

**Procurement of Works under Design, Build and Operation (DBO) Mode**

**Construction of Surface Water Treatment Plant and Construction of Transmission Main, Feeding Main and Distribution Network, at BRBD Canal, Lahore**

**Prequalification Reference No.: 0074-PAK-02**

Sr. No.	Queries received from applicants/ interested firms	PQD Reference	Responded by WASA
1	Please clarify whether the bidder can request partial payment in a foreign currency or if the entire payment for the project will be in Pakistani rupees only?		Please note that this is prequalification process and the query is related to the RFP stage. Rest assured this detail will be provided in the RFP in detail. Normally, foreign currency payment to contractor is allowed based on the expenditure to be incurred in foreign currency.
2	Please specify what standards or requirements the project must follow, such as what standards the equipment must meet?		All this information will be provided in detail in the RFP under Employer's Requirements. However, the approach would be to allow standard or requirements for equipment that shall ensure healthier & wider competition.
3	Please provide us with a complete, clear large map of the overall project layout on page 80 of the PQD. An electronic versions also acceptable.	Section VII	Map enclosed in email as requested
4	If the bidder is a joint venture, is it mandatory to establish a Special Purpose Vehicle (SPV)?	Section I & II	Forming an SPV is not mandatory. Please refer to ITA 4.2 & 4.3 under [ITA 4. Eligible Applicants]
5	After the bidder (JV) has passed the prequalification, is it allowed to add or change members? What kind of approval processes required?	Section I	Please refer to ITA 30 [Changes in Qualifications of Applicants]
6	It is stipulated in sub-clause 25.3 that Only the qualifications of the Applicant shall be considered. The qualifications of other firms, including the Applicant's subsidiaries, parent entities, affiliates, subcontractors (other than specialized subcontractors in accordance with ITA 25.2 above) or	Sub-clause 25 & 4.3	Given the strict interpretation of Sub-clause 25.3, the qualifications and experience of Company B, being a separate legal entity, would not automatically be considered equivalent to the experience of Company A, even if it is fully controlled by Company A or structured as an SPV. The pre-qualification

	<p>any other firm(s) different from the Applicant shall not be considered.</p> <p>However, consider that the related DBO contract is also required for the prequalification of the Project. as per Chinese policy, if any company wants to involve in the operation work for one project in China, it must register the entity in the province of the project, for example, Company A is registered in Province A, the DBO project is in Province B, then Company A also needs to register one entity (Company B, controlled by Company A) in Province B, then the contract shall be signed by Company B and the Employer, which could be called as Special Purpose Vehicle (SPV) for the project, we could also show the shareholders' structure for this arrangement</p> <p>Therefore, it is kindly requested for the Employer to confirm that under the above-arrangement, the experience of company B could also be recognized to be the experience of Company A itself under the precondition that we could provide the shareholder's structure and contract, etc for the experience</p>		<p>criteria require that the qualifications of the Applicant (Company A) be assessed independently, and no provisions are made to recognize the experience of subsidiaries unless specific exemptions, such as specialized subcontractors, are allowed under ITA 25.2.</p> <p>The Applicant may consider following another company structure.</p> <p>Moreover, the actual case will be reviewed at the time of evaluation after the submission of the application for PQD.</p>
7	<p><b>Design Experience (Clause 4.2)</b></p> <p>The current requirement of having two successfully completed projects seems restrictive. As you are aware, many construction companies engage specialized design consultants for this portion of the work. In our opinion, the requirement of one completed project of 181,500 m3/day capacity should sufficiently demonstrate a firm's design capability. We kindly request a reduction from two contracts to one, which would still maintain the integrity of the qualification while allowing more companies to participate.</p>	Clause 4.2	<p>We understand that not all contractors will have DBO experience, as such, and to attract more bidders to the competition, the requirements of 4.2 [Design Experience] may be met by specialized sub-contractors as noted in the prequalification document. Therefore the criteria need no revision at this stage.</p>
8	<p>The requirement of having two similar operations contracts for water treatment plants might limit participation, as most construction companies do not typically possess operational experience. It is common practice globally to engage specialized O &amp; M (Operations</p>	Clause 4.4	<p>We understand that not all contractors will have DBO experience, as such, and to attract more bidders to the competition, the requirements of 4.4 [Operations Experience] may be met by specialized sub-contractors as noted in the</p>

	<p>and Maintenance) companies to handle plant operations. We respectfully suggest either removing the requirement of operations experience or allowing the inclusion of a specialized contractor for this aspect of the project.</p> <p>We believe these revisions will attract a greater number of qualified bidders, fostering healthy competition, and ultimately ensuring better value for your project. We trust you will consider these recommendations in the best interest of the project's success.</p>		<p>prequalification document. Therefore, the criteria need no revision at this stage.</p> <p>Moreover, the number of members in a JV is also open to four members to enable applicants to meet the requirements.</p>
9	<p><u>Extension of Time Request</u></p> <p>In view of the complexity of the procurement model, i.e. Design Build and Operation (DBO), and the complication of project composition including water treatment plant and transmission networks, it needs lots of time to negotiate with different specialized firms to get the confirmed participation. In addition, due to the law-and-order situation, many foreign partners need time to analyse and evaluate the project risks before participation. Therefore, you are kindly requested to grant one-month extension, to attract more competitive and responsive participation for such important project.</p>		<p>Your request for time extension has been reviewed, however, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. It is therefore requested that please prepare &amp; submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>
10	<p><u>Extension of Time Request</u></p> <p>We like to inform you that being a Foreign company; it is mandatory for us to get NOC from the Consulate; which requires 4 to 6 weeks' time.</p> <p>Hence, It is being requested that kindly extend the date for at least Four weeks, beyond the deadline of the current submission date of November 13, 2024.</p>		<p>Your request for time extension has been reviewed, however, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. It is therefore requested that please prepare &amp; submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>
11	<p>As required in 4.2 Design Experience, 4.3 Construction Experience, and 4.4 Operations Experience under Section III – Qualification Criteria and Requirements, water treatment plants experience with certain capability and contract amount are needed to be submitted for evaluation. As per our understanding, the</p>		<p>Your request for considering experience in wastewater treatment plants has been reviewed, however, it has been agreed that such experience cannot be considered as wastewater treatment plants as a whole, are different in nature to surface water treatment plants regarding the technologies adopted, process, water</p>

	experience of waste water treatment plant with more much complicated technology craft than surface water treatment plant, shall also be considered for evaluation.		quality specifications, materials used, operational requirements, in addition to many other factors.
12	<p><u>Extension of Time Request</u></p> <p>We intend to participate in the Pre-Qualification process of the above Project, as advertised (Invitation for Pre-Qualification) by your prestigious office.</p> <p>We like to inform you that being a Foreign company; it is mandatory for us to get NOC from the Chinese Consulate; which requires 4 to 6 weeks' time.</p> <p>Hence, It is being requested that kindly extend the date for at least Four weeks, beyond the deadline of the current submission date of November 13, 2024.</p>		<p>Your request for a time extension has been reviewed. However, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. Please prepare and submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>
13	<p><u>Extension of Time Request</u></p> <ol style="list-style-type: none"> <li>1. This is to apprise your good office that our firm is a prospective Pre-Qualification Candidate, keen to participate in the forthcoming Pre-Qualification for the subject project. As per the Invitation for Pre-Qualification Document, ITA 17.1 of Section-II (ADS), the prospective applicants need to submit their Application for Prequalification by the deadline</li> <li>2. As you are kindly aware, this is a prestigious mega-scale project and accordingly, the Employer's Requirements are quite comprehensive. Subject to the detailed and multiple comprehensive Prequalification Requirements, it is humbly stated that the time stipulated for preparation of those requirements is inadequate for us to prepare a best competitive response with maximum clarity and substantiation as needed in the Application Document.</li> <li>3. Moreover, in order to ensure proper value delivery of the project, we are in the process of negotiating prospective JV partnerships with the most competent firms, another process that would potentially require considerable time to</li> </ol>		<p>Your request for a time extension has been reviewed. However, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. Please prepare and submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>

	<p>be able to form a partnership that is in the best interest of the project.</p> <ol style="list-style-type: none"> <li>4. Furthermore, owing to our unique circumstances, we would also need considerable time to fulfill the administrative requirements (including the translation and attestation of original documents in the Chinese language).</li> <li>5. Under the above circumstances, we humbly request your good office to grant an Extension of Time for submission of Application for Pre-Qualification of at least twenty- one (21) days, therefore setting the date of Submission of Applications for PQ to 4<sup>th</sup> December, 2024.</li> <li>6. We are hopeful that you would grant our request in order to ensure fair participation and evaluation of all Applicants.</li> <li>7. We remain committed to delivering a proposal that meets all project requirements and reflects our dedication to excellence. Your understanding and consideration of this request would be greatly appreciated. We look forward to your response at your earliest convenience.</li> </ol>		
14	<p>We are reaching out to request clarification regarding Clause 4.4 of the Section-III, prequalification Documents, wherein the Applicant is required to demonstrate its minimum 2 similar operation contracts.</p> <p>According to our understanding, if the Applicant itself has one is required experience in operation contract, meeting both capacity and time period conditions as outlined in the prequalification criteria, and another similar experience is fulfilled through the specialized subcontractor under the Applicant, then we think the Applicant can meet the operation experience requirement. Please confirm if our combined qualifications can fulfill the requirement.</p>	<p>Section III  Sub-Clause 4.4</p>	<p>Your understanding is correct.</p> <p>As per Sub-Clause 4.4 of Section-III, the applicant can indeed combine its own experience with that of a specialized subcontractor to fulfill the requirement of having a minimum of two similar operations contracts.</p>

<p>15</p>	<p><u>Extension of Time Request</u></p> <p>Our company articulate its keen interest in the implementation of the subject project. Referring to the Prequalification documents, wherein, the deadline for submission of Prequalification Applications is mentioned as November 13, 2024. In view of the various factors, such as attestation of documents from China, Arrangement of documents to meet a long list of qualification criteria including both at Table-1 and Table-2 and lastly the overall preparation of Prequalification Application especially in case of Joint Venture, are time taking processes and the given deadline shall not be adequate for a smooth and thorough preparation of Prequalification Applications.</p> <p>In order to facilitate the Contractors to have a fair time for Prequalification Application preparation and ensuring a healthy competition, it is kindly requested to extend the deadline for a period of 3 Weeks.</p>		<p>Your request for a time extension has been reviewed. However, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. Please prepare and submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>
<p>16</p>	<p><u>Extension of Time Request</u></p> <p>We respectfully submit this request for an extension of the submission deadline for the Pre-Qualification (PQ) of contractors for the subject stated project. Given the project scope and the requirements outlined in the PQ Documents (PQD), additional time is necessary to finalize the submission and ensure a comprehensive, high-quality response. The following factors have contributed to this request:</p> <ol style="list-style-type: none"> <li>1. Complexity of Joint Venture Requirements: The PQD specifies criteria that necessitate the formation of a joint venture (JV) with multiple contractors to meet the technical requirements. Identifying and finalizing arrangements with suitable partners, including negotiations on roles and responsibilities, has been more time-consuming than anticipated. Certain specific technical requirements of the</li> </ol>		<p>Your time extension request was received via courier through Letter dated 28.10.2024.</p> <p>Your request for a time extension has been reviewed. However, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. Please prepare and submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>

	<p>PQD demand a detailed evaluation of prior projects and proven capabilities, which involves extensive cross-referencing and validation from previous clients and consultants.</p> <p>2. Coordination of Required Documentation: The process of gathering, compiling, and validating the necessary technical and financial documents from various partners within the JV has proven challenging. Due to each partner's internal review processes, we require additional time to complete and thoroughly vet all documents to meet the PQD's requirements.</p>		
17	<p>We are filling the documents as required and after serious checking, we find that in the <u>Application Submission Form</u>:</p> <p>1-the clause mentioned in b) should be <u>ITA 4.5</u> instead of <u>ITA 4.6</u> on the No Conflict of Interest;</p> <p>2-the clause mentioned in c) should be <u>ITA 4.9</u> instead of <u>ITA 4.10</u>;</p> <p>3-the clause mentioned in e) should be <u>ITA 4.10</u> instead of <u>ITA 4.9</u>;</p> <p>Considering that the any alternation to Application Submission Form is not allowed, you are kindly requested to look into this matter, many thanks.</p>		<p>Reference is made to the Specific Procurement Notice for Prequalification published in the prominent international (Khaleej Times, UAE on 13.09.2024) and national dailies (Express News vide IPL-8831 on 13.09.2024 &amp; Dawn News vide IPL-8831 on 17.09.2024) through which the Prequalification Applications for the captioned Work were invited.</p> <p>1. In partial modification to the above referred Invitation (Para-6); the PQ Application submission deadline is hereby extended to November 27, 2024. Therefore, PQ Applications must be delivered to the address below on or before November 27, 2024 at 1200 hours (Pakistan Standard Time). Applications submitted after the above deadline will be rejected.</p> <p>2. Moreover, modifications have been made to rectify the irrelevant ITA references in the Application Submission Form, Applicant Information Form (ELI 1.1), and Applicant's JV Information Form (ELI 1.2).</p> <p>3. All other terms and conditions of the initial Invitation for Prequalification Reference No.: 0074-PAK-02 will remain unchanged.</p>

			You are advised to visit the WASA Lahore website under the Tenders Section <a href="#">Prequalification Document for Procurement of Works under Design, Build and Operation (DBO) Mode Design, Build and Operation for Water Treatment Plant and Networks   WASA, Lahore</a> for details.
18	<p><u>Extension of Time Request</u></p> <p>We have already purchased the Subject PQ and are keen to submit our prequalification documents. However, our documentation is currently in process, and dispatching the original documents via courier will require additional time.</p> <p>In light of this, we kindly request that your esteemed office consider extending the PQ submission deadline by 20 days to allow for fair competition.</p>		<p>Your request for a time extension has been reviewed, however, it has been agreed that sufficient time (over 2 months) was allocated for preparing the application. The time extension is not allowed at this stage. It is therefore requested that please prepare &amp; submit the applications accordingly.</p> <p>All participants will be informed in case any changes will be made.</p>
19	<p>We would like to inform you that the translation of documents from our principal is taking longer than anticipated, which is the primary reason for the delay. Our principal is making every effort to expedite this process.</p> <p>In the meantime, we kindly request your understanding of the situation and hope that you might grant us a time extension.</p>		<p>So far, no decision has been made regarding time extension, however, we shall review your request for time extension, which, if granted, will be communicated to all the interested firms in due course of time.</p> <p>Regarding the query of translations and attestations of the documents, kindly refer to the response of the first query (Page 4) in the attached minutes of the Pre-Application meeting.</p>
20	<p>We like to inform you that being a Foreign company; it is mandatory for us to get NOC from the Chinese Consulate; which requires 4 to 6 weeks' time.</p> <p>Hence, it is being requested that kindly extend the date for at least Four weeks, beyond the deadline of the current submission date of November 27, 2024.</p>		<p>Referring to your request received, regarding time extension beyond 27.11.2024, it is to inform you that your request has been reviewed. However, in this regard, no further time extension will be allowed. <b><u>The last date for submission of PQ Applications is 27th November 2024 (1200 hours PST).</u></b></p> <p>In case of any change, all participants will be informed.</p>

21	<p>It is written in the Tender Documents Section II: Application Data Sheet (ADS), item ITA 14.2 that; “The source for determining exchange rates is: The State Bank of Pakistan (SBP) – notified exchange rate for the respective month/date.” The State Bank of Pakistan does not have a Turkish Lira to USD exchange rate. So, converting the Turkish Lira to Pakistani Rupee at first step and then to USD via SBP makes a significant difference. This means a loss of value in our financial reports. Please confirm that we can use the Central Bank of the Republic of Turkey rates instead of SBP.</p>	Section II Sub-Clause 14.2	<p>The source for determining exchange rate will be State Bank of Pakistan (SBP) as iterated in item ITA 14.2.</p> <p>Moreover, the concern mentioned needs to be revisited by the firm as the exchange rate from Turkish Lira to USD is available on the website of SBP. The links are mentioned as follows as ready reference:</p> <p><a href="https://www.sbp.org.pk/ecodata/IBF_Rates.xls">https://www.sbp.org.pk/ecodata/IBF_Rates.xls</a> <a href="https://www.sbp.org.pk/ecodata/IBF_Arch.xls">https://www.sbp.org.pk/ecodata/IBF_Arch.xls</a></p>
----	---	-------------------------------	---