

Minutes of the Pre-Proposal Conference with Short-listed Consultants

Date: 07.07.2014
Time: 3.00 P.M.
Venue: Conference Room, LTC.

The Pre-proposal Conference was held on the above said date, time & venue for the clarification of queries of short-listed Consultants regarding Request for Proposal (RFP) floated on 20th June, 2014 for the Project of development of Bus Terminal cum Commercial Complex on a Land measuring 42 Kanals (approximately) near Railway Station, Lahore on Public Private Partnership (PPP) basis. The following attended:

Sr.#	Name	Designation
1.	Ms. Mariam Khawar	Acting Chief Executive Officer
2.	Mr. Omar Pirzada	Chief Operating Officer
3.	Ms. Sara Khan	DGM (Planning)
4.	Mr. Faisal Nisar	DGM Operations
5.	Mr. Zafar Ahmed Qureshi	DGM Finance
6.	Mr. Abid Hussain	Manager Coordination
7.	Mr. Abdul Qayyum	Manager (E&I)
8.	Ms. Adeela Javaid	Deputy Manager Internal Audit
9.	Mr. Ali Yasir Virk	Deputy Manager Legal
10.	Mr. Hamid Zaman	Deputy Manager Technical
11.	Mr. Kamran Shuja	Deputy Manager Procurement
12.	Mr. Zahoor Ahmed and Mr. Rashid Arian	Representatives of Grant Thornton
13.	Mr. Sheikh Rashid	Representative of MM Pakistan
14.	Mr. Sikandar Abbasi	Representative of NMC
15.	Ms. Rida A. Bhatti	Representative of Mandviwala & Zafar

2. The Meeting started with recitation from Holy Quran. The Chair welcomed the participants. The queries/points raised by the short-listed Consultants are placed before the participants and after open/detailed discussion, the necessary clarifications are provided thereon. The Consultant's Observations/Queries of the Short-listed Consultants along with decisions taken are as under:

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Grant Thornton Consulting (Pvt.) Ltd

Sr.No.	Consultant's observations	Decisions taken in the Meeting
	General Comments	
1.	We will assist LTC in obtaining required approvals from PPP steering committee based on our credible output but we shall not be our sole responsibility. Moreover time taken by the said committee will not be accounted for on the best of consultants.	The Client will certainly move the case for Project Approval, but the assistance of Consultant in obtaining said approval is essential deliverable of Phase-II/ Task-1.
2.	All the associated cost with regarding to marketing/road shows shall be borne by LTC including the cost of designing/publication etc whatsoever.	It is crystal clear in the TOR that Costs related to marketing exercise including advertisements and travel costs other than advisory consortium member will be borne by LTC. All such costs would require prior approval.
3.	Any major Re-work/change in design to accommodate bidders' response will implicate additional fee.	Any Re-work/change in design to accommodate bidders' response during the tasks will be borne by the TA. However, in case that after completion of all tasks and their deliverables, if there is any demand of bidder for major design or feasibility studies change, then it will not be a part of tasks assigned to TA.)
4.	Responsibility of handing over the project site in terms of legal/physical prospective will be LTC's responsibility. We can only provide our intellectual work and not possession of site.	The ownership of Project will always remain with the LTC; however its development and operational & management rights will be given to the private party for a prescribed period and in the context of said Project, it is laid down that Transaction Advisor shall engage with successful bidder for financial closure and handing over of project site for project construction and completion to the selected party.
5.	Time frame of 32 weeks needs to re-considered. Its nature and sequence demands around 42 weeks. Time taken in provision of information from LTC or government department/utilities will not be on account of the consultants.	The said time frame was approved by the PPP Cell of P&D Department after due deliberations and any extension will not be feasible. Moreover the Consultant is bound to collect information from the Client and all other relevant departments, Authorities, Agencies etc for the project and it is a part of the tasks. However, the LTC will nominate one Project Manager to liaise with the Transaction Advisor on all activities pertaining to this assignment.

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