

# Minutes of Meeting

Held at: PIDC Head office

Dated: 28<sup>th</sup> October 2021

Time: 11:00 am

## Participants:

S. No.	Participants	Designation	Organization	Appearance
1	Rizwan Ahmed Bhatti	Chief Executive officer	PIDC	Virtual
2	Zeeshan Khan	Manager (Research & Evaluation)	PIDC	Physical
3	Ms. Beenish Mobin	AM (Analysis & Evaluation)	PIDC	Physical
4	Javed Ahmed Shaikh	Sr. Project Manager	BQIP	Physical
5	Aftab Hyder Shaikh	Manager Technical	NIP	Physical
6	Ms. Sana Umair	AM Contract	NIP	Physical
7	Muhammad Faizan Khan	AM Projects	NIP	Physical
8	Kamran Faraz	AM Technical	NIP	Physical
9	Muhammad Iqbal	Manager Land	Pakistan Steel Mill	Physical
10	KM Hor Toh	Chief Architect	M/s Surbana Jurong	Physical
11	Muhammad Shoaib	Head Urban Planning	M/s Surbana Jurong	Physical
12	S. M. Mutaba Hussain	GM BDD	EA Consulting Pvt. Ltd.	Physical
13	Azhar Khan	Chief Town Planner	Shah & Associates	Physical
14	Saim Siddiqui	Design Engineer	Techno Consult	Physical
15	M. Ahsan Siddiqui	Technical Division	PROMAG Pvt. Ltd.	Physical
16	Mr. Naveed	BD Manager	PROMAG Pvt. Ltd.	Physical
17	Baber Qureshi	BD Engineer	MM Pakistan Pvt. Ltd.	Physical
18	Ms. Naushin Irfan	Sr. Manager BD	AI Engineers	Physical
19	Muhammad Kamran	Sr. Manager	AI Engineers	Physical
20	Ms. Rubina & Mr. Riaz-ul-Huda	Sr. Management	NESPAK	Virtual
21	Ms. Navin	BD Engineer	Asian Consulting	Virtual

Meeting has been initiated with the introduction of Project, PIDC and NIP staff, and introduction of Bidder's representatives.

Following discussion took place in the meeting.

S. No.	Quires Raised by Consultants	PIDC Response
1	International Bidders generated query 'if International Firm can be a lead firm'	PIDC will look further at this option and will intimate bidders if required.
2	One of the bidders requested to reduce the requirement of completion of 500 acres similar project in past to 250 acres project from mandatory requirements and evaluation criteria	As PIDC is looking to establish 1500 acres (approx.) industrial zone and Master planning of 7500 acres (approx.) land. Since, the area to be catered is far more than the minimum requirement of qualification, therefore, there is no need to alter the requirement.
3	Some bidders requested to consider Grid station project as separate tender	PIDC responded that this requirement is one of the key objectives of the project therefore there is no need of separate tender
4	Some bidders needed clarification and relaxation on Completion/ Performance Certificate of 2 infrastructure projects and 2 Grid station projects as stated in mandatory requirements	PIDC will look further at this option and will intimate bidders if required.
5	Some bidders requested to relax the criteria of PCATP registration from an advertisement and mandatory requirements	PIDC responded that instead of PCATP registration of firm, PIDC will may require PCATP registration of relevant individuals working in consulting firm
6	Bidders requested to remove the word 'desirable' from submission of attested supporting documents of past experience from their clients or give relaxation.	PIDC agreed to give relaxation in this regard. Bidders can submit the copies of past experience as supporting documents.
7	Bidders requested to delete the requirement of project staff from section of 'experience within the firm' from Annex C as these staff normally hired on project basis	Column of 'experience within the firm' is removed, however, an undertaking from the Key Person (duly signed with the employer) will be required, expressing the intention of the Key Person to be deputed on the project in case of award of work. In the undertaken, it should also be written that the content of CV of relevant Key Person are correct. CVs & Documentary proof of qualification will be required as per the criteria.
8	For getting EIA status, Bidders requested to keep provision of out-of-pocket expense	PIDC responded it's a bidder responsibility to include all expenses in their financial quotation when it will be requested through RFP
9	Bidders requested to reduce requirement of 15 years' experience for lead firm and 10 years' experience of associate firms	PIDC agreed to give relaxation in this regard and bidders will be intimated soon.

S. No.	Quires Raised by Consultants	PIDC Response
10	Some bidders have requested for lowering down the criteria of qualification requirement for HSE officer	PIDC agreed to give relaxation in this regard and bidders will be intimated soon.
11	Bidders requested to reduce the requirement of annual turnover	PIDC agreed to revise the turnover requirement and will intimate the bidders soon.
12	Bidders requested to consider 2017 to 2020 in terms of financial soundness in W4 of evaluation criteria because private firms have not closed yet their accounts for 2020-2021	PIDC agreed in this regard and bidders can submit their audited accounts of 2017-2018 to 2019-2020 or 2018-2019 to 2020-21.
13	Bidders requested to extend the feasibility study time	PIDC responded that it will be discussed at RFP stage
14	Bidders requested to increase 2 weeks more in deadline of submission of proposals due to release of corrigendum and submission of most appropriate proposal by bidders	PIDC will discuss internally and will intimate bidders soon in this regard.
15	Testing equipment and machinery is usually employed by specialized contractors – Labs. This may be excluded.	PIDC will discuss internally and will intimate bidders soon in this regard.

The meeting ended with the vote of thanks to the all participants.

**Note:**

**On the basis of the queries from bidders, a corrigendum will be issued as early as possible.**