturing/ assembling facility will be returned on completion of warranty period*