

MINUTES OF PRE-BID MEETING/ADDENDUM # 01
OPERATION, MANAGEMENT & MAINTENANCE (OM&M) OF 8x PACKAGES
PERMANENT & 3 x PACKAGES OF MOBILE WEIGH STATIONS ON NATIONAL
HIGHWAYS TILL THE PERIOD ENDING 30.06.2024

A pre-bid meeting for subject procurement was held on 14-06-2023 in Auditorium NHA, HQ. Tender Opening & Evaluation Committee and interested applicants attended the meeting. Detailed deliberations were made during the meeting. Following are the questions raised by the prospective bidders and replies by the department:

Questions by Participants	NHA Reply
<p>M/s Traffic & Road Assets Management Company (TRAM) M/s Progressive Multi Engineers (Pvt) Ltd M/s Ittehad Enterprises M/s WSKB Operator (Pvt) Ltd M/s S.S.S Corporation M/s Nawaz Construction Company (Pvt) Ltd</p> <p>1. Extend the Bid Submission date for One to Two weeks as RFP has been uploaded so late.</p> <p>2. The announced date is quite close and does not enable to access and analysis and fill bids.</p> <p>3. RFP appears to be in same line with no distinct change from previous RFP which was ultimately cancelled. Thus, it is requested to NHA to clarify the award criteria of current bid.</p> <p>4. The term of this contract will expire by 30.06.2024 which may be less then a year from award of contract after June 2023. Kindly allow one year further extension till 30.06.2025</p> <p>5. The RFP specify that minimum salary as per labor laws is to be followed. The minimum salary provided by NHA is indicated as Rs. 25,000 which has increased to Rs. 32,000 as per recent Federal Budget. It is requested to update the salary accordingly.</p> <p>6. Performance security has been increased from Rs. 5 Million per package to 10 Million per package which is quite high it requested that performance security may be decreased / lowered from Rs 10 million to Rs 2 million per package for healthy competition. As per PPRA rules maximum performance security is 5 to 10 percent of the project value. Ten million is clear violation of PPRA rules.</p> <p>7. Relevant and General Experience other than Government organization should not be considered in eligibility criteria like all other NHA tenders. OM&M experience should be minimize to five years for pre-qualification of professional contractor.</p> <p>8. Minimum O-3 category firm should be allowed instead of category O-4 while considering nature of job and sensitivity of weigh equipment.</p>	<p>1. Agreed. Bid submission will now be received on 20.06.2023. Corrigendum issued accordingly.</p> <p>2. As per 1 above.</p> <p>3. Please refer bid form and Instruction to Bidders of RFP.</p> <p>4. Not Agreed. As per contract period mentioned in RFP.</p> <p>5. Agreed. Revised bid form (bill no. 1) annexed.</p> <p>6. Not Agreed. As per PPRA the % percentage of the performance security applied to the value of contract. Whereas, in the instant case the fine varies station to station. Therefore, 10 million is accordingly fixed to safeguard the interest of NHA.</p> <p>7. Not agreed.</p> <p>8. Not agreed.</p>

<p>9. Every contractor shall be awarded to at least two packages instead of one package.</p> <p>10. Clarified that how one manager will be deputed in three shifts.</p> <p>11. Repair/Maintenance amount may be extended up to 45000.</p> <p>12. After our scrutinizing section 13 of Clause II RFP it has been noted/not found any estimate amount for Bill-3 appreciate if the specific amount of Bill-3 estimate amount can be quote for engineering estimate so we can accordingly provide our bid amount.</p> <p>13. We understand that you are accepting performance security only through Pay Orders and Demand Draft. Since you accept performance security in form of bank guarantee in Toll Plazas and other NHA contracts hence, we very humble request if the performance security can also accept in lieu of Bank Guarantee here.</p> <p>14. Currently, in RFP after all calculation of Expenses/O&M charges, the operator have to add their profit amount against which there is no lower limit and upper limit which may be decided or any figure quoted by operator may be accepted by Department. Because previous tender were cancelled on basis of above reason.</p>	<p>9. Not agreed.</p> <p>10. As Manager is only responsible for managerial activities, therefore, there is no need to hire manager for each shift.</p> <p>11. Not Agreed. Please quote your estimate as per the requirement of site.</p> <p>12. Not Agreed Bidder should have to quote his estimates substantiated with expenses.</p> <p>13. Agreed. However, expiry of bank guarantee should be 90 days beyond the expiry date of contract mentioned in the RFP.</p> <p>14. Not Agreed.</p>
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REVISED CRITERIA AS UNDER:-

Sr.#	Description	Marks	Score (Max)
	Financial position for last three (03) years		
	<p style="text-align: right;">Average Annual Net Worth > Rs 300 (m) 30</p> <p style="text-align: right;">Rs 200 (m) – Rs 300 (m) 20</p> <p style="text-align: right;">Rs 100 (m)- Rs 200 (m) 10</p> <p style="text-align: right;">Below Rs 100 (m) 0</p>		
i	<p>Note: i) In case of JV (Max 2 firms) minimum net worth will be determined as per following percentage;</p> <p style="padding-left: 40px;">Lead partner 70% share</p> <p style="padding-left: 40px;">Other partner as per his share in JV</p> <p>ii) In case of JV (Max 2 firms) NTN in favor of JV must be provided</p> <p><i>* In case after winning of Contract by JV, NTN of JV Firm shall be required</i></p>		30
ii.	Audited Reports (including Financial Statements) for the last three years (2019-20, 2020-21 & 2021-22) , duly audited and attested by a Chartered Accountant firm as per requirement specified in form TF-2 and signed by the operator.	Must Meet	
iii.	<p>PEC Registration Certificate (Must Meet) in accordance with ITB Sub-Clause 1.1 as under:</p> <p style="padding-left: 40px;">i. O-A</p> <p style="padding-left: 40px;">ii. O-B</p> <p style="padding-left: 40px;">iii. O-1</p> <p style="padding-left: 40px;">iv. O-2</p> <p style="padding-left: 40px;">v. O-3</p> <p style="padding-left: 40px;">vi. O-4</p>	<p>15</p> <p>13</p> <p>11</p> <p>09</p> <p>07</p> <p>05</p>	15
iv.	<p>Bidder's Organizational Setup</p> <p style="padding-left: 40px;">a. Public Sector Entity/Company</p> <p style="padding-left: 40px;">b. Firm</p> <p style="padding-left: 40px;">c. Sole Proprietor</p> <p><i>* In case after winning of Contract by JV, NTN of JV Firm shall be required</i></p>	<p>15</p> <p>10</p> <p>05</p>	15
v.	<p>Relevant Experience of Operating Weigh Stations (other than private) for last 10 years upto 30.06.2023 (Maximum - 25 Marks).</p> <p><i>* In case of NHA's experience, the detail of contract along with letter of Acceptance commencement order will be required.</i></p>	05 Marks/ year	25
	<p>Relevant Experience of Operating Weigh Stations (other than Government) for last 10 years upto 30.06.2023 (Maximum - 15 Marks).</p>	3 Marks/ year	
vi.	General Experience of any OM&M Contract for last 10 years up to 30.06.2022 (Maximum – 15 Marks).	03 Marks/ year	15
	Total Points (Maximum):		100

**Operation Management and Maintenance of Permanent Weigh Stations
on National Highways
Minimum Staff Required Per Weigh Station**

**Salary Cost
Estimates
of NHA**

Package No. _____

Sr.No.	Position	Qualification	Number of Staff per Weigh Station	Rate of wage/salary Per month per weigh station (Rs.)	Total Per Month per Weigh Station (Rs.)
1	Manager	FA/BA	01	75,000	75,000
2	Weigh Operator	Certificate in Computer Programs	03	50,000	150,000
3	Electrician	Certificate in Electrical works	01	60,000	60,000
4	Flag Man	Un-Skilled	6	32,000	192,000
5	Security Guard (To be hired from registered firm with licensed arm)	Un-Skilled	3	32,000	96,000
6	Sweeper	Un-Skilled	01	32,000	32,000
Total			15		605,000

- i.** Minimum Salaries and wages payable to staff must be in accordance with labor Laws*
- ii.** Staff must be deputed in three shifts except Electrician and Sweeper (Per Package).*
- iii.** Manager is only responsible for managerial activities, therefore, there is no need to hire manager for each shift.*

Estimated Cost for each Permanent Weigh Station		
Bill #	Description	Amount (Rs.)
Bill No. 1	Salary Cost Estimates to be quoted by the Bidder	605,000
Bill No. 2	Estimated Cost for O&M Operations given by NHA	68,000
Sub-Total		673,000
Bill No. 3	Non-Salary Cost to be quoted by the Bidder	-
Total (Rs.) (Bill No.1+ Bill No.2+ Bill No.3)		-

**Operation Management and Maintenance of Mobile Weigh
Stations on National Highways**
**Minimum Staff
Requirement Per Mobile Weigh Station**

**Salary Cost
Estimates
of NHA**

Package No. _____

Sr. No.	Designation of Staff	Monthly Billing Rate Per Person (Rs.)	Number of Staff	Total Per Month per Mobile Weigh Station (Rs.)
1	Supervisor	60,000	01	60000
2	System Operator	45,000	03	135000
3	Electrician	32,000	01	32000
4	Flag Man/Helper	32,000	06	192000
5	Security Guard	32,000	03	96000
6	Sweeper	32,000	01	32000
	Total		15	547,000

Note: Minimum Salaries and wages payable to staff must be in accordance with labor Laws

Estimated Cost for each Mobile Weigh Station		
Bill #	Description	Amount (Rs.)
Bill No. 1	Salary Cost Estimates to be quoted by the Bidder	547,000
Bill No. 2	Estimated Cost for O&M Operations given by NHA	73,000
Sub-Total		620,000
Bill No. 3	Non-Salary Cost to be quoted by the Bidder	-
	Total (Rs.) (Bill No.1+ Bill No.2+ Bill No.3)	-