

M/S. BRIDGGIT QUERIES (REVISED RFP)

REVISED RFP	SUBJECT	QUERIES	PQA REPLY
3	<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>In line with Q-Flex and Q-Max size vessels , PQA may elaborate parameters of other LNG vessels</p>	<p>As per revised RFP, Consultant has to work out the parameters of future larger LNG vessels.</p>
<p>5.2.1 Mandatory Requirements: Category-D:</p>	<p>Marine Expert (foreign) Licensed Master Mariner with 10 years post qualification experience in Pilotage of LNGC and other Port Operation as well as Marine Navigation Planning and Full Mission Bridge Simulation</p>	<p>PQA may revisit its stance of Marine Expert to be a foreign national in view of expertise and proficiency of local Marine Experts</p>	<p>The criteria have been developed to ensure that the Marine Expert is suitable for the project.</p>
<p>Third LNG Terminal</p>	<p>As per News channels the Economic Coordination Committee (ECC) of the Cabinet has directed the Ministry of Maritime Affairs to take all necessary steps for establishment and operationalization of 3rd Liquefied Natural Gas (LNG) terminal by winter 2020. ECC, while considering a summary, dated 4th March 2019, submitted by Ministry of Maritime Affairs regarding setting up of an additional LNG terminal at Port Qasim, directed the ministry to explore possibility of establishment of additional LNG terminals at the main channel, i-e existing site of LNG terminals, along with identification of the cost required for dredging and widening of the main channel.</p>	<p>PQA may share its viewpoint on proposed site of the LNG terminal at the main channel since being contradictory to LNG Zone study</p>	<p>The decision of the ECC has to be ratified by the Cabinet which has as of yet not been done and therefore we are unable to confirm as to whether this has been ascertained by GoP.</p>

RINA CONSULTING / SIFAAT ASSOCIATES + EXPONENT ENGINEERS

Sr. No.	Revised RFP Ref	Subject	Queries	Remarks	PQA Responses
1	ITC 1.9 (i) & (ii) Page-4	Eligibility Criteria	The Revised RFP still states that undertaking this Study shall make the firm "not eligible" for onward future "projects of which this Assignment forms a part". During the 2nd Pre-Bid Meeting of Mar 27, you clarified that the "Undertaking" as proposed in Clause 5.2.1.iv of Mandatory Requirements shall supersede this statement. While we welcome this position, we are afraid that it does not eliminate confusion & potential misunderstanding about participation in future private sector projects.	Please clarify that this proposed Undertaking should refer to any past and/or future projects of the firm within PQA limits. b) The other projects will be for private sponsors who have their own selection criteria for their consultants and in which PQA does not have any role per se. c) These projects by private sponsors are for individual LNG terminals at "specific sites" to be subsequently allocated by PQA, quite unrelated to current larger port-planning macro-study of PQA which is a different discipline altogether.	The clause has been created to ensure that an objective study is carried out.
				Referred clauses appear punitive and will discourage firms from participating in current study. In view of above comments please amend / clarify the ITC clauses.	
2	ITC 1.9 (i) & (ii) Page-4	Eligibility Criteria	In your MOM-Responses to 1st Pre-Bid Meeting relating to same clauses, it is stated, "So as to maintain its objectivity the consultant must exclude wisely from <u>any further projects that it may advise PQA under the contract</u> advise needs to be done".	We understand that your referred clarification relates to any future individual terminal projects to advise PQA under different contract eg IA consultant. That is fully understandable. But linkage to current contract for LNG Zoning study should be clearly eliminated. Kindly clarify.	The clause has been created to ensure that an objective study is carried out.

Sr. No.	Revised RFP Ref	Subject	Queries	Remarks	PQA Responses
3	ITC 3.3 (ii) & Data Sheet 5.2.iii	Local Partner - Sub-Consultant Vs JVA	The ITC clause & PEC Guidelines clearly allow option of associating local firms either as "sub-consultants" OR in JV agreements. The sub-contracting roles for few limited CV positions is assigned to local personnel.	In local sub-consultant structure, all responsibility & warranty lies with Main foreign consultant, which ensures the optimal solution for Client / PQA. In this structure there should be no need for CCoP approval of JVA. This is especially advisable as all 5 major roles out of total 8 positions is required from Foreign personnel by RFP. Kindly clarify if our understanding of sub-consultant structure is acceptable to PQA.	The approval has to comply with all applicable laws.
4	Data Sheet 5.2.1.iii	Mandatory Requirements	CCoP Approval for Selected Consultant	We again submit that by definition CCoP is meant to <i>ensure transparency of JVAs where investment, stakeholding & profit sharing is involved</i> -- specially for long term JVs for industrial & commercial ventures. The same <u>is NOT applicable to purely service related short-term JVs where there is NO investment shares or profit sharing involved</u> . We humbly request that PQA & MOPS should have proper legal review of this requirement for this Study consultancy or similar consultancy services, due to above rationale.	As per revised RFP

5	Data Sheet	Evaluation Criteria	As per Revised RFP 4 sub-categories are stated; General Ports & Harbour Experience; Planning of LNG Zone studies; Specific LNG Terminal Planning & Design; Land based LNG Terminal Design. In fact in the Personnel table, 2 positions for Pipelines have been included (25%), correctly. <i>Yet in Experience of Firms there is no sub-category for Pipelines, especially Sub-sea Pipelines. This appears anomalous.</i>	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.vi specifically mentions various Pipeline evaluation options as part of SOS. Therefore we suggest that further <u>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 which may be adjusted from small reductions in points for Personnel and Methodology. Kindly reconsider, clarify and amend.	This is the object study that has to meet.
Sr. No.	Revised RFP Ref	Subject	Queries	Remarks	PQA Responses
6	TOR 5.4.i	SOS	Prospective LNG Zone is expected to cater to current and "future" LNG requirements in consultation with MOPNR. We understand that MOPNR makes & updates such future projections on regular basis, which will be provided for subject study.	We understand that vessel traffic projections by this consultant will be based on such projections of O&G demand projections of MOPNR. Therefore this consultant is not expected to further create projections of such future demand for primary energy. Please clarify and confirm our understanding.	Do agree such projection coming from MOPNR. We are expecting again such a projections from the consultant.

7	TOR 5.4.iii	Scope of Services (SOS)	RFP states aligning current Study finding with ongoing study for Deepening-Widening-Straightening (DWS) of PQA channels. This is <u>perfectly appropriate & essential</u> . But what is not stated is, <u>when this study will be completed</u> & findings made available to current incumbent/selected LNG Zoning Consultant.	You have already stated in MOM-Responses that earlier Deepening-Widening Study will be shared with current Consultancy. Kindly do further appreciate that 'data' relating to Metocean, Bathymetry & Geotech for ALL the relevant channels in PQA <u>is critical to current LNG Zoning study</u> . It should be recognized that creating primary & baseline data of above named segments is NOT, and should NOT be, part of TOR and Scope of current LNG study. Otherwise unnecessary cost-cushioning by prospective Bidders herein will push up cost for PQA significantly. Our <u>only concern is that current LNG study consultant is protected from such time & cost impacts in fair manner</u> . These clarifications need to be made part of TOR as well as SC. Kindly clarify & amend.	The available study/data will be shared with successful consultant. However, if there is any gap in the study/data related to this assignment, the consultant has to address the same through its own cost and resources.
8	TOR 5.4.x	SOS - Dredging Assessm ent	As per prior comment regarding alignment with earlier DWS study which is also expected to provide Dredging assessment for ALL channels, specially MNC, Charra-Chan Wadho & Jhaari channels.	Therefore we expect Dredging assessment specifically for LNG Zoning study will be an "incremental exercise" relative to the wider Dredging assessment of DWS Study covering all of PQA. Please confirm our understanding or clarify.	Full Scale independent assessment to be conducted by the Consultant.

9	TOR 5.4 (xii) Page-35	EIA	The TOR in Revised RFP still includes EIA as part of scope requiring LNG Consultant to carryout the environmental risk assessment of positioning of the LNG terminals in close proximity of each other.	We understand that this EIA is a "Scoping EIA" to provide guidelines for more detailed ESIA by future sponsors of LNG Terminals in the "incumbent" LNG Zone. This should not require conducting Baseline Studies for the whole Zone which will be done by respective private sponsors for each terminal. Nor should this require Public Hearing or acquiring SEPA approval for the whole Zone, as each sponsor will pursue on incremental basis. Also <i>detailed EIA is already part of Deepening-Widening Study scope for ALL PQA channels areas</i> , of which LNG Zone is an included geographic segment, <i>ipso facto</i> . Therefore duplicating detailed EIA effort & cost in LNG study should not be necessary. Kindly clarify if our understanding is correct and incorporate same in TOR.	The Consultant should restrict to clause xii of scope of services as per revised RFP which states that "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." This should take this from other EIA which will not be submitted to SEPA but will be carried independently by PQA.
10	TOR 5.4 (xvi) Page-36	Assistance to PQA for Approval	To assist PQA for seeking approval of the study report at various forums.	Your clarification in MOM-Responses and 2nd PBM of Mar 27 is fully accepted. We simply request that this scope in TOR not be kept open-ended and some timeline based on prior experience be stated. Beyond that timeline charge rates may be allowed to consultants on event basis which too all prospective bidders can budget. Pls clarify & amend clause.	Please refer our earlier clarifications to the queries available at PQA website which states that "PQA Board and Federal Government approvals would be required for which appropriate time may be considered by the Consultant."

TECHNO-HR WALLINGFORD

S.No	QUERIES	PQA REPLY
1	We assume PQA be open to discussion of the Special Conditions of Contract at the time of award but will areas of the General Conditions of Contract also be negotiable?	Answer: Special and General Conditions cannot be negotiated except to the extent of Clause No.6.3(d) of Chapter-2 page No.18
2	We would like to include CVs for staff of more than 20 years of experience but without the specific qualifications defined in Category D table. We request that in such cases the assessment of CVs based on 50% qualification – 50% experience be amended to 25% qualification – 75% experience	Answer: Assessment will be made as per the criteria defined in revised RFP

M/s. ECIL QUERIES

S.No	QUERIES	PQA REPLY
1	<p>Please refer SC page 61 item 6.1 “Remuneration”. The LS remuneration will be to the extent as mentioned in clauses ---- of special conditions of contract”</p> <p>The gap may please be filled and extend of remunerations be identified.</p>	Please add “6.3.1” in the gap.
2.	<p>Please refer to Item No.7.2, 9th Line Page No.10 “Special attention will be paid to getting the most the firms can offer within the available budget ----- . The available budget may please be informed.</p>	Please refer to Item No.7.2, 9 th Line Page No.10 as “Special attention will be paid to clearly defining the inputs required from the PQA to ensure satisfactory implementation of the assignment.
3.	<p>PQA’s view point is that the feasibility study for Deepening & Widening and Straightening of the existing navigational channel (almost completed) will be made available to the successful competitor. In fact it is required at the bidding stage to make use of information in planning and costing. Please refer scope of work item 5.4 ii, ix & x on page 34 which besides other aspects, stipulates “ requirement of Capital Dredging works in LNG zone”.</p> <p>Moreover one who has all the data and information is also bidding in this very tender. He will have comparatively edge over others. Work already done by this bidder will be done by others whereas he would do it. This requires some action to alleviate the fears.</p>	This study was limited to a certain and not to the – entire PQA limits and had a different scope and objection.
4	<p>Please Ref Article 7.4, Page No.11, Line 4 “Guarantees required may be elaborated”.</p>	Article 7.4 is self-Explanatory
5	<p>Existing/approved locations / or projects of LNG Terminals. These are understood not be considered or reviewed. Please elaborate</p>	Future LNG Terminals i.e. Land based viz-a-viz FSRU are need to be assessed in LNG Zone as per Revised RFP.
6	<p>Please Ref Article 3.7 of Financial Proposal.</p> <p>Professional Liability – Shall this be applicable in this type of assignment where no design is involved, rather the project comprises of studies and preparation of report which will have to be approved by competent authorities.</p>	Yes it will.

UNDERTAKING

We _____ and _____ do hereby undertake and hold ourselves liable to ensure that the study that we are undertaking for the identification of an LNG Zone within the limits of Port Qasim shall not be prejudiced by any tasks, projects, studies, assignment or work whether for a without compensation that we have either directly or indirectly undertaken within the limits of Port Qasim upto the date of the issuance of this undertaking.

That breach of this undertaking shall render you liable to indemnify Port Qasim Authority for any expenses, losses and costs suffered or incurred by Port Qasim Authority on account of a breach thereof.