

## MINUTES OF PRE-BID MEETING/ADDENDUM #01

### PROCUREMENT OF SERVICES ON % PERCENTAGE SHARING BASIS FOR OPERATIONS, MANAGEMENT & MAINTENANCE (OM&M) CONTRACTS OF 14x ETTM TOLL PLAZAS ON NATIONAL HIGHSYS ON MINIMUM NET GUARANTEED REVENUE FOR A PERIOD OF THREE (03) YEARS ENDING 30.06.2025

A pre-bid meeting for subject procurement was held on 28-05-2022 in Auditorium NHA, HQ. Tender Opening & Evaluation Committee and prospective bidders attended the meeting. Detailed deliberation was held during the meeting. Following are the questions by the prospective bidder and departmental replies/decision:

Sr. No	Questions by Participants	NHA Reply / Decision
-	<b>M/s Abdul Kareem Builders</b> <b>M/s Abdul Qayoom Mazari</b> <b>M/s Muhammad Iftikhar Bhatti &amp; Co.</b> <b>M/s NLC</b>	
1	In Technical Criteria there is allocated 30 marks for operating ETTM toll plazas kindly, decrease relevant experience marks from 30 to 20.	Not Agreed. Since 2004, NHA is operating ETTM based toll plazas on National Highways. Therefore, experience of 15 years with 2 marks each year is set in the Criteria.
2	Mostly firms/companies are registered in PEC with O3 category. There are only 5 marks for category O3 in RFP (Technical Criteria), so increase the marks from 5 to 10 for the O3 Category.	Not Agreed. Operation of ETTM toll plaza is technical activity, therefore, higher category is prescribed to have the technically sound operators.
3	Kindly consider the marks of other experience i.e 10 in 14x ETTM toll plazas technical criteria.	Not Agreed. As ETTM operations involved technical aspects mainly, therefore, General/Other experience is not considerable.
-	<b>M/s Al-Buraq Global Contractors</b> <b>M/s Al-Rehman Enterprises</b> <b>M/s Iftikhar Bhatti and Co.</b> <b>M/s MRC</b>	
4	Toll Revenue Security in shape of Bank Guarantee.	Agreed with the condition that validity of bank guarantee will be 15 months (90 days beyond the expiry of contract period).
5	Advance Monthly installment to be recovered on per day basis.	Not Agreed.
6	Date of Bid Submission to be extended for further 01 week.	Not Agreed. In view of the availability of short time, as this exercise is required to be completed before 25 <sup>th</sup> June, 2022.

7	Reserve Price needs to be reevaluated as they are too high.	Not Agreed. Reserve price has been evaluated by a third party keeping in view available ETTM data and surveys. It also includes O&M Charges for 01 year.
-	<b>M/s Abdul Qayoom Mazari M/s Good Luck Enterprises M/s M.A &amp; Co. M/s Umar Baloch Enterprises (Pvt) Ltd.,</b>	
8	Net Guaranteed bid may be removed and only percentage share base bid accepted.	Not agreed.
9	As locals of toll plazas don't pay the tax so 40% it may be reduced from ETTM system counting and net guaranteed revenue condition.	Not Agreed. Factors of exemptions, paid and un-paid traffic have already been considered in evaluation of the reserve price. Further amount over & above the minimum guaranteed revenue as reflected by ETTM system will be evaluated on the basis of paid traffic only.
10	The performance security may be decreased to 2% it may be fixed as per toll plaza.	Not Agreed.
-	<b>M/s TollLink Pakistan (Pvt.) Ltd.</b>	
11	Kindly elaborate the award criteria formula. What is the relevance of 10% of Reserve Price in the formula.	This criteria has been explained thoroughly by quoting examples in the pre-bid meeting. Sample of this calculation is placed at <b>Annex-I.</b>
12	As per Clause 9 of bid data sheet, NHA plans to share the reserve price for toll plazas through minutes of pre-bid meeting. It is requested to also share the traffic count data of each toll plaza along with reserve price.	Not Agreed with respect to provision of traffic count, however, reserve prices of 14 toll plazas is placed at <b>Annex-II.</b>
13	As the Toll Revenue Security is deposited in advance each month, the NHA risk against toll revenue is totally covered. It is requested to eliminate the requirement of Toll Revenue Security. Alternatively the Performance Bond amount can be increased to safeguard NHA against any default on part of operator.	Not Agreed. The toll revenue security is required to secure the monthly minimum revenue, whereas, performance security is meant to safeguard the performance related aspects of the contract.
14	The ETTM system is capable to record each toll collection transaction and transmit the same through dedicated resource in real time basis to NHA ops center. It is requested to ask the OMC to deposit the actual revenue in NHA designated account on alternative day basis resulting actual revenue deposit in NHA account in real time. This will ensure reconciliation of actual revenue as per ETTM system and deposit in bank account in timely basis.	Not Agreed. Due to exemption/un-paid local vehicles, there may be difference between the revenue reflected by real time data and collection from the paid traffic. Hence, real time collection of entire traffic cannot be collected as well as deposited in NHA designated accounts.

15	As per RFP (page 44), the OMC is required to maintain a minimum stock of spares as per NHA direction for un-keeping the ETTM system. Kindly share the list of ETTM spares and confirm who will bear the cost of these ETTM spares.	List of the spares is given at <b>Annex-III</b>
16	As per financial forms, Bidders must quote cost equal or more than estimated cost. This estimated cost as provided by NHA excludes the staff salary cost. It is requested that NHA also to include minimum staff (3 Shifts) along with pay scale. This will ensure inclusion of minimum staff salary cost along with monthly O&M Activities in line with NHA overall estimate for comparison with bidders quote as per FF-4	Bidders are required to quote Salary and Non Salary costs in Financial Form – 2 & Financial Form-3, respectively. Total of Financial Form – 2 & 3 will be reflected at Financial Form – 4, which will be reflected on Bid Form as total monthly cost.
-	<b>M/s NLC</b>	
17	In past it has been observed that OMC quoted minimum OMC share i.e. 0 - 1% while earning profit through tampering the ETTM system. Therefore it is suggested to provide a minimum guaranteed percentage share of OMC.	Earlier, the bid evaluation was based on lowest quoted share by the operator. However, for the in hand bidding, the evaluation criteria is based on three factors i.e. Minimum guaranteed revenue, Fixed O&M cost and O&M share of the operator, therefore, quoting lowest %share will not be useful. Bidders are advised to quote bids properly.
18	Political / Economic situations are volatile. The contractor should not be penalized of a fault not of his own. It is suggested that in such cases loss should be shared both by NHA and OMC. Loss % share should be included in Bid form (To be fixed or quoted by OMC).	Not agreed.
19	It is suggested that electricity bills should be reimbursed as per actual rather than a fixed amount to be quoted / reimbursed for optimum utilization of ETTM system.	Not agreed, NHA has fixed O&M cost keeping in view the last year electricity bills, use of generator and load shedding. Please consult the relevant page of RFP.
20	NHA has invested a huge amount in ETTM System. It is suggested that for the efficient operations as per international standards, ISO certification should be mandatory.	Not agreed.
21	Minimum Salaries to the TBOs / Staff should be paid as per the minimum wage rate /labor law by Govt.	It is the responsibility of the OMCs to cater for minimum salaries as per Government's wage policy in their quoted O&M shares to fulfill this mandatory requirement.
22	We assume that total declared cash	Correctly assumed by the

	mentioned in RFP is the total revenue collected (less exempted vehicles).	prospective bidder. However, wrong classification of paid vehicles as unpaid will attract penalties under CoC.
23	<p>The concept of ETTM system is to bring National Highway on similar lines as Motorways. This also includes introduction of E-Tag &amp; Smart Card facilities to the commuters. This is only possible if entire or a package (Zone wise) is given to single contractor. If the ETTMs plazas of different zones are operated by different OMCs then the basic concept of plaza ETTM will fail .We suggest that ETTM TPs contract should be awarded as per following packages:</p> <ol style="list-style-type: none"> <li>i. Iqbal Shaheed Tp to- Sangjani Tp</li> <li>ii. Mandra Tp – Gujranwala Tp</li> <li>iii. Okara Tp – Khanbela Tp</li> </ol>	<p>Not Agreed.</p> <p>System allows operation of each toll plaza independently and is above to reconcile all sorts of information.</p>
24	<p>The batteries available has expired their life. NHA should provide either new batteries / or payment to be given to OMC as an operational Cost. Fresh Handing / Taking is suggested after provision of operational system / equipment by NHA for the new contract period</p>	<p>As per terms &amp; conditions of the existing contract, the existing OMC is responsible to repair/ upkeep the facilities. In case of any requirement regarding repair /replacement of the installed spares, then the same is required to be adjusted from the performance security of the existing operator.</p> <p>However, OMC will be required to carry out following activities during the currency of the contract:</p> <ol style="list-style-type: none"> <li>1. Repair &amp; Service of all ACs</li> <li>2. Replacement of UPS batteries</li> <li>3. Complete Service and tune-up of GENSETs including Oil &amp; filters change</li> <li>4. Arrangement of Minimum Spares at site</li> <li>5. Replace any damaged furniture</li> </ol>
26	<p>It is requested to rectify following discrepancies before award of contract:</p> <ol style="list-style-type: none"> <li>i. Categorization of Mazda (Rs 50) as 2-3 axle Truck (Rs 120) in AVC</li> <li>ii. Categorization of Exempted Motorbikes/Rikshaws as Car (Rs 30)</li> <li>iii. Collapses / stuck of system during peak hours</li> <li>iv. Wrong categorization due to unclear visibility at Night Shifts</li> </ol>	<p>Response is as under:</p> <ol style="list-style-type: none"> <li>i. Due to non-standard vehicle dimensions, the AVC may classify some vehicle from Class-II to Class-IV. A proper Audit system with pictorial evidence is available to evaluate and rectify such transactions.</li> <li>ii. Dedicated lanes should be used for un-paid vehicles.</li> <li>iii. The system may stuck due to improper classification and non-operation of AC's at sites</li> </ol>

		<p>by the operator.</p> <p>iv. System is based on IR and LIDAR sensors which work independently, without having any dependency on ambient lights.</p>
27	<p>We are operating Okara, Harrapa and Khanbela ETTM TP since last 3x years. It has an obsolete system with no authenticity. Classification &amp; NLC will always have conflicts between NHA &amp; OMC. It is suggested that ETTM should be made operational by NHA</p>	<p>On the request of NLC, all toll barriers at Okara toll plaza have been repaired/replaced. Further new systems have also been installed at Harappa and KhanBela Toll Plazas which are operational/functional at site.</p>
28	<p>NHA technical / operational staff provided at most of the places is un- professional / inexperienced. Their attitude may create problem between NHA &amp; OMC. Since new 3 x year's contract would be awarded it is suggested that NHA / N.E staff should be instructed to verify the daily violations occurred due to AVC and submit a report on daily basis (Shift Wise) after reconciliation with OMC.</p>	<p>As suggested that every shift must be closed after reconciliation on daily basis. This will reduced the complaints as well as piling up of un-rectified violations. No such complaints have been received to NHA in the recent past regarding this issue.</p> <p>Any specific complaint if arised may be forwarded by the operator immediately for resolution.</p>
29	<p>NTRC has conducted vehicle count for the reserve prices at the end of the year only once like a normal survey. Actual physical count was conducted only for 2 – 3 hours during various times in a day and an average was taken to complete the daily revenue collection. NTRC count should be verified before being included in bid evaluation procedure.</p>	<p>Not Agreed.</p> <p>It is to inform that Reserve price has been evaluated/computed by the third party based on available ETTM data, surveys and by applying required statistical methods instead of traffic count of only 2-3 hours.</p>
30	<p>Please mention the time-period required for the clearance of Invoices. OM&amp;M Charges and OMC share.</p>	<p>Please refer to CoC Article VI.</p>

**Financial Evaluation Criteria**

Following criteria will be used for bid price evaluation:

Evaluated Bid:	Minimum Guaranteed Bid + (Quoted NHA’s Share for over & above the Guaranteed Bid x 10% x NHA’s Reserve Price*) – (O&M Charges for three years)
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\* Will be announced before the bid opening

Example:

Year	Minimum Guaranteed
2022-23	110
2023-24	110
2024-25	120
<b>Total (A)</b>	<b>340</b>

Quoted Share over & Above the guaranteed Revenue:

OMC share: 50%                      NHA share **(B)**: 50%

NHA Reserve Price for three years **(C)**: 100 x 3 = 300

Quoted O&M Charges **(D)**: 1

Evaluated Bid = A + (B% x 10% x C) – (E x 36 months)

Evaluated Bid = 340 + (50% x 10% x 300) – (1 x 36 months)

Evaluated Bid = 340 + 15 – 36

Evaluated Bid = 319

**RESERVE PRICE OF 14X ETTM TOLL PLAZAS**

<b>S.No</b>	<b>Toll Plaza Name</b>	<b>Route</b>	<b>Reserve Price FY 2022-23 Rs. (Millions)</b>
1	Iqbal Shaheed (ETTM)	N-5	258.19
2	Harro (ETTM)	N-5	518.66
3	Sangjani (ETTM)	N-5	1,126.74
4	Mandra (ETTM)	N-5	716.90
5	Terraki (ETTM)	N-5	540.78
6	Jhelum (ETTM)	N-5	546.75
7	Chenab SBC (ETTM)	N-5	330.34
8	Chanab (NBC) ETTM)	N-5	330.34
9	Gujranwala (ETTM)	N-5	912.07
10	Okara (ETTM)	N-5	571.82
11	Harrappa (ETTM)	N-5	451.38
12	Khanbela (ETTM)	N-5	847.89
13	IMDCW (ETTM)	N-75	152.38
14	Qutbal (ETTM)	N-80	191.37

**Annex-III****Minimum Spares to be maintained at site during Contract**

<b>Sr.</b>	<b>Spares</b>	<b>Unit</b>	<b>4 Lane</b>	<b>6 Lane</b>	<b>8 Lane</b>	<b>12 Lane</b>
1	LCD 19"	Nos.	1	1	2	2
2	Lane System Hard Disk 1TB SATA	Nos.	2	2	4	4
3	SPDs 20 KA	Nos.	4	6	8	12
4	SPDs 40 KA	Nos.	2	2	3	3
5	Grease with Gun	KG	2	3	3	4
6	Boom Arm	Nos.	2	3	4	6
7	Intercom set	Nos.	1	1	2	2
8	Loop Sealant	Nos	1	1	1	1
9	UTP	Role	1	1	2	2
10	Loop Wire 40/76 flexible soft	Coil	1	1	1	1
11	UPS Batteries	Nos.	Upon taking over of plaza, OMC is required to replace the batteries. Any battery damaged during the Contract will required to be replaced			
12	Mouse	Nos.	2	2	2	2
13	Keyboard	Nos.	2	2	2	2
14	RJ 45 connectors	Nos.	20	30	40	50
15	Power Supplies	Nos.	4	4	6	6
16	Thermal Receipt Printer	Nos.	2	3	3	3
17	Toll Programmable Keyboards	Nos.	2	3	4	6
<b>Monthly Requirement for Cleaning the System</b>						
1	Dusters	Nos.	25	30	40	60
2	WD40	Nos.	2	3	4	6
3	Glint	Nos.	2	3	4	6
4	Solution Tapes	Nos.	4	4	8	8
5	Rat killers	Nos.	3	3	5	5

**This equipment will be h**

**anded over to NHA at the end of Contract Period**