

Points requiring clarifications in relation to RFP # 87

S#	Clarification/ Information Required	Comments
1	Can you please clarify exactly what kind of services do you require for this proposal?	Please read the Terms of Reference in the RFP.
2	<p>Regarding the tender documentation on RFP # 87 - Renewable Energy in Pakistan – Opportunities and Challenges, I'm providing a question on pre-qualification document, page 18/20:</p> <p>Audited accounts/and or tax returns – we can provide audit reports, but for which years, 2019 or for three/five year period?</p> <p><u>Section 1:</u></p> <p>Page 2/20: „<i>The interested bidders must be registered with respective taxation (with valid NTN and STRN) and other relevant authorities in Pakistan. Further details on the Services required are provided in the Terms of Reference (Section 4 of RFP).</i>“</p> <p>Q: If the bidder is JV comprising from a foreign company and a company with offices in Pakistan, is it enough that the company with offices in Pakistan is registered with respective taxation, or the JV must be registered as a whole if bidder wins the project?</p> <p>Page 2/20: „<i>Bidders must prepare one <u>hard copy of the technical proposals</u> and one hard copy of the financial</i></p>	<p>Audited Accounts for FY2019-20 or FY2018-19 will suffice</p> <p>The JV is not required to be registered. The company with offices in Pakistan is required to be registered.</p> <p>The hard copies of both financial and technical proposals should be sent to The Procurement Department' 1-E, Ali Plaza, D Chowk, Mezzanine Floor, Nazimuddin Road, Blue</p>

proposals, and submit them in separate sealed envelopes to the attention of 'The Procurement Department' 1-E, Ali Plaza, D Chowk, Mezzanine Floor, Nazimuddin Road, Blue Area, Islamabad, Pakistan."

Q: This means that the original documents don't have to be send by January 8th to Pakistan? Please confirm.

Section 2:

Page 8/20: „The bidder shall prepare and email a scanned copy of the documents comprising the proposal as specified in Clause 10, of Section 2 on its official letterhead. Each document shall be signed by a person duly authorized to sign on behalf of the bidder and all pages of the proposal shall be initialed by the person or persons signing the proposal.“

Q: Does this refer to the formal documents, e.g. cover letter, company registration and tax number, audited accounts, or the authorised person should also sign, e.g. description of approach, methodology, and work plan in responding to the terms of reference; examples and proof of past experience; work schedule and planning for deliverables; and team composition, assignment etc?

Section 4:

Page 16/20: „The research will also cover Pakistan's peer countries that face similar energy challenges and have addressed these challenges

Area, Islamabad, Pakistan by 8th January, 2020. In addition, all documents must be emailed to procurement@karandaaz.com.pk by this deadline.

All documents have to be signed on behalf of the bidder by a signing authority. Only the pages of proposal have to be initialed by the signing authority.

	<p><i>through RE measures through investment in capacity generation and efficiency.</i>“</p> <p>Q: Can you specify which or how many countries?</p> <p>Page 18/20: <i>„In case, the proposed team comprises of overseas nationals, a certificate must be provided that those individuals will be able to travel to Pakistan and remain in Pakistan as and when required for the assignment.“</i></p> <p>Q: If the bidder is JV comprising from a foreign company from Europe and a company with offices in Pakistan, due to the COVID-19 situation, it is hard to expect that companies from Europe will be able to travel to Pakistan in next few months. Is it enough that experts from the company with offices in Pakistan will be available for field work? If yes, can a leadership of the consortium take a company that can not travel to Pakistan, but has the experts in Pakistan from the JV partner?</p>	<p>The applicant is required to suggest the best approach with regards to the peer country analysis in the technical proposal.</p> <p>The JV should have team members or a company with presence in Pakistan. All team members outside Pakistan should be available to participate actively in all project activities and update meetings virtually as long as travelling is difficult due to the COVID-19 situation. In such an instance, the JV should also have on-the-ground experts that will lead the field work.</p>
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