

**Queries by bridgit**

<b>Sr.</b>	<b>Scope</b>	<b>Comments / Queries</b>	<b>PQA Reply</b>
1	The scope of services for providing Consultancy Services to assess/identify the area including but not limited to Jhari Creek Port Qasim for an exclusive LNG Zone for locating terminals which complies with industry safety standards and have zero impact of normal port traffic. The study/(ies) should be complete in all respect but not limited to the following:	<p>Is Jhari Creek a preferred location meaning first its suitability will be assessed before assessment of other possible areas?</p> <p>It is not possible that zone can be planned with zero impact on normal port traffic so needs discussion and clarification</p>	<p>The Revised / amended RFP states to identify the best area for the establishment of an exclusive LNG Zone for locating LNG terminals. There is no one preferred option.</p> <p>The Consultant has to consider all areas in PQA so as to achieve a Zero impact or as close to zero impact as is possible on normal port traffic with a regard as to the most suitable and feasible option as per scope of services given in the Revised / amended RFP, March 2019 available on PQA's website.</p>

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2	The LNG zone identified and recommended should be technically and economically feasible and commensurate to requirements of prevailing International Codes and Standards as given in the LNG Policy, 2011 updated till to last date and other Federal regulatory licensing requirements are foremost in the assessment process. These shall include best international industry practices but not be limited to SIGGTO, OCIMF, PIANC, NFPA etc. The LNG Zone should be able to accommodate number of LNG terminals to cater existing and future LNG requirements of the country in consultation with Ministry of Petroleum & Natural Resources.	What are parameters /benchmarks for the zone to be economically feasible such as project cost, zone development cost, pipeline route etc. which may have ultimately impact on terminal tariff as well as PQA costs.	Consultant has to identify the parameters/benchmarks for suggesting LNG Zone as per the scope of services given in the Revised / amended RFP, March 2019 available on PQA's website.
3	The LNG zone should have sufficient water maneuverability space to permanently moor an FSRU, allow 24/7 access of Q-Flex and Q-Max size vessels including larger future LNG vessels in compliance of SIGGTO/PIANC Guidelines without interrupting the other port traffic. Turning Circle/(s) and Passing Bays, if required for ease of maneuverability may also be recommended. The maneuvering of vessels in the proposed/identified LNG Zone should also be verified through Full Mission Bridge Simulation (FMBS) studies with the participation of PQA officials.	How many PQA officials will be participating the studies and what is preferred location/other requirements so that consultant can build the cost accordingly	About 5 persons and the location would be suggested by the Consultant as per the scope of services given in Revised / amended RFP, March 2019 available on PQA's website.
4	The above study should also be given due consideration to feasibility study for deepening widening & straightening of existing navigational channel and commissioning of alternate navigational channel being conducted by PQA's	PQA will provide access to the copy of the report along with all the data in soft form.  When the report and the study be made available	The said study/data would be shared with the successful consultant.

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	Consultant.		
5	Examine the possibility of a common pipeline/(s) corridor or separate pipeline routes connecting LNG Zone with the SSGC collection point(s) or any other collection point(s) to facilitate LNG terminals in the zone while addressing environmental, economic, logistics and social concerns.	What specific scope is involved? Please explain “examine the possibility”	To analyze the economic and financial viability of installing a common pipeline(s) corridor as separate pipeline routes whereby LNG zone are connected with SSGC connecting points.
6	LNG zone should be able to accommodate Floating or Fixed platform Storage & Regasification Unit (FSRU) type of configuration for the LNGC terminals.	Should the zone have provision for land based terminals at Islands in addition to FSRU?	Yes.
7	Workout complete planning of proposed LNG Zone considering Pakistan LNG policy and international codes and standards.	What is specifically meant by “ Work out complete planning” ?	Evaluate the physical and financial factor that would be included in the complete planning.
8	Requirement of capital dredging works in the LNG Zone.	Is the consultant expected to carry out fresh bathymetric / hydrographic survey.	To be worked out by Consultant.
9	Identify projects to make the proposed LNG zone operational, complete in all respect.	Needs clarification. Does it mean dredging, navigational markings or any thing else. Does Project means LNG terminal projects or port infrastructure and vessels?  What is definition of complete?	It means to identify all the various projects PQA will have to implement to mention the LNG Zone completely operational. Complete means complete operationally.
10	To assist PQA for seeking approval of the study report at various forums.	What specific approvals are required? There should be a time limit and beyond that time, the consultant will charge as per time and effort but then it will make problems for comparative evaluation of lump sum bids?	PQA Board and Federal government approvals would be required for which appropriate time may be considered by the consultant. Please refer Revised / amended

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			RFP, March 2019 available on PQA's website.
11	<p>As per Chapter 1, 3.3: 3.3 During preparation of the technical proposal you must give particular attention to the following:</p> <p>i) If Consultants consider that it has some but does not have all the expertise for the Assignment same may obtain a full range of expertise by associating with other firms or entities. Consultants may not associate with other firms invited for this assignment unless specified in the date sheet.</p> <p>ii) Sub-contracting part of the assignment to other Consultants if considered desirable; the same Sub-consultant may be included in several proposals subject to limitations in the Data Sheet.</p> <p>As per Chapter 2, Data sheet</p> <p><b>5.2.1 Mandatory Requirements:</b></p> <p>i The Foreign based Consultants subsequent to the issuance of Letter of Intent (LOI) will be required to get registered with Pakistan Engineering Council (PEC) and other relevant authorities.</p>	<p>The RFP document requires that local associates of the foreign firm should also be registered with PEC under relevant codes. However, there are certain expertise required in the project which are among the major activities, however, these cannot be classified as engineering functions nor qualification of these experts is required to be engineers as per RFP. These are:</p> <p>1 Marine Expert : Licensed master mariner with 10 years post qualification experience</p> <p>2 Hydrographer: Category B Hydrography course qualified with 10 years of experience</p> <p>3 Financial Expert: CA/ICMA with 7 years of post qualification experience or MBA Finance with 10- years of post qualification experience</p> <p>These expertise make 3 out of total 8 expertise.</p> <p>It is requested that to allow the lead consultant to engage a non PEC registered firm to be part of the JV/consortium to the extent of these three function.</p> <p>Resultantly, the possible JV formation could be:</p>	<p>Joint Venture Firms comprising Lead and local firms may hire the services of non-PEC registered firm / persons. However, all key persons including Marine Expert, Hydrographer and Financial expert should be employees of the lead or local PEC registered firm as per Revised / amended RFP, March 2019 available on PQA's website.</p>

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	<p>ii. However, its local associates i.e. Pakistan based partner/consultant must be registered with the Pakistan Engineering Council (PEC) in the Major Discipline under relevant categories and submit duly valid certificate from PEC having relevant Project Profile Codes. Further Firm must also be registered with Federal Board of Revenue (FBR) and Sindh Revenue Board (SRB) at the time of submission of bid.</p>	<p>1 Foreign Lead Engineering Firm (to be registered with PEC post award of LoI)  2 Local PEC registered partner  3 Non PEC registered partner to the extent of above three expertise.</p> <p>Alternatively, non PEC registered firm (with marine, hydrography and financial expertise) should be allowed to act sub-contractor with provision that</p> <ul style="list-style-type: none"> <li>• CVs of Resources of non PEC registered firm can be used for evaluation of the consultant</li> <li>• Payment of fee to the sub-contractor will be made by the local / foreign engineering firm after receiving the same from PQA</li> </ul> <p>This will create healthy competition and allow various firms with best relevant credentials to participate in the tender.</p>	

### Other comments / Queries

Sr .	Reference of clause	Query	PQA Reply
1	Chapter 1, 1.9 (ii)	What is definition of the Project? Has any such project / contract previously been executed/awarded?	Please refer mandatory Clause 5.2.1 (iv) of Chapter-2 of Revised / amended RFP, March 2019 available on PQA's website. No such project/contract has been previously awarded.
2	3.3 (ii)	<i>Is the sub contractor required to be disclosed and its mandatory for sub contractor to get PEC? To be checked informally with PQA officials</i>	Yes as per clause 3.3 (ii), please refer Revised / amended RFP, March 2019 available on PQA's website.
3	3.3 (iii)/3.6/formats of chapter 4	It is understood that only activity based break up of the lump sum fee will be required and professional staff hours and their cost needs not to be mention in the proposal	Yes
4	6.3(d)	Why the negotiations will be done when the top-ranking bidder has emerged from a bidding process?	Please refer PPRA Rule 10 "Procurement of Consultancy Services, Regulations, 2010 which prohibited negotiation after the bidding process.
5	Chapter 2, 1.6	Please list / elaborate what specific data, information, its form and date (when data procured) will be provided? When this data will be provided as delayed data provision may affect the timeline of the completion of the assignment	The available data will be shared with the successful bidder.
6	3.3 (ii)	Conflict with 3.3 (ii) of Chapter 1	As per Revised / amended RFP, March 2019 available on PQA's website, 3.3 (ii) Clause mentioned in Chapter 2 Data Sheet will prevail.
7	3.8	PQA will be responsible for registration of contract with State Bank of Pakistan and successful remittance of the fee to the designated foreign bank account of the consultant. Can the USD payment be bifurcated in local payment (USD converted to PKR as per bank exchange rate at the date of payment) as well as foreign payment – Please see chapter 6 of the draft contract	Consultation will have agreement registration and will remit in accordance with law. No bifurcation of payment is provided.
8	5.2.1 (i)	What does include other relevant authorities? In case of FBR and SRB, foreign consultants are not required to get registered, rather taxes will	All relevant authorities mean any and all relevant authorities.

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		be deducted and deposited into government accounts – need to discuss	
9	5.2.1(iii)	Shareholding can be in a co which shall not be registered for a project, rather a joint venture agreement will be executed which will mention the share in fee between the local and foreign consultant	Company should be implemented in advance indicating the shareholding pattern.
10	5.2.1(iv)	Is there any specific format and design? Of what	Yes Attached.
11	5.2.1 (v) Category D	Provision for local / foreign consultant should be there in all categories of professional staff to allow for maximum local participation and cost reduction	Yes.
12	7.1	In conflict with 6.3 (d) of chapter 1 which seems correct – highest score	Clause 6.3(d) of Chapter-1 is correct.
13	Chapter 5	Serial number may be corrected in the overall format of the RFP	Revised / amended RFP
14	5.5, 5.10	Is 6 month time sufficient? No extra fee beyond 6 months- need to consider extra cost of delay due to non action by the client. Foreign consultant to develop timeline	Time line for the assignment is 6 months as per Revised / amended RFP, March 2019 available on PQA's website.
15	5.6	What is format of the inception report? There should be provision of milestones related to first draft, second draft and then final report, instead of direct submission of final report after inception report. Accordingly, payment should be linked. Please see 6.3.1 of the draft contract	This is to be determined by the Consultant on the basis of the findings of the project.

**Rashid Foruqi**

Asset Integrity Management Specialist  
ATG-GIS Consulting

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1	We are interested in submitting our proposal for the captioned project but would like to request a one month extension due to the fact that companies are taking a longer time to evaluate the potential risks in that region.	Granted.

**Nexant**

<b>Sr.</b>	<b>Comments / Queries</b>	<b>PQA Reply</b>
1	To assist us in preparing a proposal in response to your RFP for Foreign LNG Consultants to identify suitable Exclusive LNG Zone at Port Qasim we have asked Mr. Muhammad Naim Sharafat to represent Nexant at the pre-bid meeting to be held on 1 <sup>st</sup> March 2019.	Ok.



**PQA LNG ZONING CONSULTANCY**  
**RINA CONSULTING , Genova, Italy & SIFAAT ASSOCIATES, Karachi Pakistan**  
**QUERIES & CLARIFICATIONS ON RFP**

Date: 27-Feb-19

Srl	RFP Ref	Subject	Queries	Rina Remark	PQA Responses
16	ITC 1.9.i.	Eligibility Criteria	Participating firm "is not eligible to participate in bidding for any goods, works, or services resulting from or associated with <u>the Project</u> of which this Assignment forms a part". Which project is referred? Past or future projects?	This PQA assignment is not a "project" in our understanding. It is Study / Report towards macro port planning on behalf of port authority -- which in turn will enable subsequent individual LNG projects.	The expression of project has been aligned to identify the same as on project and is identifying future projects.
			Will above referred clause be seen to disqualify participant firm from participating in any 'future' individual private sector LNG project? Those projects selection will be domain of sponsors and NOT PQA.	Text of this clause appears confusing. Pls clarify & specify.	So as to maintain its objectivity the consultant must exclude wisely from any further projects that it may advise PQA under the contract advise needs to be done.
17	ITC 1.9.ii	Eligibility Criteria	"Any previous or ongoing participation in <u>relation with the Project</u> by your firm under a contract may result in rejection of your proposal". Which project is referred?	Comment as in item 1 above. Pls clarify & specify	Please refer mandatory Clause 5.2.1 (iv) of Chapter-2 of Revised / amended RFP, March 2019 available on PQA's website.

18		Eligibility Criteria	Does above quoted clause mean that any firm which has been, or is currently, associated with any private sector sponsor for any LNG / LPG project, in any capacity, stands "ineligible" to participate in PQA proposed assignment? Rina has been associated with one project as Banker's Tech Advisor on behalf of Pak banks consortium to perform Due Diligence of a private sector LNG project and was NOT the owner's engineer. In other projects we have been involved in performing Navigation studies and De-Risking / QRA studies.	These studies were for sites <u>already nominated by PQA</u> for those projects and Rina had no part in selecting or allocating those sites, whether Provisional or Final. Why should such prior experience at pre-nominated sites disqualify any firm from assisting PQA in macro "port planning" & LNG Zoning which is a different discipline / domain. Pls reconsider, clarify and amend.	Prior experience should not disqualify to this project. But undertaking this project will disqualify as onward future projects.
		Eligibility Criteria		Above referred clause will also disqualify other foreign consultancy firms of high repute and experience in PQA, which restricts competitive high quality Study participants. Pls reconsider, clarify & amend.	
19	ITC 3.3.v	Eligibility Criteria	Proposed staff should have experience preferably under conditions similar to those prevailing in the area of the Assignment. YET prior referred clauses seek to eliminate the Consultants experienced in specific PQA environment???	In light of required Staff criteria, pls reconsider & amend the ineligibility criteria.	Please refer Chapter-2 of the Revised / amended RFP, March 2019 available on PQA's website.

20	ITC 3.3.vi & 7.4	Personnel CVs	RFP states "Only one CV for each position is allowed. PQA expects to negotiate a contract on the basis of the experts named in the proposal. PQA will not permit substitutions during contract negotiations." On the other hand, PQA wants such availability locked in for 8-9 months or longer, as RFP does not state what time could be required for approvals & negotiation of Contract upto actual signing.	This is anomalous condition. We request PQA to appreciate that no global firm can perform on basis of "idle resources" for such long periods. It may become necessary for substitution of one / two resources who may get tied up elsewhere during this protracted waiting period. We humbly request PQA to keep such flexibility open for global firms. Of course, in case of such emergency, equivalently qualified substitutions will be ensured and <u>such cases will be kept to minimum</u> . Kindly incorporate such flexibility in RFP.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
21	Data Sheet 5.2.1.iv	Mandatory Requirements	This clause requires Undertaking that "study undertaken by the Consultant for the purpose of the identification of the LNG Zone with the Port Limits shall not be prejudiced by any tasks undertaken by the Consultant within the Port Limits of Port Qasim". Fully agreed. <u>Given this requirement in Data Sheet, what is need for the "Ineligibility" clauses in ITC as referred above?</u>	As Consultants of repute we have ethical duty to firewall & isolate our different assignments within same geography, which we have zealously performed so far for different clients in PQA, to entire satisfaction of each individual sponsor. We will continue to have same standards for PQA assignment & provide such Undertaking. Pls clarify above query.	OK

22	Data Sheet 5.2.1.iii	Mandatory Requirements	Participating firms are "required to submit a Joint Venture Agreement (JVA) either approved by Completion Commission of Pakistan (CCoP).... or an undertaking confirming that the JVA has been submitted to the CCoP for approval".	We believe this is typo -- it should be "Competition" Commission. Pls clarify & confirm	Please read Competition Commission of Pakistan. (Please refer Revised / amended RFP, March 2019 available on PQA's website)
23	Data Sheet 5.2.1.iii	Mandatory Requirements	Regarding same clause, this requirement of approval from CCoP is meant for longer term JVAs which involve <u>investment, shareholding &amp; profit share</u> by JVA partners, as also stated in same clause. In consultancy assignments however JVs are short-term constructs which do NOT involve any investment or shareholding or profit sharing. Therefore short term JVs have nothing related to "competition" regulation by CCoP.	Consultancy JVs have much simpler text agreements relating to sharing of roles, fees & liabilities, as per prior practice in PQA also. This new requirement for CCoP approval appears superfluous for such short-term collaborations under JVA. Please reconsider & delete.	This is applicable as per law and has to be complied with.

24		Evaluation Criteria - Category A - Experience	As per RFP 3 sub-categories are stated; General Ports & Harbour Experience; Planning of LNG Zone studies; Specific LNG Terminal Planning & Design. In the Personnel table, 2 positions for Pipelines have been included, correctly. Yet in Experience of Firms there is no sub-category for Pipelines, especially Sub-sea Pipelines.	In the specific conditions of PQ marshy islands we are aware of very tricky pipeline conditions to be planned for, both for engineering & cost impact considerations. In fact TOR clause 5.4.vii specifically mentions Pipeline evaluations as part of SOS. Therefore we suggest that <u>4th sub-category of Pipeline Experience</u> with special ref to sub-sea & HDD experience, <u>should be added</u> . This should have similar 10 points. For this purpose, we suggest that points for Personnel could be slightly reduced to 40 points and Methodology to 10 points. Kindly reconsider, clarify and amend.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
25		Evaluation Criteria - Category A - Experience ii & iii	RFP states low benchmark of only 2 projects in each of the critical LNG-related experience list. This is indicated by points breakup. Is it not desirable that richer experience should be weighted more rather than settle for small firms with only 2 projects experience in each category??	We suggest that points breakup for LNG Zoning should be: one completed assignment - - 9; each additional assignment -- 2 each -- Max 15. Similarly for LNG Terminals we suggest - - one completed assignment -- 5; each additional assignment - - 1 each -- Max 10. This way there will be healthy competition for the best qualified and not the lowest achievable benchmark!	Please refer Revised / amended RFP, March 2019 available on PQA's website.

26	Data Sheet 5.2.1	Mandatory Requirements - Category B.a)	Minimum Turnover Requirement is stated US\$ 0.5 Mn	Aim of PQA appears to be to attract large Engineering Consultancy firms with rich experience of Port Planning & LNG Zoning / Terminals. In view of this the minimum turnover requirement appears very low aimed at low end of consultancy firms. We suggest that minimum annual turnover benchmark should be US\$ 50 Mn. Pls reconsider & re-specify.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
27		Mandatory Requirements - Category B.b)	Minimum Working Capital Requirement is stated US\$ 0.2 Mn	Same general comment as above. Current minimum US\$ 0.2 Mn may not even allow any firm to handle even 2-3 large global assignments in parallel! We suggest that minimum 3-yrs average WC benchmark should be US\$10 Mn. Pls reconsider & amend.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
28		Mandatory Requirements - Category C.iii	Sub-category "Project Monitoring Methodology" is stated. Which project is in mind? Ref item 1 above -- Current assignment is a "Study / Report". As result of this Study there will / could be subsequent private sector projects. So what project monitoring is to be presented in this Proposal?	We suggest that item iii is unnecessary & be deleted and Methodology points be reduced to 10 instead of 15 (allowing for additional points in Experience as per item 9 above). Kindly reconsider, reallocate & inform.	Please refer Revised / amended RFP, March 2019 available on PQA's website.

29		Mandatory Requirements - Category D	Points for each position as stated in RFP	We suggest that points against each position may be broken to allow 1-2 points for Qualifications higher than stated. Eg 8+2 or 6+2 or 4+1 for respective positions. Pls reconsider & inform.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
30	Data Sheet 7.1		This clause "The contract shall be awarded to the <u>lowest evaluated bidder</u> based on Technical & Financial Scores" is confusing and contradicting the Quality + Cost (80-20) principle stated in ITC 6.3.	This clause opens window to serious differences later. The earlier ITC 6.3 b), c) & d) have explained the combined Technical & Financial weighted evaluation process very well. In interest of avoiding such later confusion we suggest that clause 7.1 should be deleted as unnecessary -- OR -- <u>amended to read exactly</u> as clause 6.3.d). Please clarify & delete / amend.	Please refer PPRA Rule 3.B(ii)(c)(iii) "Procurement of Consultancy Services, Regulations, 2010 (Please refer Revised / amended RFP, March 2019 available on PQA's website).
31	TOR 5.5 & SC 2.4.1 & Workplan Form 8	Consultancy Timeframe	Different timelines for Consultancy exposure have been stated in RFP at different places. TOR states 6 months; Special Conditions (SC) states 4 months; Form 8 chart / table indicates as much as 15 months!! Which is correct?	We suggest that uniformity at 6 months, subject to availability of all relevant reports, data & information from PQA to Consultant, should be clearly expressed in all places of RFP. Kindly clarify & amend.	Timeframe for the assignment is six (06) months as per Revised / amended RFP, March 2019 available on PQA's website.

32	TOR 5.2	Objectives / Definition of Current Assignment	<p>At all places in RFP the objective as stated with ref to "Jhari Creek or any other area of PQ" indicates <u>some prior de-facto zoning in mind</u>, which specifically excludes other areas in PQ. Such prior plans or reasons for excluding onshore banks as for other terminals (eg oil, dry bulk, Specialty Chemicals, etc) has not been explained. We believe that last PQA Master Plan exercise of 2001-02 had neither LNG or Coal business in sight! What is source of prior de-facto zoning?</p>	<p>These earlier plans &amp; reasonings if any, should be openly shared. Also we suggest that open minds be allowed for selected Consultant to do an unbiased assessment and not be coloured by prior thinking, which may or may not be based on ground realities of LNG segment or result of organized port planning in recent past, per global experience. Please clarify OR amend the Objectives clause at all places.</p>	<p>The Revised / amended RFP states to identify the best area for the establishment of an exclusive LNG Zone for locating LNG terminals. There is no one preferred option.</p> <p>The Consultant has to consider all areas in PQA so as to achieve a Zero impact or as close to zero impact as is possible on normal port traffic with a regard as to the most suitable and feasible option as per scope of services given in the Revised / amended RFP, March 2019 available on PQA's website.</p>
33	TOR 5.3	Project Description	<p>The word "Project" is inappropriate -- this assignment is Study / Port Planning for LNG Terminals.</p>	<p>We suggest that word "Project" be deleted here or anywhere in reference to current Assignment / RFP.</p>	<p>The word study / planning has been defined to mean project and should be read accordingly.</p>
34		Project Description	<p>The text states"... with zero impact on normal port traffic". This has nowhere been clearly spelt out as what all constitutes "normal port traffic". Also it has NOT been specified "normal" under what operating conditions -- current situation with no night navigation and no widening-deepening done -- or after such modernization steps which could completely alter the operating dynamics of PQA.</p>	<p>Does "normal traffic" include or exclude LNG traffic for existing 2 LNG terminals thru MNC? We suggest that statements of "zero impact" and "normal traffic" be explained better in the text for Definition / Objectives of this assignment, especially in light of objectives of the Deepening-Widening study already under progress by PQA. Pls amend text at appropriate places.</p>	<p>The Consultant has to consider various options including Zero impact on normal port traffic, however if zero impact is not possible then, consultant has to recommend most suitable and feasible option as per scope of services given in the Revised / amended RFP, March 2019 available on PQA's website.</p>



35	TOR 5.4.iii	Scope of Services (SOS)	RFP states aligning current Study finding with ongoing study for Deepening-Widening-Straightening of PQA channels. This is <u>perfectly appropriate &amp; essential</u> . But what is not stated <u>when this study will be completed</u> & findings made available to current incumbent Consultant.	This prior study availability should be clarified. Also, SC should mention that additional time will b+F29e made available to current Consultant assignment <u>IF prior study is delayed or left incomplete</u> . These clarifications need to be made part of TOR as well as SC. Kindly clarify & amend.	The said study/data would be shared with the successful consultant.
36	TOR 5.4.iv & v	SOS -- Additional Services & Equipment for PQA	The RFP text states "examine the current port operations and need for additional port services". Does current or future port operations include "night navigation"? Has this been partially enabled? No mention is made anywhere in RFP.	We suggest PQA should clearly state what its operational status is currently as well as what it desires or "projections" in future, both near & far term. This is needed to assess Consultant's scope in Navigational assessment and effort. Kindly clarify and amend where needed.	Please refer scope of services in totality as given in revised RFP.
37	TOR 5.4.xii	SOS - Dredging	RFP states "Requirement of capital dredging works in the LNG Zone" as part of current Consultant SOS. Will this be in relation to the wider dredging assessment under the Deepening-Widening Study on "incremental basis"? OR is it expected to be full-scale independent assessment by current Consultant for ALL areas under "proposed LNG zone"? We presume that <u>updated Bathymetry data</u> for all channels will be provided from this prior Study.	Since dredging assessment is likely to have significant impact on Consultant's budget cost, all such indicated clarity is imperative. Kindly clarify & amend RFP to provide better guidelines for budgeting.	Full scale independent assessment to be evaluated.

38	TOR 5.4.xiv	SOS - HSE Assessment	Text in this clause appears to include "environmental impact assessment" of LNG Zone. This appears anomalous & unnecessary since this is either done already by Deepening-Widening study for all PQA channels - OR - should be done by each future LNG project sponsor on scale of project, within their cost.	Such ESIA for 'proposed' LNG zone outside of earlier Study appears duplication and avoidable cost at this stage which merely aims to "sub-allocate" zone for LNG project developers in future, who should do own ESIA incrementally. Kindly reconsider & amend as appropriate.	Has to be done independently of previous EIA.
39	TOR 5.4.xvi, xiv & ii	SOS - Navigational	Navigational plans, risk assessments, equipment / hardware / software suggestions, have been indicated in Consultant SOS. These are relevant & appropriate -- BUT -- can only be compiled AFTER alignment of channels has been fixed by the prior Widening-Deepening Study.	We emphasize that completion and <u>availability of prior Study (with all updated data) to Consultant is imperative</u> . This may be recognized explicitly relevant to such navigational SOS deliverables.	Should be made on both scenarios.
40	TOR 5.4 - General	Training	No mention is stated anywhere in RFP of Training needs & Capacity Building for key PQA Operations staff. Such training needs should be part of Consultant's own skills & facilities for Nav Sim & Risk parameters.	We suggest that Training Needs clause should be added with requirement that Consultant should preferably have their own Full Bridge Navigation Simulation facilities & staff. Such Training for few key PQA staff will also need to be budgeted. Kindly clarify & amend as appropriate.	Agreed.

41	TOR 5.4 xviii		RFP states "assist PQA for seeking approval of the study report at various forums". Entirely appropriate, but this appears "open-ended". Is this assistance expected immediately after completion of study -- within next 3-6-? Months??	We suggest that period for such assistance outside the timeframe stated in RFP / Proposal should be stated. Further that such visits / time / cost will be allowed by PQA as additional cost on charge rates should be clearly stated in TOR as well as SC. Kindly amend as appropriate.	PQA Board and Federal Government approvals would be required for which appropriate time may be considered by the Consultant.
42	TOR 5.6	Reporting Requirements	RFP states 25 copies of Inception Report and 50 copies of Final Report complete with all sub-Reports & charts.	This appears excessive -- especially since these reports will be compiled in foreign locations & shipped to Pakistan. The volume of material for Final Report is difficult to assess at beginning of assignment and will end up being excess budgeted on safe side. We request that the requirements be reconsidered & reduced to manageable numbers. Kindly inform back.	Please refer Revised / amended RFP, March 2019, available on PQA's Website.
43	GC 3.4.b)	Liability	The RFP states "... one year from completion of construction .... Or 3 years from completion of design". What construction and what design is being referred since this is not a "project" for any specific facility? Ambiguous statement.	As repeatedly stated above, this assignment is a Assessment Study-Report. Please reconsider & reassess and delete / amend.	The liability of the Consultant expires after 03 years from the date of submission of final LNG Zone study report, complete in all respect as per the scope of services given in the Revised / amended RFP, March 2019 available on PQA's website.

44	SC 1.7	Taxes, Duties, Registrations with Local Authorities in Pakistan	Registration with PEC, Sindh Sales Tax, FBR (for income / withholding tax etc has been stipulated. Such foreign firms are NOT expected to have any offices in Pakistan. Also most of the planning, design, zoning study & report are expected to be services provided from offshore locations. This clearly exempts them from impact of any provincial Sales Tax as Pak Laws. Not having any office in Pakistan also does not require them for registration with FBR even though impact of W/Tax will be applicable. Even here the existence of Avoidance of Dual Taxation Treaty with Italy and proof of Tax Paying from Consultant in origin country will likely exempt from W/Tax. Only PEC registration becomes obligatory.	We suggest that only PEC registration be made mandatory for foreign firm, since majority of services & personnel will be offshore. This too needs to be done for selected Foreign Lead Consultant subject to award. Foreign Consultant will provide Undertaking that if any further registrations are still deemed to be necessary they will proceed for same. The local partner sub-consultant however, will provide proof of their own registrations with Sindh Sales Tax, FBR & PEC. Kindly clarify & amend.	If applicable
45	SC 6.3.1	Payment Schedule	Schedule as stated in RFP	We suggest to eliminate the Mobilization Advance in order to avoid wastage of time in text and approvals of counter guarantees from banks & bureaucracies. We propose as follows:	Please refer Revised / amended RFP, March 2019, available on PQA's Website
				Inception Report after intensive Client Need Assessments & receipt of ALL stipulated related information & data from PQA (within 2 weeks after Contract date or nearest thereafter - to be on record) 15%	Please refer Revised / amended RFP, March 2019, available on PQA's Website

				Submission of Draft Report & after Client interface, suggestions (approx 5 months from Contract date) 60%	Please refer Revised / amended RFP, March 2019, available on PQA's Website
				Submission of Final Report after incorporating Client suggestions (6 months after Contract date) 20%	Please refer Revised / amended RFP, March 2019, available on PQA's Website
				After receiving approval from various forums as per PQA satisfaction & to be defined in Inception Report stage (2-4 months after Final Report submission date) 5%	Please refer Revised / amended RFP, March 2019, available on PQA's Website

### THCC

No.	Ref	Tender Query	PQA Responses
1	Form-10 Financial Information (RFP page 6 of 73)	The technical proposal did or did not include the 'Form-10 Financial Information'? Item '3.5 the technical proposal shall not include any financial information.'	Provide the information as stated in Form 10 as its related to the firm not with the cost of assignment.
2	5.4 Scope of works LNG requirements from Ministry of Petroleum & Natural Resources. (RFP page 31 of 73)	Please provide the existing and future LNG requirements from the Ministry of Petroleum & Natural Resources. The LNG industry national plan or related document should be provided.	Consultant has to workout and collect the information, PQA will facilitate.
3	5.4 Scope of works FSRU (RFP page 31 of 73)	Please clarify the parameters of the FSRU (capacity, etc.)	Consultant has to consider the bigger size vessels i.e. Qflex/QMAX Size or large future LNG vessels.
4	5.4 Scope of works FMBS studies	Please clarify the detail requirement for the FMBS studies and the number and time of official participants from PQA.	About 5 persons and the location would be suggested by the Consultant as per the scope of services given in Revised / amended RFP.
5	5.4 Scope of works Navigational channel being	Please kindly provide the data about the Navigational channel study by PQA's	The said study/data would be shared with the successful consultant.

	conducted by PQA's consultant (RFP page 31 of 73)	consultant.	
6	5.4 Scope of works Current port operations and services (RFP page 32 of 73)	Please kindly provide the current port operations manual, services list and procedures for Port of Qasim.	The available information/data will be shared with the successful bidder.
7	5.4 Scope of works SSGC collection points (RFP page 32 of 73)	Please provide the current collection points layout of SSGC and related plan from SSGC.	Consultant has to work out in consultation with Ministry of Petroleum & Natural Resources / SSGC. What we have we will provide but you have to verify.
8	5.4 Scope of works OGRA and other concerned authorities (RFP page 32 of 73)	Please clarify the full name of OGRA and other concerned authorities and the related supervision content.	Oil & Gas Regulatory Authority (OGRA) (refer Revised / amended RFP)
9	5.4 Scope of works Assess navigational constraints based on Port Qasim navigational channel. (RFP page 33 of 73)	Please kindly provide the design documents about existing approach channel and the related analysis report (such as hydrodynamic modeling, navigation and maneuvering Simulation Study, Collision Risk Study & Passing Ship analysis, etc.)	The available information/data will be shared with the successful bidder.
10	5.4 Scope of works Assist PQA for seeking approval at various forums (RFP page 33 of 73)	Please kindly clarify the detail contractor work scope for assisting.	PQA Board and Federal government approvals would be required for which appropriate time may be considered by the consultant. Either provide timeframe or milestone which ever is later.
11	5.6 Reporting Requirements Inception report (RFP page 33 of 73)	Please kindly clarify the detail requirement of Inception report.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
12	5.6 Reporting Requirements Note: consultants provide hard & soft copies of all relevant publications international codes and standards (RFP page 33 of 73)	Suggest deleted this item. The contractor could provide the information for getting codes or standards or provide the main codes in soft copies. Hard copies limited to publisher and there is no guarantee that all codes will be available.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
13	6.3.1 Payment Schedule of Services	Suggest that the first payment ratio could be increased to 30%.	Please refer Revised / amended RFP, March 2019 available on PQA's website.

% of total payment (RFP page 59 of 73)		
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### QUERIES ON SCOPE OF SERVICES

The Client: Port Qasim Authority (PQA)

Project Name: Appointment of Foreign LNG Consultants to Identify Suitable Exclusive LNG Zone at Port Qasim

Consortium Name: Exponent Engineers (Pvt.) Limited/Bridggit (Pvt.) Limited

Date: 4th March 2019

<b>SN</b>	<b>RFP Reference</b>	<b>Question</b>	<b>PQA Responses</b>
1.	Clause 1.9 of Information for Consultants, Page 4	<p>Clarity and elaboration is requested about the assignments/services carried out by any Consultant that can be termed to fall under the category of conflict of interest as per the below referred clauses:</p> <p>1.9 It is clarified that in order to avoid conflicts of interest:</p> <p>i) Any firm providing goods, works, or services with which you are affiliated or associated is not eligible to participate in bidding for any goods, works, or services resulting from or associated with the Project of which this Assignment forms a part; and</p> <p>ii) Any previous or ongoing participation in relation with the Project by your firm, its professional staff, its affiliates or associates</p>	Please refer mandatory Clause 5.2.1 (iv) of Chapter-2 of Revised / amended RFP, March 2019 available on PQA's website.

SN	RFP Reference	Question	PQA Responses
		under a contract may result in rejection of your proposal. You should clarify your situation in that respect with the Client before preparing the proposal.	
2.	Clause 3.3 of Data Sheet, Page 13	Elaboration is requested about the words used “Short-listed firm” and what is meant by “Short-listed firm”.	Short-listed firms should be read as participating firms (Please refer Revised / amended RFP, March 2019 available on PQA’s website)
3.	Clause 5.2.1.iii of Data Sheet, Page 14	Elaboration is requested regarding approval of JVA from CCoP.	Please refer Revised / amended RFP, March 2019 available on PQA’s website.
4.	Clause 5.2 (Objectives) on Page 30.	Has Gharo Creek (where the 2nd LNG Terminal has been set-up) been earmarked by PQA for any specific purpose. If not, then can it be considered in the forthcoming study for setting up the LNG Zone.	Please refer Revised / amended RFP, March 2019 available on PQA’s website.
5.	Chapter 5 - Term of reference Scope of services 5.4 (ii) a) The LNG Zone should.....allow 24/7 access	Does it mean 24/7 access is limited to LNG zone and not for the navigational channel.	Yes. If possible night navigation to be considered.
6.	Chapter 5 - Term of reference Scope of services 5.4 (ii) b) The LNG Zone should.....allow 24/7 access of Q-Flex and Q-Max	Can PQA identify any maximum limit of dimension over and above Q-Flex size vessels.	Scope of services given in the Revised / amended RFP, March 2019 available on PQA’s website may be considered in totality and accordingly the study may be undertaken by the Consultant.



<b>SN</b>	<b>RFP Reference</b>	<b>Question</b>	<b>PQA Responses</b>
	size vessels including large future LNG vessels.		
7.	Chapter 5 – Clause 5.4 (Scope of Services)	Will PQA build new approach channel for LNG vessels to meet zero impact on the existing traffic.	The Consultant has to consider various options including Zero impact on normal port traffic, however, if zero impact is not possible then consultant has to recommend most suitable and feasible option as per scope of services given in the Revised / amended RFP, March 2019 available on PQA’s website.

Reference to RFQ for subject tender please clarify below queries

Please clarify clause 1.9 page 4 as per given statement we understand that those consultant or any firm local /international are not eligible to participate who previous undertake services or goods supplied to the PQA.

Ans. Please refer mandatory Clause 5.2.1 (iv) of Chapter-2 of Revised / amended RFP, March 2019 available on PQA’s website.

Reference to evaluation criteria if the bidder is participating in Jv so what’s the criteria of evaluation weather they would consider individually or Package basis.

Ans. Combine Evaluation will be done.

Reference to chapter 2 page 14 clause (5.2.1 ,ii) please clarify the statement PEC major discipline and relevant category for local firm.

Ans. Please refer Revised / amended RFP, March 2019 available on PQA’s website.

4. Reference to chapter 2 page 14 clause (5.2.1 ,iii) we request you to ignore the CCop approval for Jv agreement at bid submission time, if any consultant is shortlisted then we submit and take approvals from CCoP.

Ans. Please refer Revised / amended RFP, March 2019 available on PQA’s website.

## Queries by NEXANT

### APPOINTMENT OF FOREIGN LNG EXCLUSIVE LNG ZONE AT PORT CONSULTANTS TO IDENTIFY SUITABLE

QASIM

Questions on RFP issued by PQA from Nexant

Sr.	QUERY	PQA Reply
1	<p>Re: 3.3 vii. The key professional staff proposed shall be permanent employees who are employed with the Consultant at least six months prior to submission to the proposal</p> <p>Q. Can they be employees of a sub-contractor?</p>	<p>Please refer Revised / amended RFP, March 2019 available on PQA's website. No they cannot</p>
2	<p>Re: Chapter 2 Category d i &amp; ii</p> <p>Q. Can the MSc Engineering or First Class Licensed Marine Engineer be substituted with equal or better qualified personnel?</p>	<p>Please refer Revised / amended RFP, March 2019 available on PQA's website. As a minimum standard to be maintained</p>
3	<p>Re: Chapter 2 Category d viii. Hydrographer</p> <p>Q. Is sonar scan data available for the hydrographer to evaluate? If not, and we are required to source it we would use an appropriately qualified sub-contractor. Is it possible to substitute this, by saying the sub-contractor staff should include one meeting - Cat-B Hydrographic course qualified with 10 years' experience</p>	<p>Yes some is and available data can be shared with the successful consultant and the consultant has to evaluate as per scope of services given in Revised / amended RFP, March 2019 available on PQA's website.</p>
4	<p>Re: 3.6 The financial proposal should list the lump sum price inclusive of all taxes, duties, levies etc associated with the Assignment</p> <p>Q. Can Client advise what taxes, duties, levies etc, will apply.</p>	<p>Please refer Revised / amended RFP, March 2019 available on PQA's website.</p>
5	<p>Re: 5.4 Scope of Services (Generally)</p> <p>Q. Can you provide a list of existing documents / data that PQA will provide to the successful bidder?</p>	<p>Available data/information can be shared with the successful consultant</p>

<b>Sr.</b>	<b>QUERY</b>	<b>PQA Reply</b>
6	<p>Re. 5.4 iii. The above study should also be given due consideration to feasibility study for deepening widening &amp; straightening of existing navigational channel and commissioning of alternate navigational channel being conducted by PQA's Consultant.</p> <p>Q. Pls expand on "due consideration". What will actually be required. Q. Will the PQA share local cost data for dredging and maintenance by local contractors? (To enable a more realistic financial model)</p>	<p>Scope of services given in the Revised / amended RFP, March 2019 available on PQA's website may be considered in totality and accordingly the study may be undertaken by the Consultant.</p>
7	<p>Re. 5.4 iv. Study and examine the current port operations and need for additional port services such as including but not limited to tugging, pilotage and mooring should be identified corresponding to recommended LNG Zone by the Consultant.</p> <p>Q. Will PQA be prepared to provide some of the inputs needed to do this evaluation or will Consultant need to depend on third party input?</p>	<p>Available data/information can be shared with the successful consultant.</p>
8	<p>Re. 5.4 vi. Carry out the Qualitative / Quantitative Risk Assessment (QRA) of LNG Zone. The LNG zones should satisfy safety, security and environmental concerns in accordance with the national/international laws and regulations.</p> <p>Q. Will a full QRA be necessary or would it be sufficient for consultant to provide an abbreviated risk study based on past experience from other terminals.</p>	<p>Its consultant's responsibility to assess as per the scope of services given in the RFP and accordingly formulate final outcome of the study. Full QRA required.</p>
9	<p>Re: 5.4 ix. LNG zone should be able to accommodate Floating or Fixed platform Storage &amp; Regasification Unit (FSRU) type of configuration for the LNGC terminal</p> <p>Q. Are FSRUs the only options, what about land based terminal, or FSU with regas onshore/jetty?</p>	<p>Please refer Revised / amended RFP, March 2019 available on PQA's website.</p>

<b>Sr.</b>	<b>QUERY</b>	<b>PQA Reply</b>
10	<p>Re: 5.4 x. The LNG zone should have sufficient options / alternatives to link pipeline(s) with SSGC collection points considering current and future plans of SSGC</p> <p>Q. Will the PQA provide us with pipeline gas specification for various consumers, for us to identify potential gas condition requirements?</p>	Consultant has to workout.
11	<p>Re: 5.4 xiv. Carryout cumulative maritime operational, safety, security, logistic and environmental risk assessment of positioning LNG terminals in close proximity of each other in the light of Pakistan LNG Policy 2011</p> <p>Q. Will the PQA provide Consultant with access to Police and Military to determine security threads?</p>	PQA will facilitate and provide the existing SOPs for handling LNG vessels.
12	<p>Re: 5.4 xvii. Consultants to prepare/suggest guidelines for setting up LNG Terminals in the identified LNG Zone and also propose SOPs for handling of LNG vessels in the zone.</p> <p>Q. Can PQA share their current SOPs for the existing FSRUs for the consultant to determine extend of work/expectation?</p>	PQA will provide the available required information to the Consultant
13	<p>Re: Chapter 6 Contract. Some of the conditions will not be acceptable or may need adjustment.</p> <p>Q. Can/should Consultant discuss these with PQA before bidding?</p>	Please refer Revised / amended RFP, March 2019 available on PQA's website, no change is permitted.

Halcrow Pakistan

S.No.	Questions and Clarifications	PQA Reply
1.	Can the requirement of JV registration in Pakistan with relevant authorities be waived? Is it possible that the lead international firm is paid overseas in USD and the local partner is paid locally in PKR. This will save JV from the lengthy registration processes.	No cannot please take independent tax advice.
2.	General Conditions state that in addition to professional liability, JV should seek other insurances as defined in other sections of the RFP. However, we did not find any information on other insurances to be retained? Please clarify if there is any such requirement.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
3.	Referring item 6.3.1. Payment schedule of services (table for schedule of payments). We suggest to further split the payment at S.No. 3 Submission of Final LNG Zone Study Report. It is currently at 70% of Total Payment. This will be difficult for consultant to manage, as a lot of work is required in the process to get to this point. It is suggested that this is split into two payments of 35% and 35%. The first 35% report can be paid with field studies completed and interim documents submitted.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
4.	Since the RFP requires technical assessment pertaining to identification of LNG Zone for the whole Port, therefore we suggest to provide us the latest Master plan or other relevant document if any to properly assess the limits of work.	To be provided to the successful consultant
5.	Considering that this RFP requires foreign consultant's input and that responses to the queries will be given at the end of this week, we hereby suggest extension of time at least by two weeks.	Please refer Revised / amended RFP, March 2019 available on PQA's website.

**Queries Raised by Royal Haskoning DHV UK, (JV Partner of TCI)**

SR.	QUERY	PQA REPLY
1	How does this project relate to the envisaged Port Qasim Master Plan project? Should this LNG zone study project fit within the overall PQA Master Plan?	Should be part of Master Plan.
2	Should only FSRU terminals be considered, or also "regular" onshore terminals, which are cheaper if long-term gas import is envisaged?	As per Revised Scope of Services
3	Please confirm a qualitative risk assessment is required only for the LNG zone, as a Quantitative analysis would in our view not be appropriate.	Scope of services given in the Revised / amended RFP, March 2019 available on PQA's website may be considered in totality and accordingly the study may be undertaken by the Consultant.
4	Please clarify what is a "Floating or Fixed platform Storage & Regasification Unit"?	As per revised Scope of Services.
5	Special Condition of Contract Clause 7.1. Please confirm that the assistance during the litigation and arbitration will be done on a reimbursable basis.	Without financial implication on PQA. (Please refer Revised / amended RFP, March 2019 available on PQA's website)
6	Clause 5.6, page 33. PQA requires a consultant to provide hard and soft copies of all relevant publications. How many hard and soft copies are required and is it really necessary?	One hard and soft copy of each publication (Please refer Revised / amended RFP, March 2019 available on PQA's website)
7	Clause 7.1 page 17. Please clarify the meaning of 'contract award to the lowest evaluated bidder'?	Please refer PPRA Rule 3.B(ii)(c)(iii) "Procurement of Consultancy Services, Regulations, 2010 (Please refer Revised / amended RFP, March 2019 available on PQA's website)

SR.	QUERY	PQA REPLY
8	Special Condition of Contract Clause 6.3.1. Item 4 requires the consultant to assist PQA for seeking approval of the final report. Please clarify when Consultant will be able to issue an invoice. And, if the work can be done on a reimbursable basis.	PQA Board and Federal government approvals would be required for which appropriate time may be considered by the consultant. (Please refer Revised / amended RFP, March 2019 available on PQA's website)

QUERIES RAISED BY TECHNO-CONSULT INTERNATIONAL (PVT) LTD.

Sr.	QUERY	PQA Reply
1	As per TOR the study is to be carried out through third party. Please clarify whether consultants already working with PQA are excluded from this study. Also clarify if there is any conflict of interest concept in the mandatory requirement.	Please refer mandatory Clause 5.2.1 (iv) of Chapter-2 of Revised / amended RFP, March 2019 available on PQA's website.
2	We understand that LNG Zone can be identified in Jhari Creek or any other area at Port Qasim and is not limited to only Jhari Creek. Please clarify.	The Revised / amended RFP, March 2019 available on PQA's website states to identify the best area for the establishment of LNG Zone.
3	Please explain the extent of Zero Impact on normal traffic due to LNG Carrier. The approach for LNG carrier will be separate or common with normal traffic?	The Consultant has to consider various options including Zero impact on normal port traffic, however, if zero impact is not possible then consultant has to recommend most suitable and feasible option as per scope of services given in the Revised / amended RFP, March 2019 available on PQA's website.
4	What LNG carrier larger than Q Flex and Q max Size PQA is expecting at PQA terminals? And when? Are consultants supposed to explore this?	Scope of services given in the Revised / amended RFP, March 2019 available on PQA's website may be considered in totality

Sr.	QUERY	PQA Reply
		and accordingly the study may be undertaken by the Consultant.
5	Will the existing two LNG Terminals be shifted to the approved identified Zone or remain functioning in the same locations?	Please refer Revised / amended RFP, March 2019 available on PQA's website.
6	Does this study require a separate EIA study or the studies available with PQA will be adequate to make a fair risk assessment of environmental impact of future LNG Terminals. Please clarify the scope of Environment Impact Assessment.	Scope of services given in the Revised / amended RFP, March 2019 available on PQA's website may be considered in totality and accordingly the study may be undertaken by the Consultant.
7	The time for this study is 6 months. We assume it is only for the technical study and comprehensive financial / economic feasibility study is excluded. Please indicate level of financial / economic study if it is required.	Timeframe for the assignment is six (06) months as per Revised / amended RFP, March 2019 available on PQA's website.
8	In case detailed Financial Study is required, option for shifting of existing two LNG Terminals will be considered. Please confirm	Please refer Revised / amended RFP, March 2019 available on PQA's website.
9	Consultants role will be limited to assist PQA for seeking approval of various government organizations after completing the study. Additional time will be required for taking approval. Please clarify?	PQA Board and Federal government approvals would be required for which appropriate time may be considered by the consultant (Please refer Revised / amended RFP, March 2019 available on PQA's website)
10	Please clarify if JV of foreign and local consultant's is acceptable.	Please refer Revised / amended RFP, March 2019 available on PQA's website.
11	How many PQA officials will participate in Full Mission Bridge Simulation Study and who will bear the cost?	About 5 persons and the location would be suggested by the Consultant as per the scope of services given in Revised / amended RFP, March 2019 available on PQA's website.



Sr.	QUERY	PQA Reply
12	We propose that local staff input should be increased as expatriate staff will prefer to work from their home office.	Please refer Revised / amended RFP, March 2019 available on PQA's website.

## **WOOD PQA CLARIFICATIONS**

Sr.	QUERY	PQA Reply
1	<p>The LNG zone identified and recommended should be technically and economically feasible and commensurate to requirements of prevailing International Codes and Standards as given in the LNG Policy, 2011 updated till to last date and other Federal regulatory licensing requirements are foremost in the assessment process. These shall include best international industry practices but not be limited to SIGGTO, OCIMF, PIANC, NFPA etc. The LNG Zone should be able to accommodate number of LNG terminals to cater existing and future LNG requirements of the country in consultation with Ministry of Petroleum &amp; Natural Resources.</p> <p>i) Can PQA advise on the their current forecast for number of LNG import terminals required to meet countries needs?</p> <p>ii) In terms of economic feasibility, what level of information do PQA expect to delivered as part of this study?</p>	<p>Consultant has to workout.</p>
2	<p>The LNG zone should have sufficient water maneuverability space to permanently moor an FSRU, allow 24/7 access of Q-Flex and Q-Max size vessels including larger future LNG vessels in compliance of SIGGTO/PIANC Guidelines without interrupting the other port traffic. Turning Circle/(s) and Passing Bays, if required for ease of maneuverability may also be recommended. The maneuvering of vessels in the proposed/identified LNG Zone should also be verified through Full Mission Bridge Simulation (FMBS) studies with the participation of PQA officials</p> <p>i) It is our experience that in order to maximise the efficiency and value gained from a campaign of real time bridge simulations, an extensive desktop study is required to define the critical manoeuvres and operations that need to be simulated. Therefore, we propose to present a budget option for this real time simulation which can then be confirmed following completion of the desk top assessment. Is this acceptable to PQA?</p>	<p>About 5 persons and the location would be suggested by the Consultant as per the scope of services given in Revised / amended RFP, March 2019 available on PQA's website.</p>

	<p>ii) Have PQA a preferred location for completion of Real Time Bridge Simulations?</p> <p>iii) We note that a study is currently being undertaken by Royal Haskoning on the widening of channel. Is there simulation being undertaken as part of this? If so can PQA identify facility where this being undertaken. Significant cost savings can be achieved by utilising and adapting an existing model for the port</p>	
3	<p>The above study should also be given due consideration to feasibility study for deepening widening &amp; straightening of existing navigational channel and commissioning of alternate navigational channel being conducted by PQA's Consultant</p> <p>i) Is there geotechnical data available for channel? ii) Are there recent bathymetric surveys of the harbour area available for review?</p>	PQA will provide the available required information to the Consultant
4	<p>Study and examine the current port operations and need for additional port services such as including but not limited to tugging, pilotage and mooring should be identified corresponding to recommended LNG Zone by the Consultant</p>	-
	<p>Study and examine the current port operations and need for additional port services to identify logistics requirement complete in all respect including but not limited to tugging, pilotage, mooring, ferry services, medical evacuation, control tower, service jetty, navigation aids, communication and utility services etc. corresponding to recommended LNG Zone by the Consultant to be provided by the Port to efficiently manage LNG Zone as per international best practices</p>	-
6	<p>Carryout the Qualitative / Quantitative Risk Assessment (QRA) of LNG Zone. The LNG zones should satisfy safety, security and environmental concerns in accordance with the national/international laws and regulations</p>	-

7	Examine possibility of a common pipeline/(s) corridor or separate pipeline routes connecting LNG Zone with the SSGC collection point(s) or any other collection point(s) to facilitate LNG terminals in the zone while addressing environmental, economic, logistics and social concerns.	-
8	Consultants are to identify physical hazards of LNG leaks such as uncontrolled release of LNG and severity of catastrophic events including but not limited to Explosion, Pool Fires, Flammable Vapor Clouds, Freezing Liquid, Rollover, Rapid Phase Transition, Earthquakes and Terrorism etc.	-
9	LNG zone should be able to accommodate Floating or Fixed platform Storage & Regasification Unit (FSRU) type of configuration for the LNGC terminals.	-
10	The LNG zone should have sufficient options / alternatives to link pipeline(s) with SSGC collection points considering current and future plans of SSGC.	-
11	Workout complete planning of proposed LNG Zone considering Pakistan LNG policy and international codes and standards. i) Can PQA please expand on what is required for this point? It is not clear from the text	Consultant has to workout
12	Requirement of capital dredging works in the LNG Zone.	-
	Consultations with SSGC, OGRA and all other concerned authorities. i) Can PQA please provide an estimate of the number of meetings required	Consultant has to workout
	Carryout cumulative maritime operational, safety, security, logistic and environmental risk assessment of positioning LNG terminals in close proximity of each other in the light of Pakistan LNG Policy 2011 updated till to date and all international codes and standards / best industry practices including the Pakistan LNG Policy	-

	<p>Identify projects to make the proposed LNG zone operational, complete in all respect</p> <p>i) Are PQA referring to capital projects or additional engineering study works?</p>	<p>Scope of services given in the Revised / amended RFP, March 2019 available on PQA's website may be considered in totality and accordingly the study may be undertaken by the Consultant</p>
	<p>Assess navigational constraints and risks based on Port Qasim navigational channel/s alignment and suggest appropriate mitigation measures as per the International Codes &amp; Standards.</p>	
	<p>Consultants to prepare/suggest guidelines for setting up LNG Terminals in the identified LNG Zone and also propose SOPs for handling of LNG vessels in the zone</p> <p>i) Can PQA provide additional guidance on what they expect to be delivered under this point?</p>	<p>Scope of services given in the Revised / amended RFP, March 2019 available on PQA's website may be considered in totality and accordingly the study may be undertaken by the Consultant</p>
	<p>To assist PQA for seeking approval of the study report at various forums.</p> <p>i) Can PQA provide estimate of the level of effort expected on behalf of the consultant for this point?</p>	<p>PQA Board and Federal government approvals would be required for which appropriate time may be considered by the consultant (Please refer Revised / amended RFP, March 2019 available on PQA's website.)</p>