

BAHAWALPUR WASTE MANAGEMENT COMPANY

MINUTES OF MEETING FOR "OUTSOURCING OF SOLID WASTE MANAGEMENT SERVICES (ALONG WITH AVAILABLE RESOURCES) FOR THREE DISTRICTS OF BAHAWALPUR DIVISION

BWMC Participants:

1. Muhammad Ayaz Kalyar (Member Board of Directors)
2. Chief Financial Officer, BWMC
3. Manager Procurement, BWMC
4. Manager Operations, BWMC
5. Manager MIS, BWMC

Bidders Participants:

1. Mr. Waleed, J.V (Daewoo Express, Ghulam Hussain & Sons, JV Waste Buster) (Through video link)
2. Mr. Shoaib khalid, JV (Shoaib Khalid & Saleem & Co)
3. Mr. Sajid Imran M/s Virk Construction Pvt Ltd
4. Mr. Usman Haider M/s Al-Rehmat Construction & Engineering
5. Mr. Abdullah Gill M/s Abdul Khaliq Gill
6. Mr. Ahmad Hassan M/s Subhan Construction Company
7. Mr. Saleem Javeed M/s Sarwar & Company Pvt Ltd
8. Mr. Zaheer M/s Mediland Pakistan Pvt Ltd
9. Mr. Irfan Mehboob JV (SB Engineering, Golden Jubilee Enterprises)
10. Mr. Nabeel Saleem JV (S.A Enterprises, Sarmik Pvt Ltd, ANW Enterprises, Babar & Umar Pvt Ltd)

Date: 26-September-2024, **Time:** 1430 Hours, **Venue:** BWMC Office Al-Aqsa Mall-MTA, Bahawalpur

This shall be considered as an **Addendum No.1** to the Bidding Documents under clause 2.2.3 "Amendment of Bidding Documents" and shall be considered as its integral part. Meeting started with the name of Almighty ALLAH. Manager Procurement & Chief Financial Officer briefed the salient features of the bidding document. Procurement Committee of BWMC invited the prospective bidders to ask the queries regarding the bidding document of the subject cited project. Queries of the prospective bidders are as follows;



BAHAWALPUR WASTE MANAGEMENT COMPANY

SR. NO.	Clause of the Bidding Document	Narration of clause as per the Bidding Document	Clarification / Proposed Amendments	BWMC Reply
1.	INVITATION TO BID	Pre-Qualified bidders	List of Pre-Qualified firm has not been shared by BWMC till date and also has not uploaded on website. It is requested to kindly provide the list of pre-qualified firms for RFP stage.	Already conveyed & informed to all qualified & dis-qualified bidders.
2.	Sec- IV. Bid Data Sheet Clause 12	The deadline for Bid submission is; Date & Time: October 03, 2024 till 1400 Hours (PST)	It is requested for extension / change for date of submission (for one day) because date of submission of bid is same for FWMC.	Bid submission date has been extended up till 9 th October 2024, Time 1400 Hours
3.	Sec- IV. Bid Data Sheet Clause 15	Bid Security, in favor of BWMC shall be 1% of the estimated cost in shape of bank guarantee or any other form acceptable to Procuring Agency.	It is stated that 1% bid security of the estimated cost of four years of the project which is a huge financial amount. However, it is requested to please amend the said clause by mentioning a fixed amount for bid security or by lowering the bid security percentage to 0.5 % instead of 1% . As the competition is among the prequalified bidders and all firms have been considered as serious bidders.	No Change



BAHAWALPUR WASTE MANAGEMENT COMPANY

			Reference GWMC was fixed 0.5% MWMC was fixed amount 20 million per Tehsil	
4.	Sec- IV. Bid Data Sheet Clause 14	Amount of Performance Guarantee at the rate of 1% of Contract Price for four years as offered by the contractor	It is requested to kindly amend the clause regarding the performance guarantee @ 1% of Contract Price for one years as offered by the contractor	No Change
5.	GCC 10.1 (B) Mobilization Advance	<ul style="list-style-type: none"> • Mobilization advance @10% of first year contract price is allowed. • An equivalent amount of Bank guarantee issued by any scheduled bank of Pakistan acceptable to the BWMC against Mobilization advance shall be submitted. 	Suggestion It is requested to kindly consider advance bank guarantee or any other relaxed mode of guarantee against equivalent amount of @10 mobilization advance	No Change
6.	Sec- III. Technical Specification/TORs Clause 3	Waste Stream The total solid waste generation is calculated for urban areas is based on 0.45 kg per capita per day and for rural areas it's based on 0.30 kg per capita per day.	These values of waste generation mentioned in this clause are not achievable. It is therefor, suggested to kindly fix the minimum waste guarantee load. Otherwise, revise and make relax mode of penalty mechanism on KPI (points system) accordingly or	Waste generation is an estimated amount and it may vary (\pm) from the mentioned amount. However, any approval regarding change in estimated waste generation will be sought from the Board of Directors, BWMC.



BAHAWALPUR WASTE MANAGEMENT COMPANY

			Kindly enhance the estimation cost.	
7.	Sec- III. Technical Specification/TORs Clause 5 & 6	Required Resources Requirement of resources i.e HR, Machinery, Equipment is more comparatively with other waste management companies in Punjab. Due to less availability of existing HR, vehicles and machinery with BWMC in Tehsils, more investment will be required by the contractor.	It is therefore requested to kindly revise the required resources as per the waste generation percentage or Kindly enhance the estimation cost. Reference GWMC increased the estimation cost during the RFP stage	No Change
8.	Sec- III. Technical Specification/TORs Clause 10	Estimated Cost for Four Years (Rs. in Millions)	Cost estimation is on lower side. Estimation cost shall be recalculated as it is 30% to 40% less. Moreover, taxes on HR may be rechecked. Request to enhance the estimation cost.	No Change
9.	Sec- III. Technical Specification/TORs Clause 10	Escalation factor based on OGRA price of PKR 267.30 per liter of fuel as on August 14, 2024	It is suggestion to kindly fix the Escalation factor based on OGRA price per liter of fuel as on October 03, 2024	No Change
10.	Sec- III. Technical Specification/TORs Clause 4	i. Monitoring cost which will be recovered from the contractor on monthly basis. ii. RCC flooring for establishment of Waste	These are additional scope of work comparatively with others Solid Waste Management Companies	No Change



BAHAWALPUR WASTE MANAGEMENT COMPANY

Sec- III. Technical Specification/TORs Clause 10	Enclosures in each Union Council iii. RCC flooring for Establishment of TCPs iv. Establishment of controlled dumpsite v. 3% of operational cost per year is included in estimation cost for special events/ Eid Ul Azha/zero waste activity vi. 2% of operational cost per year is included in estimation cost as contingency. vii. Fitness certificate will be mandatory for rented vehicles viii. Cost of PKR 200,000/- per month for public awareness also included in cost estimates ix. Transfer Stations must be covered (10ft high walls)	Due to additional scope, it is requested to kindly revised the scope of work or Enhance the estimation cost of four years	
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BAHAWALPUR WASTE MANAGEMENT COMPANY

11.	<p>Penalty / Payment Mechanism Table-25</p> <p>(Initial three month)</p>	<p>The invoice calculation will be based on daily working w.r.t parameters evaluated on daily basis</p>	<p>As per KPI, 91% and above waste transportation is not possible during 1st three months.</p> <p>It is requested to kindly clarify and amend the clause for facilitation of contractor during the grace period / implementation of the project.</p> <p>(1st three month)</p> <p>Payment should be on average % based transportation of (total) waste to dump site.</p>	<p>Real time VTCS Report / Trip Counting Application. Contractor has to ensure minimum 20% waste transportation defined by the client at dump site for safe disposal.</p> <p>10 marks on 21-30% tonnage 15 marks on 31-40% tonnage 20 marks on 41-50% tonnage 25 marks on 51-60% tonnage 30 marks on 61-70% tonnage 35 marks on 71-80% tonnage 40 marks on 81-90% tonnage 50 marks on 91-100% tonnage</p>
12.	<p>Sec- III. Technical Specification/TORs Clause 11 Fee Collection</p>	<p>Penalty table</p>	<p>It is therefore being submitted that the said penalty mechanism may please be removed from the part of the contractor as extensive public dealing is required for the said task.</p> <p>Or</p> <p>It shall be amended that penalty % will be imposed on fixed rates prescribed by GOVT. GOPb (not on waste transportation invoice)</p>	<p>No Change</p>
13.	<p>Sec- III. Technical Specification/TORs</p>	<p>Proposed Monitoring Mechanism and penalty Tables</p>	<p>Penalty level are very high comparatively in other divisions.</p>	<p>No Change</p>



BAHAWALPUR WASTE MANAGEMENT COMPANY

			<p>Double deduction has been implemented.</p> <p>Suggestion</p> <p>As per the said clause of the bidding document it submitted that the contractor shall be penalized in case of the non-compliance of the defined KPIs as mentioned in the bidding document. It is submitted that the said project requires extensive investment on the part of the contractor and such high amount of penalties against the non-compliance of each KPI may lead to the high financial loss at contractor's end.</p> <p>It is highly acknowledged that monitoring mechanism (along with the defined penalties) of defined KPIs plays a vital role in the successful execution of the project. Even so, the defined penalties in the mentioned clause of the bidding document are way higher side.</p>	
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BAHAWALPUR WASTE MANAGEMENT COMPANY

			Therefore, it is requested to please reconsider the amounts of penalties and may please be reduced in order to encourage the participants towards the bidding documents.	
14.	Sec- V General condition of contract Clause 23	Termination for Convenience The Procuring Agency, by written notice sent to the Service Provider, may terminate the Contract, in whole or in part, at any time for its convenience.	As per this condition contractor is not secured. There shall be termination on the valid reason of performance, corrupt or fraudulent practices etc. Therefore, it is requested to please reconsider the said term to encourage the participants as there will be a huge investment at stake by the contractor in terms of CAPEX and OPEX for the execution of the said project.	Definitely, termination will be made on valid reasons.
15.	General		i. Please specify the working days and daily shift hours of operation. (ii) Road identification for mechanical sweeping	i. 26 working days in a month and 8 working hours in a day as per labor laws. ii. Identification of the roads is the contractor's responsibility mechanical sweeping and washing (Table No. 6) of RFP



BAHAWALPUR WASTE MANAGEMENT COMPANY

Sr. No.	Clarification / Proposed Amendments	BWMC Reply
16.	Lower performance guarantee from 2% to 1%	Performance guarantee demanded 1% in the RFP documents of BWMC
17.	Provide mobilization advance of 10% of the first year's revenue	10% mobilization advance is already given in the RFP documents of BWMC (<i>GCC 10.1 (B)— Mobilization Advance</i>)
18.	Grant a 3-month grace period without penalties after execution	Mentioned in the RFP documents of BWMC (<i>Commencement of Services (GCC Clause 8)</i>)
19.	Allow 50% payment within 10 days and the balance within 30 days of invoicing	Company will make payment within 30 days for the verified portion of invoice. However, unverified amount will be made after verification/resolution of dispute/arbitration.
20.	Exclude revenue collection from contractor responsibilities, focusing on agreed KPIs.	It can't be excluded. Contractor has to prove his effort for revenue collection with documents (<i>Reference Table No.11 of RFP</i>)
21.	Allow the use of identical resources for bidding in the multiple Tehsils	Non Identical resources are not required at the bidding stage by the BWMC. Non-identical resources will be required from the lowest evaluated bidder at contract agreement stage. (<i>iv</i>) 5. Obligations of Contractor of GCC
22.	Further rental agreement should be acceptable on simple letter heads of the potential vendor instead of Rental Deed	1. In case of hiring rental vehicles, Rental Deed must be signed and stamp on stamp paper
23.	And also in RFP we need to change that bank balance / credit limit within one week from the submission deadline	Credit limit certificate and Bank Statement up to (one week before the bid submission date i.e. 26th September 2024) is acceptable by the BWMC. It is mentioned in the RFP documents.



BAHAWALPUR WASTE MANAGEMENT COMPANY

24. LOADER RICKSHAW SPECIFICATIONS

ENGINE TYPE	200CC WATER COOLED
CLUTCH TYPE	MULTI PLATE SPLASH
TYPE OF IGNITION	CDI
TYPE OF START	ELECTRIC / KICK /SELF START
MAX. POWER	8.5 / (8000 + 500) KW/RPM
MAX. TORQUE	10 / (75000 + 500) NM/RPM
WHEEL BASE	2120MM - 2370 MM
GROUND CLEARANCE	160MM - 165 MM
FUEL TANK CAPACITY	PETROL (15-22) LITRE
CARGO BOX SIZE	7 FEET X 4.4 FEET
LOADER OVERALL SIZE	3320 X 1300 X 1330 MM (L X W X H)
FRONT BRAKE TYPE	DRUM / MECHANICAL / LEATHER
REAR BRAKE TYPE	HYDRAULIC / LEATHER
REVERSE GEAR BOX	STANDARD EXPORTING TYPE
POWER GEAR TYPE	STANDARD EXPORTING TYPE
FRONT & REAR WHEEL	5.00-12 / 5.00-12 FIVE WHEEL EXCHANGEABLE WITH SPARE WHEEL
FRONT SUSPENSION TYPE & SIZE	HYDRAULIC TYPE DIAMETER 50MM OUTER SPRING SHOCK ABSORBER
REAR SUSPENSION	5 + 2 LEAF SPRING (LENGTH 800MM, THICKNESS 7MM, WIDTH 62MM)
REAR AXLE	5 BOTTLES FULL FLOATING DRUM BRAKE GEAR RATIO 38:12
LOADING CAPACITY	700-800 KG
BATTERY	12V 45AH
HYDRAULIC SYSTEM	UNLOADING WILL BE DONE HYDRAULICALLY.
TRANSMISSION	5 FORWARDS & 1 REVERSE GEAR

- Other specifications of machinery & equipment are attached in RFP documents.
- These are minimum specifications, contractor may provide same, equivalent or higher.



BAHAWALPUR WASTE MANAGEMENT COMPANY



Mr. Muhammad Ayaz Kalyar
BoD Member (Convener / Chairman)



Chief Financial Officer, BWMC
(Member)



Manager Operations, BWMC
(Member)



Manager Procurement, BWMC
(Member)



Manager MIS, BWMC
(Member)

