

**Minutes of Pre-Bid Meeting for Supply of 2000 New Buses  
Held on May 23<sup>rd</sup>, 2011 at 11:00 a.m.**

The pre-bid meeting for procurement of 2000 new CNG/ Diesel buses was held on 23<sup>rd</sup> of May, 2011 at 11:00 a.m. in the Conference Hall of LTC office, IEP Building, Liberty Roundabout, Lahore.

Following parties attended the meeting:

<b><u>Sr. No.</u></b>	<b><u>Name of the Representative</u></b>	<b><u>Name of the Company</u></b>
1	Muhammad Ibrahim Sheikh	Anhui Ankahi
2	M. Faheem Ashraf	Synergy Alliance Heng Tong
3	Adnan Qayyum	Daewoo Pak Motors (Pvt) Ltd
4	Adeel Shuja Butt	Skyways Services
5	Chaudhary Aslam	Orbit Transport (Pvt) Ltd
6	Muhammad Naveed Tariq	Orbit Transport (Pvt) Ltd
7	Azhar Latif	ALCC
8	Siddique Akbar	Unique Distribution (Pvt) Ltd
9	Khawaja Suhail Iftikhar	Daewon Springs Korea
10	Mehmood Sheikh	Sindh Engineering (Pvt) Ltd

Following members from LTC attended the meeting:

<b><u>Sr. No.</u></b>	<b><u>Name</u></b>	<b><u>Designation</u></b>
1	Jai Ik Kim	CEO
2	Asad Rehman Gilani	GM Operations
3	Adnan Mudassar	GM Finance
4	Tanweer Siddiqui	Senior Manager Operations
5	Zafar Ahmed	Manager Finance

The participants were welcomed by LTC management. As per the discussions, following points were raised and responded accordingly:

**Q-1 How LTC is going to ensure CNG supply for CNG buses?**

The Federal Government has already made a provision of 10mmcft gas supply for Punjab. LTC is making all the efforts to arrange for uninterrupted supply of CNG for the buses.

**Q-2 How LTC will assess bids for higher specifications?**

The technical evaluation criteria indicated in section 5.1 of the RFP is based on minimum acceptable standards on which bids will be evaluated. Any higher specifications can be at competitive prices will be welcomed, but will be evaluated as per criteria given in technical evaluation section.

**Q-3 Engine make, model, suspension and transmission is proposed to be mentioned.**

LTC has already provided minimum specifications in annexure-B to RFP. Companies are free to propose their engine make and model alongwith other higher specifications over and above the specifications as set out by LTC.

**Q-4 Are multiple bids acceptable?**

Multiple bids of different makes and models for both air-conditioned and non air-conditioned buses can be provided in one single bid.

**Q-5 Is tracking system required for the buses?**

No. The tracking system will be installed separately in the buses and the bidders are not required to bid for tracking system.

**Q-6 How will LTC manage spare parts supply. Can LTC assure availability of space for the purpose?**

The bidders are required to furnish their own proposals for supply of parts and related services to keep the buses operational. Although not mandatory, but it is preferable that the prospective bus supply company manage the spare parts itself. The availability of space is not assured by LTC since depots will be with operators, however, LTC may try to arrange the desired space on a best effort basis. In any case, the parts and spares inventory has to be kept at the cost of supplier or his authorized dealer.

**Q-7 A security is required to cover the financing of 2000 buses.**

LTC may furnish a bank guarantee, issued by The Bank of Punjab to secure the finance amount.

**Q-8 Can the credit term of Ten years be relaxed?**

The credit term required is 10 years.

**Q-9 LTC is requested to consider the bus cost on C&F Karachi basis instead of C&F Lahore basis.**

Keeping in view operational constraints of the suppliers, C&F Karachi cost will be considered.

**Q-10 What is the criteria for warranty?**

The criteria for warranty will considered as indicated in section 2.1 of the RFP.

**Q-11 What is the preferable placement of the engine?**

The engine should preferably be rear mounted.

**Q-12 What is the required delivery period for 2000 buses?**

There is no required delivery period indicated as such. However, weightage is assigned for delivery timeline in technical evaluation criteria. The company who can deliver the buses in minimum time will get maximum score as indicated in technical evaluation criteria in section 5.1 of RFP.

**Q-13 What are the specific requirements for the color scheme?**

LTC standard bus color scheme can be downloaded from LTC website [www.ltc.gop.pk](http://www.ltc.gop.pk) in download section.

**Q-14 Does LTC require low bed or high bed buses?**

Minimum bus specifications are already defined. Anything over and above the standard specifications as set out by LTC will be eligible for evaluation on the basis of criteria set forth in section 5.1 of RFP.

**Q-15 Are marketing panels required inside the bus?**

The buses have to be supplied strictly in accordance with color scheme as provided by LTC in its website in download section.

**Q-16 Who will open Letter of Credit for the upfront 20% amount?**

LTC will open Letter of Credit in favour of supplier directly.

**Q-17 Who will bear the insurance cost?**

The insurance cost has to be borne by the supplier. However, the insurance company has to be from Pakistan, since it is required by State Bank of Pakistan where LC is being opened from Pakistan for import purpose.